

REMINGTON ARMS COMPANY, INC.
Product Team Meeting Minutes
February 27th, 2003 Ilion Meeting (7:30 a.m.)

Future Meetings

Apr. 9 Madison
May 14 Mayfield
Jun 18 Ilion

Future Important Dates

April 25-27, 2003 NRA Show (Orlando, FL)
Oct. 16-19, 2003 Writer's Seminar (West Virginia)
Nov. 1-3, 2003 (Tentative) Sales Meeting (Greensboro, NC)

STATE OF THE BUSINESS REVIEW

- 1 Jay Bunting to provide current business environment

ILION BASED SHOTGUN PRODUCTS

2002 New Shotgun Product

- 1 Model 332
OBJECTIVE: Establish a legitimate presence in the O/U market
Action: Engineering to propose a fix for the loosening of the fore-end.
Action: Ilion to report on progress towards making barrels to true length.
Action: Ilion to report on progress of velocity and quality improvement initiatives (Greater throughput, wood quality, etc).

2003 New Shotgun Products Review

- 1 Status of 2003 Catalog Product
OBJECTIVE: Status of availability
Action: Ilion to review new shotgun product steering matrix and identify any issues that need to be resolved.
- 2 2003 DU Submissions
OBJECTIVE: Provide samples for DU approval by Mar 7
Action: Ilion to review Sample status of potential DU offerings

2003 Shotgun SHOT Show Special

- 3 1100 12/28 Laminate

Action: Ilion to confirm availability of brown laminate wood and scheduled production

2003 Shotgun Special Make-Up Status

- 4 Review of YTD Special Make up RAMACs

Action: Schoppman to review list of recent new special make-ups for any production issues.

2004 New Shotgun Product

- 1 *Review of the following proposals for 2004 catalog:*

- 11-87 20/28 Premier Dale Earnhardt Limited (NPP 2004-04)
- 11-87 12/28 SPS Waterfowl (NPP 2004-05)
- 1100 20/26 Classic Field (NPP 2004-06)
- 1100 28/29 Sporting (NPP 2004-07)
- 1100 20/26 Tournament Skeet (NPP 2004-08)
- 870 SPS FR CL Weathermaster Deer Gun (NPP 2004-09)
- 870 SPS 20/20 FR CL (NPP 2004-10)
- 870 Wingmaster 28/27 Limited Edition (NPP 2004-11)
- 332 Premier Grade 12/26, 12/28, 12/30 (NPP 2004-12)
- Police Shotguns:
 - Move the entire shotgun line back to Davis Stocks and add a R3 recoil pad with a Davis-specific backer (NPP 2004-13)
 - 870 Police 12/18 Tactical Response (NPP 2004-14)
 - Add 1100 Comp. Master TPA to all 11-87 Police (NPP 2004-15)
- Extra Barrels:
 - 870 EXP XBL 16/20 FR RS (NPP 2004-16)

Ilion Engineering Topics - Shotguns

- 1 Common Fire Control/ISS Modifications to meet CA DOJ Test Standards

OBJECTIVE: Competitive Advantage

Action: Steve P. to provide Bristol with background info as required for meeting with attorneys in March. A decision will then be forth coming on the future of the ISS.

- 1 BOS Procedural Changes

OBJECTIVE: Pilot program for improved planning and execution for Law Enforcement BOS

Action: Schoppman to review the list of preapproved parts options. Ilion to decide on how to set up parts cribs (fill at what quantity? What level of detail? Safety stock?) based on average shipments per month by SKU.

- 2 20 gauge FR CL

OBJECTIVE: New 20 gauge slug gun offerings

Action: Ilion to report on implementation plan for this product (i.e. Is the twist correct?) The accuracy should be on par with the 12 gauge equivalent gun.

Ilion Production Topics - Shotguns

- 2 Stranded/Obsolete Parts

Action: Plant/Marketing to review list at the same time as Rifle discussion on this topic

Ilion Quality - Shotguns

- 3 Shotgun POI

OBJECTIVE: Conformance to SAAMI spec

Action: Ilion to provide a detailed timeline for implementation of fixing POI to meet SAAMI spec.

- 3 RAMAC 5345, 11-87 SuperMag Camo

OBJECTIVE: Fast turnaround on rework

Action: Ilion to report on plan and timeline to fix the inventory on the 5345 regarding the gas orifice set screw.

ILION BASED RIFLE PRODUCTS

2002 New Rifle Product

- 2 Model 7500 2-Shot N.D. Autoloading Rifle

OBJECTIVE: New Product

Action: Plant to report on product status. (T&P, Production, Flier notating difference between 7400)

T&P complete. Release in progress. Will have 700/800 pieces in OHL by 3/8/03. T&P for 35 Whelen scheduled to begin ASAP.

- 4 7600 Police Patrol Rifle .308 Win ***NPP-2002-16***

Action: Plant to report on T&P/Production Status

Testing is complete. Will require front sight to be changed to 0.500".

2003 New Rifle Products Review

- 5 Model 673 Guide Gun **NPP-2003-05**
OBJECTIVE: New product
Action: Review T&P and Production Status - Any open issues.
- 1 Model 7600 Police .223 Rem **NPP-2003-04**
OBJECTIVE: New product
Action: Trull to review business case.
- 2 Model 700 Police LTR 6.8mm Rem SPC **NPP-2003-40**
OBJECTIVE: New Product/ammunition development
Action: Ilion/E-Town/Custom Shop to update on status.
Action: Trull to provide brief update on briefing at SHOT.

2003 SHOT Show Specials - Rifles

- 1 2003 SHOT Show Specials - Rifles
OBJECTIVE: Sales growth.
Model 700 ADL SYN Camo NPP-2003-36

Model Seven LSS Thumbhole NPP-2003-33
Action: Plant to update on production status for both items.
Action: Trull to advise of order positions on both items.
- 3 2003 Wholesaler Special 700 BDL Limited - **NPP-2003-54**
OBJECTIVE: Sales growth.
Action: Plant to advise on availability (stock with S&K)
Action: Trull to advise of order status.
- 4 2003 Canadian SHOT Show Special - 7600 Weathermaster **NPP-2003-23**
OBJECTIVE: Sales growth
Action: Booked approximately 750 pieces at SHOT
Action: Plant to confirm that June production as agreed is still on track.

2003 Mid-Year Product Intro

- 5 Model 700 ADL SYN (Rem SA Ultra Mag/WSM) **NPP-2003-49**
OBJECTIVE: New Product

2004 New Rifle Product

- 6 Model 700 Titanium Magnum **NPP-2003-03**
OBJECTIVE: New product
Action: Engineering to Provide Status of development.
- 7 Model 700 LV SF (Light Varmint, Stainless Fluted) **NPP-2004-02**

.17 Rem., .221 FB, .223 Rem., .22-250 Rem.

OBJECTIVE: New product

Action: Engineering to Provide Status of development.

- 8 Model 700 Classic - 8mm Mauser (8x57) **NPP-2004-03**
OBJECTIVE: New Product
Action: New NPP, group to discuss any concerns
- 9 Model 700 BDL SS RMEF Camo - Caliber TBD
OBJECTIVE: New Product
Action: At end of Early Order period, Marketing will review order position for 2003 product to determine if we should continue this program into 2004.
- 10 Model 673 Guide Rifle - 6.5mm Remington Magnum
OBJECTIVE: New Product
Action: Trull to issue NPP as soon as he has commitment from Ammunition to run the cartridge for 2004. Probability is high.
- 11 Model 7500 Line Proliferation
OBJECTIVE: New Product
Action: Trull to visit with Gravel prior to PTM and determine next years Winter Program offerings.
- 12 Model Seven SS (new stock)
OBJECTIVE: New Product
Action: This stems from the Seven stock redesign program. E-Town to update design status (CAD Model & Prototype)
Action: Need brief discussion (possibly followed by off line longer one) on synthetic material choice, and vendor identification and lead times.
- 13 Model Seven SYN YTH
OBJECTIVE: New Product
Action: See item above.

Ilion Engineering Topics - Rifles

- 14 Development Process Review
Action: Perniciaro to review revised flow to process
Action: Trull/Perniciaro to review status of "Modified Standard" items.
- 15 Alternative Metal Finish for Stainless Rifles
OBJECTIVE: Product Enhancement
Action: Engineering to present some options for a NP3 or Teflon e-Nickel coating process for stainless steel rifles.

Ilion Production Topics - Rifles

- 6 Review of Proposed Rifle specials

OBJECTIVE: Production Review

Action: Review current listing of planned and proposed rifle specials

- Zanders - 700 ADL SYN Carbine 7.62x39 - 500 pieces
- Zanders - 552 w/ Curly Maple Stock - 500 pieces
- Zanders - 572 w/ smooth bore bbl & bead sight
- Jerry's - 700 ADL SYN Camo 7mm-08
- Western Chains - 700 ADL SYN (caliber TBD) w/ Leupold B&R (no camo)

- 7 Stranded/Obsolete Parts

Action: Plant/Marketing to review/present list of stranded or obsolete components based on past customer specials and discontinued product for review.

- 8 Review of Confirmed 2003 Rifle Specials

OBJECTIVE: Sales Opportunities

Action: Review path forward for the following:

- NPP-2003-25 Model 572 Friends of NRA

Action: Confirm production plan is clear with Baron's.

- NPP-2003-37 Model 700 VS .17 Rem

Action: Confirm production is on track.

R&D TOPICS

E-Town Topics - Ilion Based

- 1 New Gas Autoloading Shotgun

OBJECTIVE: New Product for 2004

Action: Separate meeting scheduled for 2/28.

- 2 Low Cost Pump Shotgun

OBJECTIVE: Compete in the low-cost shotgun category

Action: Etown to discuss potential concepts

- 9 EtronX ASICS Progress

OBJECTIVE: Product Enhancement

Action: Review any new developments

- 10 Model 700/Seven Snaked Firing Pin Spring
OBJECTIVE: Quality Improvement

Action: Diaz to provide update on fluted firing pin effort

- 11 Mayfield Based Product CA DOJ Compliance
OBJECTIVE: Product Enhancement

Action: Report on 597 & 710 CA DOJ compliance efforts

Action: Need to review this effort as a whole

MAYFIELD BASED RIFLE PRODUCTS

2004 New Rifle Product - Mayfield

- 1 Model 504

OBJECTIVE: New Product

Action: Diaz/Golemboski to review development and DAT Status.

- 2 Model 710 Magnum

OBJECTIVE: New Product

Action: Golemboski to provide update.

Mayfield Production Topics

- 3 Model 597 .17HMR Forecast Update

OBJECTIVE: Forecasting/Planning

Action: Trull & Golemboski to review production plan based on current capacities and open order positions.

Other Topics

- 870 Express Velocity Program - Bristol