

- Magazine cutoff
- Quick detachable choke tube system
- Adjustable sighting system option
- Adjustable stock options (LOP and drop)
- Choke tube and wrench storage
 - Multiple barrel lengths and configurations
 - Deer Barrels - 22"
 - Turkey Barrel - 21"
 - Vent Rib Field Barrels - 26", 28" & 30"
 - Vent Rib Target Barrels - 28" & 30"

The NAS must be developed to yield a 45% gross profit margin. Pricing and forecast volumes for the NAS are as follows:

Model	MSP	Net Selling Price	1 st Year Volume
12 Gauge Synthetic 2¾" - 3½" Capable	\$399	\$327	20,000 Units
12 Gauge Wood 2¾" - 3" Capable	\$450	\$369	25,000 Units
20 Gauge Wood 2¾" - 3" Capable	\$450	\$369	10,000 Units

Model 11-87

The Model 11-87 will be replaced by the NAS as this new gun comes on line. In the interim, the Model 11-87 product line will be managed to maximize earnings while protecting volume. Slow moving SKU's will be trimmed from the line and differentiated products targeted at niche markets will be pursued on an opportunistic basis. New receiver embellishment artwork will also be entertained for 1999 to keep focus on the product.

Model 11-96 Euro Lightweight

The Model 11-96 will continue to be offered in limited SKU's even as the NAS is introduced. It has the potential to fill a niche market for lightweight, low recoil, upland shotguns not adequately addressed by the NAS.