Order Position - UNITS
January 1 - July 31, 2003

	UNITS ORDERED		'03 vs. '02	
	2002	**2003**	**Units + / -**	**% + / -**
Mayfield				
710	55,244	40,820	-14,424	-26
597	47,711	55,643	7,932	17
Total	102,955	96,463	-6,492	-6
Ilion				
Shotguns	266,721	199,118	-67,603	-25
Centerfire	177,345	118,341	-59,004	-33
Rimfire	2,405	3,415	1,010	42
Black Powder	7,095	808	-6,287	-89
Shotgun XBL	37,332	25,686	-11,646	-31
Total	490,898	347,368	-143,530	-29

Notes: 2002 figures are month-end

~AUTODATE

Shipment Position
January 1 - July 31, 2003
Calendar Year

	UNITS SHIPPED		'03 vs. '02	
	2002	**2003**	**Units + / -**	**% + / -**
Mayfield				
710	27,073	31,980	4,907	18
597	27,586	32,464	4,878	18
Total	54,659	64,444	9,785	18
Ilion				
Shotguns	117,400	149,868	32,468	28
Centerfire	112,515	88,347	-24,168	-21
Rimfire	2,162	1,207	-955	-44
Black Powder	2,558	739	-1,819	--
Shotgun XBL	22,263	19,825	-2,438	-11
Total	256,898	259,986	3,088	1

*Note: 2002 figures are month-end

~AUTODATE

Shipment Position vs. Budget (Units)
January 1 - July 31, 2003
Calendar Year

	UNITS		Budget vs. Projected Actual	
	Budget	**Shipments**	**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

Inventory Position - UNITS
January 1 - July 31, 2003
Calendar Year

	UNITS		F'cast vs. Actual	
	Forecast	**Actual**	**Units + / -**	**% + / -**
Mayfield				
710	5,707	1,811	-3,896	-68
597	1,711	1,576	-135	-8
Total	7,418	3,387	-4,031	-54
Ilion				
Shotguns	25,820	56,562	30,742	119
Centerfire	21,510	49,185	27,675	129
BP Rifles	658	2,806	2,148	326
Shotgun XBL	1,202	12,164	10,962	912
Total	49,190	120,717	71,527	145

~AUTODATE

	April Close					
	Actual		Budget		Last Year	
	Amount	% Sales	Amount	% Sales	Amount	% Sales
Gross Sales	$71,496		$83,184		$70,987	
Net Sales	58,819	100.0%	67,343	100.0%	56,952	100.0%
Standard Gross Profit	20,297	34.5%	22,788	33.8%	20,155	35.4%
Gross Profit	13,861	23.6%	16,940	25.2%	13,989	24.6%
Net Income (Loss)	(2,386)	-4.1%	237	0.4%	(697)	-1.2%
EBITDA	$4,866	8.3%	$7,213	10.7%	$5,235	9.2%

~AUTODATE