

MODEL 3200 OVER AND UNDER 12 GAUGE SHOTGUN

PRELIMINARY FULL FACTORY COSTS

RETAIL PRICE	\$ 425.00
NET SELLING	\$ 227.27
FACTORY COST	\$ 128.98
SELLING AND ADMIN.	\$ 23.18
RESEARCH	\$ 6.82
TOTAL COST	\$ 158.98
OPERATIVE EARNINGS	\$ 62.29
% OF NET SALES	30.1%

VGD:I