

rifle. 2001 sales volume consisted of 194M units or \$84 MM in revenue. Overall volume and revenue changes from 2000 to 2001 were increases of 28% and 26% respectively.

Model 710 Sportsman	1998	1999	2000	2001	2002	2002
	Actual	Actual	Actual	Actual	FCST	PO
Unit Sales (M)	0	0	0	40	45.5	41
Sales Dollars (\$MM)	0	0	0	\$10.4	\$11.7	\$10.5
Standard Margin (\$MM)	0	0	0	\$4.9	\$5.3	\$4.7
Standard Margin (%)	0	0	0	46.7%	45.4%	45.1%

Model 700 Regular	1998	1999	2000	2001	2002	2002
	Actual	Actual	Actual	Actual	FCST	PO
Unit Sales (M)	121.5	113.8	103.1	101.5	129.0	129.0
Sales Dollars (\$M)	\$38.8	\$37.3	\$37.5	\$37.5	\$48.2	\$48.1
Standard Margin (\$MM)	\$17.7	\$16.9	\$17.4	\$17.7	\$22.1	\$22.1
Standard Margin (%)	45.7%	45.5%	46.5%	47.2%	45.8%	45.9%

*Includes Model Seven Regular

Model 700 Stainless	1998	1999	2000	2001	2002	2002
	Actual	Actual	Actual	Actual	FCST	PO
Unit Sales (M)	25.9	29.1	33.8	47.3	39.0	41.4
Sales Dollars (\$M)	\$11.6	\$13.1	\$16.7	\$23.1	\$21.2	\$22.9
Standard Margin (\$MM)	\$6.3	\$6.9	\$8.9	\$12.1	\$10.7	\$11.5
Standard Margin (%)	54.4%	52.7%	53.5%	52.3%	50.3%	50.3%

*Includes Model Seven Stainless

Model Seven Regular	1998	1999	2000	2001	2002	2002
	Actual	Actual	Actual	Actual	FCST	PO
Unit Sales (M)	*	*	5.8	5.8	12.0	6.9
Sales Dollars (\$M)	*	*	\$2.0	\$2.0	\$4.5	\$2.6
Standard Margin (\$MM)	*	*	\$0.9	\$0.9	\$2.0	\$1.1
Standard Margin (%)	*	*	45.5%	44.9%	43.0%	42.6%

Model Seven Stainless	1998	1999	2000	2001	2002	2002
	Actual	Actual	Actual	Actual	FCST	PO
Unit Sales (M)	**	**	3.5	3.9	8.5	5.1
Sales Dollars (\$M)	**	**	\$1.5	\$1.7	\$3.7	\$2.2
Standard Margin (\$MM)	**	**	\$0.8	\$0.9	\$2.1	\$1.2
Standard Margin (%)	**	**	54.5%	57.0%	55.2%	54.8%

The Model 700 series clearly is the dominant player in the bolt-action centerfire rifle category for Remington. Accounting for approximately 75% of all sales in the category, the Model 700 family continues to make a strong showing in the marketplace. Like the Model 700, the Model Seven is an