

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

XP-100 PRODUCT LINE BEFORE

.221 FIREBALL
CALIBER

SALES QUANTITY	6475
RETAIL SELLING	\$ 284.23
NET SELLING	\$ 152.43
PRETAX EARNINGS	\$ 32.16
% OF NET SELLING	21.1 %

XP-100 PRODUCT LINE AFTER

.221 FIREBALL CALIBER	7MM-08 CALIBER	COMBINED AVERAGE
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SALES QUANTITY	5935	1800	7735
RETAIL SELLING	\$ 284.23	\$ 309.25	\$ 290.05
NET SELLING	\$ 152.43	\$ 165.85	\$ 155.55
PRETAX EARNINGS	\$ 32.16	\$ 48.06	\$ 35.86
% OF NET SELLING	21.1 %	29.0 %	23.1 %

S.M. MORRIS
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