

**ESTIMATED COST & ECONOMICS - THIRD YEAR (1976)**  
**MODEL 700 - GENERAL IMPROVEMENTS & NEW STOCK**  
**WITH CUT CHECKERING ON ADL & BDL**

|                            | FULL FACTORY COST |          |            |          |
|----------------------------|-------------------|----------|------------|----------|
|                            | BEFORE LINE       |          | AFTER LINE |          |
|                            | ADL               | BDL      | ADL        | BDL      |
| VOLUME                     | 28,000            | 42,000   | 40,000     | 59,000   |
| RETAIL PRICE               | \$154.95          | \$174.95 | \$164.95   | \$184.95 |
| NET SELLING                | \$ 82.30          | \$ 92.91 | \$ 87.59   | \$ 98.22 |
| FACTORY COST               | \$ 52.04          | \$ 60.31 | \$ 55.45   | \$ 63.81 |
| SELLING, ADMIN. & RESEARCH | \$ 9.63           | \$ 10.87 | \$ 10.25   | \$ 11.49 |
| TOTAL COST                 | \$ 61.67          | \$ 71.18 | \$ 65.70   | \$ 75.30 |
| OPERATIVE EARNINGS         | \$ 20.63          | \$ 21.73 | \$ 21.89   | \$ 22.92 |
| % OF NET EARNINGS          | 25.1%             | 23.4%    | 25.0%      | 23.3%    |

|                         | CASH RESULTS |
|-------------------------|--------------|
| VOLUME (ADDED BUSINESS) | 29,000       |
| NET SELLING             | \$3,091,960  |
| FACTORY COST            | \$1,787,840  |
| OPERATIVE EARNINGS      | \$1,304,120  |
| LESS 5.0% & 48%         | \$ 659,880   |
| NET EARNINGS            | \$ 644,240   |

INVESTMENT

|                           |             |
|---------------------------|-------------|
| CONSTRUCTION THIS PROJECT | \$ 645,400  |
| WORKING CAPITAL           | \$1,839,000 |
| TOTAL                     | \$2,484,400 |

|                              |       |
|------------------------------|-------|
| RETURN ON INVESTMENT         | 25.9% |
| RETURN ON TOTAL EXPENDITURES | 21.9% |

PROJECT EXPENDITURES

|              |             |
|--------------|-------------|
| DEVELOPMENT  | \$276,000   |
| CONSTRUCTION | \$645,400   |
| OPERATIONS   | \$358,000   |
| TOTAL        | \$1,279,400 |

JHSweeney:I  
11/20/72

EXHIBIT 4