

PRESENT AND PROPOSED PRICES AND EST. OPER. EXPENSES

(ADDITIONS TO GUN LIST)

	XP-100 (PISTOL)	M/420 RIFLE		COMBINED AVERAGE	BALANCE OF LINE	TOTAL PLANT
SALES QUANTITY	—	—	PRESENT	—	341,115	341,115
RETAIL SELLING PRICE	—	—		—		
NET SELLING PRICE	—	—		—	54.74	54.74
OPERATIVE EARNINGS	—	—		—	8.56	8.56
% OF NET SELLING	—	—		—	16.4%	16.4%
			PROPOSED			
SALES QUANTITY	5,000	15,000		70,000	341,115	361,115
RETAIL SELLING PRICE	99.95	99.95		99.95		
NET SELLING PRICE	54.35	53.87		53.99	54.74	54.74
OPERATIVE EARNINGS	7.56	8.75		8.08	9.04	8.99
% OF NET SELLING	13.9%	15.3%		15.0%	17.1%	17.0%