

Pump Action Shotguns	1999 Actual	2000 Act.	2001 Act.	2002 Act.	2003 Est.	2003 P.O.
Units Sales (M)	314.1	243.4	223.0	256.5	244.6	258.1
Sales Dollars (\$MM)	70.2	57.8	53.1	60.7	59.0	59.6
Standard Margin (\$MM)	24.8	22.3	16.1	20.3	19.0	18.3
Standard Margin % Sales	35.3%	38.5%	30.2%	33.5%	32.2%	30.7%