

Change in Gross Profit

YTD 2005 vs. 2004

(\$ in Millions)

	Firearms	Ammo
Sales at 2004 prices	\$ 4.5	\$ (1.2)
Std. COGS (Other mix/Std Cost Changes)	(4.3)	(2.7)
Change due to sales (volume/mix)	0.2	(3.9)
Selling prices:	0.4	2.8
Pension/OPEB	0.4	0.3
Recognition of manufacturing variances	(0.2)	(0.8)
Total		

*Higher standard cost of sales due to reflection of commodity cost increases in standard

**Variances shown reflect all Lonoke variances for commodity and OH spending costs hedging gains.

All Other	Fav(Unf)
\$ (0.2)	\$ 3.1
-	(7.0)
(0.2)	(3.9) *
0.2	3.4
-	0.7
**	(1.0)
	<u>\$ (0.8)</u>

ds and volume/mix.
; net of recognized