

• In pursuit of under-emphasized markets, a Model 1700 will be offered for the practical competition world. This will essentially be a nine found autoloader that is competition ready right out of the box. It will be critical to deliver a very reliable gun at a competitive price, as Benefft and Winchester have both entered this market in the last 3 years and have gained a solid reputation with this type of competitive shooter.

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1100 Practical Competition	S729 S575	₹° 2000	54%
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• A Model 1100 Tournament Skeet will be offered for 2003. This will be based on the existing Sporting 12 and feature O-grade wood, 26" barrel and "Model 1100 Tournament Skeet" rolled onto the side of the plain receiver.

1100 Tournament Skeet	\$701	1000	1000	36%
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 Model 11-87: A commemorative Model 1187 Premier featuring a tribute to Dale Earnhardt, Sr. will be offered. This gun will be similar in quality to the Sam Walton 11-87 of 2001 and will offer polished blue metal, high gloss walnut stock and fore-end, and tributary embellishments including Earnhardt's portrait and signature. As a gesture of respect, a portion of the proceeds can be donated to the Carolina Foundation, Inc.

11-87 Dale E	550000500000056. Protestal	\$749	\$591	2000	35%
		MSP		1. Year Volume	Margin

Pricing Considerations - Due to the competitive pressure mentioned above, there are no planned price increases for the autoloading shotgun line in 2003.

Product Deletions – A comprehensive product deletion list is included in Appendix A.

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