

Exhibit II

MODELS 1100 & 870 - 28, 410 GA. - MODEL 1100 - 20 GA. LIGHTWEIGHT
ESTIMATED PROJECT COSTS & ECONOMICS - THIRD YEAR (1971)
WITH M/C EQUIPMENT

BEFORE LINE

	<u>M/11-48-12,16,20 Ga.</u>		<u>M/11-48-28, 410 GA.</u>		<u>M/1100-12,16,20 Ga.</u>		<u>Full Book Total Before Line</u>
	<u>Plain</u>	<u>Rib</u>	<u>Plain</u>	<u>Rib</u>	<u>Plain</u>	<u>Rib</u>	
VOLUME	9340	1650	2590	720	61,420	51,880	131,000
RETAIL PRICE	\$139.95	\$164.95	\$144.95	\$169.95	\$159.95	\$184.95	
NET SELLING	75.49	88.95	78.18	91.66	86.26	99.75	\$11,894,290
FACTORY COST ADJ.	51.38	56.10	59.63	64.39	52.02	56.02	7,068,830
SELLING & ADMIN. RESEARCH	8.15	9.61	8.44	9.90	9.31	10.77	1,284,010
TOTAL COST	\$ 59.53	\$ 65.71	\$ 68.07	\$ 74.29	\$ 61.33	\$ 66.79	\$ 8,352,840
OPER. EARNINGS	15.96	23.24	10.11	17.37	24.93	32.96	3,541,450
% of NET SELL.	21.1%	26.1%	12.9%	19.0%	28.9%	33.0%	29.8%