

## Remington Product Proposal

Date 08/14/03PP# **2004-28**

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Brief Description: Model 40-XS .308 Win ( FBI Complete System)Market Overview: 5-Year Contract for 1500 units

| Volumes | SKU Description  | National<br>Accounts | Domestic<br>Agencies | Int'l | Canada | Law<br>Enf. | 1st Yr<br>Total |
|---------|------------------|----------------------|----------------------|-------|--------|-------------|-----------------|
|         | 27248 M40-XS FBI |                      |                      | 150   |        | 50          | 200             |
|         |                  |                      |                      |       |        | 0           | 0               |
|         |                  |                      |                      |       |        |             | 0               |
|         |                  |                      |                      |       |        |             | 0               |
|         |                  |                      |                      |       |        |             | 0               |
|         |                  |                      |                      |       |        |             | 0               |
|         |                  | 0                    | 0                    | 150   | 0      | 50          | 200             |

| Volumes | SKU Description  | 2nd Yr | 3rd Yr | 4th Yr | 5th Yr |
|---------|------------------|--------|--------|--------|--------|
|         | 27248 M40-XS FBI | 300    | 300    | 300    | 300    |
|         | 0                |        |        |        |        |
|         | 0                |        |        |        |        |
|         | 0                |        |        |        |        |
|         | 0                |        |        |        |        |
|         | 0                |        |        |        |        |

| Unit Pricing | Net Price | Invoice  | FET | RemCash  | cost | \$Margin | %Margin |
|--------------|-----------|----------|-----|----------|------|----------|---------|
| Target       | 4175 \$   | 4,175 \$ | 418 | \$ 3,758 | 2298 | \$ 1,460 | 39%     |
| Project      |           |          |     |          |      |          |         |
| Actual       |           |          |     |          |      |          |         |

Submitted By J. TrullRevisions: Original