

REMINGTON ARMS COMPANY, INC.  
Product Team Meeting Minutes  
9/5/00 (Mayfield, KY)

Cost Saving Efforts (Continued)

- Utilization of application graphics to simulate "high-end" wood. Potential cost savings of \$10/gun. **Action: Kipp to pursue and obtain additional information.**
- Alternative Synthetic Stock Material. **Action: Brower to evaluate polypropylene material in Model Seven mold. Cook to revisit and confirm financial opportunity.**

Gel Recoil Pad Update

- Negotiation in progress continues with EDI. May be a cost impairment of 25 cents per gun. \$1.85 vs. \$2.10 per pad. **Action: Trull to supply Brower a list of synthetic guns that we desire the gel pad on. Samples will sent to Russo for the Writers Seminar. Action: Russo and plant to determine the rollout strategy for these products. It will be a running change. We need to mark the guns and boxes so we can identify the old from the new. No RAMAC change anticipated for this addition.**

Mouse Pad Giveaway for Sales Meeting and Writers Seminar

- Quantity of 250 needed. Put "www.Remington.com" on the bottom and body cushion across the top. Determine if we want to give away 20,000 Shot Show coasters. Again, I would use the "R" in the middle and "www.Remington.com" around the edge.

Quality Concerns

- EtronX. Still awaiting return of the defective product. **Action: Russo to follow up to get this moving.**
- 300 Ideal Max Gap Example. Marketing accepted the 20-mil sample as the Max Gap
- 11-87 Police Discussion on a 20-gun return coming back to the plant. **Action: Russo, get a copy of the report from Foster and forward to Brower by next Product Team Meeting.**

Discontinued Project Sheet Update

- Summary of the Ilion conference call of 8/24/00 noted the following five items:
  - 79 Red-dot scopes in stock
  - 36 SP-10-23 extra barrels stranded
  - 200 stocks for the 700 ML youth \$3,000 value stranded
  - 500 short ramrods from 700 MD youth \$900 value – stranded
  - 900 870 Police folding stocks. Still in stock. Will utilize over the next few years for Secret Service and Arms Service orders.

Baron – 300 Ideal Ducks Unlimited Project Update

- Al Russo spoke with Dave Baron. Will send a sample of the gun to them so they can prepare a photo sample for Ducks Unlimited. Expect to sell approximately 200 guns next calendar year. Will work off existing stocks for this project.