

Total Shotguns	1999	2000	2001		
	1442484	1217473	1143993		
Total Autoloaders			217360	% of Market	
Total Pumps			583440	Autoloader	18.8%
Total O/U			91520	Pump Action	49.8%
Total Single Shot			220000	O/U	9.2%
Total Other			34320	Single Shot	19.2%
Total Extra Barrel				Other	3.0%
					100.0%
TOTAL			1146640		
Brand Share of Total					
Remington	30.3%	29.3%	28.4%	Other	5.6%
Mossberg	22.9%	21.9%	19.2%	Benelli	7.5%
Browning/USRAC	12.2%	14.8%	15.1%	Beretta	9.2%
NEF/H&R (Marlin)	13.0%	12.4%	15.0%	NEF/H&R	15.0%
Beretta	8.3%	8.5%	9.2%	Browning/W	15.1%
Benelli	5.2%	4.8%	2.7%	Mossberg	19.2%
Other	8.1%	8.3%	10.4%	Remington	28.4%
TOTAL	100.0%	100.0%	100.0%		100.0%
Brand Share of Autos					
	1999	2000	2001		
Remington	32%	30%	28%	Remington	27.9%
Browning/W	22%	22%	21%	Browning/USRAC	21.5%
Beretta	21%	22%	24%	Beretta	24.3%
Benelli	20%	21%	21%	Benelli	21.2%
Other	5%	5%	6%	Other	5.1%
TOTAL	100.0%	100.0%	100.0%		100.0%
Brand Share of Pumps					
				World Sales B	
Remington	36.7%	223000		USA	70%
Mossberg	41.6%	252000		Europe	25%
Browning/W	7.2%	43740		Other	5%
Benelli	11.5%	70000			
Other	3.0%	18225		Shotgun Distri	
TOTAL	100.0%			Mass Mercha	28.4%
				Specialty Spo	46.5%
Brand Share of O/U				Sporting Goo	17.8%
				Other	7.3%
					100.0%
				Shotgun Distri	
Remington	0.4%	450		Mass Mercha	19.8%
Browning/USRAC	35.9%	40000		Specialty Spo	50.0%
Ruger	8.9%	10000		Sporting Goo	24.5%
Beretta	30.1%	33700		Other	5.7%
Other	24.7%	28000			100.0%
TOTAL	100.0%	112150			
Brand Share of Single Shot					
NEF/H&R (Marlin)	74.9%	173000.0			
Browning	2.1%	5000.0			

Other 23.0% 54000.0
TOTAL 100.0% 232000.0

Brand Share of Extra Bbl

Remington
Mossberg
Browning/USRAC
Hastings
Other
TOTAL

229360
607560
112240
234240
36600
1220000

68320
91500
112240
183000
184220
234240
346480
1220000

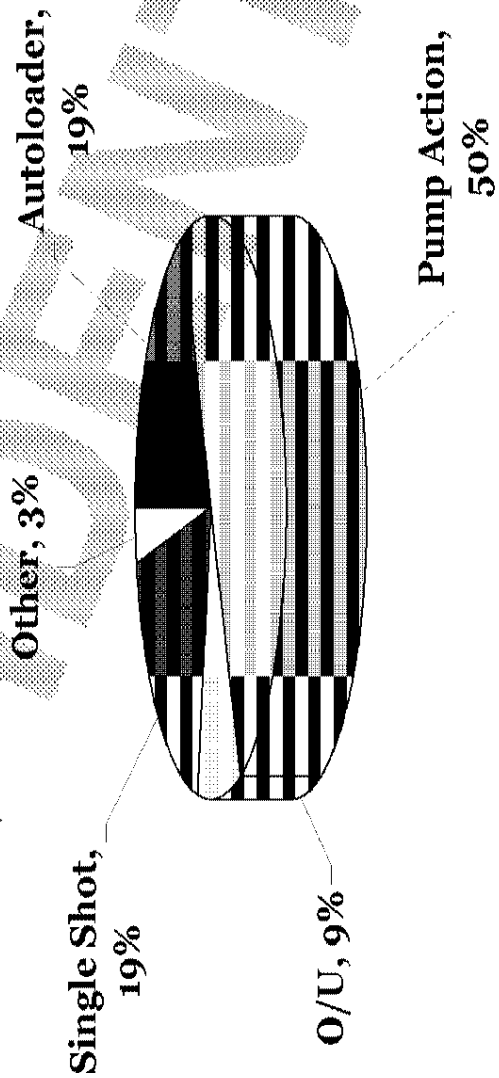
61380
47300
53460
46640
11220
220000

breakdown

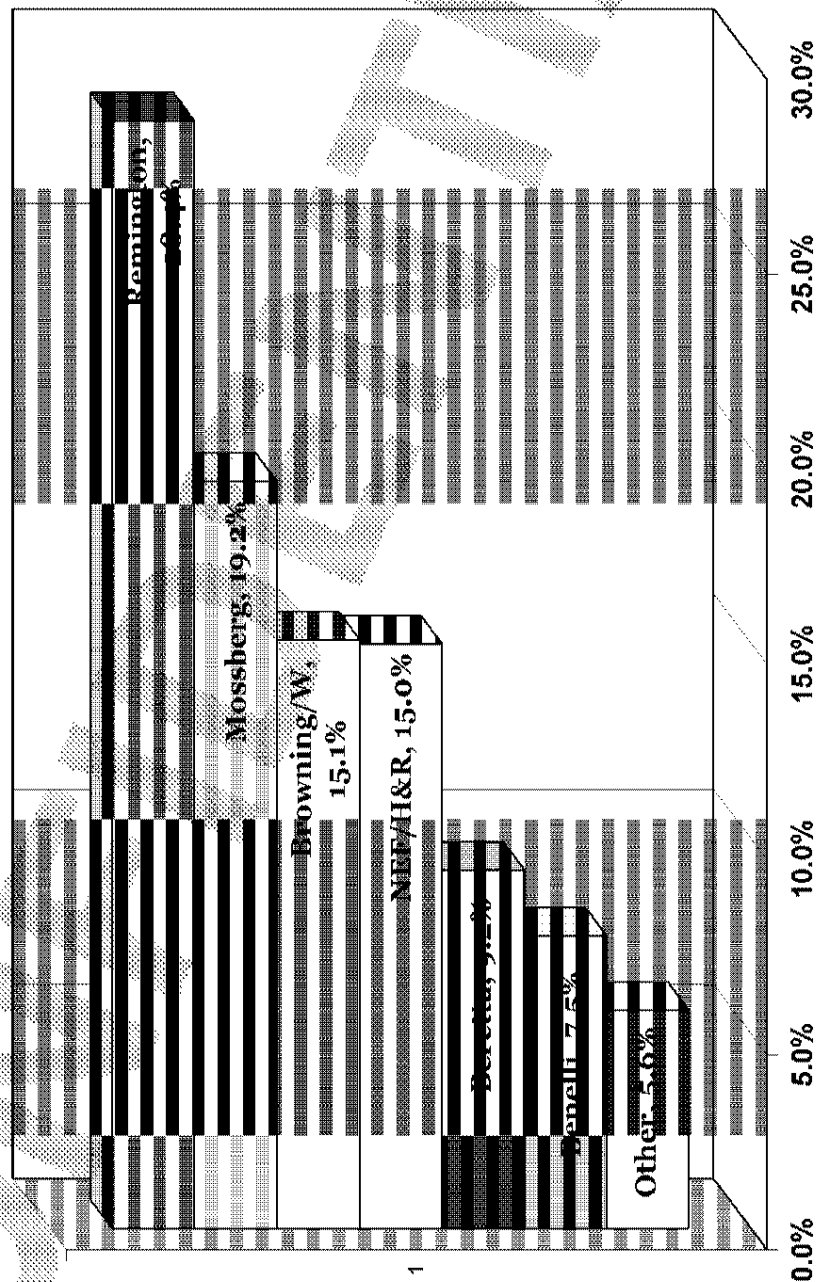
tribution % of Units

tribution % of Retail Dollars

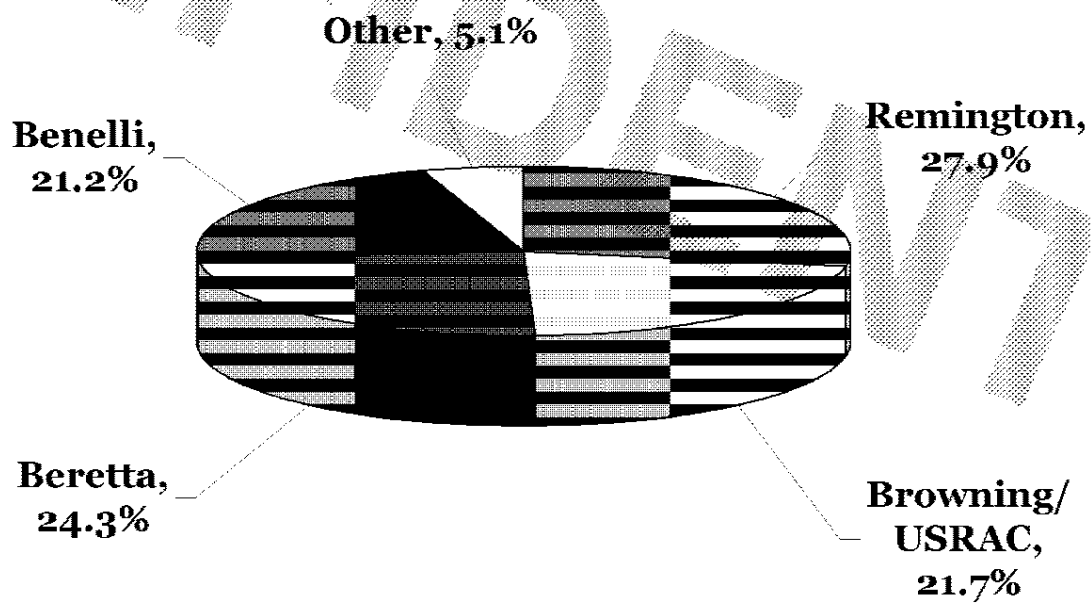
**2002 Shotgun Market Share by Action Type
(% of Units)**



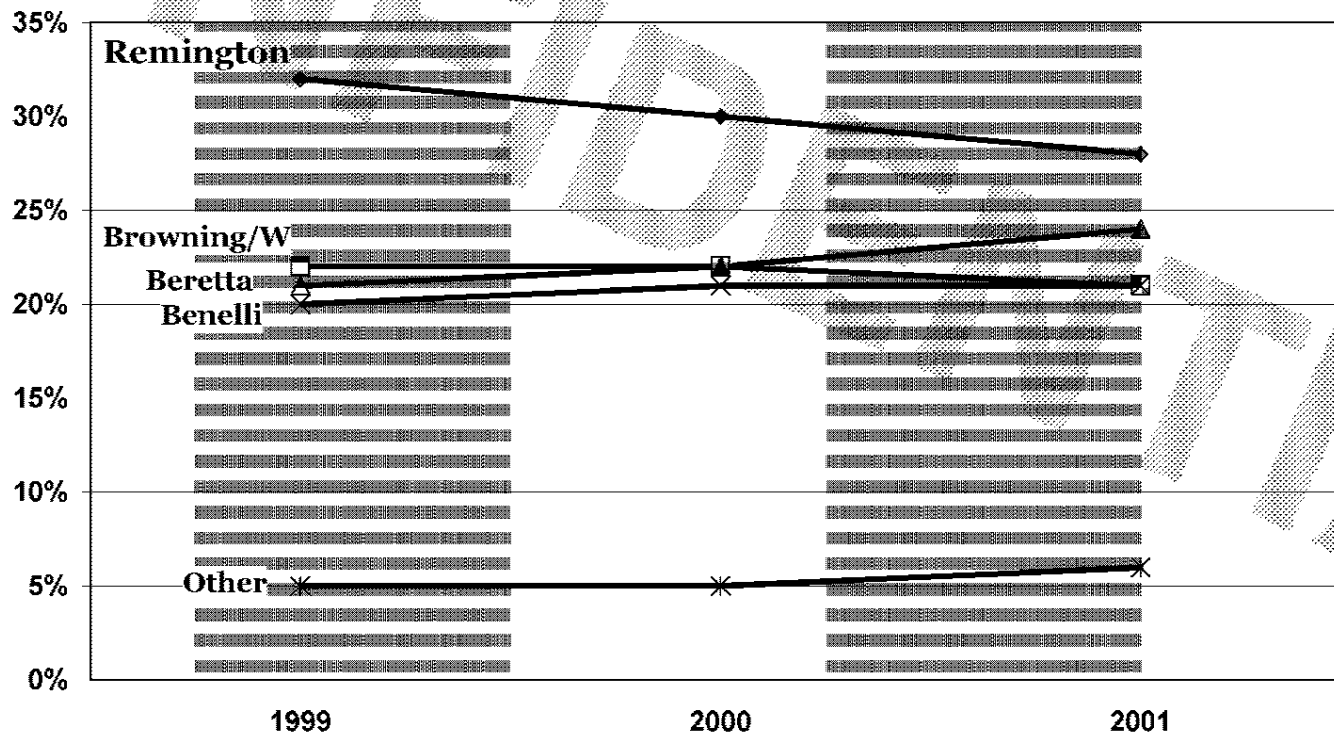
2001 Shotgun Brand Share (% of Units)



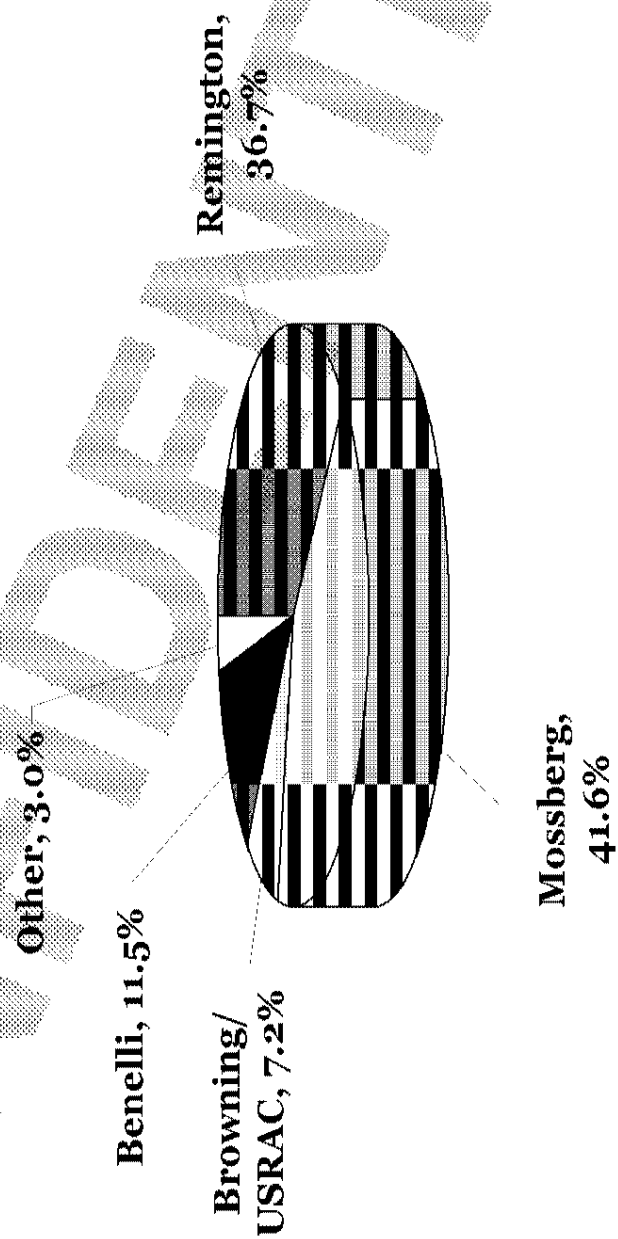
2001 Autoloading Shotgun Brand Share (% of Units)



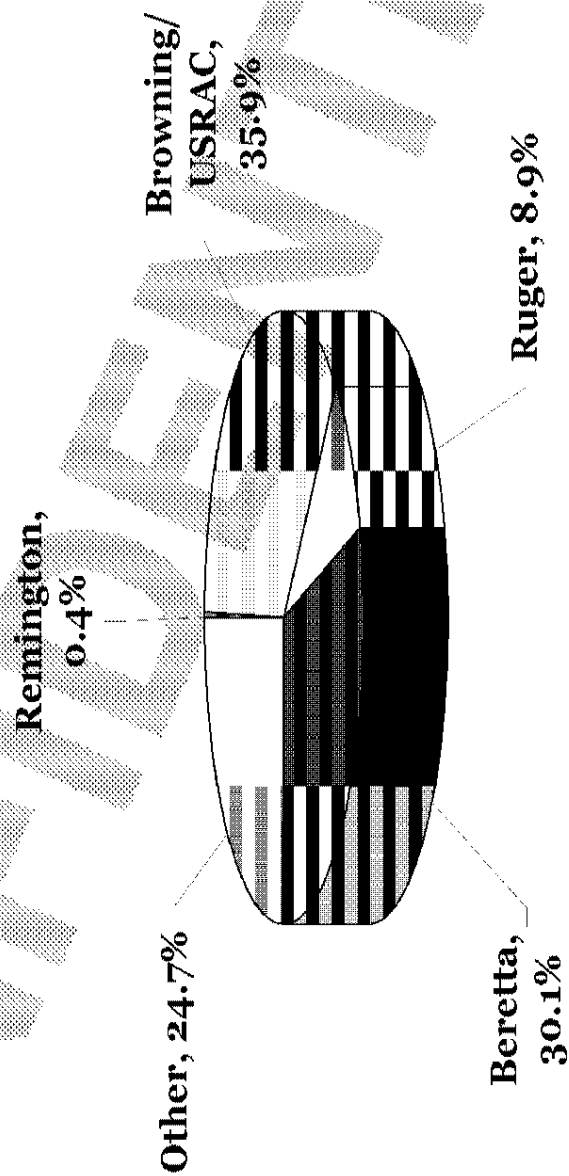
2001 Autoloading Shotgun Brand Share 3 Year Trend



**2001 Brand Share of Pump Action Shotguns
(% of Units)**



**2001 Brand Share of O/U Shotguns
(% of Units)**

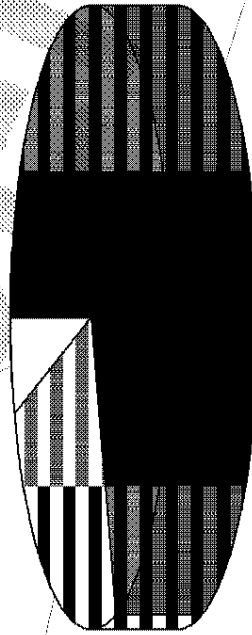


**World Shotgun Sales
(% of World Sales, excluding Ex USSR)**

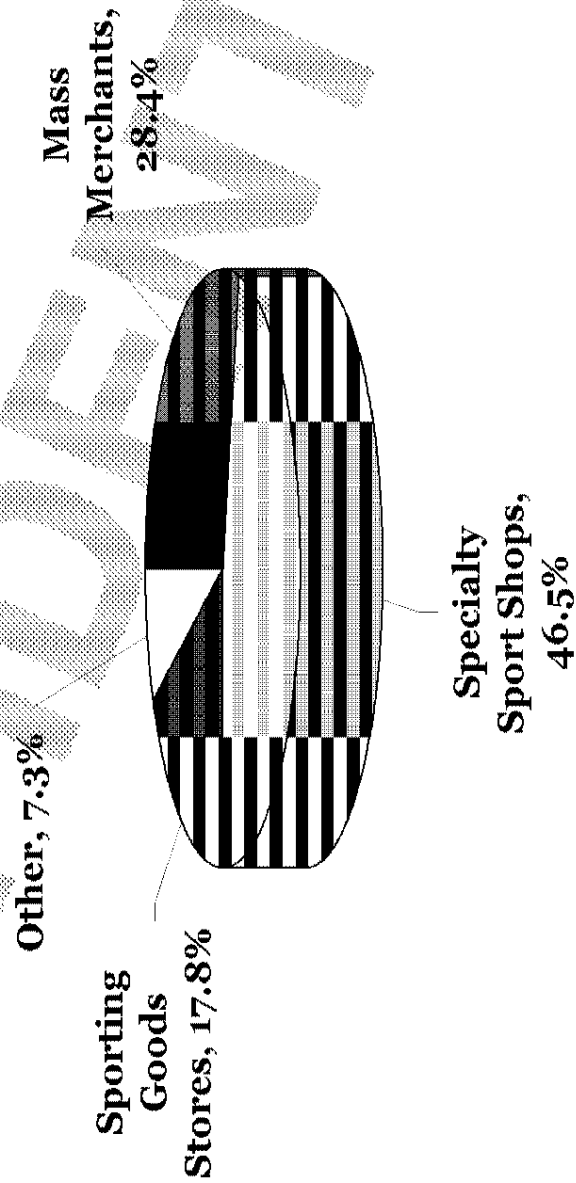
Other, 5%

Europe, 25%

USA, 70%



**2001 Shotgun Distribution Channels
(% of Units)**



**2001 Shotgun Distribution Channels
(% of Retail Dollars)**

