

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	\$ 48.91	\$ 42.47
FACTORY COST	\$ 17.10	\$ 14.01
SELLING, ADMIN. & RESEARCH	\$ 6.46	\$ 5.60
TOTAL COST	\$ 23.56	\$ 19.61
OPERATIVE EARNINGS	\$ 25.35	\$ 22.86
% OF NET SELLING	51.8%	53.8%

CASH OR PROJECT RESULTS

VOLUME (ADDED BUSINESS)	5000
NET SELLING	\$225,230
FACTORY COST	\$ 71,970
OPERATIVE EARNINGS	\$153,260
LESS 2.0% & 48.0%	\$ 77,550
NET EARNINGS	\$ 75,710
<u>PROJECT INVESTMENT</u>	
CONSTRUCTION	\$ 62,700
WORKING CAPITAL	\$ 89,300
TOTAL INVESTMENT	\$152,000
RETURN ON INVESTMENT	49.8%
RETURN ON TOTAL EXPENDITURES	43.9%

PROJECT EXPENDITURES

DEVELOPMENT	\$ 2,000
CAPITAL	\$ 62,700
OPERATIONS	\$ 30,300
TOTAL	\$ 95,000

VGD:I