

VARIANCE HOLDBACK						
Previous Year Variances Released	(8)	1,200,000	1,200,000	1,200,000	-	1,600,000
Total Standard/Period/Holdback		<u>\$ 84,257,063</u>	<u>\$ 7,300,000</u>	<u>\$ 91,557,063</u>	<u>\$ 92,014,563</u>	<u>\$ 457,500</u>
					<u>\$ 6,328,750</u>	

Assumes Volume/Mix are the same for 2005 & 2006.

- (1) Assume \$125M is incremental to '05 "actual"
- (2) Cost increase reflects change in design of existing component; new recoil pad (\$2 premium per stock)
- (3) Assume that approx. 25% (\$183M) of total impact was included in '05 standards; with remaining impact in '06 (\$567M)
- (4) Assume full impact of 3% increase
- (5) Updated to reflect analysis provided by Bruce Firman on 10/13 (reflects impact of full price only; see Period Expense section for temporary boiler & O8
- (6) '05 includes additional reserve for O/U allowance for S&K transition (partial); assume '06 will still need amount for S&K
- (7) '05 included continuation of 105CTI project which was not budgeted; '06 budget not yet developed (assume some carryover of 105CTI & SPL)
- (8) assume impact in '06 is difference between (\$1.6MM & \$1.2MM) carryforwards of '05 & '06
- (9) Assume 50% of raw variances & 75% of WIP variances are released to P&L in current year (except for lump sum which occurs in Q4 & will remain capi

Note: Analysis includes labor and utility related costs for entire Ilion site (i.e. Firearms/Arms Service/PMPd/Custom Shop

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