

Sheet1

Q001

REMINGTON

08/18/98 TUE 13:09 FAX 336 548 8742

ET36074

	700 ADL		710 Synthetic		Savage	USRAC
	1998 Stds	1999 Stds	High Spot	NPP	111fxps	Blackshadow 70 w/ scope
MSP	\$ 319.00	\$ 319.00	\$ 229.00	\$ 229.00	\$ 325.00	349
NSP	\$ 291.05	\$ 291.05	\$ 208.94	\$ 185.49	\$ 299.64	284.17
Retail	339.36				339	338.87
Retailer Margin	\$ 48.31				\$ 39.36	\$ 54.70
	14%				12%	16%
Excise Tax	\$ 29.10		\$ 20.89		\$ 29.96	\$ 28.42
Material	\$ 32.99		\$ 44.86		\$ 84.45	\$ 82.99
Labor	\$ 23.28		\$ 21.85		45.19	45.19
Variable Overhead	\$ 33.79		\$ (29.50)		31.18	31.18
Fixed Overhead	\$ 33.52		\$ 31.03		24.91	24.91
	\$ 152.68	\$ -	\$ 148.13	\$ 103.00	\$ 215.69	\$ 192.69
Margin	\$ 138.36	\$ 291.05	\$ 60.60	\$ 82.49	\$ 83.95	\$ 91.48
Margin %	48%	100%	29%	44%	28%	32%
Capital Invest			1,400,000			
R&D Cost						

Source:
Marley Group

Marketing