

HIGH SPOT ESTIMATE OF THE PRODUCT COSTS
FOR THE PROPOSED MODEL 744 AUTOLOADING CENTER FIRE RIFLE
(VOLUME BASED ON THIRD YEAR - 1974)

	<u>BEFORE LINE</u>		<u>AFTER LINE</u>	
	<u>M/742 Req.</u>	<u>M/742 BDL</u>	<u>M/744 Req.</u>	<u>M/744 BDL</u>
VOLUME (1973)	36,000	9,000	51,200	12,800
RETAIL PRICE	\$ 164.95	\$ 184.95	\$ 169.95	\$ 189.95
NET SELLING	\$ 88.33	\$ 98.93	\$ 90.91	\$ 101.60 ⁸³
FACTORY COST	\$ 51.99	\$ 55.76	\$ 53.22	\$ 56.53
SELLING, ADMIN. & RESEARCH	\$ 9.62	\$ 10.72	\$ 9.91	\$ 11.08
TOTAL COST	\$ 61.61	\$ 66.54	\$ 63.13	\$ 67.61
OPERATIVE EARNINGS	\$ 26.62	\$ 32.66	\$ 27.78	\$ 33.99
% of NET SALES	30.2%	33.1%	30.6%	33.5%

VGD:I
Revised Feb. 26, 1970

EXHIBIT 8