

Steve Perniciaro

From: Perniciaro, Stephen
Sent: 10/05/2005 07:06:51 AM
To: Skinner, Robert
CC:
BCC:
Subject: RE: New product - 2006

What did you expect him to say, "Don't try to get more guns sold in 2005?"

Did you tell him that if we focus more effort on these guns that he may not get the M750 and SPL fire control?

You asked him a leading question without all the facts.

This ends now.

Engineering will do every thing we can to get the 2006 shotgun guns done as soon as possible.

We will not sacrifice other areas of the business to do it.

Steve P.

-----Original Message-----

From: Skinner, Robert
Sent: Tuesday, October 04, 2005 6:50 PM
To: Perniciaro, Stephen
Subject: FW: New product - 2006

Steve:

Please call when you get a chance so we can discuss.

Thanks,

Bob

-----Original Message-----

From: Trull, John
Sent: Thursday, September 29, 2005 8:51 PM
To: Skinner, Robert
Subject: RE: New product - 2006

Bob,

Yes, if at all possible. It will help us to make our numbers for this year if we can ship new product in December. As we have been expecting, we are going to be fighting market conditions down to the wire to get close to making our 2005 goals. Anything we can get to ship in December would be most appreciated.

John

From: Skinner, Robert
Sent: Thu 9/29/2005 7:19 PM

To: Trull, John
Subject: New product - 2006
John:

We have a number of new guns that the NPP indicates we need to deliver in the 1st Quarter of '06. In the past years, and per our discussion this year, we have planned to have an inventory position in December. Do you still want us to meet this objective? This is what we plan to do but I want to be sure it is what you need. Please let me know.

Thanks,

Bob