

**MODEL 3200 COMPETITION GRADE TRAP AND SKEET GUNS  
ESTIMATED COSTS AND PROJECT ECONOMICS  
SUMMARY**

	<b>ESTIMATED FULL FACTORY COSTS</b>					
	<b>BEFORE LINE</b>			<b>AFTER LINE</b>		
	<b>SPECIAL TRAP</b>	<b>REGULAR SKEET</b>	<b>COMBINED AVERAGE</b>	<b>COMPETITION TRAP</b>	<b>COMBINED SKEET</b>	<b>COMBINED AVERAGE</b>
QUANTITY	6500	2000	8500	6500	2000	8500
RETAIL PRICE	\$715.00	\$655.00	\$700.88	\$825.00	\$825.00	\$825.00
NET SELLING	382.45	350.29	374.88	441.25	441.25	441.25
FACTORY COST	335.49	306.29	328.62	343.92	344.03	343.95
SELLING & ADMIN.	32.13	29.42	31.49	37.07	37.07	37.07
RESEARCH	8.41	7.71	8.25	9.71	9.71	9.71
DISTRIBUTION EXP.	6.12	5.60	6.00	7.06	7.06	7.06
TOTAL UNIT COST	\$382.15	\$349.02	\$374.36	\$397.76	\$397.87	\$397.79
OPER. EARNINGS	.30	1.27	.52	43.49	43.38	43.45
% OF NET SELLING	.1%	.4%	.1%	9.9%	9.8%	9.9%

**ESTIMATED PROJECT ECONOMICS - CASH BASIS**

	<b>OPERATION BEFORE 8500</b>	<b>OPERATION AFTER 8500</b>	<b>PROJECT RESULT 0</b>
VOLUME			
NET SALES	\$3,186,510	\$3,750,620	\$564,110
LESS:			
FACTORY COST	2,097,680	2,204,670	106,990
SELLING	-	10,720	10,720
TOTAL COST	\$2,097,680	\$2,215,390	\$117,710
OPERATIVE EARNINGS	1,088,830	1,535,230	446,400
NET EARNINGS	512,400	722,470	210,070
INVESTMENT			
CONSTRUCTION - THIS PROJECT			57,200
WORKING CAPITAL			227,500
TOTAL			\$284,700
RETURN ON INVESTMENT			73.8%
RETURN ON TOTAL INVESTMENT INCLUDING OPERATIONS			66.1%

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