

M/700 LINE BEFORE - 1982

T20
10/27/80

	M/700 ADL	M/700 BDL	M/700	LINE BEFORE (M31)		WEIGHTED
			Classic	Book	INCREMENTAL	Ave
QUANTITY	46,636	88,398	4,176	139,210	139,210	139,210
RETAIL SELLING PRICE	\$358.14	\$439.72	\$402.55	57.254		\$411.28
NET SELLING PRICE	\$192.05	235.80	215.87	30.702	30.702	\$220.55
STANDARD MATERIAL	\$31.46	\$39.49	\$32.99	5,096	5,096	
MATERIAL VARIANCE	3.83	4.88	4.08	627	627	
STANDARD LABOR	22.35	25.17	23.55	3,366	3,366	
LABOR VARIANCE	13.27	15.12	13.21	2,011	2,011	
DIRECT EXPENSE	22.44	25.60	25.24			
GAS & POWER	2.24	2.52	2.36			
INDUSTRIAL RELATIONS	17.06	19.30	17.61			
GRAND REPAIRS	.85	.91	.85			
TOTAL DIRECT CHGS.	\$42.59	\$48.33	\$46.06	6,461	6,461	
SUPERVISION	2.16	2.42	2.30			
INDUSTRIAL RELATIONS	1.03	1.15	1.09			
FACTORY CLERKS	.27	.30	.29			
INDUSTRIAL ENGINEERING	.30	.33	.32			
DEPRECIATION	3.16	3.58	3.35			
PE & C DIRECT	.20	.22	.21			
FLOOR SPACE	2.34	2.62	2.48			
PROJECT COST	.90	1.01	.95			
OTHER DIRECT	.28	.31	.29			
TOTAL MFG O/H	\$10.64	\$11.94	\$11.28	1,599	-	
SUB-TOTAL	\$124.14	\$144.93	\$131.17	19,150		
PLANT OVERHEAD	21.87	25.35	23.60	3,359	-	
UNADJUSTED FACTORY COST	\$146.01	170.28	\$154.77	22,509	17,551	
FACTORY COST (APP. FOR COST RED)	\$142.73	\$166.45	\$151.29	22,002	17,156	158.05
SELLING & ADMINISTRATIVE	14.60	17.92	16.41	2,334	921	16.76
TECHNICAL	2.69	3.30	3.02	430	154	3.09
DISTRIBUTION	3.65	4.48	4.10	583	368	4.19
COST BEFORE ADMIN. EXP.	163.67	192.15	174.82		18,599	
TOTAL COST	\$164.89	\$194.03	\$176.59	25,579	19,119	\$183.75
EARNING BEFORE ADMIN. EXP.	28.35	43.65	41.05		12,103	
less: ADMIN. EXP.	1.22	1.88	1.77	230	520	1.66
PRETAX EARNINGS	\$27.16	\$41.77	\$39.28	5,123	11,583	36.80
less: TAX						
plus: AMORTIZED ITC						
NET EARNINGS						
PRETAX MARGIN (% OF NET SELLING)	14.1%	17.7%	18.2%			16.7%

ALTERNATIVE I

M/700 LINE AFTER WITH BOLT LATCH 1982

WITHOUT PRICE ADJUSTMENT

TR
11/19/82

	M/100 ADL	M/100 BDL	M/100	LINE AFTER	ER (M8's)	WEIGHTED
			CLASSIC	Book	Incremental	AVE
QUANTITY	46.636	88.398	4.176	139.210	139.210	139.210
RETAIL SELLING PRICE	\$358.14	\$439.72	\$402.55	57.254		\$411.28
NET SELLING PRICE	\$192.05	\$235.80	\$215.87	30.702	30.702	\$220.55
STANDARD MATERIAL	\$31.89	\$39.92	\$33.42	5.156	5.156	
MATERIAL VARIANCE	3.88	4.93	4.13	634	634	
STANDARD LABOR	23.00	25.82	24.20	3.456	3.456	
LABOR VARIANCE	13.52	15.37	13.46	2.046	2.046	
DIRECT EXPENSE	27.74	25.90	25.54			
GAS & POWER	2.30	2.58	2.42			
INDUSTRIAL RELATIONS	17.49	19.73	18.04			
GRATUS REPAIRS	.87	.93	.87			
TOTAL DIRECT CHGS.	43.40	49.14	46.87	6.564	6.564	
SUPERVISION	2.22	2.48	2.36			
INDUSTRIAL RELATIONS	1.06	1.18	1.12			
FACTORY CLERKS	.28	.31	.30			
INDUSTRIAL ENGINEERING	.31	.34	.33			
DEPRECIATION	3.29	3.71	3.48		18	
PE & C DIRECT	.21	.23	.22			
FLOOR SPACE	2.41	2.69	2.55			
PROJECT COST	.93	1.04	.98			
OTHER DIRECT	.29	.32	.30			
TOTAL MEC O/H	11.00	12.30	11.64	1.649	18	
SUB-TOTAL	126.69	147.48	133.72	19.505	17.874	
PLANT OVERHEAD	22.32	25.80	24.05	3.422	-	
UNADJUSTED FACTORY COST	149.01	173.28	157.77	22.927	17.874	
FACTORY COST (EST. BTD)	145.73	169.45	154.39	22.426	17.479	161.05
SELLING & ADMINISTRATIVE	14.60	17.92	16.41	2.334	921	16.76
TECHNICAL	2.69	3.30	3.02	420	154	3.09
DISTRIBUTION	3.65	4.48	4.10	583	368	4.19
COST BEFORE ADMIN. EXP	166.67	195.15	177.82		18.922	
TOTAL COST	\$167.76	\$196.90	\$179.46	25.979	19.425	\$186.62
EARNING BEFORE ADMIN. EXP	25.38	40.65	38.05		11.780	
less: ADMIN. EXP	1.09	1.75	1.64	212	507	1.53
PRETAX EARNINGS	\$24.29	\$38.90	\$36.41	4.723	11.273	\$33.93
less: TAX						
plus: AMORTIZED ITC						
NET EARNINGS						
PRETAX MARGIN	12.6%	16.5%	16.9%			15.4%
(% OF NET SELLING)						

ALTERNATIVE II

M/700 LINE AFTER WITH BOLT LATCH - 1982

PRICES ADJUSTED TO MAINTAIN 7% MARGIN

TRD
10-1-80

	M/700 ADL	M/700 BDL	M/700	LINE AFTER	ER (M \$)	WEIGHTED
			CLASSIC	BOOK	INCREMENTAL	Ave
QUANTITY	46.636	88.398	4.176	139.210	139.210	139.210
RETAIL SELLING PRICE	\$365.95	\$447.53	\$410.36	58.341		\$419.09
NET SELLING PRICE	\$196.24	239.99	220.06	31.285	31.285	\$224.74
STANDARD MATERIAL						
MATERIAL VARIANCE						
STANDARD LABOR						
LABOR VARIANCE						
DIRECT EXPENSE						
GAS & POWER						
INDUSTRIAL RELATIONS						
GRATUS REPAIRS						
TOTAL DIRECT CHGS.						
SUPERVISION						
INDUSTRIAL RELATIONS						
FACTORY CLERKS						
INDUSTRIAL ENGINEERING						
DEPRECIATION						
PE & C DIRECT						
FLOOR SPACE						
PROJECT COST						
OTHER DIRECT						
TOTAL MFG O/H						
SUB-TOTAL						
PLANT OVERHEAD						
UNADJUSTED FACTORY COST						
FACTORY COST (COST RED)	\$143.73	\$169.45	\$134.29	22.420	17.479	\$161.05
SELLING & ADMINISTRATIVE	14.91	18.24	16.72	2.378	939	17.08
TECHNICAL	2.74	3.36	3.08	438	156	2.14
DISTRIBUTION	3.73	4.56	4.18	594	375	4.27
COST BEFORE ADMIN. EXP	167.11	195.61	178.27		18.949	
TOTAL COST	\$168.36	\$197.52	\$180.07	26.064	19.479	\$187.23
EARNING BEFORE ADMIN. EXP	29.13	44.38	41.79		12.336	
less: ADMIN EXP	1.25	1.91	1.80	234	530	1.69
PRETAX EARNINGS	\$27.88	\$42.47	\$39.99	5.221	11.806	27.51
less: TAX						
plus: AMORTIZED ITC						
NET EARNINGS						
PRETAX MARGIN	14.2 %	17.7 %	18.2 %			16.7 %
(% OF NET SELLING)						

ALTERNATIVE III

M/700 LINE AFTER WITH BOLT LATCH

WITHOUT PRICE ADJUSTMENT

SLING & SWIVELS DELETED FROM BDL GRADE

PEU
10/1-9/10

	M/700 ADL	M/700 BDL	M/700	LINE AFTER (M/S's)		WEIGHTED
			CLASSIC	BOOK	INCREMENTAL	AVE
QUANTITY	46,636	88,398	4,176	139,210	139,210	139,210
RETAIL SELLING PRICE	\$358.14	\$439.72	\$402.55	57,254		\$411.28
NET SELLING PRICE	\$192.05	\$235.80	\$215.87	30,702	30,702	\$220.55
STANDARD MATERIAL	\$31.89	\$33.65	\$33.42	4,601	4,601	
MATERIAL VARIANCE	3.88	4.16	4.13	566	566	
STANDARD LABOR	23.00	23.81	24.20	3,456	3,456	
LABOR VARIANCE	13.52	15.37	13.46	2,046	2,046	
DIRECT EXPENSE	22.74	25.89	25.54			
GAS & POWER	2.30	2.58	2.42			
INDUSTRIAL RELATIONS	17.49	19.72	18.04			
GRATIS REPAIRS	.87	.93	.87			
TOTAL DIRECT CHGS.	43.40	49.12	46.87	6,562	6,562	
SUPERVISION	2.23	2.48	2.36			
INDUSTRIAL RELATIONS	1.06	1.18	1.12			
FACTORY CLERKS	.28	.31	.30			
INDUSTRIAL ENGINEERING	.31	.34	.33			
DEPRECIATION	3.29	3.71	3.48		18	
PE & C DIRECT	.21	.23	.22			
FLOOR SPACE	2.41	2.69	2.55			
PROJECT COST	.93	1.04	.98			
OTHER DIRECT	.29	.32	.30			
TOTAL MFG O/H	11.00	12.30	11.64	1,649	18	
SUB-TOTAL	126.69	140.41	133.72	18,880	17,249	
PLANT OVERHEAD	22.32	24.56	24.05	3,312	-	
UNADJUSTED FACTORY COST	149.01	164.97	157.77	22,192	17,249	
FACTORY COST (GROSS PRG)	145.73	161.33	154.29	21,702	16,868	155.89
SELLING & ADMINISTRATIVE	14.60	17.92	16.41	2,334	921	16.76
TECHNICAL	2.69	3.30	3.02	430	154	3.09
DISTRIBUTION	3.85	4.48	4.10	583	363	4.19
COST BEFORE ADMIN. EXP.	166.67	187.03	177.82		18,311	
TOTAL COST	\$167.76	\$189.13	\$179.46	25,292	18,844	\$181.60
EARNING BEFORE ADMIN. EXP.	25.38	48.77	38.05		12,391	
Less: ADMIN. EXP.	1.09	2.10	1.64	243	533	1.75
PRETAX EARNINGS	\$24.29	\$46.67	\$36.41	5,410	11,858	\$38.87
Less: TAX						
plus: AMORTIZED ITC						
NET EARNINGS						
PRETAX MARGIN	12.6%	19.8%	16.9%			17.6%
(% OF NET SELLING)						