

Sales Dollars (\$MM)	\$4.9	\$2.4	\$1.6	\$2.1	\$2.3	\$2.6
Standard Margin (\$MM)	\$2.0	\$1.0	\$0.6	\$0.9	\$0.9	\$1.0
Standard Margin (%)	40.4%	40.9%	36.5%	41.0%	39.8%	40.1%

*Includes carbon and stainless steel models

Competitive Outlook

Thompson Center

The **Black Diamond** series represents the core of T/C's in-line offerings. Equipped with a patented "**Flame Thrower**" ignition system, the Black Diamond offers the shooter the advantage of using 209 shotshell primers as an ignition source. Also featured on the Black Diamond is a 26" standard length barrel for greater velocities. The Black Diamond is offered in nine different configurations varying by carbon or stainless steel, camouflaged stocks and fiber optic sights. The Black Diamond is also offered in a clam pack starter kit and in a .45 caliber configuration. All other offerings are .50 caliber. The Black Diamond is positioned as a "middle of the road" in-line muzzleloader.

Knight

Participating more in the higher end market is the **Knight DISC** Rifle. Utilizing the DISC ignition system which consists of a removable plastic insert to hold the primer, the DISC features 209 shotshell primer ignition. The DISC rifle is available in both .45 and .50 caliber configurations with choices in carbon or stainless steel, as well as camo stock offerings. The DISC rifle also features a bolt-action design which was subject to prior litigation for potential infringement on the Remington patent. The litigation was settled, allowing Knight to continue the manufacture of the DISC rifle. The DISC rifle is available in 24" barrel lengths as well as a 26" barrel length for greater velocities. Fiber optic sights are also offered on the DISC rifle. **The DISC is Knights high-end offering, competing heavily with the Remington Model 700 ML.**

The **Knight Wolverine 209** is a traditional in-line muzzleloader featuring a straight pull cocking mechanism rather than the premium bolt-action design. Also equipped with the DISC ignition system, the Wolverine 209 utilizes shotshell primers as an ignition source. Available in .50 caliber only, the Wolverine is available in carbon or stainless steel with camo as an option as well. The Wolverine features fiber optic sights and a compact 22" barrel length. **The Wolverine competes with the Thompson Center Black Diamond in the "middle of the road" category.**

The **American Knight** is Knight Rifles true entry-level offering. With a traditional in line action design and an ignition system only capable of using the basic No. 11 percussion cap, the American Knight is truly a price point offering. The American Knight is available in a 22" barreled, blued finish version only. Not surprisingly, the American Knight is offered in the increasingly popular "value pack" configuration that