

XP100 1989

EXHIBIT BTRIGGER ASSEMBLY REPLACEMENT PROGRAMFINANCIAL IMPACT

A Reserve is being established in 1987 to accommodate the financial impact of this program on 1987 performance, and will encompass the following estimated expenses:

NOTIFICATION

Mailing (~~20M @ \$2~~) *75M @ 2*  
 Telephone (~~6 lines for 1 year @ \$20M~~)  
~~Telephone Switching~~  
 Telephone Operators (2,000 Hours/Line @ \$8) *v3*  
 Long-Distance Calls  
 Advertising Campaign  
 TOTAL NOTIFICATION

\$M

*75**10**48**5**100**178*SHIPPING

Freight (~~15M~~ Guns 2 ways @ \$5)  
 Packing Material (10M @ \$1.25)  
 TOTAL SHIPPING

*30**3.8**33.8*REPAIRS IN THE FIELD

Replacement Parts (10 @ \$9)  
 Warranty Repairs (12.5 @ \$22)  
 Field Repairs (3.7 @ \$50)  
 Reconditioning (8.7 @ \$10)  
 Factory Repairs (~~35~~ @ \$30)  
~~Customer Units to Obtain Records (50 man weeks)~~  
 TOTAL REPAIR

*105**105M*INHOUSE COSTS

~~Sorting Connectors~~  
~~Reconditioning (18M @ \$9)~~  
 Engineering, Supervision  
 Management Consultant & Office Help  
 Programming/Systems Support  
 Rearrangement  
 TOTAL INHOUSE COSTS

*10**40**5**55*TOTAL COSTSALTERNATIVES

At the present time, we see none.

*\$371.8 M*