

BOLT ACTION CARBINE

ESTIMATE UNIT PRICES, COSTS, AND PRE-TAX EARNINGS

|                        | <u>FIRST YEAR<br/>OF OPERATION<br/>(1983)</u> | <u>THIRD YEAR<br/>OF OPERATION<br/>(1985)</u> |
|------------------------|-----------------------------------------------|-----------------------------------------------|
| QUANTITY               | 28,500                                        | 34,700                                        |
| RETAIL SELLING PRICE   | \$ 440.00                                     | \$ 491.00                                     |
| NET SELLING PRICE      | \$ 234.23                                     | \$ 261.38                                     |
| LESS: TOTAL COST       | \$ 213.08                                     | \$ 230.55                                     |
| PRE-TAX EARNINGS       | \$ 21.15                                      | \$ 30.83                                      |
| % OF NET SELLING PRICE | 9.0%                                          | 11.8%                                         |

GDC:JS  
2/10/82