

W/100 Line Before - 1982

TBA
10/2/80

	W/100 ADL	W/100 BDL	W/100	Line Before	Weighted
QUANTITY				Book	Incremental
RETAIL SELLING PRICE	3580.14	4399.72	402.55	571.254	139.210
NET SELLING PRICE	192.05	235.00	215.87	301.702	30.702
					220.55
STANDARD MATERIAL	31.46	39.49	32.99	5.096	5.096
MATERIAL VARIANCE	3.03	4.88	4.08	62.7	62.7
STANDARD LABOR	22.35	25.17	23.53	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		
GEARUP REPAIRS	.85	.91	.85		
TOTAL DIRECT CHGS.	42.59	48.33	46.06	6.451	6.451
SUPERVISION	2.16	2.42	2.30		
INDUSTRIAL RELATIONS	1.03	1.15	1.09		
FACTORY CLEANERS	.27	.30	.29		
INDUSTRIAL ENGINEERING	.30	.33	.32		
DEPRECIATION	3.16	3.58	3.35		
P&C DIRECT	.20	.22	.21		
FLOOR SPACE	2.34	2.62	2.48		
PROJECT COST	.90	1.01	.95		
OTHER DIRECT	.28	.31	.28		
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 (COST PER)	42.73	66.45	51.29	22.002	17.156
SELLING & ADMINISTRATIVE	14.60	17.92	16.41	2.334	921
TECHNICAL	2.69	3.30	3.02	430	154
DISTRIBUTION	3.65	4.48	4.10	583	368
COST BEFORE ADMIN EXP	163.67	192.15	174.82	18.599	
TOTAL COST	164.89	194.03	176.59	25.579	19.119
EARNING BEFORE ADMIN EXP	28.36	43.65	41.05	12.103	
LESS: ADMIN EXP	1.22	1.88	1.77	230	520
PRETAX EARNINGS	27.16	41.77	39.28	5.123	11.583
LESS: TAX					
PLUS: AMORTIZED ITC					
NET EARNINGS					
PRE-TAX MARGIN	14.1%	17.7%	18.2%		
(% OF NET SELLING)					
					16.7%

ALTERNATIVE I

M/700 LINE AFTER WITH BOLT LATCH 1982

WITHOUT PRICE ADJUSTMENT

TR
11/12/80

	M/100 ADL	M/100 BDL	M/100	LINE AFTER	ER (M83)	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		\$411.29
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	22.74	25.90	25.54			
GAS & POWER	2.30	2.58	2.42			
INDUSTRIAL RELATIONS	17.49	19.73	18.04			
GRATIS 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 MFG 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 (ADJ. FOR COST RED)	145.73	169.45	154.29	22.420	17.479	161.05
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	166.67	195.15	177.82		18.922	
TOTAL COST	\$167.76	\$196.90	\$179.46	25.979	19.429	\$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 LATH - 1982

PRICES ADJUSTED TO MAINTAIN 7% MARGIN

720
10/25/80

	M/700 ADL	M/700 BDL	M/700	LINE AFTER	W/700	CLASSIC	BOOK	INCREMENTAL	WEIGHTED
QUANTITY	46.436	88.398	4.176	139.210	139.210	139.210	139.210	139.210	179.210
RETAIL SELLING PRICE	\$365.95	\$447.53	\$410.36	58.341					\$419.09
NET SELLING PRICE	\$196.24	239.99	230.06	31.285	31.285				\$224.74
STANDARD MATERIAL									
MATERIAL VARIANCE									
STANDARD LABOR									
LABOR VARIANCE									
DIRECT EXPENSE									
GAS & POWER									
INDUSTRIAL RELATIONS									
GRATIS REPAIRS									
TOTAL DIRECT CHGS.									
SUPERVISION									
INDUSTRIAL RELATIONS									
FACTORY CREDITS									
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 PER)	\$45.73	\$169.45	\$154.29	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	436	156				3.14
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	11.25	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

720
10/25/80

	M/700 ADL	M/700 BDL	M/700	LINE AFTER (M's)		WEIGHTED
			CLASSIC	BOOK	INCREMENTAL	AVE
QUANTITY	46.636	88.398	4.176	139.210	139.210	139.210
RETAIL SELLING PRICE	\$352.14	\$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	25.81	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 (ADJ. FOR COST RED)	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	3.65	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	\$181.68
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
PRE-TAX EARNINGS	\$24.29	\$46.67	\$36.41	3,410	11,858	\$38.87
less: TAX						
plus: AMORTISED ITC						
NET EARNINGS						
PRE-TAX MARGIN	12.6%	19.8%	16.9%			17.6%
(% OF NET SELLING)						