

**Remington Firearms Monthly Staff Meeting Topics
November 2008**

Notable Topics from Last 30 Days

- Writers Seminar and Sales Meeting Concluded with Product Introductions a success
- 09 Programs and Pricing approved and issued
- 09 Catalog review in final stages
- Carefully reviewing/planning final product and projecting ending inventory levels for 2008.
- DAT testing has begun on Model 887
- X-Mark Pro Adjustable Trigger released to product and is shipping on new Spring rifles now.

Critical Success Factors for Next 30 Days

- Need to continue to focus on cleaning up any slow moving inventory that we can (1100 G3's in particular)
- Need final go ahead from Sales on Chain Turkey/Varmint Special makes in order to get NPP's and sku's set up. Primarily focused on Dicks/Bass/Gander
- Need a good view from Sales on needs for SPR 453 by account.
- Must closely monitor sales trends for early 2009 for tactical/home defense products in order to give manufacturing as much visibility as possible
- Need to make sure that sales projections for Cash Back redemptions at AFW shows are summarized and communicated back to Finance for the 09 budget.

Open Items with Other Departments

- Need to understand from Sales staffing needs from Brand Mgt. at winter distributor shows
- Review and finalize Model 887 total creative package/plan for 2009
- MCD – Custom Shop website going live when?
- Will have a better understanding of what the 105 “is” next week. Will need to sit with MCD and Brothers to develop our positioning and communications strategies for the product for communication at SHOT