

THE 3200 SHOTGUN  
 REVISED PROJECT ECONOMICS INCLUDING 1 OF 1000 HI-GRADE  
 TRAP GUNS AND CURRENT ESTIMATED EXPENDITURES  
 PLUS WAGE ADJUSTMENT 8/14/72

	ESTIMATED FULL FACTORY COSTS				
	FIELD GRADE	SKEET GRADE	REGULAR TRAP	1-1000 HI-GRADE TRAP	COMBINED WEIGHTED AVERAGE
RETAIL SELLING PRICE	\$450.00	\$470.00	\$490.00	\$975.00	\$508.92
NET SELLING PRICE	238.91	249.52	260.14	517.63	270.18
UNIT FACTORY COST	151.26	152.82	155.01	240.13	159.36
UNIT SELLING & ADMIN.	22.22	23.21	24.19	48.14	25.13
UNIT RESEARCH	5.73	5.99	6.24	12.42	6.48
TOTAL UNIT COST	\$179.21	\$182.02	\$185.44	\$300.69	\$190.97
OPERATIVE EARNINGS	59.70	67.50	74.70	216.94	79.21
% OF NET SELLING	25.0%	27.1%	28.7%	41.9%	29.3%

ESTIMATED CASH OR PROJECT RESULTS

	3,200	3,800	7,000	1,000	15,000
VOLUME					
NET SALES					\$4,048,000
LESS:					
FACTORY COST					2,101,000
SELLING & ADMIN.					121,000
RESEARCH					20,000
					<u>\$2,242,000</u>
OPERATIVE EARNINGS					1,806,000
NET EARNINGS					892,000
<u>INVESTMENT</u>					
MFG. EQUIPMENT					\$2,136,000
POWER DISTRIBUTION					11,000
WORKING CAPITAL					<u>2,159,000</u>
TOTAL					\$4,306,000
RETURN ON INVESTMENT					20.7%
RETURN ON TOTAL EXPENDITURES					12.4%
<u>PROJECT EXPENDITURES</u>					
CONSTRUCTION			\$2,147,000		
DEVELOPMENT			738,000		
OPERATIONS			<u>2,666,000</u>		
TOTAL			\$5,551,000		

JHSweeney:I  
 9/13/72

EXHIBIT 2