

- R3 Pad on Wood Stocks

OBJECTIVE: Product enhancement

ACTION: Ilion needs to provide Marketing with a timeline for implementation by Model and by date implemented.

ACTION: Marketing feels that the pad is too "sticky" for target guns. Need to stay with current sporting pads on these models.

Will be 4-6 weeks before we see samples on long stocks. Need to send representative to S&K. Need commitment from S&K. Marketing needs to confirm list with planning. Must make sure RAMACs are coded/flagged that are inactive in certain categories.

- Styrofoam Insert in Gun Boxes

OBJECTIVE: Product enhancement

ACTION: Update team on progress.

ACTION: Need to work within current dimensions except for rifle to accommodate 26" barreled rifles. Get impacted items e-mailed to Trull, Preston, Evans, Kilts. Can higher density foam be implemented short term?

- Dimensional Audit

OBJECTIVE: Quality Control

Action: Shoemaker to update team on progress to conduct dimensional audit on catalog sku's.

Using T&P data when available. Will pull some guns out of warehouse and some will be measured as production is run. Need data to Marketing NLT August 2004.

- Rutland Plywood 870 Exp stock

- Adds \$0.75 in cost per gun
- Reduces scrap rate
- Should be economic calculation

ACTION: Per last meeting, Ilion was going to analyze cost savings from a scrap reduction perspective to determine if the savings here offset the additional cost of \$0.75 per gun. Consensus at last meeting was that Marketing did not have an issue with doing this, but there would be no Marketing advantage or ability to get a price increase as a result. This would be justified purely from a plant economics standpoint if at all.

Need economic evaluation. Possibly try one or more skus.

ILION BASED RIFLE PRODUCTS

2004 New Rifles

- Model 700 CDL (Classic Deluxe)

NPP-2004-24 RAMACS(7007,7015,7011,7017,7047,7049,7051,7053)

OBJECTIVE: New Product

ACTION: Ilion to provide update on production status

- Model Seven Synthetic Stock

OBJECTIVE: New Product

ACTION: Ilion to provide update on production status

Should see samples of stocks by 4.22 or sooner. Should investigate a second supplier.