

Bridgeport, Connecticut
April 25, 1958

TO: P. H. BURDETT (30)
FROM: N. F. LARSEN
SUBJECT: SALES AND OPERATIVE EARNINGS
SPORTSMAN 58 TB AND TC

Following is a tabulation showing sales, costs and operative earnings for the Sportsman 58 TB and TC based on volume and selling prices furnished by the Sales Department:

	Sportsman 58 TB			Sportsman 58 TC		
	Each	Amount	% of Sales	Each	Amount	% of Sales
Quantity		500			250	
List price	\$189.95			\$246.40		
Net selling price	102.72	\$51,360	100.0%	133.25	\$33,313	100.0%
Factory cost	63.31	31,655	61.6	121.30	30,325	91.0
Research	2.57	1,284	2.5	3.33	833	2.5
Total mill cost	<u>65.88</u>	<u>32,939</u>	<u>64.1</u>	<u>124.63</u>	<u>31,158</u>	<u>93.5</u>
Factory profit	\$6.84	18,421	35.9	8.62	2,155	8.5
Selling and administrative	10.27	5,136	10.0	13.33	3,331	10.0
Operative earnings	\$ 26.57	\$13,285	25.9%	\$ (4.71)	\$(1,176)	(3.5)%

For purposes of comparison, economics are shown below on the M/870 TB and TC:

	M/870 TB		M/870 TC	
	Each	%	Each	%
List price	\$144.30		\$200.75	
Net selling price	78.04	100.0%	108.55	100.0%
Factory cost	52.18	66.9	110.17	101.5
Research	1.95	2.5	2.71	2.5
Total mill cost	<u>54.13</u>	<u>69.4</u>	<u>112.88</u>	<u>104.0</u>
Factory profit	23.91	30.6	(4.33)	(4.0)
Selling and administrative	7.80	10.0	10.88	10.0
Operative earnings	\$ 16.11	20.6%	\$(15.19)	(14.0)%

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