

XR SERIES BOLT ACTION LINE

OPERATIVE EARNINGS - PROPOSED CENTER FIRE AND SHOTGUN

	<u>Center Fire</u>		<u>Total</u>	<u>Shotguns</u>			<u>Total</u>
	<u>221-222-223</u>	<u>4mm-357 Mag. 30-30 - 444</u>		<u>Clip 12-16-20</u>	<u>Clip 28-410</u>	<u>Shot 410</u>	
<u>Full Book Basis</u>							
Volume - High Range	7,000	30,000	37,000	28,000	7,000	3,000	38,000
Retail Price	\$ 60.00	\$ 65.00		\$45.00	\$40.00	\$30.00	
Net Selling	\$ 32.34	\$ 35.04	\$1,278,000	\$24.26	\$21.56	\$16.17	\$879,000
Operative Earnings	\$ 5.96	\$ 8.12	\$ 285,000	(\$3.00)	(\$2.90)	(\$5.67)	(\$21,000)
% of Net Selling	18.4%	23.2%	22.3%	(12.4%)	(13.5%)	(35.1%)	(13.8%)
<u>Cash Basis</u>							
Operative Earnings				\$5.88	\$ 5.08	\$ 1.25	
% of Net Selling				24.2%	23.6%	7.7%	

TABLE XI