

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

	ESTIMATED FULL FACTORY COSTS					
	FIELD GRADE	SKEET GRADE	REGULAR TRAP	"TB" GRADE TRAP	1-1000 HI-GRADE TRAP	COMBINED WEIGHTED AVERAGE
RETAIL SELLING PRICE	\$450.00	\$470.00	\$490.00	\$540.00	\$1050.00	\$519.86
NET SELLING PRICE	238.91	249.52	260.14	286.69	557.45	276.00
UNIT FACTORY COST	151.26	152.82	155.01	182.70	240.13	163.13
UNIT SELLING & ADMIN.	22.22	23.21	24.19	26.66	51.84	25.67
UNIT RESEARCH	5.73	5.99	6.24	6.88	13.38	6.62
TOTAL UNIT COST	\$179.21	\$182.02	\$185.44	\$216.24	\$305.35	\$195.42
OPERATIVE EARNINGS	59.70	67.50	74.70	70.45	252.10	80.58
% OF NET SELLING	25.0%	27.1%	28.7%	24.6%	45.2%	29.2%

ESTIMATED CASH OR PROJECT RESULTS						
VOLUME	3,500	4,000	4,400	2,100	1,000	15,000
NET SALES						\$4,138,000
LESS:						
FACTORY COST						2,153,000
SELLING & ADMINISTRATION						124,000
RESEARCH						20,000
						\$2,297,000
OPERATIVE EARNINGS						1,841,000
NET EARNINGS						909,000
INVESTMENT						
MFG. EQUIPMENT						\$2,136,000
POWER DISTRIBUTION						11,000
WORKING CAPITAL						2,216,000
						\$4,363,000
RETURN ON INVESTMENT						20.8%
RETURN ON TOTAL EXPENDITURES						12.5%
PROJECT EXPENDITURES						
CONSTRUCTION						\$2,147,000
DEVELOPMENT						738,000
OPERATIONS						2,666,000
						\$5,551,000

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 9/13/72