

MODEL 1100 TB TPAP GUN WITH POWER REGULATOR CONTROLESTIMATED COSTS AND EARNINGS

	<u>MODEL 1100 TB REGULAR STOCK</u>	<u>ADDITIONAL COSTS FOR CONTROL</u>	<u>MODEL 1100 TB WITH CONTROL</u>
RETAIL PRICE	\$234.95		\$249.95
NET SELLING	\$125.67		\$133.69
FACTORY COST	\$ 76.29	\$ 4.12	\$ 80.41
SELLING, ADMIN. AND R&D	\$ 13.69		\$ 14.58
TOTAL COST	\$ 89.98		\$ 94.99
FACTORY PROFIT	\$ 49.38		\$ 53.28
OPERATIVE EARNINGS	\$ 35.69		\$ 38.70
% OF NET SELLING	28.4%		28.9%

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PART SALE BUSINESS

	<u>STD. 30" TRAP BARREL</u>	<u>TRAP BBL. WITH CONTROL</u>	<u>STD. TB FORE END ASSEMBLY</u>	<u>FORE END ASSEMBLY FOR CONTROL</u>	<u>COMPLETE FORE END & BARREL WITH CONTR</u>
RETAIL PRICE	\$ 72.40	\$ 86.00	\$ 16.50	\$ 16.75	\$102.75
NET SELLING	\$ 42.88	\$ 51.03	\$ 11.08	\$ 11.25	\$ 62.28
FACTORY COST	\$ 15.66	\$ 18.63	\$ 6.03	\$ 6.11	\$ 24.74
FACTORY PROFIT	\$ 27.32	\$ 32.40	\$ 5.05	\$ 5.14	\$ 37.54
% OF NET SELLING	63.6%	63.5%	45.6%	45.7%	60.3%

COST TO CONVERT A CUSTOMER'S GUN - \$25.00. This does not include refinishing of the wood or Barrel. The Barrel for the new cuts would be spot colored.

PROJECT EXPENDITURES

OPERATIONS	\$20,700
CONSTRUCTION	\$ 9,300
TOTAL	\$30,000

VGD:I

EXHIBIT 2