

Law Enforcement Pump Action Shotguns:**M/870 Police**

Many agencies develop requirements for unique specifications and configurations of shotguns. Accordingly, the Law Enforcement market will be approached on an opportunistic basis in 1998. A special make up gun for the INS as well as options such as a pistol grip short stock and Teflon coating the barrel and receiver will be considered. There has also been increased interest in REM CHOKES and a standard back order special option may be added in 1998. The series of polished blue M/870 Police will be reviewed and the slow moving SKU's will be discontinued as existing inventory is consumed.

■ **Product Strategy - 1999 And Beyond**

Economy Priced Pump Action Shotguns:**M/870 Express**

The market for economy priced pump action shotguns is expected to continue to demonstrate sensitivity to price and value as a result of competitive pressures. The M/870 Express and Express Super Magnum will remain the cornerstone of Remington's pump action shotgun line well into the next century. Adding features such as a lower cost camouflage coating and cantilever option will be considered. The major focus in the M/870 Express product area must be on reducing cost. A concentrated cost reduction initiative is mandatory!

Upper-End Pump Action Shotguns:**M/870 Wingmaster & SPS**

There are no significant product additions or deletions planned for the M/870 Wingmaster or SPS lines in 1999 or 2000. Consideration will be given to discontinuing slow moving SKU's. New receiver artwork will be entertained for 1999. The anniversary edition M/870 SPS-T Camo gun will be replaced with a standard offering.