

Exhibit III

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

AFTER LINE

	<u>M/1100-12,16,20 Ga.</u>		<u>M/1100-28-410 Ga.</u>		<u>M/870-28,410 Ga.</u>		<u>M/1100 L.W. 20 Ga.</u>		Full Book
	<u>Plain</u>	<u>Rib</u>	<u>Plain</u>	<u>Rib</u>	<u>Plain</u>	<u>Rib</u>	<u>Plain</u>	<u>Rib</u>	<u>Total After</u>
VOLUME	65,950	53,950	4800	4800	7200	7200	5000	5000	153,900
RETAIL PRICE	\$159.95	\$184.95	\$159.95	\$184.95	\$114.95	\$139.95	\$169.95	\$194.95	
NET SELLING	86.26	99.75	86.26	99.75	61.97	75.49	91.66	105.13	\$13,936,870
FACTORY COST ADJ.	51.78	55.80	53.97	59.22	41.56	46.95	54.48	59.63	8,176,440
SELLING & ADMIN. RESEARCH	9.31	10.77	9.31	10.77	6.69	8.15	9.90	11.36	1,504,570
TOTAL COST	\$ 61.09	\$ 66.57	\$ 63.28	\$ 69.99	\$ 48.25	\$ 55.10	\$ 64.38	\$ 70.99	\$ 9,681,010
OPER. EARNINGS	25.17	33.18	22.98	29.76	13.72	20.39	27.28	34.14	4,255,860
% OF NET SELL.	29.2%	33.3%	26.6%	29.8%	22.1%	27.0%	29.8%	32.5%	30.5%