

# MODEL 700 WITH BOLT LOCK

1982 Line After

|                                | 1982<br>Line<br>Before | Alternative I<br>Without<br>Price Adjustment | Alternative II<br>With Price Adjustment | Alternative III<br>With Sling Deleted<br>From BDL |
|--------------------------------|------------------------|----------------------------------------------|-----------------------------------------|---------------------------------------------------|
| Retail Selling Price           | \$ 411.28              | \$ 411.28                                    | \$ 419.09                               | \$ 411.28                                         |
| Net Selling Price              | 220.55                 | 220.55                                       | 224.74                                  | 220.55                                            |
| Factory Cost                   | 156.05                 | 161.05                                       | 161.05                                  | 155.89                                            |
| Total Cost                     | 183.75                 | 186.62                                       | 187.23                                  | 181.68                                            |
| Pretax Earnings - Unit<br>Line | 36.80<br>\$ 5,123 M    | 33.93<br>\$ 4,723 M                          | 37.51<br>\$ 5,221 M                     | 38.87<br>\$ 5,410 M                               |
| % of Net Selling               | 16.7%                  | 15.4%                                        | 16.7%                                   | 17.6%                                             |

## Project Results

### Pretax Earnings

|                 |    |          |        |         |
|-----------------|----|----------|--------|---------|
| Full Allocation | -- | (\$400M) | \$ 98M | \$ 287M |
| Incremental     | -- | (\$310M) | \$223M | \$ 275M |

### Net Earnings

|                 |    |          |        |         |
|-----------------|----|----------|--------|---------|
| Full Allocation | -- | (\$204M) | \$ 52M | \$ 150M |
| Incremental     | -- | (\$158M) | \$117M | \$ 144M |

### Net Return on Investment

|                 |    |          |       |        |
|-----------------|----|----------|-------|--------|
| Full Allocation | -- | Negative | 8.6%  | 202.7% |
| Incremental     | -- | Negative | 19.7% | 187.0% |

Exhibit 9