

## 8. Orders Written

- 8A. Dollar Amount of Sold "obsolete stock"  
8A. Dollar Amount of Sold "available stock"  
8A. Dollar Amount of Sold "regular program orders"


## 9. Comments

Targetmaster set to release initial shipment of special run safes to be delivered in December.

E-mail accessories business referrals going very well at D&R Sports. They have recommended additional items be added to offerings listed.

Keystone country store added to E-Mail accessories referral dealer list.

Safe sales overall continue weak. Pricing not competitive with market.

Need follow up on JSC Earnhardt Safe project, want to get '04 off to a great start!

Once safes underway, buyer will discuss #3 / #8 Special Run Bullet Knife offerings.

Need to set '04 goals with Jerry Guiliano and JSC buyer David Kaufman so we all know what direction we are going in next year.

500 rifled turkey choke tubes sold on 12/10/03 for JSC spring promotion, to be advertised in flyer - \$2.

Horton placed orders for the Wildlife and 2004 Bullet knives.

Mid January shipment of this product may be detrimental to re-orders.

Need an introductory safe program that is strong enough for customers to buy into Remington safes. After the initial buy in and product moves through this program wont be as important. Need to get safes into big safe dealers, currently not getting any business due to pricing issue.

DAC Technology universal cleaning kit selling at wholesale for \$15.00. Volume levels for AcuSport total company on this kit YTD was about 2,000 units.