Bolt Action Carbine

Estimated Unit Prices, Costs and Pretax Earnings

TRB 12/7/82

	First Year of Operation (1983)	Third Year of Operation (1985)
Sales Quantity	28,500	34,700
Retail Selling Price	\$440.00	\$501.00
Net Selling Price	\$235.95	\$268.66
less: Total Cost	\$208.44	\$227.38
Pretax Earnings	\$ 27.51	\$ 41.28
% of Net Selling Price	11.7%	15.4%

BARBER - PRESALE R 0110334

Bolt Action Carbine
Estimated Earnings and Net Return on Investment
(Quantities and Dollars in Thousands)

TPG 12/7/81

FIRST YEAR OF OPERATION (1983)

	PRESENT OPERATION	RESULTS FROM THIS PROJECT FULL ALLOCATION	INCREMENTAL BASIS	OPERATION AFTER THIS PROJECT
GENERAL DATA				
Sales				
Shotguns	342	-	-	342
Rim Fire Rifles	137	-	-	137
Center Fire Rifles	292	28	28	320
~~Shotgun Barrels~~ Total	771	28	28	799
SALES	$ 168,440	$6,730	$6,730	$ 175,170
Less: Mill Cost	$ 123,020	$5,270	$3,880	$ 128,290
Finished Product Distribution Expense	3,200	130	80	3,330
Selling & Administrative Expense	14,070	540	310	14,610
Total Cost	$ 140,290	$ 5,940	$4,270	$146,230
PRETAX EARNINGS	$ 28,150	$ 790	$2,460	$ 28,940
NET EARNINGS	$ 14,500	$ 410	$1,270	$ 14,910
INVESTMENT				
Project Expenditures	$ -	$ 570	$ 570	$ 570
Existing Facilities used directly in Operations	65,650	-	-	65,650
Allocated General Facilities	2,530	100	30	2,630
Working Capital	129,200	5,200	4,720	134,400
Total	$ 197,380	$ 5,870	$ 5,320	$ 203,250
NET RETURN ON INVESTMENT	7.3%	7.0%	23.9%	7.3%

SUPPLEMENTAL CALCULATIONS

	FULL ALLOCATION	INCREMENTAL BASIS
Net earnings after amortizing (over 13 years) operations charges	$ 400	$1,260
Total capital required including operations charges - net	$6,010	$5,470
Return on total capital required including operations charges	6.7%	23.1%

BARBER - PRESALE R 0110335

Bolt Action Carbine
Estimated Earnings and Net Return on Investment
(Quantities and Dollars in Thousands)

TRG 12/7/81

Third Year of Operation (1985)

	PRESENT OPERATION	RESULTS FROM THIS PROJECT: FULL ALLOCATION	RESULTS FROM THIS PROJECT: INCREMENTAL BASIS	OPERATION AFTER THIS PROJECT
GENERAL DATA				
Sales				
Shotguns	398	-	-	398
Rim Fire Rifles	143	-	-	143
Center Fire Rifles	367	35	35	402
~~Shotgun Barrels~~ Total	908	35	35	943
SALES	$ 226,990	$ 9,320	$ 9,320	$ 236,310
Less: Mill Cost	$ 167,050	$ 6,940	$ 5,340	$ 173,990
Finished Product Distribution Expense	4,310	180	110	4,490
Selling & Administrative Expense	18,910	770	440	19,680
Total Cost	$ 190,270	$ 7,890	$ 5,890	$ 198,160
PRETAX EARNINGS	$ 36,720	$ 1,430	$ 3,430	$ 38,150
NET EARNINGS	$ 18,910	$ 740	$ 1,770	$ 19,650
INVESTMENT				
Project Expenditures	$ -	$ 570	$ 570	$ 570
Existing Facilities used directly in Operations	67,720	-	-	67,720
Allocated General Facilities	3,410	140	50	3,550
Working Capital	154,230	6,370	5,930	160,600
Total	$ 225,360	$ 7,080	$ 6,550	$ 232,440
NET RETURN ON INVESTMENT	8.4%	10.5%	27.0%	8.5%
SUPPLEMENTAL CALCULATIONS				
Net earnings after amortizing (over 13 years) operations charges		$ 730	$ 1,760	
Total capital required including operations charges - net		$ 7,220	$ 6,700	
Return on total capital required including operations charges		10.1%	26.3%	

BARBER - PRESALE R 0110336