

April 30, 1976

PLANT TASK FORCE
FIREARMS DATA - 1973

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk-48	13,248	26.7	\$ 20	\$ 58	\$ 39	15.5
M/870	157,664	43.7	250	710	479	32.4
M/1100	171,420	47.3	378	1,074	724	36.0
M/3200	8,631	(2.6)	46	129	87	(36.8)
M/3200 - 1 of 1000	696	24.1	8	22	14	12.8
Government	135	40.9	a	1	1	29.7
	351,794	38.7	702	1,994	1,344	27.4
<u>Rimfire Rifles</u>						
N/66	48,910	22.9	12	71	48	12.7
M/40XB	267	(6.1)	a	2	1	(16.3)
M/540	898	2.9	a	4	3	(7.3)
M/541	3,126	5.1	2	13	9	(5.1)
Mohawk 10C Nylon	15,613	31.1	4	23	16	20.9
M/552	35,713	24.0	13	81	55	13.8
M/572	19,565	19.4	7	45	30	9.2
M/580	5,096	(19.9)	1	7	5	(30.1)
M/581	5,868	2.6	2	10	7	(7.6)
M/582	5,052	5.0	2	10	7	(5.2)
M/591	1,657	4.3	1	4	2	(5.9)
M/592	1,923	(1.4)	1	5	3	(11.6)
	143,705	18.2	45	275	186	8.0
<u>Centerfire Rifles</u>						
Mohawk 600	7,748	20.9	13	25	16	8.8
M/700	89,382	35.0	228	453	305	22.9
M/742	68,220	45.6	189	376	254	33.6
M/760	30,494	45.4	74	146	99	33.3
M/788	34,603	17.6	55	111	75	5.5
XP-100	867	31.8	1	3	2	19.7
40X Match	1,140	18.2	5	10	7	6.1
	232,502	35.8	565	1,124	758	23.7
Total Sales	\$ 66,173					
Factory Margin	24,521					
Total Earnings	16,914					

J. P. Linde/nl

April 30, 1976

PLANT TASK FORCE
FIREARMS DATA - 1973

EXPORT

	<u>Sales Quantity</u>	<u>Factory Margin % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/812 CBC	5,920	34.6	\$ 2	\$ 5	\$ 4	23.6
M/870	6,249	38.7	9	25	17	27.8
M/1100	10,589	46.1	24	63	45	35.1
M/3200	2,723	(32.0)	13	36	26	(43.0)
	<u>25,547</u>	<u>20.6</u>	<u>48</u>	<u>130</u>	<u>92</u>	<u>9.6</u>
<u>Rimfire Rifles</u>						
Mohawk 10C Nylon	170	36.0	a	a	a	26.1
N/66	2,519	40.0	1	4	3	30.2
M/552	1,990	21.8	1	4	3	11.9
M/572	1,061	14.1	1	2	2	4.3
M/580	227	(24.4)	a	a	a	(34.3)
M/581	403	(1.6)	a	1	1	(11.5)
M/591	245	(0.5)	a	1	a	(10.4)
	<u>7,049</u>	<u>21.1</u>	<u>3</u>	<u>13</u>	<u>10</u>	<u>11.3</u>
<u>Centerfire Rifles</u>						
M/700	2,619	34.0	7	13	9	22.3
M/742	4,730	39.3	12	22	16	27.6
M/760	589	44.5	1	3	2	32.8
M/788	837	12.5	1	2	1	0.7
	<u>8,975</u>	<u>34.3</u>	<u>21</u>	<u>40</u>	<u>29</u>	<u>22.5</u>
Total Sales	\$ 3,738					
Factory Margin	961					
Total Earnings	552					

(a) Under \$1M

J.P. Linde/nl

April 30, 1976

PLANT TASK FORCE
FIREARMS DATA - 1974

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
M/812 CBC	9,065	49.8	\$ 5	\$ 10	\$ 6	36.7
M/870	9,221	44.8	18	41	26	31.6
M/1100	13,851	49.6	41	91	56	36.5
M/3200	915	(15.9)	6	13	8	(29.0)
	<u>33,115</u>	<u>42.1</u>	<u>70</u>	<u>156</u>	<u>96</u>	<u>29.0</u>
<u>Rimfire Rifles</u>						
N/66	2,256	43.0	1	4	3	31.1
M/552	1,506	28.2	1	3	2	16.3
M/572	663	26.8	1	2	1	14.9
M/580	801	(16.7)	a	2	1	(28.7)
M/581	474	6.9	a	1	1	(5.0)
M/582	529	17.2	a	1	1	5.3
	<u>6,592</u>	<u>25.0</u>	<u>3</u>	<u>14</u>	<u>9</u>	<u>13.1</u>
<u>Centerfire Rifles</u>						
M/700	3,178	32.2	7	17	11	19.4
M/742	3,234	44.9	6	17	11	32.1
M/760	446	45.1	1	2	1	32.3
M/788	1,800	22.1	2	6	3	9.3
	<u>8,792</u>	<u>34.6</u>	<u>16</u>	<u>43</u>	<u>27</u>	<u>21.8</u>

Total Sales \$ 4,354
Factory Profit 1,605
Total Earnings 1,038

(a) Under \$1M

J.P.Linde/nl

April 30, 1976

PLANT TASK FORCE
FIREARMS DATA - 1974

DOMESTIC

	<u>Sales Quantity</u>	<u>Factory Profit % of Sales</u>	<u>Research</u>	<u>Selling Expense</u>	<u>Adm. Expense</u>	<u>Earnings % of Sales</u>
<u>Shotguns</u>						
Mohawk-'48	12,373	23.4	\$ 23	\$ 52	\$ 31	11.2
M/870	168,032	46.5	351	792	486	34.4
M/1100	177,362	49.3	505	1,137	696	37.2
M/3200	9,228	(9.1)	65	147	90	(21.2)
M/3200 1 of 1,000	251	11.7	3	7	5	(0.5)
Government	1,404	32.7	3	6	4	20.6
	<u>368,650</u>	<u>42.8</u>	<u>950</u>	<u>2,141</u>	<u>1,312</u>	<u>30.7</u>

Rimfire Rifles

N/66	52,147	25.3	16	78	47	14.4
M/40XB	156	(30.1)	a	2	1	(41.0)
M/540	706	0.1	1	2	1	(10.8)
M/541	1,976	19.1	2	8	6	8.2
Mohawk 10C Nylon	31,491	27.4	10	46	29	16.5
M/552	38,665	27.4	19	94	57	16.5
M/572	24,043	26.6	12	60	37	15.7
M/580	6,045	(14.2)	2	9	5	(25.1)
M/581	7,534	7.8	3	14	8	(3.1)
M/582	5,988	14.9	3	12	8	4.0
M/591	419	12.5	a	1	1	1.6
M/592	714	12.1	a	2	1	1.2
	<u>169,893</u>	<u>22.3</u>	<u>68</u>	<u>328</u>	<u>201</u>	<u>11.4</u>

Centerfire Rifles

Mohawk 600	11,073	22.1	13	35	22	10.3
M/700	101,390	30.5	207	546	334	18.7
M/742	82,006	45.9	176	460	282	34.1
M/760	34,092	46.4	64	168	103	34.6
M/788	36,831	24.4	50	132	81	12.6
XP-100	1,132	28.5	2	4	2	16.7
40X Match	1,115	7.7	4	10	6	(4.1)
	<u>267,735</u>	<u>34.9</u>	<u>516</u>	<u>1,355</u>	<u>831</u>	<u>23.1</u>

Total Sales \$ 78,504

Factory Profit 27,486

Total Earnings 18,063

(a) Under \$1M

J.P. Linde/nl

April 30, 1976

**PLANT TASK FORCE
 FIREARMS DATA - 1975**

DOMESTIC

		<u>Factory Profit</u>		
		<u>Before</u>	<u>After</u>	
	<u>Sales</u>	<u>Research</u>		<u>Earnings</u>
	<u>Quantity</u>	<u>% of Sales</u>		<u>% of Sales</u>
<u>Shotguns</u>				
Mohawk 48		(14.3)	(14.3)	(23.8)
M/870	195,180	45.1	43.5	32.8
M/1100	201,970	44.5	42.9	32.2
M/3200	6,313	62.5)	(64.2)	(74.9)
M/3200 1 of 1,000	789	(17.5)	(19.1)	(29.8)
Government	5,434	36.2	34.7	24.0
	409,948	38.6	37.1	26.3
<u>Rimfire Rifles</u>				
N/66	28,379	37.2	35.8	25.1
M/40XB	262	6.4	6.4	(4.3)
M/540	1,266	24.0	23.1	12.5
M/541	1,649	19.9	18.5	7.5
M/552	29,971	16.0	14.5	3.8
M/572	22,484	17.2	15.7	4.9
M/580	5,144	5.0	3.6	(7.2)
M/581	6,889	10.4	8.9	(1.9)
M/582	5,141	14.0	12.7	2.2
Mohawk 10C Nylon	35,024	27.7	26.3	15.6
Cost of prom. rifles	7,673	--	--	--
	142,935	19.1	17.6	6.9
<u>Centerfire Rifles</u>				
Mohawk 600	11,846	17.1	15.3	4.6
M/700	97,595	28.8	27.0	16.3
M/742	90,335	42.5	40.7	30.0
M/760	35,327	42.9	41.2	30.4
M/788	36,125	22.6	20.8	10.0
XP-100	921	32.9	31.6	21.1
40X Match	1,023	(2.9)	(4.8)	(15.5)
	273,290	33.8	32.0	21.3

Total Sales \$ 91,729
 Factory Profit
 Before Research 35.6
 After Research 34.0
 Total Earnings \$ 21,262

J. P. Linde/nl

April 30, 1976

PLANT TASK FORCE
FIREARMS DATA - 1975

EXPORT

	<u>Sales Quantity</u>	<u>Factory Profit</u>		<u>Earnings % of Sales</u>
		<u>Before</u>	<u>After</u>	
		<u>Research</u>	<u>% of Sales</u>	
<u>Shotguns</u>				
M/812 CBC	16,270	28.2	26.8	10.0
M/870	11,925	47.2	45.5	28.8
M/1100	11,947	51.8	50.2	33.5
	40,158	46.4	44.8	28.1
<u>Rimfire Rifles</u>				
N/66	1,340	43.3	41.7	25.0
M/552	962	22.6	20.8	7.5
M/572	369	27.3	22.7	4.5
M/580	411	12.5	12.5	(6.3)
M/581	317	7.7	7.7	(7.7)
M/582	401	25.0	25.0	5.0
	3,873	27.9	26.3	10.0
<u>Centerfire Rifles</u>				
M/700	1,710	30.6	28.8	11.9
M/742	1,394	43.1	41.3	24.6
M/760	157	41.2	41.2	23.5
M/788	950	26.5	25.0	8.8
	4,341	33.5	31.8	15.1

Total Sales \$ 4,663
Factory Profit
 Before Research 44.9
 After Research 43.4
Total Earnings \$ 1,260

J.P. Linde/nl