

MODEL 4100-S SKEET ELECTRIC TOURNAMENT TRAP
ESTIMATED EARNINGS AND RETURN ON INVESTMENT
(ONE SKEET SET = TWO TRAPS)

	ESTIMATED UNIT (FULL BOOK)	(CASH)	TOTAL CASH (RESULT)
QUANTITY			50
GUN CLUB PRICE	\$2750.00		
DISTRIBUTOR PRICE (NET SELLING)	\$2500.00	\$2500.00	\$125,000
<u>MATERIAL</u>			
TRAP PARTS & SUB-ASSEMBLIES	\$1383.12	\$1383.12	\$ 69,160
MAG. PARTS & SUB-ASSEMBLIES	454.20	454.20	22,710
RELEASE CORD ASSEMBLY	44.63	44.63	2,230
VARIANCE @ 3%	56.46	56.46	2,820
PACK & CRATE MATERIAL	26.00	26.00	1,300
TOTAL ALL MATERIAL	\$1964.41	\$1964.41	\$ 98,220
<u>LABOR</u>			
ARMS SERVICE	\$ 87.76	\$ 87.76	\$ 4,390
VARIANCE @ 20%	17.55	17.55	880
WORKS ENG. LABOR	17.02	17.02	850
VARIANCE @ 20%	3.40	3.40	170
TOTAL ALL LABOR	\$ 125.73	\$ 125.73	\$ 6,290
<u>BURDEN</u>			
ARMS SERVICE @ 120%	\$ 126.37	\$ 59.76	\$ 2,990
WORKS ENGINEERING @ 65%	13.27	11.58	580
WARRANTY REPAIRS	15.00	15.00	750
SUB-TOTAL	\$2248.78	\$2176.48	\$108,830
PLANT OVERHEAD	193.84	10.06	500
(10% x PURCH. PARTS)			
INVENTORY ADJ. @ 1%	24.39	21.87	1,090
FACTORY COST	\$2463.01	\$2208.41	\$110,420
OPER. EARNINGS	36.99		14,580
% NET SELLING	1.5%		
LESS 9.5% & 48%			7,720
NET EARNINGS			6,860
<u>INVESTMENT</u>			
CONSTRUCTION			-
WORKING CAPITAL			\$166,860
TOTAL			\$166,860

RETURN ON INVESTMENT

4.1%

JHSweeney:I
4/21/75

EXHIBIT 3