

# XP-100 Budget - Novem-Dec. 1988 + Jan - Dec 1989

## EXHIBIT B

### TRIGGER ASSEMBLY REPLACEMENT PROGRAM

#### FINANCIAL IMPACT

A Reserve is being established in 1987 to accommodate the financial impact of this program on 1987 performance, and will encompass the following estimated expenses:

#### NOTIFICATION

Mailing (20M @ \$2)  
Telephone (6 lines for 1 year @ \$20M)  
Telephone Switching  
Telephone Operators (2,000 Hours/Line @ \$8)  
Long-Distance Calls  
Advertising Campaign  
TOTAL NOTIFICATION

For 2nd 88\$M	For 12mo 1989 X6
3.8	22.2
1.6	9.9
1.3	7.8
2.5	15
41.6	250

T → 50.8 304.9

#### SHIPPING

Freight (15M Guns 2 ways @ \$5) 4 1/2 guns  
Packing Material (10M @ \$1.25) " "  
TOTAL SHIPPING

6.6	40
.8	5

T → 7.4 45

#### REPAIRS IN THE FIELD

Replacement Parts (10 @ \$9)  
Warranty Repairs (12.5 @ \$22)  
Field Repairs (3.7 @ \$50)  
Reconditioning (8.7 @ \$10)  
Factory Repairs (3 @ \$30)  
Customer Units to Obtain Records (50 man weeks)  
TOTAL REPAIR

12.5	11.5
18.5	180
18.7	181.5

T → 18.7 181.5

#### INHOUSE COSTS

Sorting Connectors  
Reconditioning (18M @ \$9)  
Engineering Supervision  
Management Consultant & Office Help  
Programming/Systems Support  
Rearrangement  
TOTAL INHOUSE COSTS

7.05	42.3
1.25	2
.5	3

T → 8.8 48.3

#### ALTERNATIVES

At the present time, we see none.

GT 85.7 579.7

+ overhead	24	144
+ Reimburs	.2	3.6