

EXHIBIT 2ESTIMATED FULL BOOK COST PER GUN

	M/3200 FIELD GRADE VENT RIB BARREL	M/1100 FIELD GRADE PLAIN BARREL
RETAIL SELLING PRICE	\$ 325.00	\$ 159.95
NET SELLING	\$ 175.22	\$ 86.09
MATERIAL (INCL. VARIANCE)	\$ 14.44	\$ 10.22
LABOR (INCL. VARIANCE)	\$ 23.95	\$ 11.93
BURDEN	\$ 39.35	\$ 18.65
PLANT OVERHEAD & INV. ADJ.	\$ 16.95	\$ 9.14
FACTORY COST	\$ 94.69	\$ 49.94
SELLING, ADMIN. & RESEARCH	\$ 19.27	\$ 9.47
TOTAL COST	\$ 113.96	\$ 59.41
OPERATIVE EARNINGS	\$ 61.26	\$ 26.68
% OF NET SELLING	35%	31%

CONFIDENTIAL

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EXHIBIT 2

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