

TABLE 3

REVISED ESTIMATED FACTORY COST AND OPERATIVE EARNINGS TO PRODUCE  
ADDITIONAL MODEL 878's USING EXCESS RECEIVERS, MAPLE WOOD, ETC.

	ESTIMATE TO USE EXCESS MODEL 878 COMPONENTS	REVISED ESTIMATE TO USE EXCESS MODEL 878 COMPONENTS & EXCESS MAPLE WOOD BLANKS
	<u>5/14/63</u>	<u>5/14/65</u>
VOLUME	2000	1750 83
NET SELLING	\$ 50.00	\$ 50.00
PARTS AND SUB-ASSEMBLIES REQUIRED	22.75	19.59
FINAL ASSEMBLY AND PACK	3.91	3.72
PROOF AND TEST	1.22	1.23
WAREHOUSE	<u>.52</u>	<u>.50</u>
FACTORY COST	\$ 28.40	\$ 25.04
SELLING AND ADMINISTRATION	4.75	5.00
RESEARCH	<u>2.00</u>	<u>2.00</u>
TOTAL COST	\$ 35.15	\$ 32.04
OPER. EARNINGS	14.85	17.96
% OF NET SELLING	29.7%	35.9%