

MODEL 3200 COMPETITION GRADES

BASED ON FORECAST SALES (5-YEAR FORECAST - 1975) FOR THE MODEL 3200,
THE COMPARISON (FULL BOOK BASIS) OF ESTIMATED SALES AND OPERATIVE
EARNINGS IS AS FOLLOWS:

MODEL 3200 LINE - BEFORE PROJECT

	<u>FIELD</u> <u>GRADE</u>	<u>SKEET</u> <u>GRADE</u>	<u>TRAP</u> <u>GRADE</u>	<u>SPECIAL</u> <u>TRAP</u>	<u>COMBINED</u> <u>AVERAGE</u>
SALES QUANTITY	3700	4325	1525	6500	16,050
RETAIL SELLING PRICE	\$595.00	\$650.00	\$675.00	\$740.00	\$676.14
NET SELLING PRICE	318.24	347.56	361.03	395.00	361.29
OPERATIVE EARNINGS	(28.63)	(8.78)	3.07	3.32	(7.33)
% OF NET SELLING	(9.0%)	(2.5%)	.1%	.1%	(2.0%)

MODEL 3200 LINE - AFTER PROJECT

	<u>FIELD</u> <u>GRADE</u>	<u>SKEET</u> <u>GRADE</u>	<u>TRAP</u> <u>GRADE</u>	<u>COMPE-</u> <u>TITION</u> <u>TRAP</u>	<u>COMPE-</u> <u>TITION</u> <u>SKEET</u>	<u>COMBINED</u> <u>AVERAGE</u>
SALES QUANTITY	3700	4325	1525	6500	2000	16,050
RETAIL SELLING PRICE	\$595.00	\$650.00	\$675.00	\$825.00	\$825.00	\$732.38
NET SELLING PRICE	318.24	347.56	361.03	441.25	441.25	391.70
OPERATIVE EARNINGS	(29.04)	(9.21)	2.65	33.90	33.76	10.16
% OF NET SELLING	(9.1%)	(2.7%)	.1%	7.7%	7.7%	2.6%

SELLING AND ADMINISTRATION EXPENSE, RESEARCH, AND DISTRIBUTION EXPENSE
WERE ADDED TO FACTORY COSTS BEFORE CALCULATING OPERATIVE EARNINGS.

JHS:I
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