

both blue and matte finishes. The quality of the Mossberg barrels is generally not comparable to Remington's, but acceptable to many who purchase based on price. Wholesale pricing for these barrels is 15%-20% lower than equivalent Remington specifications.

Hastings markets replacement barrels and choke tubes for Remington, Browning and Beretta shotguns. They offer several configurations and specifications. Hastings presents the most formidable competition with respectable quality and comparable pricing. Hastings developed their market by servicing business Remington was not able to service.

■ Product Strategy

The Model 870 Express 20 Gauge fully rifled rifle sighted barrel will be added as an extra barrel SKU in 1998. There are no other new products planned for extra barrels. Future consideration will be given to adding camouflaged specifications.