

ESTIMATED UNIT PRICES, COST, AND PRETAX EARNINGS
 FIRST YEAR OF OPERATION (1983)

	1	2	3	4	5	6
LINE BEFORE						
		M/100 ADL	M/100 BDL		Weighted Average	
Quantity		36,100	36,100		72,200	
Retail Selling Price		\$ 339.95	\$ 464.95		\$ 427.45	
Net Selling Price		\$ 209.11	\$ 249.33		\$ 229.22	
Total Cost		\$ 196.39	\$ 229.13		\$ 212.76	
Pretax Earnings		\$ 12.72	\$ 20.20		\$ 16.46	
% of Net Selling Price		6.1%	8.1%		7.2%	
LINE AFTER						
		M/100 ADL	M/100 BDL		Weighted Average	
Quantity		53,050	53,050		106,100	
Retail Selling Price		\$ 339.95	\$ 464.95		\$ 427.45	
Net Selling Price		\$ 209.11	\$ 249.33		\$ 229.22	
Total Cost		\$ 207.98	\$ 235.21		\$ 221.59	
Pretax Earnings		\$ 1.13	\$ 14.12		\$ 7.63	
% of Net Selling Price		0.5%	5.7%		3.3%	