

THE 3200 SHOTGUN
INCREMENTAL COSTS FOR "B" GRADE TRAP GUN

	<u>REGULAR</u> <u>TRAP</u>	<u>PROPOSED</u> <u>"TB"</u>	<u>ADD'L</u> <u>DOLLARS</u>
RETAIL PRICE	\$490.00	\$580.00	\$ 90.00
NET SELLING	260.14	307.93	47.79
TOTAL MATERIAL	20.05	34.13	14.08
TOTAL LABOR	35.22	37.37	2.15
TOTAL BURDEN & OVERHEAD	<u>96.48</u>	<u>108.23</u>	<u>11.75</u>
FACTORY COST	\$151.75	\$179.73	\$ 27.98
FACTORY PROFIT	108.39	128.20	19.81
% OF NET SELLING	41.67%	41.63%	-

CONFIDENTIAL

JHSweeney:I
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