

SUBDIVISION #3 - MODEL XP-100 7MM-08 CALIBER
3RD YEAR ESTIMATED SALES AND UNIT PRETAX EARNINGS
(1982 COST VOLUME & PRICES)

XP-100 PRODUCT LINE BEFORE						
221 FREEBALL CALIBER						
QUANTITY				6475		
RETAIL SELLING				284.23		
NET SELLING				152.43		
PRETAX EARNINGS				32.16		
% OF NET SELLING				21.1 %		

XP-100 PRODUCT LINE AFTER						
WITH SIGHTS			WITHOUT SIGHTS			
221 FREEBALL CALIBER	7MM-08 CALIBER	COMBINED AVERAGE	221 FREEBALL CALIBER	7MM-08 CALIBER	COMBINED AVERAGE	
QUANTITY	5935	1800	7735	5935	1800	7735
RETAIL SELLING	\$ 284.23	\$ 399.95	\$ 311.16	\$ 284.23	\$ 356.65	\$ 301.08
NET SELLING	\$ 152.43	\$ 214.49	\$ 166.87	\$ 152.43	\$ 191.27	\$ 161.47
PRETAX EARNINGS	\$ 32.16	\$ 37.30	\$ 33.36	\$ 32.16	\$ 69.65	\$ 40.88
% OF NET SELLING	21.1 %	17.4 %	20.0 %	21.1 %	36.4 %	25.3 %

S.M. MORRIS
4-6-79