

Exhibit XII

ESTIMATED ADDITIONAL FULL BOOK COST TO
ADD SERIAL NUMBER TO RIM FIRE RIFLES
COST/EACH

MODELS

580						
581				513	552	
582	514	550	521	572	N/66	

PROPOSAL I

Mark Serial No. on Receiver)						
Mark Serial No. on Carton Label)	\$.095	\$.095	\$.095	\$.095	\$.095	\$.107

PROPOSAL II

Mark Serial No. on Receiver)						
Mark Serial No. on Carton Label)	\$.143	\$.143	\$.153	\$.123	\$.143	\$.155
Record Serial No. on Ship Ticket)						

PROPOSAL III

Mark Serial No. on Receiver)						
Mark Serial No. on Carton Label)						
Record Serial No. on Ship Ticket)	\$.270	\$.262	\$.280	\$.258	\$.270	\$.282
Record at Ilion (like CF & SG))						

ANNUAL FORECAST (#1 - 67 Sales)	29,500	30,900	20,200	2,800	50,000	40,100
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ANNUAL COST

Proposal I	\$ 2,800	\$ 2,935	\$ 1,920	\$ 265	\$ 4,750	\$ 4,290
Proposal II	4,220	4,420	3,090	345	7,150	6,215
Proposal III	7,965	8,095	5,655	720	13,500	11,310
Tooling	1,025	770	770	180	1,420	460

TOTAL COST - ALL MODELS

PROPOSAL I	\$16,960
PROPOSAL II	25,440
PROPOSAL III	47,245
TOOLING	5,600