

ROUGH DRAFT

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINE

REMINGTON ARMS COMPANY

BUSINESS PLAN

MARCH 1982

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINE - BUSINESS PLAN

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MISSION

I-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINE

To assure that Remington maintains a leadership position with maximum share in the bolt action centerfire rifle market.

KEYS TO SUCCESS

The domestic bolt action rifle market is extremely competitive and Remington products have experienced increased market pressure in recent years. Continued success of this product line will depend upon the following:

• Technical Features

- Continued innovation is required to maintain a competitive edge in features offered.
- A product line which satisfied mass merchandisers, independent gun shops, and the custom shooter is essential.

• Quality

- Improved metal and wood finishes and use of alternative protective coatings are required to improve out-of-box appearance.

• Price

- A pricing structure keyed to perceived value is required.

• Marketing Strategy

- An aggressive Marketing effort keyed to strengths of the product is essential.

SITUATION SUMMARY

II-B-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINEB. CURRENT PRODUCT LINE FEATURES1) Remington Firearms

The current Remington product line consists of the models indicated below with comments about general features or strengths.

a) Model 788

- Inexpensive to manufacture
- Good out-of-box accuracy
- Fast lock time
- Detachable box magazine
- Designed for utility (i.e., Durability)

b) Model 700 ADL

- Strongest action in the field
- Stock — Monte Carlo & cheekpiece
- Adjustable fire control (Adjusted by Factory only)
- Good out-of-box accuracy
- Wide variety of calibers offered
- Sights — Can be used out-of-box
- Can be used easily and comfortably with scope
- RKW high gloss finish

c) Model 700 BDL

- Strongest action in the field
- Stock — Monte Carlo & cheekpiece
- Adjustable fire control (Adjusted by Factory only)
- Good out-of-box accuracy
- Wide variety of calibers offered
- Sights — Can be used out-of-box
- Can be used easily and comfortably with scope
- Cut checkering
- Sling and swivels
- Varmint model available
- Easily adapted to silhouette shooting
- Hinged floor plate
- RKW high gloss finish

d) M/700 Classic

- Classic stock
- Classic butt pad
- Hinged floor plate
- Cut checkering
- Sling swivel studs
- No sights - Clean barrel
- Adjustable fire control (Adjusted by Factory only)
- Satin finish

2) Competitive Firearms

Currently, the two major competitors are the Ruger Model 77 and the Winchester Model 70. General features for those two firearms lines are as summarized below.

a) Ruger Model 77

- Flat bottomed receiver
- Mauser extractor
- Integral scope mounts
- Calibers — 7 x 57, .220 Swift
- Classic stock — All but one model
- Adjustable fire control
- Tang safety
- Mannlicher stock (1982)
- High lustre metal finish

b) Winchester Model 70

- Flat bottomed receiver
- Three position safety
- Hinged steel floor plate
- High lustre metal finish
- Adjustable fire control
- Model 70 featherweight (1982)

OBJECTIVES

III-B-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINE

B. TECHNICAL

- Provide facilities, programs, and personnel to fully support all aspects of the Manufacturing and Marketing Forecast.
- Develop programs to assure continued innovation and design of products with unique features which will maintain a leadership position in the bolt action rifle market.

STRATEGIES — GENERAL PLANS

IV-B-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINEB. TECHNICAL

- Short Range — Develop and implement improvements in the current product line consistent with Marketing Objectives, Manufacturing capability, competitive offerings, and perceived needs of the customer.
- Medium Range — Develop and implement new product lines consistent with Marketing Objectives, Manufacturing modernization plans, and conventional technology.
- Long Range — Develop and demonstrate new firearms concepts which will place Remington in a proprietary position based on both ammunition and firearms design.

TACTICS - SPECIFIC PROGRAM PLANS

V-A-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINE

A. MARKETING PLAN

1) Market Development - Introduction of New Models

Proposed product line revisions are as follows:

- 1982 — Current Product Line
 - Announce special offering of M/700 Classic,
.257 Roberts, with scope mounts packaged with gun
- 1983 — Discontinue M/700 Classic
 - Upgrade M/700 ADL
 - Introduce M/7 LWT Carbine
- 1984 — No Model Changes
- 1985 — Introduce M/7 with Bob Emmons designed stock
- 1986 — No Model Changes

TACTICS — SPECIFIC PROGRAM PLANS

V-B-1

BOLT ACTION CENTERFIRE RIFLE PRODUCT LINEB. RESEARCH PLAN1) Development Programsa) Current Product Upgrade

Plans for upgrading the current product line will include the following features:

i) 1982 — Scope Mounts

- Test market mounts based on the PE&C extruded aluminum design via a special offering of the M/700 Classic, .257 Roberts.
- Scheduled for completion in July 1982.

ii) 1983 — M/700 ADL Upgrade

- Revise Model Drawings to include the following features:
 - Classic stock modified to accept Model 4 grip cap
 - Model 4 grip cap
 - Medium gloss wood finish
 - Classic butt pad with red color similar to M/1100 LE
 - Reduced checkering to 18 lines/inch and reduced pattern to side panels only
 - Sling swivel studs
 - High lustre metal finish
 - No knurling on bolt handle

- No sights
- Remington scope mounts
- No-bind plated machined or cast follower
- To be completed by July 1982 .

iii) 1983 — M/700 BDL Upgrade

- Revise Model Drawings to include the following features:
 - No-bind plated machined or cast follower
 - High lustre metal finish
- Reduce stock dimensions to conform to Model Drawings.
- To be completed by July 1982 .

b) Model 7 LWT Bolt Action Carbine Development

- Complete development of Model 7 LWT for 1983 introduction with the following features:
 - Walnut, straight comb stock with Schnable fore-end
 - Medium gloss wood finish
 - Cut checkering
 - Sling swivel studs
 - Model Four grip cap
 - Red Classic butt pad with black spacer
 - No bolt lock
 - Jeweled bolt body
 - Stamped steel trigger guard and floor plate assembly
 - Hinged floor plate
 - Stamped no-bind follower

- 18½" barrel with smaller OD than M/700
- M/700 front and rear sights
- Current M/700 metal finish

• To be completed by May 1982.

c) Model Seven Development With Bob Emmons Designed Stock

- Complete development of Model Seven for 1985 introduction with the following features:

- Bob Emmons Stock with

Restyled grip and grip cap

New floor plate trigger inletting

Cheek piece - No Monte Carlo

Inserts for reinforcing pin holes

Fore-end tip

Flat rails on top of fore-end

Beveled ejection port - Matching receiver

Classic black butt pad with black spacer

Sling swivel studs (Hidden)

- Octagonal, flat bottomed receiver

- Scope mounts - No sights

- Light weight firing pin

- Hammer forged, smooth barrel

- Improved fire control - Provide safe adjustment by customer

- Tang safety featuring blocked trigger and sear

- Bolt lock on bolt plug

V-B-4

- Heavy recoil lug
- Improved bedding
- Restyled bolt handle
- Improved extractor
- Improved feeding system
- Detachable, restyled floor plate
- Jeweled follower and bolt
- High lustre metal finish
- Medium gloss wood finish

• Completed by January 1983.

d) New Generation Bolt Action Rifle Development

New bolt action rifle concepts will be developed for
introduction by 1990.

2) ORGANIZATION/BUDGET PLAN — FIVE YEAR FORECAST

Budget Year	:	1982	1983	1984	1985	1986
Assignable Manyears *	:	4	4	4	4	4
Funding (1982 \$M)	:	430	430	430	430	430

* Plus 0.5 Manyears support from Test Lab and N/C Shop personnel.