

MODEL 3200 COMPETITION GRADES

BASED ON FORECAST SALES (5-YEAR FORECAST - 1975) FOR THE MODEL 3200,
THE COMPARISON (FULL BOOK BASIS) OF ESTIMATED SALES AND OPERATIVE
EARNINGS IS AS FOLLOWS:

MODEL 3200 LINE - BEFORE PROJECT

| | <u>FIELD</u> <u>GRADE</u> | <u>SKEET</u> <u>GRADE</u> | <u>TRAP</u> <u>GRADE</u> | <u>SPECIAL</u> <u>TRAP</u> | <u>COMBINED</u> <u>AVERAGE</u> |
|----------------------|------------------------------|------------------------------|-----------------------------|-------------------------------|-----------------------------------|
| SALES QUANTITY | 3700 | 4325 | 1525 | 6500 | 16,050 |
| RETAIL SELLING PRICE | \$595.00 | \$650.00 | \$675.00 | \$740.00 | \$676.14 |
| NET SELLING PRICE | 318.24 | 347.56 | 361.03 | 395.00 | 361.29 |
| OPERATIVE EARNINGS | (28.63) | (8.78) | 3.07 | 3.32 | (7.33) |
| % OF NET SELLING | (9.0%) | (2.5%) | .1% | .1% | (2.0%) |

MODEL 3200 LINE - AFTER PROJECT

| | <u>FIELD</u> <u>GRADE</u> | <u>SKEET</u> <u>GRADE</u> | <u>TRAP</u> <u>GRADE</u> | <u>COMPE-</u> <u>TITION</u> <u>TRAP</u> | <u>COMPE-</u> <u>TITION</u> <u>SKEET</u> | <u>COMBINED</u> <u>AVERAGE</u> |
|----------------------|------------------------------|------------------------------|-----------------------------|---|--|-----------------------------------|
| SALES QUANTITY | 3700 | 4325 | 1525 | 6500 | 2000 | 16,050 |
| RETAIL SELLING PRICE | \$595.00 | \$650.00 | \$675.00 | \$825.00 | \$825.00 | \$732.38 |
| NET SELLING PRICE | 318.24 | 347.56 | 361.03 | 441.25 | 441.25 | 391.70 |
| OPERATIVE EARNINGS | (29.04) | (9.21) | 2.65 | 33.90 | 33.76 | 10.16 |
| % OF NET SELLING | (9.1%) | (2.7%) | .1% | 7.7% | 7.7% | 2.6% |

SELLING AND ADMINISTRATION EXPENSE, RESEARCH, AND DISTRIBUTION EXPENSE
WERE ADDED TO FACTORY COSTS BEFORE CALCULATING OPERATIVE EARNINGS.

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