

EXHIBIT

PROPOSED MODEL 870-1100 LEFT HAND SHOTGUNS - 12 AND 20 GAUGE
ESTIMATED FULL FACTORY COSTS

	BEFORE LINE-PRESENT RIGHT HAND GUNS				AFTER LINE-PROPOSED LEFT HAND GUNS			
	MODEL 870		MODEL 1100		MODEL 870		MODEL 1100	
	PLAIN	RIB	PLAIN	RIB	PLAIN	RIB	PLAIN	RIB
VOLUME	(2500)	(2500)	(2500)	(2500)	5000	5000	5000	5000
RETAIL SELLING PRICE	\$109.95	\$134.95	\$164.95	\$189.95	\$114.95	\$139.95	\$169.95	\$194.95
NET SELLING	\$ 58.88	\$ 72.26	\$ 88.31	\$101.69	\$ 61.56	\$ 74.90	\$ 90.96	\$104.34
FACTORY COST	\$ 37.25	\$ 41.66	\$ 50.70	\$ 54.55	\$ 38.44	\$ 42.97	\$ 52.77	\$ 56.79
SELLING & ADMIN. RESEARCH	\$ 6.42	\$ 7.88	\$ 9.62	\$11.09	\$ 6.71	\$ 8.16	\$ 9.92	\$11.38
TOTAL COST	\$ 43.67	\$ 49.54	\$ 60.32	\$ 65.64	\$ 45.15	\$ 51.13	\$ 62.69	\$ 68.17
OPERATIVE EARNINGS	\$ 15.21	\$ 22.72	\$ 27.99	\$ 36.05	\$ 16.41	\$ 23.77	\$ 28.27	\$ 36.17
% of NET SELLING	25.8%	31.4%	31.7%	35.5%	26.7%	31.7%	31.1%	34.7%

EXHIBIT 2

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