

Pump Action Shotguns	1998 Actual	1999 Actual	2000 Actual	2001 Actual	2002 FCST	2002 P.O.
Units Sales (M)	272.1	314.1	243.4	223.0	256.5	281.4
Sales Dollars (\$MM)	58.6	70.2	57.8	53.1	60.7	66.7
Standard Margin (\$MM)	20.0	24.8	22.3	16.1	20.3	22.4
Standard Margin % Sales	34.1%	35.3%	38.5%	30.2%	33.5%	33.6%