

Jay Bunting

From: Diaz, Danny
Sent: 10/29/2001 02:20:44 PM
To: Bunting, Jay
CC: Trull, John; Schoppmann, Ed D.
BCC:
Subject: RE: Important Issues

Jay:

Brad will move over to the New Gas Autoloader. The concept I have for Program Management going forward I believe will keep Will very busy; however, I failed to include Will's responsibility for emissions and susceptibility testing for the EltronX hunting in the first part of the year and his involvement in EltronX Varmint and Zero Displacement Trigger in the last part of the year.

I will get things prepared for meeting and dinner in December. Will talk to you about exactly the type of review you are looking for.

With regards to the single shot shotgun, no we did not have a design that worked. More importantly however, we did not have a design that met the cost objectives. Our target was \$35 - 38 and if you recall we came in at around \$46 for two different designs. Parts and labor was approximately \$27, overhead was approximately \$19 and capital ranged from \$1.2 - 1.6 million depending on approach. We did not know how to get \$10 out of the design, so the project was stopped very early in the design process.

DDD

-----Original Message-----

From: Bunting, Jay
Sent: Friday, October 26, 2001 3:11 PM
To: Diaz, Danny
Cc: Trull, John; Schoppmann, Ed D.
Subject: RE: Important Issues

Danny,

I concur with your decisions on the firearms product plan. I believe you have correctly selected the projects which should be delayed as a result of the challenge to reduce the proposed budget by \$250k for 02. Also, your selection of people to drive the programs seem logical. I have no problem with the assignments but I have a question..... what is Brad Howard doing once DAT is completed on the NAS in April of 02? Secondly, is program maintenance a full time job? I'm unsure that we are tasking Will James with enough workseems like most of the stuff he is doing could be done by a NON engineer. I want your input here.

Ed will start his new position in Marketing on 12/3/01. An Organizational announcement will be made next week. Ed needs to plan on attending the sales meeting, Nov 7th thru 11th.....he knows of this and I just wanted to give you a heads up.

Lastly, I've tentatively made arrangements to be in your shop after lunch on December the 12th. Would like to have the group together for an afternoon meeting to review year end business conditions, the outlook for 2002 and a general review of the attached program schedule as a group.....I want everyone to buy into what we are doing and why we are doing it.....if there is any difference of opinion I want it on the table so we can flesh out the differences. My goal is to have the group focused and pulling in the same direction as we start the new year. You should plan to make dinner reservations for the group over in Bardstown at the restaurant we always go to. I want to buy the gang dinner and spend some non office time with them to tighten up the relationship between Marketing and R&D.