

7B. Accounts

Work with JSC to finalize Model 700 Special Run Thumbhole Laminate Guns.
 Work closely with CSR's to gain additional shipments for all accounts.
 Grice Whlse has just placed their 2003 "spring" gun order, which was up 61% despite only a fair 2002 spring gobbler season
 Bonitz Bros. (div. Of JSC) also placed additional gun orders in September for \$53,000 in additional 2003 Spring guns and \$74,000 in regular gun products.
 Overall dealer business has improved - however, outlook for the year is only fair due to warm weather and lost sales from poor deliveries.
 Lew Horton has ordered over \$10,000 in cutlery products
 Dealers and Syndicate buyers report good slaes in Remington products.
 Review AcuSport inventory on regular basis for opportunities on available to ship product.
 Work on getting Baumler to commit to special-run make ups for 2003.

7C. Territory Problems and Resolutions

Product availability - M710's, 332's, M7 Shortmags, 17 HMR's.
 Grice Whlse still concerned about delivery of special run m700 ADL syn 7mm08.
 Dealers concerned about delivery of all guns now that we are in key selling season.
 Delivery of M/1187 shotguns to support Rebate program.
 Kittery Trading Post had the 7400 Weathermaster in their Septemberfest flyer .but had none to sell.
 They will put in a cancel date on future SHOT Show orders.
 Model 870 Express Combos 5578 are in demand and on bacorders.
 Distributors are complaining of profitability of Remington line. Distributors having to buy large amounts of sku's to carry for the length of the year. The carrying costs are becoming more than profitability therefor resulting in a more conservative buying pattern.

7D. Promotions

Waite III
 Culberson's Sportsmen Outfitters, Knox, PA 9/13-15
 Thruway Sporting Goods, Walden, NY 9/21

Foster
 Trop gun shop Richland shooter supply
 Miller's gun center Shyda's gun shop

Puck
 Juniata trading post

Ryan
 Kittery Trading Post Septemberfest
 Norbert Buchmayr Benefit Shoot
 Northeast Grand
 NSSF Heritage Jack Robertson Invitational Shoot.

Wheaton
 Ace Sporting Goods (Washington PA). In the two days we sold over 50 Remington long guns
 Buckeye Outdoors (Buckeye Lake, OH) was slow considering his grand opening. Traffic in the store was less than expected
 Sportsmans Den (Shelby OH) promotion with over 75 guns sold. The owner put together with Wheaton a free knife giveaway with each gun purchased. Overall sales in the three days was over \$150,000.