

ESTIMATED ECONOMICS FOR PROPOSED REMINGTON TELESCOPE AND MOUNTS
(TELESCOPES PRODUCED BY R & D - MOUNTS BY PRODUCTION)

THIRD YEAR

	<u>Telescope</u>	<u>Telescope Mounts</u>	<u>Total</u>
Estimated Annual Volume	12,000	15,000	
Retail Selling Price	\$ 60.00	\$ 20.00	
Net Selling Price	\$ 30.00	\$ 10.00	\$510,000
<u>Full Cost Data</u>			
Unit Factory Cost	\$ 19.67	\$ 4.99	
Unit Selling, Admin. & Research Cost	4.20	1.40	
Unit Cost of Goods	\$ 23.87	\$ 6.39	
Unit Oper. Earnings	\$ 6.13	\$ 3.61	
% of Net Selling	20.4%	36.1%	
<u>Cash Cost Data</u>			
Factory Cost			\$310,430
Oper. Earnings			\$199,570
Total Net Earnings			\$ 96,710
<u>Investment</u>			
Permanent Investment			\$ 61,500
Working Capital			<u>\$221,800</u>
Total Capital Required			\$283,300
<u>% Return on Total</u>			
Position "A" and "B" (Capital)			34.1%
Position "C" (Including Development & Charges to Operations)			20.3%
<u>Other Project Costs</u>			
Tooling			\$125,150
Other			\$ 61,900