

# REMINGTON ARMS COMPANY, INC.

OPERATIVE EARNINGS FROM SALES  
FIREARMS - DOMESTIC  
TO DATE - SEPTEMBER 30, 1974  
(Dollars in Thousands)

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|                           | Sales    |        |                    | Factory Cost |                   | Factory Profit |            |                       |          |                 |             | Operative Earnings from Sales |            |
|---------------------------|----------|--------|--------------------|--------------|-------------------|----------------|------------|-----------------------|----------|-----------------|-------------|-------------------------------|------------|
|                           | Quantity | Amount | Average Price Each | Amount       | Average Cost Each | Amount         | % of Sales | Fin. Prod. Dist. Exp. | Research | Selling Expense | Admin. Exp. | Amount                        | % of Sales |
| <b>HOTGUNS</b>            |          |        |                    |              |                   |                |            |                       |          |                 |             |                               |            |
| 100 Hawk-48               | 11 829   | \$ 827 | \$ 29.78           | \$ 720       | \$ 61.96          | \$ 207         | 22.3       | \$ 11                 | \$ 19    | \$ 44           | \$ 26       | \$ 107                        | 11.5       |
| 100 Hawk                  | 137 555  | 12 216 | 88.81              | 6 611        | 46.06             | 6 605          | 45.9       | 148                   | 252      | 576             | 345         | 4 284                         | 35.1       |
| 7/1100                    | 143 673  | 17 430 | 121.22             | 6 925        | 62.12             | 8 491          | 48.8       | 212                   | 359      | 822             | 492         | 6 908                         | 37.0       |
| 7/1200                    | 9 276    | 2 822  | 304.19             | 2 681        | 288.96            | 141            | 5.0        | 34                    | 58       | 133             | 80          | (164)                         | (5.8)      |
| 7/1200 1 of 1,000         | 251      | 140    | 585.01             | 89           | 356.14            | 57             | 38.9       | 2                     | 3        | 7               | 4           | 41                            | 26.1       |
| U. S. Gov't. agencies     | 400      | 35     | 86.87              | 21           | 53.30             | 14             | 30.4       | (a)                   | 1        | 2               | 1           | 10                            | 27.6       |
| New shotguns              |          |        |                    |              |                   | (124)          |            |                       |          |                 |             | (124)                         |            |
| To date - 1974            | 302 784  | 33 562 | 110.85             | 19 171       | 63.32             | 14 391         | 42.9       | 407                   | 692      | 1 564           | 948         | 10 700                        | 32.1       |
| - 1973                    | 282 972  | 26 682 | 101.86             | 17 544       | 62.00             | 11 138         | 38.8       | 430                   | 527      | 1 461           | 905         | 7 815                         | 27.2       |
| <b>100 FIRE RIFLES</b>    |          |        |                    |              |                   |                |            |                       |          |                 |             |                               |            |
| 7/60                      | 48 557   | 1 351  | 27.83              | 1 075        | 22.14             | 276            | 20.5       | 16                    | 12       | 64              | 38          | 140                           | 10.8       |
| 10/77                     | 3        | (a)    | 23.00              | (a)          | 17.87             | (a)            | (60.0)     | -                     | -        | (a)             | (a)         | (a)                           | (60.0)     |
| 7/40XB                    | 70       | 11     | 161.04             | 24           | 347.94            | (13)           | (116.1)    | (a)                   | (a)      | 1               | (a)         | (14)                          | (125.7)    |
| 10/514                    | 1        | (a)    | 8.00               | (a)          | 13.00             | (a)            | (44.4)     | -                     | -        | -               | -           | (a)                           | (44.4)     |
| 7/540                     | 194      | 14     | 70.27              | 17           | 88.87             | (3)            | (24.9)     | (a)                   | (a)      | 1               | 1           | (5)                           | (34.8)     |
| 7/541                     | 1 897    | 155    | 81.54              | 126          | 87.18             | 27             | 17.6       | 2                     | 1        | 7               | 4           | 13                            | 7.0        |
| 100 Hawk 10C Nylon        | 17 030   | 485    | 27.53              | 350          | 19.88             | 135            | 27.8       | 6                     | 5        | 23              | 14          | 87                            | 16.1       |
| 10/552                    | 30 724   | 1 401  | 45.60              | 1 007        | 32.76             | 394            | 26.2       | 17                    | 13       | 88              | 39          | 259                           | 16.5       |
| 10/572                    | 19 408   | 911    | 46.91              | 885          | 34.86             | 246            | 27.0       | 11                    | 8        | 43              | 26          | 158                           | 17.3       |
| 10/580                    | 5 479    | 152    | 27.70              | 165          | 30.15             | (13)           | (8.9)      | 2                     | 2        | 7               | 4           | (28)                          | (18.5)     |
| 10/581                    | 6 153    | 217    | 35.21              | 190          | 31.72             | 21             | 9.9        | 2                     | 2        | 10              | 6           | 1                             | 0.2        |
| 10/582                    | 5 455    | 217    | 39.80              | 163          | 33.57             | 34             | 15.8       | 3                     | 2        | 10              | 6           | 13                            | 6.1        |
| 10/591                    | 417      | 17     | 41.77              | 15           | 38.63             | 2              | 12.6       | (a)                   | (a)      | 1               | 1           | (a)                           | 2.0        |
| 10/592                    | 714      | 32     | 44.57              | 28           | 39.14             | 4              | 12.2       | 1                     | (a)      | 1               | 1           | 1                             | 2.5        |
| Match - Int. Free         | 1        | (a)    | 263.00             | (a)          | 212.00            | (a)            | 18.4       | (a)                   | (a)      | (a)             | (a)         | (a)                           | 10.3       |
| New rifles                |          |        |                    |              |                   | (87)           |            |                       |          |                 |             | (87)                          |            |
| To date - 1974            | 136 708  | 4 063  | 36.31              | 3 020        | 28.87             | 1 043          | 21.0       | 60                    | 45       | 234             | 140         | 564                           | 11.4       |
| - 1973                    | 125 933  | 4 273  | 33.92              | 3 400        | 27.70             | 283            | 18.3       | 64                    | 34       | 218             | 135         | 332                           | 7.6        |
| <b>CENTER FIRE RIFLES</b> |          |        |                    |              |                   |                |            |                       |          |                 |             |                               |            |
| 100 Hawk-600              | 10 476   | 831    | 60.19              | 503          | 47.96             | 128            | 20.3       | 8                     | 11       | 30              | 18          | 81                            | 9.7        |
| 7/700                     | 83 783   | 8 507  | 101.53             | 5 804        | 68.27             | 2 703          | 31.8       | 103                   | 156      | 401             | 240         | 1 803                         | 21.1       |
| 10/712                    | 71 200   | 7 600  | 106.75             | 4 219        | 59.28             | 3 381          | 44.5       | 92                    | 139      | 359             | 215         | 2 576                         | 33.0       |
| 10/760                    | 39 790   | 2 790  | 93.64              | 1 524        | 51.14             | 1 268          | 45.4       | 34                    | 51       | 131             | 79          | 971                           | 34.8       |
| 10/768                    | 30 738   | 2 048  | 66.57              | 1 578        | 51.29             | 470            | 22.0       | 25                    | 37       | 97              | 58          | 253                           | 12.4       |
| XP-100                    | 697      | 49     | 70.37              | 33           | 47.84             | 16             | 33.1       | 1                     | 1        | 2               | 1           | 11                            | 22.6       |
| 10X Match                 | 885      | 157    | 175.57             | 139          | 155.08            | 18             | 11.7       | 2                     | 3        | 7               | 5           | 1                             | 1.1        |
| Match - Int. Free         | 8        | 2      | 263.25             | 2            | 266.63            | (a)            | (16.0)     | (a)                   | (a)      | (a)             | (a)         | (a)                           | (10.4)     |
| U. S. Gov't. agencies     | 87       | 9      | 104.75             | 6            | 70.20             | 3              | 33.0       | (a)                   | (a)      | 1               | (a)         | 2                             | 22.4       |
| New rifles                |          |        |                    |              |                   | (344)          |            |                       |          |                 |             | (344)                         |            |
| To date - 1974            | 227 674  | 21 791 | 95.71              | 14 170       | 62.24             | 7 621          | 35.0       | 285                   | 398      | 1 026           | 616         | 5 314                         | 24.4       |
| - 1973                    | 203 284  | 17 802 | 87.57              | 11 464       | 56.39             | 6 336          | 35.6       | 287                   | 415      | 907             | 562         | 4 187                         | 23.5       |