

7B. Accounts

Work with JSC to finalize Model 700 Special Run Thumbhole Laminate Guns.

Work closely with CSR's to gain additional shipments for all accounts.

Grice Whlse has just placed their 2003 "spring" gun order, which was up 61% despite only a fair 2002 spring gobbler season.

Bonitz Bros. (div. Of JSC) also placed additional gun orders in September for \$53,000 in additional 2003 Spring guns and \$74,000 in regular gun products.

Overall dealer business has improved - however, outlook for the year is only fair due to warm weather and lost sales from poor deliveries.

Low Horton has ordered over \$10,000 in cutlery products.

Dealers and Syndicate buyers report good sales in Remington products.

Review AcuSport inventory on regular basis for opportunities on available to ship product.

Work on getting Baumler to commit to special run make ups for 2003.

7C. Territory Problems and Resolutions

Product availability - M710's, 332's, M7 Shortmags, 17 HMR's.

Grice Whlse still concerned about delivery of special run m700 ADL syn 7mm08.

Dealers concerned about delivery of all guns now that we are in key selling season.

Delivery of M/1187 shotguns to support Rebate program.

Kittery Trading Post had the 7400 Weathermaster in their Septemberfest flyer, but had none to sell.

They will put in a cancel date on future SHOT Show orders.

Model 870 Express Combos 5578 are in demand and on backorders.

Distributors are complaining of profitability of Remington line. Distributors having

to buy large amounts of sku's to carry for the length of the year. The carrying costs are becoming more than profitability therefor resulting in a more conservative buying pattern.

7D. Promotions**Waite III**

Culberson's Sportsmen Outfitters, Knox, PA 9/13-15

Thruway Sporting Goods, Walden, NY 9/21

Foster

Trop gun shop

Richland shooter supply

Miller's gun center

Shyda's gun shop

Puck

Juniata trading post

Ryan

Kittery Trading Post Septemberfest

Norbert Buchmayr Benefit Shoot

Northeast Grand

NSSF Heritage Jack Robertson Invitational Shoot.

Wheaton

Ace Sporting Goods (Washington PA). In the two days we sold over 50 Remington long guns.

Buckeye Outdoors (Buckeye Lake, OH) was slow considering his grand opening.

Traffic in the store was less than expected.

Sportsmans Den (Shelby OH) promotion with over 75 guns sold. The

owner put together with Wheaton a free knife giveaway with each gun purchased. Overall sales in the three days was over \$150,000.