

8. Orders Written

- 8A. Dollar Amount of Sold "obsolete stock"
- 8A. Dollar Amount of Sold "available stock"
- 8A. Dollar Amount of Sold "regular program orders"

9. Accessories Comments

Currently awaiting more information from Remington regarding JSC / special run Patriot Knife As previously discussed JSC has agreed to \$750,000 special accessory rebate proposal thus this category will be high focus with account to reach goals during remainder of 2002 sales year. Safe shipments for Foster Terr. running about even with 2001 -- which was a record year. Largest safe customer (Targetmaster) is very concerned about "rumored" changes to the Remington safe line for 2003, and hopes to be able to order 2002 classic version in 2003 as a Special run for his account exclusively.

Accessory sales in cutlery have been very good with orders written for both the 2003 Bullet knife and the 2002 Wildlife knife.

We need to change the packaging on the HeviShot choke tube. It does not stand out against the competitions choke tube offerings.

Complaints on the Remington Express Gun cabinet on its quality. Need to noise dampen the interior so it doesn't vibrate when you hit the exterior of the cabinet.

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