FINANCIAL SUMMARY
FIREARMS BUSINESS

	EST. 1980	FORECAST [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	ANNUAL GROWTH RATE [illegible]
SALES	143.4	154.3	184.0	214.3	241.1	258.3	14
COS $	113.1	129.2	152.4	176.3	196.7	215.3	13
PTI $MM	25.3	25.7	31.6	38.0	[illegible]	52.3	12
INVESTMENT $MM	159.0	166.3	188.4	208.4	226.9	248.4	9
PROI%	15	15	17	15	20	21	8
CASH FLOW $MM CUMULATIVE	(9.2)	3.4	13.0	22.1	30.4	37.0	13

Exhibit 12

1985 FIREARMS
STRATEGIC OBJECTIVE

	1985 OBJECTIVE $MM	1985 AS FORECAST $MM	COMMENTS
PROI %	25%	21%	ADDITIONAL $12.3MM IN PTI NEEDED IN 1985 TO REACH PROI
CUMULATIVE CASH FLOW	-	$37	COMPARES TO $57MM IN LAST FORECAST
DOLLAR SHARES	36%	41%	EXCEEDED

Exhibit 13

FACTORY UNIT COST
(COMPOSITE GUN)

	1978	1980	1982	1985
1980 CONSTANT $ COST	$107.43	$111.31	$107.59	$110.70
REFERENCE				
CURRENT $ COST	$ 87.87	$111.31	$133.57	$170.34

Exhibit 14

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