

M/700 BDL - 7m/m-08

### Estimated Unit Prices, Costs, and Pretax Earnings First Year of Operation (1991)

|                          | LINE BEFORE<br>Composite<br>7/100 BDL | 7/100 BDL<br>7 7/100 - 08 | LINE AFTER<br>Composite<br>7/100 BDL |
|--------------------------|---------------------------------------|---------------------------|--------------------------------------|
| SALES QUANTITY           | 69,870                                | 3,000                     | 72,870                               |
| RETAIL SELLING PRICE     | \$406.93                              | \$399.95                  | \$406.65                             |
| NET SELLING PRICE        | \$218.44                              | \$214.70                  | \$218.28                             |
| less: TOTAL COST         | \$188.81                              | \$177.30                  | \$188.34                             |
| PRETAX EARNINGS          | \$29.63                               | \$37.40                   | \$29.94                              |
| % OF NET SELLING         | 13.6%                                 | 17.4%                     | 13.7%                                |
| T.R. Andrews<br>12/10/80 |                                       |                           |                                      |

FIRST YEAR OF OPERATION (1981)

**CONFIDENTIAL-SUBJECT TO PROTECTIVE ORDER  
KINZER V. REMINGTON**