

SKEET TRAP SETS - COST COMPARISONREMINGTON VERSUS HANSENESTIMATED COSTS

	<u>REMINGTON</u>		<u>HANSEN</u>	
	<u>FULL FACTORY</u>	<u>CASH</u>	<u>FULL FACTORY</u>	<u>CASH</u>
VOLUME	100		100	
DISTRIBUTOR PRICE (WINCHESTER)	\$1,573.00		\$1,573.00	
NET SELLING	\$1,498.13		\$1,498.13	
FACTORY COST	\$1,665.89	\$1,599.68	\$1,755.44	\$1,749.88
SELLING & ADMIN.	\$ 137.64		\$ 137.64	
TOTAL COST	\$1,803.53		\$1,893.08	
OPERATIVE EARNINGS	(\$305.40)		(\$394.95)	
% OF NET SELLING	(20.4%)		(26.4%)	

JHSweeney:I
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