

PRODUCT TEAM MEETING
LONOKE, AR
SEPTEMBER 17, 2003

- **FINANCIAL REVIEW**
 - Inventory still building due to sales volume under budget
- **MARKET/BUSINESS REVIEW (JHC)**
 - Wal*Mart (\$4m) – Up 6% last week report v. 2002
 - Agency (\$6m) – Chain business is up, dealers down

PRODUCT REVIEW

- **PRIMER**
 - No issues in manufacturing
 - Plastic shotshell anvil – new design in testing
 - Dinol
 - No problems thru 60 days
 - Two misfires @ Hot – 90 days
 - Type I Dinol
 - Drop testing showed some decrease in sensitivity in 2# batch
 - Type II Dinol (Bismuth Oxide)
 - Less costly, more stable, exceptionally low misfire rate v. competition
 - Patent application proceeding
- **SHOTSHELL**
 - Manufacturing – no major issues
 - New Product Development
 - BuckHammer
 - Warehoused product last week – 138m
 - Sabot Issues
 - O.D. problem creating ring
 - Sabot wall thickness variation
 - Accuracy will improve with new short sabot 2.2-3.6 (3-5 shot groups)
 - Lead Slug Manufacturing
 - Slower process, but more manufacturable (extrude & chop)
 - Slug swaging process established
 - May use 3/4 % lead for slug to improve feeding
 - Will design straight line feed for slugs on Simplex
 - 3" - 1 7/8oz
 - On hold pending sabot change
 - 20 gauge - 1 oz
 - Accuracy = 1.9" @ 100 yards
 - Velocity: 1475 with 2111 ft.lbs.
 - Lightfield: 7/8oz @ 1500 with 1925 ft.lbs.