

Model	MSP	NSP	1 <sup>st</sup> Year Volume	Margin
1100 12 ga. 3" Magnum	\$449	\$354	10000	29%

- In pursuit of under-emphasized markets, a Model 1100 will be offered for the practical competition world. This will essentially be a nine round 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 Benelli and Winchester have both entered this market in the last 3 years and have gained a solid reputation with this type of competitive shooter.

Model	MSP	NSP	1 <sup>st</sup> Year Volume	Margin
1100 Practical Competition	\$729	\$575	2000	54%

- 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.

Model	MSP	NSP	1 <sup>st</sup> Year Volume	Margin
1100 Tournament Skeet	\$701	\$626	1000	36%

- **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.

Model	MSP	NSP	1 <sup>st</sup> Year Volume	Margin
11-87 Dale Earnhardt	\$749	\$591	2000	35%

**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.