

Example 4.Selling PriceU. S. MACHINE TOOL

Heavy duty lathe, 38" swing, 100" length, 75 H.P.

\$ 45,000

FOREIGN MACHINE TOOL

Okuma Machinery Works, Ltd. (Japan)

Heavy duty lathe, 37.4" swing, 96" length,
30 H.P., weight 25,000 pounds

\$ 34,200

Price Difference
Percent Reduction\$ 10,000
24.0%Example 5.U. S. MACHINE TOOL

NC lathe

\$ 76,191

FOREIGN MACHINE TOOL

Identical NC lathe

\$ 59,379

Price Difference
Percent Reduction\$ 16,812
22.1%Example 6.U. S. MACHINE TOOL

Lathe, 20 1/2" swing, 12 H.P. weight 7,150 pounds

\$ 13,586

FOREIGN MACHINE TOOL

H. E. S. Machine Tool, Inc. (France)

H. E. S. 20 lathe, 20" swing, 12 H.P.,
weight 7,000 pounds

\$ 8,812

Price Difference
Percent Reduction\$ 4,774
35.1%Example 7.U. S. MACHINE TOOL

Similar to below

\$425,000 - \$450,000

FOREIGN MACHINE TOOL

Tos Kurim (Czechoslovakia)

78" x 78" x 30' split table planer mill includes
power draw bar, readout, etc. with two 50 H.P.
heads, one vertical and one side head.

\$345,000

Price Difference \$80,000 - \$105,000
Percent Reduction 18.8% - 23.3%