# Selling Simplified - Part Two

Retail based sales techniques. Features 1988 Fall promotional items. StarShot program, and sales strategies for in-store sales.

## **In-Store Selling Techniques**

Good introductory information. Jack Heath featured as shooter. Excellent training tool for new employees

#### One At A Time

Building guns with the aid of computerization at the Remington factory in Ilion, NY

#### Remington Golden Saber - LE Video

Performance based information utilizing gelatin tests

#### Madison Films

Good material on shooting sports in general. Interview with Robert Stack

## New Apparel 1993

# Layered Clothing

#### The Angler & the Hunter

Ontario – 1997 – Hunting techniques for different game

#### The Angler & the Hunter

Fishing discussions and techniques

#### A Question of Hunting

Conservation based film showing early efforts to ongoing commitments

## Model 90-T

All features of the Model 90-T shotgun and its options 6:43

# StarShot Series

1980's based ESPN show featuring a famous Hollywood or sports personality shooting on a team with a well-known shooter.

# StarShot #1

Blair Underwood (LA Law) shooting with Dan Bonillas vs. Rollie Fingers shooting with Frank Little. Trick shooting with Dan Reeves. 27:00

# StarShot #8

Steve Kanaly (Dallas) shooting with Frank Kodl (North American Clay Target Champion) vs. Jerry Koosman (Major league pitcher) shooting with Terry Carlisle (U.S. Women's Skeet Shooting Champion). 27:00

# StarShot #7

Lee Purcell (TV) shooting with Frank Kodl (North American Clay Target Champion) vs. Adam Arkin (TV) shooting with Terry Carlisle (U.S. Women's Skeet Shooting Champion). 27:00

#### StarShot#2

Bo Hopkins (Dynasty) shooting with Dan Bonillas vs. Martin Kove (Cagney & Lacey) shooting with Frank Little. Trick shooting with Dan Reeves. 27:00

#### StarShot #9

Adam West (Batman) shooting with Frank Kodl (North American Clay Target Champion) vs. Jack "Hacksaw" Reynolds (NFL) shooting with Terry Carlisle (U.S. Women's Skeet Shooting Champion). 27:00

# StarShot #3

Gil Gerard (Buckmaster) shooting with Dan Bonillas vs. Bruce Jenner (U.S. Olympic swimmer) shooting with Frank Little. Trick shooting with Dan Reeves. 27:00

#### Safety Zone

1982 – Film with employee based safety theme with a main focus on home and holiday safety. 8:00

#### Gunning the Flyaways

Good introductory film on duck hunting 25:36

# PA Game Commission: A Poacher's Story

Film covering many points on safety education featuring children – Anti-poaching campaigns – Newsclips of local PA television news stories about child-child shooting

# The Outdoorsman Show with Buck McNeely – The Alberta Bear

Remington sponsored hunting techniques on hunting bears

#### Buckmaster Show

Featuring Jay Bunfing appears on this episode promoting the Models 7400 and 7600 (1996)

# Various Commercials (1995)

Steel rebate, 700 Accuracy, Peerless: 30

# Model Seven Magazine Replacement Procedure

## Crimson Trace Corporation

Laser light technology for LE

Various Commercials

Dale Earnhardt Sr – Model 597 – Model 700 – Nitro Steel – Model 870 – Nascar message

Remington In-Store Training Video – 1993 Good new hire training tool 24:00

#### Wild Heritage

Good history tool featuring Remington's part in events in America's history – Part of Shooting Development Program

#### Garrett's Metal Detectors

Use of metal detectors in schools

#### Babe Winkelman Productions

Pheasant and other hunting situations utilizing Remington products

## Wildlife and The Farm

Conservation film featuring the Remington Farm 28:52

# Steel Shot (Commercial)

Wetproof steel shells:30

# Stren TV

2-hour loop featuring famous anglers

# Speed Release Gun Locks

Network coverage of child safety locks for handguns – CBS & Fox coverage 10:00

# A Question of Hunting

Film presentation of opposing views of the sport of hunting 30:00

# Project Homesafe

Various newsclips from around the country promoting free trigger lock programs

# Remington Safes & Sales Training Video

Good new hire training tool 18:43

# The Story of the Gun

Second half of A&E special featuring guns of all types and from all makers – not professionally recorded

## Tales of the Gun-Remington

The History Channel No commercials 120:00

The Great Tradition

Historical opening about shooting development and marksmanship programs over time. Film features Tom Frye, Boy scouts, NRA shooting competitions, funter education programs, and other associated shooting venues. Part of the Shooting Development Program. 28:46

#### **Exhibition Shooting**

Film featuring famous Remington shooters such as Wilbur Cox, Bill Adkins, Bill Johnson, Ken Beegle, and Jack Chisnall. 16:00

#### 700 Test Video

Film dealing with unsubstantiated claims of trigger failure in the Remington Model 700. This film shows the 700 drop test, common fire control, 700 ultimate strength test, and an additional drop test with the Models 700, 870 and Four Good in-house training tool for armorer's school.

1990 National Championship of SWAT in Georgia 13:00

# Don't Lie for the Other Guy

NSSF sponsored video featuring the consequences of buying a gun for the use of the use of other – retailer's guide.

#### <u>Selling Simplified – Part One</u>

Basic product information for retailer 27:00

#### 2003 New Product Commercial

Short interviews with John Trull and Ed Schoppman

#### Remington Layering System

Remington's hunting clothing line (1986)

## Remington People 1988 - The Next Chapter

Part one of two part series.—Shots of Remington personnel over a year's time including shots from the annual sales meeting, Delaware corporate personnel, StarShot TV series, Shot Show, and other associated sales shows and company-related functions.

## Remington People 1998 - Let's Get Excited

Part two of series. Shots of Remington personnel over a year's time including shots from the annual sales meeting. Delaware corporate personnel, StarShot TV series, Shot Show, and other associated sales shows and company-related functions.

## Bay at the Moon (Remington Peters)

Hunting film elips set to folk music with the use of tracking dogs. These dogs are tracking raccoons, rabbits, and mountain lion.