

Shipment Position vs. Budget (Units)

January 1 - July 31, 2003

Calendar Year

	UNITS		Budget vs.	
	Budget	Shipments	Projected Actual	Variance % + / -
Mayfield				
710	31,623	40,820	9,197	29
597	29,657	55,643	25,986	88
Total	61,280	96,463	35,183	57
Ilion				
Shotguns	182,159	199,118	16,959	9
Centerfire	115,997	118,341	2,344	2
Rimfire	1,467	3,415	1,948	133
Black Powder	4,815	808	-4,007	-83
Shotgun XBL	28,777	25,686	-3,091	-11
Total	333,215	347,368	14,153	4

~AUTODATE