

MODEL 3200 COMPETITION GRADE TRAP AND SKEET GUNS  
ESTIMATED COSTS AND PROJECT ECONOMICS  
SUMMARY

	ESTIMATED FULL FACTORY COSTS					
	BEFORE LINE			AFTER LINE		
	SPECIAL TRAP	REGULAR SKEET	COMBINED AVERAGE	COMPETITION TRAP	SKEET	COMBINED AVERAGE
QUANTITY	6500	2000	8500	6500	2000	8500
RETAIL PRICE	\$715.00	\$655.00	\$700.88	\$825.00	\$825.00	\$825.00
NET SELLING	382.45	350.29	374.88	441.25	441.25	441.25
FACTORY COST	335.49	306.29	328.62	343.92	344.03	343.95
SELLING & ADMIN.	32.13	29.42	31.49	37.07	37.07	37.07
RESEARCH	8.41	7.71	8.25	9.71	9.71	9.71
DISTRIBUTION EXP.	6.12	5.60	6.00	7.06	7.06	7.06
TOTAL UNIT COST	\$382.15	\$349.02	\$374.36	\$397.76	\$397.87	\$397.79
OPER. EARNINGS	.30	1.27	.52	43.49	43.38	43.45
% OF NET SELLING	.1%	.4%	.1%	9.9%	9.8%	9.9%

ESTIMATED PROJECT ECONOMICS - CASH BASIS

VOLUME	OPERATION BEFORE 8500	OPERATION AFTER 8500	PROJECT RESULT 0
	NET SALES	\$3,186,510	\$3,750,620
LESS:			
FACTORY COST	2,097,680	2,204,670	106,990
SELLING	-	10,720	10,720
TOTAL COST	\$2,097,680	\$2,215,390	\$117,710
OPERATIVE EARNINGS	1,088,830	1,535,230	446,400
NET EARNINGS	512,400	722,470	210,070
INVESTMENT			
CONSTRUCTION - THIS PROJECT			57,200
WORKING CAPITAL			227,500
TOTAL			\$284,700
RETURN ON INVESTMENT			73.8%
RETURN ON TOTAL INVESTMENT INCLUDING OPERATIONS			66.1%

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