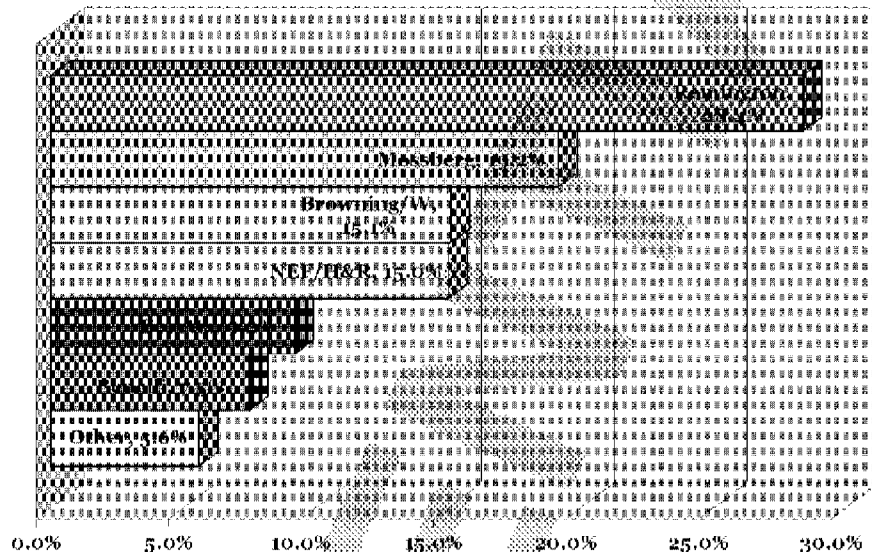


2001 data from SAAMI and BATF reveals the following market share by brand:

2001 Shotgun Brand Share (% of Units)



Remington still maintains a dominant brand position, despite some loss of share in the autoloading category. Looking at the entire shotgun market, Remington's loss of share is somewhat mitigated by both brand recognition and a strong mix of pump action and autoloader offerings. Among major manufacturers, only Browning/USRAC and Beretta/Benelli have similarly broad shotgun portfolios.

In terms of shotgun distribution channels, analysis of NSGA and SMRG reports reveals the following data for units purchased domestically:

2001 Shotgun Distribution Channels (% of Units)

