

AUTOLOADING TRAP FOR TRAP
ESTIMATED COSTS AND ECONOMICS

	<u>FULL FACTORY COSTS</u>		
	<u>FIRST YEAR</u>	<u>SECOND YEAR</u>	<u>THIRD YEAR</u>
VOLUME	100	150	200
WHOLESALE PRICE	\$1350.00	\$1400.00	\$1450.00
NET SELLING	1313.82	1362.48	1411.14
FACTORY COST	1182.29	1171.66	1086.45
SELLING & ADMINISTRATION	123.50	128.07	132.65
RESEARCH	-	-	-
TOTAL COST	\$1305.79	\$1299.73	\$1219.10
OPERATIVE EARNINGS	\$ 8.03	\$ 62.75	\$ 192.04
% OF NET SELLING	0.6%	4.6%	13.6%

	<u>CASH RESULTS</u>		
NET SELLING	\$131,380	\$204,370	\$282,230
FACTORY COST	115,250	117,710	213,480
OPERATIVE EARNINGS	\$ 16,130	\$ 32,660	\$ 68,750
LESS 5.0% & 48.0%	8,160	16,530	34,790
NET EARNINGS	\$ 7,970	\$ 16,130	\$ 33,960

<u>INVESTMENT</u>			
WORKING CAPITAL	\$148,000	\$222,000	\$280,800
RETURN ON INVESTMENT	5.4%	7.3%	12.1%
RETURN ON TOTAL EXPENDITURES	1.1%	3.7%	8.2%

<u>PROJECT EXPENDITURES</u>			
DEVELOPMENT	\$120,000	\$120,000	\$120,000
OPERATIONS	12,000	12,000	12,000
TOTAL	\$132,000	\$132,000	\$132,000

JHS:I
12/21/71