

.308 Win. Although short action calibers are typically less popular than long-action, it makes sense to include one or two short action calibers in the mix to complete the Model 710 family. The short action offering would likely be a 2005 introduction.

Model	MSP	NSP	1 <sup>st</sup> Year Volume
710 w/scope .243 Win	\$329	\$300	3.5M Units
710 w/scope .308 Win	\$329	\$300	4.0M Units

**Model 710 Youth** – As an entry level product, it is logical to explore the introduction of a scaled-down version of the Model 710 to fit the smaller stature shooter. Such a product should feature a shorter length of pull stock with a slimmer grip and fore end. A shorter 20" barrel would also be appropriate. Chambered for .243 Win, the Model 710 Youth would correspond to the launch of the Model 710 short action platform in 2005.

Model	MSP	NSP	1 <sup>st</sup> Year Volume
710 YTH w/scope .243 Win	\$329	\$300	5.0M Units

**Production/Quality Control** – It is important for Manufacturing to continue to focus on small incremental improvements on the Model 710 to improve manufacturing efficiencies that reduce costs while not sacrificing quality or performance.

**Pricing Considerations** – It is recommended that a \$10 price increase across the board on the Model 710 be taken in conjunction with the introduction an extruded receiver. This will be viewed and marketed as a significant product enhancement. Pricing should hold at this level for two years. The entry-level centerfire market is somewhat price elastic. If Remington can hold pricing in this category while maintaining healthy margins, the long term competitive position in the category will be better served. It is critical to remain cognizant of the fact that the Model 710 is positioned as value priced firearm. Traditional pricing strategies can quickly change this product's position in the market as a price point firearm.

### **Product Strategy 2004 – Model 700**

The strategy for managing the Model 700 brand differs vastly from that of the Model 710. With a relatively fixed level of production capacity and broad product mix spanning nearly the entire spectrum of the market, the key to the future of the Model 700 is to focus strategies on maintaining production levels within the Ilion plant and protecting profit margins. This can be accomplished through:

- Special make up product opportunities allowing customers differentiated product through mixing and matching calibers and cosmetics with existing components.