

positions for the Model 710 remain consistent with 2001 levels, Ilion based bolt-action centerfire rifles have showed considerable softening, predominantly in the Model 700 "Regular" category occupied by the 700 ADL and 700 BDL blued, carbon steel rifles. This softened position is indicative of current market conditions, combined with the fact that most back order positions with respect to rifles chambered for the Remington Ultra Mag calibers have been filled.

Issues critical to the continued success within this category are:

- *Improving and maintaining product quality*
- *Timely fulfillment of orders*
- *Ability to respond quickly to niche market opportunities and special makeup's*
- *Maintaining competitive positioning with respect to product cost and pricing*
- *Product centered advertising on core products to continue to "pull" product through the marketplace*

Competitive Outlook

The following section addresses the three principle categories of centerfire rifles as stated earlier, Entry Level, Premium, and Specialty specifically as they relate to bolt-action centerfire rifles from a competitive perspective. In the bolt-action centerfire rifle category, Remington competes primarily with Ruger, Savage, Winchester, Browning and Weatherby on various fronts within the category.

Entry Level Centerfire (< \$500 retail) – Bolt-Action Rifles

Savage Arms

Savage plays primarily in the entry level bolt action centerfire category. Primary product offerings are the Model 10/11 series of firearms. Available in wood and synthetic versions, with and without detachable magazines, the Model 10/11 are known not for their styling, but for their reputation for solid performance at a low price. Savage also set the precedent for the scoped combo package guns, offering consumers with a platform that is ready to shoot straight from the box. Scoped combos are available in wood and synthetic versions, with and without detachable magazine boxes. The