

| Pump Action Shotguns    | 1999 Actual | 2000 Act. | 2001 Act. | 2002 Act. | 2003 Fcst. | 2003 P.O. |
|-------------------------|-------------|-----------|-----------|-----------|------------|-----------|
| Units Sales (M)         | 314.1       | 243.4     | 223.0     | 258.5     | 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%     |