

Remington Product Proposal

Date 04/01/04PP# **2004-01**

Page 1

Brief Description: New Gas Autoloading Shotgun, Model 105 CTI, REV 5Site Assignment: ☒ ILION ☒ MAYFIELD ☒ R & DCategory: ☒ SHOTGUNS ☐ CENTERFIRE ☐ RIMFIRE ☐ ACCESSORYDist Channel: ☒ DOMESTIC☐ INTERNATIONAL☐ AGENCY☐ LAW ENFORCEMENT☐ NTL ACCOUNTSSales Type: ☒ CATALOG ☐ SPRING ☐ WINTER ☐ SHOW☐ CUSTOMER SPECIALExpected Ship Date 4Q 2004Product Description ☒ NEW☐ REPEAT☐ MODIFYTarget weight = under 7 lbs, gun must balance directly between the hands.Bottom eject with "speed-feed" feature. New vent rib to be standard widthwith transverse cut matting pattern. Steel 1-piece barrel design with carbon fiberrib (see cosmetic layout - Addendum #2). Recoil reduction scheme must providesubstantially less felt recoil than any of Remington's or the competition's current offerGun should function 2-3/4 dram, 1 oz loads up to 3" 2 oz loads with overall malfunctionrate NMT 1.0% & no single firearm to have more than a 1.5% malfunction rate withno endurance issues. In DAT and T&P, cleaning schedule for test guns set at everyBolt handle scheme must be easy to use and allow both right and left-handedshooters to manually operate the action while holding onto the gun with one hand.Easy to field strip without tools. Gas system should mitigate carbon build-up onthe magazine tube for reliability & maximum time between cleanings. Must be ergonomiccorrect in terms of loading, unloading, handling, pointing, swinging and carrying.Strong hand and support hand should be in line when the gun is shouldered.Must pass Extended Drop test without barrel assembly or receiver breakage.Barrel steel to be polished and blued per 11-87 Premier standard. Trigger plate andreceiver shell to be gloss black to match barrel. Safety button to be "old" concentricring style without ISS. Lockable. FAA approved hard shell gun case to be standardequipment (see Addendum #3). Gun lock to be included in case. Grip cap to be samegeometry as 11-87 with Centennial logo. Recoil pad design must have appearanceof higher performance as shown on Addendum #2 and measurable performance improvementover current pads. All fits and cosmetic tolerancing have been benchmarked againstcompetitive product and appears on Addendum #2 as callouts in the appropriate areas.

Product Specs

Model: 105 CTIHand: RightCal/Gage: 12 Ga., 2-3/4" & 3"Stock Material ☒ WOOD ☐ SYNTHETIC ☐ LAMINATEType/Color: A grade Walnut per 11-87Stock Finish ☐ HIGH GLOSS ☐ MATTE ☐ CAMO ☒ OTHER60 glossReceiver Material ☐ STAINLESS ☐ CARBON ☐ STANDARD**Titanium & Carbon Fiber☐ GLOSS☐ BLAST☐ PARKETTER☐ CAMO

☐ STAINLESS ☐ CARBON ☐ STANDARD
 Receiver Finish ☒ GLOSS ☐ SATIN ☐ BLAST ☐ BLACK OX ☐ PARKERIZED ☐ CAMO
 Barrel Material ☐ STAINLESS ☒ CARBON ☐ STANDARD
 Barrel Finish ☒ GLOSS ☐ SATIN ☐ BLAST ☐ BLACK OX ☐ PARKERIZED ☐ CAMO
 Barrel Profile New Profile ☐ FLUTED ☐ PORTED
 Barrel Length 26" & 28" .735" Bore Diameter, Lengthened Forcing Cones
 Choke/s ☐ FLUSH ☒ EXTENDED New "thread forward" design, extended 1/2" from muzzle, knurl
 Bolt Finish ☐ CHROMED ☐ JEWELLED ☐ BLUED ☒ OTHER No Finish
 Checkering Diamond point, 20 LPI, new pattern per Addendum #2
 Recoil Pad/Butt Plt New SVL Spline-cut R3 pad per Addendum #2
 Drop at Comb 1 1/2"
 Drop at Heel 2 1/2"
 Length of Pull 14 1/4"
 Wrist Diameter 4 1/2"
 Fore-end Dimensions/taper per solid model
 Swivels No
 Sights Marble Extra Lum Green Front, steel mid
 Bases N/A
 Rings N/A
 Scope N/A
 Special Ser # N/A
 Special Markings Markings & serial number on metal undercarriage TBD
 Laser Engraving No
 Special Packaging Ship in lockable gun case, IC, Mod, Full in box
 Accuracy Specs. 3 shot: 4 shot: 5 shot:
 POA/POI Must conform to SAAMI spec

Remington Product Proposal

Date 04/01/04

PP# 2004-01

Page 2

Brief Description: New Gas Autoloading Shotgun, Model 105 CTi, REV 5

Market Overview: Beretta Group (Beretta and Benelli) and Browning have gained dominant market share in autoloading shotguns as a result of perceived high-performance products that are newer and "higher tech". Remington's share has declined steadily in recent years. To regain share in the category a new autoloader is needed that is the new standard in performance, weight, balance, recoil attenuation and consumer appeal.

Volumes	National	Domestic	Int'l	Canada	Law	1st Yr
SKU Description	Accounts	Agencies			Enf.	Total
TBD New Gas Autoloading Shotgun, Model 105 CTi, REV 5	15000		0		0	15000
						0
						0
						0
						0
	15000	0	0	0	0	15000

Volumes	2nd Yr	3rd Yr	4th Yr	5th Yr
SKU Description				
TBD New Gas Autoloading Shotgun, Model 105 CTi, REV 5	15000	20000	25000	

Unit Pricing	MSP	Invoice	FET	RemCash	cost	\$Margin	%Margin
Target	749	\$ 669	\$ 67	\$ 602	405	\$ 197	33%
Project							
Actual							

Submitted By Ed Schoppman 4/18/02

Revisions: REV 1, added wrist diameter to stock dimensions

REV 2, 7/11/02 fixed typo in NPP number. It should read "NPP-2004-01"

REV 3, 9/10/03, Added Material, cosmetic callouts, and references to addendum documents #1, #2 & #3

REV 4, 10/09/03, Added more specific functionality callout and cleaning sched

REV 5, 4/01/04, Name change from 2100 to 105 Cti, Barrel design to 1 piece ste barrel, Marble fiber optic front bead, over bore barrel and lengthened forcing c

Remington Product Proposal

Date 04/01/04

PP# **2004-01**

Page 3

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Key Dates & Quantities

Forecast

DAT See Calendar for Start/End Dates
Start T&P See Calendar for Start/End Dates
Complete T & P See Calendar for Start/End Dates
Warehouse See Calendar for Start/End Dates
Structures See Calendar for Start/End Dates
Catalog Decision See Calendar for Start/End Dates
Photo Sample See Calendar for Start/End Dates
Writers Shooters See Calendar for Start/End Dates
Writers Display See Calendar for Start/End Dates
Sales Shooters See Calendar for Start/End Dates
Sales Display See Calendar for Start/End Dates
Rep Samples See Calendar for Start/End Dates
Shot Show See Calendar for Start/End Dates

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Gallery ammo

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Comparable Product #1	RAMAC		Description					
Unit Pricing	MSP	Invoice	FET	RemCash	cost	\$Margin	%Margin	
Actual		\$ -	\$ -	\$ -		\$ -	#DIV/0!	

Comparable Product #2	RAMAC		Description					
Unit Pricing	MSP	Invoice	FET	RemCash	cost	\$Margin	%Margin	
Actual		\$ -	\$ -	\$ -		\$ -	#DIV/0!	

Comparable Product #3	RAMAC		Description					
Unit Pricing	MSP	Invoice	FET	RemCash	cost	\$Margin	%Margin	
Actual		\$ -	\$ -	\$ -		\$ -	#DIV/0!	

Proposed Product Pricing	RAMAC		Description					
Unit Pricing	MSP	Invoice	FET	RemCash	cost	\$Margin	%Margin	
Target		\$ -	\$ -	\$ -		\$ -	#DIV/0!	

Cost Basis/Buildup

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