

Exhibit IV

MODEL 870 - 12, 16, 20 GA. - ESTIMATED FACTORY
COSTS FOR 1971 (28-410 GA. PROJECT YEAR) WITH
FIRESTONE RECOIL PAD

	<u>PLAIN</u>	<u>RIB</u>
RETAIL PRICE	\$104.95	\$129.95
NET SELLING	56.61	70.09
FACTORY COST ADJ. @ 104%	38.06	43.35
SELLING, ADMIN. & RESEARCH	6.11	7.47
OPER. EARNINGS	12.44	19.17
% OF NET SELLING	22.0%	27.4%

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