

THE 3200 SHOTGUN
 REVISED PROJECT ECONOMICS INCLUDING 1 OF 1000 HI-GRADE
 AND "TB" GRADE (PRICED TO MAINTAIN SAME PROJECT RETURN)
CURRENT ESTIMATED EXPENDITURES

	<u>ESTIMATED FULL FACTORY COSTS</u>			
	REGULAR SKEET & FIELD	1 OF 1000 HI-GRADE TRAP	PROPOSED "TB" GRADE	COMBINED AVERAGE
RETAIL SELLING PRICE	\$460.00	\$975.00	\$560.00	\$537.67
NET SELLING PRICE	244.21	517.00	297.30	285.40
UNIT FACTORY COST	148.99	235.50	179.73	168.08
UNIT SELLING & ADMIN.	22.71	48.14	27.65	26.55
UNIT RESEARCH	<u>5.86</u>	<u>12.42</u>	<u>7.14</u>	<u>6.85</u>
TOTAL UNIT COST	\$177.56	\$296.06	\$214.52	\$201.48
OPER. EARNINGS	66.65	221.57	82.78	83.92
% OF NET SELLING	27.3%	42.8%	27.8%	29.4%

	<u>ESTIMATED COST OR PROJECT RESULTS</u>			
VOLUME	7,500	1,000	6,500	15,000
NET SALES				\$4,281,650
LESS:				
FACTORY COST				2,222,900
SELLING & ADMIN.				128,490
RESEARCH				<u>21,420</u>
				\$2,372,810
OPER. EARNINGS				1,908,840
NET EARNINGS				942,970
<u>INVESTMENT</u>				
MFG. EQUIPMENT				2,135,600
POWER DISTRIBUTION				11,000
WORKING CAPITAL				<u>2,308,000</u>
TOTAL				\$4,454,600

<u>RETURN ON INVESTMENT</u>	21.2%
RETURN ON TOTAL INVESTMENT INCLUDING R & D AND OPERS.	12.9%

<u>PROJECT EXPENDITURES</u>	
CONSTRUCTION	\$2,146,600
DEVELOPMENT	738,600
OPERATIONS	<u>2,665,600</u>
	\$5,550,800

JHSweeney:I
 7/19/72

EXHIBIT 6