

PROPOSED MODEL 1100 AND 870 34" TRAP BARRELS  
FOR PART ORDER SALES

ESTIMATED COSTS AND ECONOMICS

FULL FACTORY COSTS

	<u>MODEL 1100</u>	<u>MODEL 870</u>
VOLUME (ADDED BUSINESS)	2000	3000
RETAIL PRICE	\$ 82.40	\$ 71.55
NET SELLING	\$ 48.86	\$ 42.42
FACTORY COST	\$ 16.06	\$ 13.15
SELLING, ADMIN. & RESEARCH	\$ 5.33	\$ 4.82
TOTAL COST	\$ 21.39	\$ 17.77
OPERATIVE EARNINGS	\$ 27.47	\$ 24.65
% OF NET SELLING	56.2%	58.1%

CASH ON PROJECT RESULTS

VOLUME (ADDED BUSINESS)	5000
NET SELLING	\$224,980
FACTORY COST	\$ 66,600
OPERATIVE EARNINGS	\$158,380
LESS 5% & 48%	\$ 80,630
NET EARNINGS	\$ 77,750

PROJECT INVESTMENT

CONSTRUCTION	\$ 62,700
WORKING CAPITAL	\$ 65,300
TOTAL INVESTMENT	\$128,000
RETURN ON INVESTMENT	60.7%
RETURN ON TOTAL EXPENDITURES	50.0%

PROJECT EXPENDITURES

DEVELOPMENT	\$ 2,000
CAPITAL	\$ 62,700
OPERATIONS	\$ 42,600
TOTAL	\$107,300

VGD:I

EXHIBIT 2