

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1966

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	1,607	31.2	\$ 5	\$ 14	\$ 3	12.9
M/870	4,039	39.2	9	29	7	21.0
M/1100	5,121	42.1	19	58	13	23.9
	<u>10,767</u>	<u>39.7</u>	<u>33</u>	<u>101</u>	<u>23</u>	<u>21.4</u>
<u>Rimfire Rifles</u>						
N/66	2,911	42.8	2	9	2	25.4
M/40XB	28	16.0	(a)	(a)	(a)	(1.3)
M/510X	903	(18.8)	(a)	(2)	a	(36.1)
M/511X	800	4.5	1	2	1	(12.8)
M/512X	1,251	4.5	1	3	1	(12.9)
M/513T	90	4.0	(a)	1	(a)	(13.4)
M/514	1,160	5.6	(a)	2	(a)	(11.7)
M/521	51	16.6	(a)	1	(a)	(0.7)
M/550A	1,236	10.6	1	3	1	(6.7)
M/552	1,980	24.0	2	7	2	6.7
M/572	1,611	25.9	2	6	1	8.6
	<u>12,045</u>	<u>17.8</u>	<u>17</u>	<u>36</u>	<u>8</u>	<u>(2.0)</u>
<u>Centerfire Rifles</u>						
M/600	1,050	31.4	2	6	1	13.3
M/700	1,445	39.9	4	13	3	21.8
XP-100	101	31.6	(a)	1	(a)	13.5
M/742	1,773	45.5	5	17	4	27.4
M/760	595	47.9	2	5	1	29.8
	<u>4,973</u>	<u>38.3</u>	<u>15</u>	<u>42</u>	<u>9</u>	<u>19.7</u>

(a) Under \$1M

Total Sales \$1,634
Factory Profit 585
Total Earnings 282

J.P.Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1967

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	1,150	32.2	\$ 2	\$ 11	\$ 2	16.1
M/870	3,296	41.2	5	23	6	25.1
M/1100	5,022	45.4	12	56	14	29.3
	<u>9,468</u>	<u>41.7</u>	<u>27</u>	<u>90</u>	<u>22</u>	<u>24.6</u>
<u>Rimfire Rifles</u>						
N/66	2,942	41.2	2	9	2	24.3
M/514	251	6.9	a	a	a	(10.1)
M/550A	899	7.2	1	3	1	(9.8)
M/552	1,591	26.6	2	6	1	9.6
M/572	871	24.6	1	3	1	7.6
M/580	381	(8.6)	a	1	a	(25.5)
M/581	313	2.7	a	1	a	(14.3)
M/582	639	17.3	1	2	1	0.3
	<u>7,982</u>	<u>25.1</u>	<u>11</u>	<u>25</u>	<u>6</u>	<u>6.5</u>
<u>Centerfire Rifles</u>						
M/600	842	29.6	1	5	1	13.1
M/700	1,739	42.5	4	16	4	26.0
M/742	3,030	45.6	7	29	7	29.1
M/760	613	47.2	1	5	1	30.7
M/788	576	5.4	1	3	1	(11.1)
	<u>6,898</u>	<u>40.7</u>	<u>17</u>	<u>59</u>	<u>14</u>	<u>23.6</u>

(a) Under \$1M

Total Sales	\$ 1,669
Factory Profit	659
Total Earnings	372

J.P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1967

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	12,803	34.8	\$ 24	\$ 51	\$ 28	24.9
M/870	87,645	40.3	126	271	148	30.5
M/879	3,780	26.2	7	15	8	16.3
M/1100	93,024	45.0	202	432	236	35.1
Government	<u>3,326</u>	<u>26.7</u>	<u>4</u>	<u>8</u>	<u>5</u>	<u>16.9</u>
	200,578	40.9	520	777	425	30.0

Rimfire Rifles

N/66	40,567	42.0	35	54	30	31.2
M/40XB	241	22.5	1	1	1	11.7
M/513T	792	8.1	1	2	1	(2.6)
M/514	21,076	11.6	10	16	8	0.8
M/521	957	18.8	1	2	1	8.0
M/550A	13,034	12.5	13	20	11	1.7
M/552	30,620	26.8	32	50	27	16.1
M/572	16,719	24.2	18	28	15	13.5
M/580	7,209	(11.0)	5	7	4	(21.8)
M/581	10,961	4.2	9	13	7	(6.6)
M/582	11,402	12.7	10	16	9	1.9
Government	<u>556</u>	<u>19.3</u>	<u>2</u>	<u>3</u>	<u>2</u>	<u>8.5</u>
	154,137	23.0	211	212	116	10.5

Centerfire Rifles

M/600	17,260	30.6	26	47	26	20.3
M/700	62,138	41.4	136	247	135	31.1
XP-100	623	22.5	1	2	1	12.2
M/742	56,562	46.8	134	244	133	36.5
M/760	21,137	47.2	44	80	44	36.9
M/788	24,692	10.2	31	55	30	(0.1)
40X Match	1,278	45.2	5	8	5	34.9
Government	<u>364</u>	<u>39.0</u>	<u>1</u>	<u>3</u>	<u>1</u>	<u>28.7</u>
	184,068	40.0	458	686	375	29.1

Total Sales \$ 37,027
Factory Profit 14,092
Total Earnings 9,983

J. P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1968

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	12,505	39.4	\$ 18	\$ 51	\$ 29	30.2
M/870	109,808	37.9	114	327	186	28.7
M/879	3,093	31.7	3	10	6	22.5
M/1100	101,171	45.0	160	461	261	35.7
Government	3,139	32.3	3	8	4	23.1
	<u>229,716</u>	<u>37.1</u>	<u>603</u>	<u>857</u>	<u>486</u>	<u>26.2</u>
<u>Rimfire Rifles</u>						
N/66	52,182	43.3	32	68	39	33.5
M/40XB	317	14.9	1	2	1	5.1
M/513T	1,030	11.6	2	2	1	1.8
M/514	19,582	20.4	6	14	8	10.6
M/521	1,118	26.1	1	2	1	16.3
M/550A	16,892	21.1	12	25	14	11.3
M/552	40,530	24.8	31	64	37	15.0
M/572	20,444	23.4	16	34	19	13.6
M/580	4,063	(15.9)	2	4	2	(25.7)
M/581	10,131	1.9	5	12	7	(7.9)
M/582	9,263	4.8	6	12	7	(5.0)
	<u>175,560</u>	<u>22.8</u>	<u>192</u>	<u>239</u>	<u>136</u>	<u>11.4</u>
<u>Centerfire Rifles</u>						
M/600	929	28.4	1	2	1	18.8
M/660	21,749	39.5	31	69	39	29.9
M/700	66,794	39.7	115	259	147	30.0
XP-100	848	33.1	1	2	1	23.4
M/742	63,745	44.2	119	269	153	34.5
M/760	28,615	45.0	47	106	60	35.4
M/788	18,685	1.3	20	43	24	(8.4)
40X Match	989	24.9	3	6	4	15.2
Government	202	47.6	1	2	1	37.9
	<u>202,565</u>	<u>39.4</u>	<u>357</u>	<u>758</u>	<u>430</u>	<u>29.6</u>

Total Sales \$ 41,245
Factory Profit 15,107
Total Earnings 10,759

J.P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1968

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	541	39.1	\$ 1	\$ 6	\$ 1	22.3
M/870	3,398	39.1	4	26	6	22.3
M/1100	4,594	44.5	7	57	13	27.8
	<u>8,533</u>	<u>38.0</u>	<u>24</u>	<u>89</u>	<u>20</u>	<u>19.5</u>
<u>Rimfire Rifles</u>						
N/66	3,350	43.4	2	12	2	26.0
M/40XB	11	11.6	a	a	a	(5.7)
M/513T	43	5.4	a	a	a	(12.0)
M/514	633	26.0	1	1	a	8.6
M/521	36	25.4	a	a	a	7.9
M/550A	1,283	23.5	1	5	1	6.1
M/552	1,344	23.5	1	6	1	6.1
M/572	527	23.8	a	2	1	6.4
M/580	935	(10.4)	1	2	1	(27.8)
M/581	401	3.2	a	1	a	(14.2)
M/582	671	9.7	a	3	1	(7.7)
	<u>9,234</u>	<u>23.0</u>	<u>10</u>	<u>32</u>	<u>7</u>	<u>4.0</u>
<u>Centerfire Rifles</u>						
M/600	22	36.6	a	a	a	19.3
M/660	979	35.7	1	8	2	18.5
M/700	1,771	39.9	3	18	4	22.6
M/742	2,080	41.5	4	22	5	24.3
M/760	665	44.8	1	6	1	27.6
M/788	380	(6.6)	1	2	a	(23.8)
M/40X Match	9	18.3	a	a	a	1.0
	<u>5,950</u>	<u>38.4</u>	<u>11</u>	<u>56</u>	<u>12</u>	<u>21.0</u>

Total Sales \$ 1,510
 Factory Profit 545
 Total Earnings 271

(a) Under \$1M

J. P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1969

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	1,212	15.1	\$ 2	\$ 4	\$ 2	4.6
M/870 Regular	108,966	36.5	162	379	215	26.0
M/870 Skeet	1,032	39.5	5	11	7	29.0
M/870 - 28 & 410	6,083	32.9	10	23	13	22.5
M/879	2,273	39.4	4	10	5	28.9
M/1100 Regular	125,237	43.5	275	642	364	33.0
M/1100 Skeet	2,827	42.2	17	39	22	31.7
M/1100 - 28 & 410	3,388	45.5	7	18	10	35.0
Government	5,328	22.8	8	19	11	12.3
	260,207	38.4	636	1,145	649	27.2

Rimfire Rifles

N/66	38,689	41.4	34	55	31	29.9
M/40XB	236	(54.4)	1	2	1	(65.8)
M/514	18,158	10.0	9	14	8	(1.4)
M/540	1,740	12.7	3	6	3	1.3
M/550A	14,344	19.8	15	24	14	8.4
M/552	31,408	25.2	36	59	34	13.7
M/572	18,672	20.3	21	35	20	8.8
M/580	2,865	(20.6)	2	3	2	(32.0)
M/581	9,324	1.0	8	12	7	(10.4)
M/582	6,762	1.3	6	10	5	(10.2)
	142,206	20.4	152	220	125	8.5

Centerfire Rifles

XP-100	830	26.2	1	2	2	14.8
M/660	12,822	33.8	27	44	25	22.3
M/700	75,252	36.8	193	315	179	25.3
M/742	54,666	44.3	155	253	143	32.9
M/760	27,966	45.3	70	114	64	33.8
M/788	21,621	12.5	34	55	31	1.0
M/40X Match	1,014	18.0	5	7	4	6.6
Government	1,287	31.7	5	8	4	20.3
	195,470	38.0	513	798	452	26.4

Total Sales \$ 43,877

Factory Profit 16,102

Total Earnings 11,080

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1969

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/11-'48	120	40.5	\$ a	\$ 1	\$ 1	25.4
M/870 Regular	4,710	34.9	7	30	9	19.8
M/1100 Regular	5,810	42.2	14	57	17	27.1
M/1100 Skeet (sets)	142	41.9	1	4	1	26.8
	11,271	37.7	28	95	29	21.9
<u>Rimfire Rifles</u>						
N/66	2,466	39.8	2	6	2	23.7
M/514	669	12.6	a	1	a	(3.4)
M/550A	1,372	20.5	2	5	1	4.4
M/552	1,372	22.9	2	5	2	6.8
M/572	565	18.3	1	2	1	2.3
M/580	302	(23.6)	a	1	a	(39.7)
M/581	314	15.5	a	1	a	(0.5)
M/582	341	1.6	a	1	a	(14.4)
	7,427	21.2	8	22	6	4.7
<u>Centerfire Rifles</u>						
M/660	643	34.4	1	4	2	18.3
M/700	2,281	34.7	6	18	5	18.6
M/742	2,395	41.7	6	20	6	25.6
M/760	401	42.7	1	3	1	26.7
M/788	605	6.3	1	3	1	(9.8)
	6,434	35.9	16	48	15	19.7

Total Sales \$ 1,740
Factory Profit 620
Total Earnings 343

(a) Under \$1M

J. P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1970

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk-48	5,499	28.7	\$ 9	\$ 23	\$ 15	17.3
M/870 - Regular	116,927	40.8	176	477	314	29.5
- Field	7,598	32.1	12	33	22	20.8
- Skeet (sets)	304	32.2	1	4	2	20.9
M/1100 - Regular	126,758	41.0	266	721	475	29.6
- Field	7,820	36.1	17	47	31	24.8
- Skeet (sets)	1,448	37.2	8	22	14	25.8
Government	811	37.5	2	4	3	26.1
	268,909	39.1	666	1,331	876	27.0

Rimfire Rifles

N/66	25,748	37.7	16	43	28	26.4
N/77	7,208	35.7	4	11	7	24.4
M/40XB	218	7.1	1	2	1	(4.2)
M/514	15,929	3.6	5	13	9	(7.8)
M/540	888	20.2	1	4	2	8.9
M/550A	9,134	11.7	6	16	11	0.4
M/552	18,992	17.1	14	38	25	5.8
M/572	14,003	8.7	10	28	19	(2.7)
M/580	2,546	(7.5)	1	3	2	(18.8)
M/581	7,937	8.7	4	12	8	(2.6)
M/582	6,110	10.6	4	11	7	(0.8)
M/591	12,184	7.5	9	25	16	(3.8)
M/592	10,752	7.5	8	23	16	(3.8)
	131,665	12.3	84	229	151	0.9

Centerfire Rifles

XP-100	848	31.5	1	2	2	19.1
M/660	5,893	37.0	13	23	15	24.5
M/700	84,966	35.6	223	397	262	23.1
M/742	47,051	41.1	134	237	157	28.7
M/760	26,272	40.6	64	114	74	28.2
M/788	27,548	10.9	43	77	51	(1.6)
40X Match	912	3.8	4	7	5	(8.7)
	193,655	35.3	488	860	567	22.8

Total Sales \$ 46,349
Factory Profit 16,591
Total Earnings 10,916

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1970

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk-48	(46)	20.6	\$ a	\$ a	\$ a	2.8
M/870 Regular	7,701	38.0	11	61	19	20.3
" Field	171	26.4	a	2	a	8.7
" Skeet (sets)	50	22.9	a	1	a	5.2
M/1100 Regular	8,637	39.9	18	107	33	22.2
" Field	429	32.0	1	5	2	14.3
" Skeet (sets)	448	33.4	2	13	4	15.7
	17,900	37.3	44	189	58	18.9
<u>Rimfire Rifles</u>						
N/66	2,847	34.0	2	10	2	16.4
N/77	423	28.9	a	1	1	11.2
M/514	515	4.7	a	1	1	(13.0)
M/550A	1,072	9.5	1	4	1	(8.2)
M/552	748	11.7	1	3	1	(6.0)
M/572	308	5.6	a	1	1	(12.1)
M/580	249	(10.2)	a	1	a	(28.0)
M/581	384	1.2	a	1	a	(16.4)
M/582	306	9.8	a	1	1	(7.9)
<u>Centerfire Rifles</u>						
M/660	440	31.3	1	2	1	12.5
M/700	2,679	34.1	7	26	8	15.3
M/742	2,730	36.7	7	27	9	17.9
M/760	243	39.1	1	2	1	20.3
M/788	732	6.7	1	4	1	(12.1)
	6,973	33.0	17	64	20	14.2

Total Sales \$ 2,457
 Factory Profit 871
 Total Earnings 419

(a) Under \$1M

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1971

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk 48	10,384	33.9	\$ 15	\$ 46	\$ 37	22.1
M/870 Regular	130,736	43.9	171	550	430	32.1
" Field	6,168	37.9	8	28	22	26.1
M/1100 Regular	145,218	48.0	279	896	699	36.2
" Field	7,247	44.1	15	46	37	32.3
	299,946	43.8	727	1,568	1,225	31.1
<u>Rimfire Rifles</u>						
N/66	33,618	39.9	24	62	48	27.6
N/77	4,897	38.3	3	8	7	26.1
M/540	768	(8.7)	2	3	2	(20.9)
M/550A	2,597	8.9	2	5	3	(3.4)
M/552	26,508	26.1	22	58	45	13.8
M/572	16,577	20.8	14	36	29	8.5
M/580	5,933	(13.5)	3	7	5	(25.8)
M/581	6,703	(1.3)	4	12	9	(13.6)
M/582	5,604	0.2	4	10	8	(12.1)
M/591	6,565	(4.1)	6	14	11	(16.3)
M/592	7,296	(5.4)	7	17	13	(17.7)
	116,260	17.3	93	233	181	5.0
<u>Centerfire Rifles</u>						
Mohawk 600	4,972	26.4	8	17	13	13.6
M/660	3,191	20.9	6	11	8	8.1
M/700	88,578	37.2	218	444	347	24.4
M/742	53,480	37.2	136	279	217	24.4
M/760	25,592	38.9	58	118	93	26.1
M/788	29,516	18.5	46	95	74	5.7
XP-100	799	18.5	1	3	2	5.7
40X Match	814	13.8	4	7	6	1.0
Government	184	28.2	1	2	2	15.4
	207,135	34.9	484	976	762	22.1

Total Sales \$ 53,479
Factory Profit 20,980
Total Earnings 14,203

J.P.Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1971

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/812 CBC	1,710	33.0	\$ 1	\$ 3	\$ 1	15.3
M/870 Regular	4,938	35.9	5	37	14	18.2
Field	134	32.7	a	1	1	15.0
M/1100 Regular	8,329	43.1	15	101	39	25.5
Field	285	36.8	1	3	1	19.1
	15,406	38.7	33	145	56	20.2
<u>Rimfire Rifles</u>						
N/66	2,190	37.4	1	8	3	19.3
N/77	457	31.3	a	1	1	13.1
M/550A	1,497	4.3	1	5	2	(13.9)
M/552	1,351	19.9	1	6	2	1.7
M/572	472	14.8	1	2	1	3.3
M/580	337	(19.0)	a	1	a	(37.1)
M/581	304	(14.4)	a	1	a	(32.6)
M/582	429	(4.0)	1	2	a	(22.1)
M/591	543	(18.3)	1	2	1	(36.4)
M/592	247	(12.5)	a	1	a	(30.7)
	7,873	11.1	6	29	10	(7.1)
<u>Centerfire Rifles</u>						
M/660	416	20.5	1	3	1	1.8
M/700	2,732	32.2	6	26	10	13.6
M/742	1,781	31.0	4	17	7	12.3
M/760	401	32.5	1	4	1	13.8
M/788	805	2.6	1	4	2	(16.1)
	6,256	28.3	13	55	21	9.6

Total Sales \$ 2,145
Factory Profit 744
Total Earnings 349

(a) Under \$1M

J. P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1972

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk 48	13,557	29.7	\$ 20	\$ 61	\$ 40	18.1
M/870 Regular	149,813	42.2	230	691	449	30.6
" Field	2,792	38.7	4	13	9	27.1
M/1100 Regular	156,903	46.2	335	1,009	656	34.7
" Field	3,251	43.1	7	22	14	31.5
Government	911	31.5	1	4	2	19.9
	<u>327,239</u>	<u>35.7</u>	<u>757</u>	<u>1,801</u>	<u>1,170</u>	<u>23.6</u>
<u>Rimfire Rifles</u>						
N/66	32,509	40.6	48	61	40	26.5
N/77	238	34.0	a	1	a	19.9
Mohawk 10C Nylon	17,135	38.3	21	28	18	24.2
M/540	838	2.4	a	a	a	(12.2)
M/541	362	23.3	1	2	1	9.2
M/552	32,529	30.0	59	76	49	15.8
M/572	16,930	25.4	31	40	25	11.3
M/580	4,861	(34.3)	6	7	5	(48.5)
M/581	6,417	(5.3)	9	12	8	(19.5)
M/582	5,051	1.3	8	11	7	(12.8)
M/591	2,898	3.0	5	7	4	(11.1)
M/592	2,675	3.1	5	7	5	(11.0)
	<u>122,630</u>	<u>25.0</u>	<u>200</u>	<u>255</u>	<u>166</u>	<u>10.7</u>
<u>Centerfire Rifles</u>						
Mohawk 600	4,427	29.5	7	16	11	17.2
M/660	194	19.9	a	1	a	7.6
M/700	79,592	39.3	198	423	275	26.9
M/742	67,501	41.7	180	383	250	29.4
M/760	27,967	41.5	65	138	89	29.1
M/788	28,582	19.3	45	95	62	7.0
XP-100	959	33.7	2	3	2	21.4
40X Match	1,056	9.7	5	10	6	(2.7)
	<u>210,304</u>	<u>37.4</u>	<u>516</u>	<u>1,070</u>	<u>695</u>	<u>24.9</u>
Total Sales	\$ 58,173					
Factory Profit	21,234					
Total Earnings	14,012					

J.P. Linde/nl

April 28, 1976

PLANT TASK FORCE
FIREARMS DATA - 1972

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/812 CBC	7,290	34.1	\$ 2	\$ 9	\$ 5	21.1
M/870 Regular	5,536	34.0	7	28	15	21.0
" Field	141	38.3	a	1	1	25.3
M/1100 Regular	9,863	42.3	21	79	41	29.3
" Field	255	41.3	1	2	1	28.3
	<u>23,166</u>	<u>39.7</u>	<u>32</u>	<u>119</u>	<u>63</u>	<u>26.7</u>
<u>Rimfire Rifles</u>						
N/66	3,513	39.3	5	8	4	23.8
N/77	442	35.0	a	1	a	19.4
M/540	148	(0.4)	a	a	1	(16.0)
M/552	1,521	26.3	3	4	3	10.8
M/572	518	21.4	1	1	1	5.8
M/580	340	(31.8)	a	a	1	(44.0)
M/581	236	(13.0)	a	1	a	(28.6)
M/582	239	(3.0)	1	1	a	(18.6)
M/591	831	(12.3)	1	2	1	(27.8)
M/592	385	(10.6)	1	1	a	(26.2)
Government	300	40.1	1	1	a	24.6
	<u>8,623</u>	<u>21.9</u>	<u>13</u>	<u>22</u>	<u>12</u>	<u>6.4</u>
<u>Centerfire Rifles</u>						
M/700	2,761	35.8	7	18	10	22.0
M/742	4,007	33.8	9	26	13	20.0
M/760	621	37.9	1	4	2	24.1
M/788	1,015	8.0	1	3	2	(5.8)
	<u>8,533</u>	<u>32.8</u>	<u>20</u>	<u>52</u>	<u>27</u>	<u>19.0</u>
Total Sales	\$ 2,853					
Factory Margin	1,061					
Total Earnings	678					

(a) Under \$1M

J.P. Linde/nl