

**REMINGTON ARMS COMPANY, INC.**  
**Product Team Meeting Agenda**

November 17th, 2004 7:30 am EST - Ilion

**Future Meetings**

December 15<sup>th</sup> - Ilion

**Future Important Dates**

January 28<sup>th</sup> – 31st                      SHOT Show – Las Vegas, NV  
April 15<sup>th</sup> -17th                              NRA Show – Houston, TX

**Business Review**

Jay Bunting to provide overview of current business environment

**ILION BASED SHOTGUN PRODUCTS**

**New Shotgun Product**

**Model 332-Skinner, Orf**

OBJECTIVE: Establish a legitimate presence in the O/U market

Production Status:

- Shooting Open-Update  
    Top Lever Template  
    Grinding Lugs  
    Communicating with Arms Service-Any New Repairs?

Action: Look at improving efficiencies and cost. (Orf)

Potential Show Special-M332 Camo-Need to have (2) 26" bbl guns & (2) 28" bbl guns dipped in New Mossy Oak Break-Up and (1) 30" bbl gun in New Shadowgrass by Mid-December 2004.

**M332 Sporting DL-D.Diaz**

**Need 10K rounds shot through 3 guns to assess durability of design. Need to look at frame treatment. R. Murphy to work with B. Orf on improving design. Must have design complete and finalized by June 1, 2005 for a 2006 Spring Gun introduction.**

- Current Status  
    3200 style barrel hanger-Designed barrel hanger set, .040" convergance. Plans to braze 3-5 barrel sets week of 7.21. Barrels will be crowned but not tubed and shot for POI.  
    Side Panels-Update  
    5 prototype barrels with .040" versus .120" convergance built. Will ship to R. Murphy week of 8.23. Not overbored or choked, will shoot for POI/POA. Need to go to a light contour barrel, 28" 30" 32" 34" barrels, tapered rib, stepped rib, straight comb. Current design has bottom barrel 1" higher than top barrel. Need taper of approximately .014" like 3200. Barrels would be straight allowing tube sets to work.  
    Barrels went together well, less labor  
    DAT complete first week of December. T&P-barrels should not be an issue. Biggest issue is raised side panels.  
    Action: Make sure all future drawings/communications are funneled through Orf. (Diaz/Murphy)  
    Action: Checkering patterns are an option that need addressed. (Fink) Decision to stay with flat side panels.

**M332 20 gauge-2006 New Product Introduction**

- **Current Status-Diaz**

**M1100 Sporting DL-*B. Orf***

- **Current Status-Make 1100 bbl with 105 ID and choke tubes, .735" with lengthened forcing cones. Goal is to have 10 barrels by September 1<sup>st</sup>. Boyds should make adjustable comb stock**

Target sights

Glass beaded/shot blasted receiver

**ACTION: Jeweling bolt-need to investigate bolt cosmetics. Fluting was proposed as an option. B. Orf to look into what is feasible.**

**Investigating ways to improve surface finish: action bars, slide, action tube, receiver with nickel Teflon finish. Polish hammer, locking block, action spring tube follower, link and hammer plunger with coating. Will have shooting prototypes by the end of September.**

**Action: Fink contact Kolar to have 5 adjustable comb stocks made from 1100 Sporting stocks.**

**Bolt-have not come up with option for jewelling or fluting. Body cote may be an option for the bolt.**

**Assuming cosmetics finalized by mid September, production could start end of first quarter.**

**Need-new cosmetics; different receiver look, new for end and checkering pattern**

**ACTION: Fink to supply artistic rendering for benchmark.**

**NEED competitive review; bring guns to next meeting.**

**Work with Hogue on grips-Fink to get rendering to Orf to develop.**

**1187 Super Magnum**

**Need definition on lower end of ammunition.**

**Action: Fink to check Owners Manual on recommendation/catalog copy/customer and consumer service/website**

**Owners Manual-1 1/8 oz - 3 Dram, Website-Most 2 1/4" Shells, Consumer-1 1/4 oz 3 1/4 Dram**

**ACTION:B Orf to check D. Findlay research concerning low end recommendation.**

**2005 Spring Shotguns-*Skinner, Mroz, Orf***

- **Current Status**

**2005-06 SP-10 Mossy Oak Obsession October production-400 by year end**

**2005-07 11-87 SM NWTF-Royalties 1500 by year end Inventory at year end a concern, to date orders are less than 500 guns**

**2005-08 870 SM Thumbhole 850 by year end, 50 by the end of September**

**1<sup>st</sup> 8 stocks from Boyds have rough spots. Some issues with Boyds and their ability to supply.**

**2005-09 870 Exp Jr. NWTF-Royalties 750 by year end**

**925 Team NWTF guns in October**

**1187 Sportsman Synthetic Line -**

**Update \$37K total in stranded parts, \$11K is recoil pads that can be used.**

**ACTION: Skinner-12 gauge production schedule- 12 gauges are structured with schedules starting in October for 12/26&28 and 12/21 FR CL.**

**ACTION: B. Orf - 20 gauge fore end status. 9 weeks & \$15K to modify 1100 20 gauge tool. Sample for ends first week of November. Scheduled to start in December.**

**2005 SHOT Show Specials**

- **NPP 2005-28 870 SP TH FR CL RAMAC 25005**
- **M 11-87 Premier with Wood Extra-Need Cost, Logistics, etc**
- **870 FRCL Extra Barrel with Scope Mounted and Bore Sighted**



## **ILION BASED GENERAL TOPICS**

### **Fore End Stickers for Wal\*Mart - Mroz**

- Current Status
- Implementation Dates
- BOM Updated and Structured?
- RAMACS by Model  
7400-9794, 9796  
870-5102, 5587  
700-7512, 7474, 7478, 7480, 7514, 7476, 7516, 7482

### **R3 Pad on Wood Stocks-B. Orf**

- Current status and implementation dates.
- 1<sup>st</sup> T&P on 700 magnum received 8.22. will submit CAR for white line spacer. Continuing to work on short stocks. Ed Owens is handling. will be at S&K at least one week per month.
- Currently working on 1100 Upland Special Mountain Rifle.
- Will have 50 Wingmaster stocks within the next week.

### **Wood Stocks Dipped with Wood Pattern – B. Orf**

- Develop contacts to test market on 1187-Need to see some samples, may do a SHOT Show special.  
ACTION: B. Orf to get contact information from S. Perniciaro and have some stocks dipped for samples.  
Update for next meeting.

### **Botega Equipment – B. Orf**

- Discuss Path Forward
- Marketing needs sample set of all rolls on hand to evaluate if any on hand are usable
- Action: Joe P. have steel plates rolled to show examples of what we have available.

NRA Licensed Guns  
1187 Sportsman  
870 Wingmaster  
700 SPS  
700 CDL

Need to know what we have now and what is needed to build new rolls in the future.  
Have NRA guns to preview to customers and launch at NRA.  
Action: Fink/Trull to forward artwork and complete NPP's.

## **ILION BASED WAL MART STRATEGY**

Bunting Trull to recap strategy session with Wal Mart buyer.

### **Products**

- 870 Express SMAG Camo (Realtree Hdws 20-200) – **Fink**
- 1187 Sportsman Camo (Mossy Oak New Breakup) – **Fink**
- 700 ADL SYN Camo (Realtree Hdws HD) - **Trull**

## **ILION BASED RIFLE PRODUCTS**

### **2005 Ilion New Rifle Programs**

**Model 700 Synthetic Stock Redesign Status--Mead**

- Status Update on vendor progress
- Status update on production plans Balio

**Custom Foam – RIM Stock for 700 LV SF**

**New Light Varmint stock-can spray elastomer in mold. Very durable. Can color. Could be good option for adjustable comb.**

**Action: Trull to schedule meeting in E'Town to discuss path forward for HS replacement.**

**Model 700 XCR –TriNyte Coating-G.Sietsema**

- Need an update on DAT/T&P to establish material flow process with vendor.
- Need an update on competitive samples to independent test lab that we agreed to go ahead and get started per the last meeting.
- Intellectual property – have we filed provisionals?
- What are lead times?
- What is final costing of TriNyte coating?

**Model XR-100-Mroz**

- Status Update on Gun – DAT, T&P, etc.
- Status Update on Owners Manual – Has copy been signed off on by Dale Wills?
- Had a number of issues with failing to eject spent cases on 204 Ruger. Need to address on this gun as well as M700's/Seven line

**Model 700 SPL Fire Control – Perniciaro/Diaz**

- Update on testing/timing. – Perniciaro

**6.8mm Rem SPC Bolt Head/Extractor Development – Perniciaro/Diaz**

- Status of M700P LTR
- Timing/Cost of Development
- Model Selection/Strategy – Keep it Lean

**Ilion Quality Issues – Rifles**

**Model 7400 Cracked Fore Ends -S. Perniciaro/Balio**

- Ilion to advise of status of replacement fore ends for Rivoilier.

**Model 700 Fail to Eject Small Cases – S. Perniciaro**

- Had a number of issues at Writer's/Sales Meeting with XR-100 failing to eject spent cases on 204 Ruger. Seems to be a common occurrence on small cartridges
- How do we address this?

**Model 700/Seven Short Mag and Ultra Mag Magazine Capacities – S. Perniciaro/ C. Shoemaker**

- Ilion to confirm that all BDL/CDL/SPS/XCR/Seven Magnum magazines are capable of holding 3 Ultra Mag or Short Magnum cartridges.
- We had addressed this back at the beginning of the year, and need to confirm before we launch the new line that we have this totally under control.

**Model 700 Varmint Accuracy Standards -S. Perniciaro**

- We need to establish a protocol to insure that our varmint rifles meet a level of accuracy that is congruent with the consumers perception that a varmint rifle should be capable of delivering sub-MOA accuracy out of the box.
- We already charge more for these guns, but we can likely get an additional premium if we can guarantee a level of performance.

- We need to firm up our future business of high revenue, high margin products and give the consumer "insurance" in the form of a guarantee that they are justified in paying the premium for a varmint rifle vs. a price point rifle.
- We need to control trigger pull weights on the SPL fire control to 3 -3.5 lbs max, guarantee that the rifle shoots MOA or better and include a target in the box with the gun for 2006.

#### **7400 SGS-New gas system – S. Perniciaro**

- Perniciaro to update on status.
- Team to decide if we should push forward.

### **2006 New Rifle Products**

#### **New Model 700 Varmint Line**

- Utilizes standards set forth above with respect to accuracy and trigger pull
- Will utilize SPL firecontrol
- Will utilize new stock design outlined at recent E-Town meeting on this subject
- Discussions around how we will achieve our goals on accuracy
- Discussions around styling and cosmetics, i.e. carbon receiver with stainless barrel

#### **Update Model Seven Wood Line for 2006**

- New styling i.e CDL style? General discussion
- Wood strategy discussion S&K, Boyds, other supplier?
- Lead time discussion and design lead discussion.

### ***R&D TOPICS***

#### **E-Town Development Topics**

##### **New Varmint Stock Design - Diaz/Mead/Mroz**

- Brief discussion on laying out preliminary design criteria
- Establish time for Trull, Mead, Mroz to travel to E-Town to meet with CAD group.

##### **17 Hornady Mach 2 Project – Diaz/Lance**

- Status on 504 accuracy testing
- Status on 597

##### **NCAR – (New Centerfire Autoloading Rifle) – Diaz**

- Status on Design
- Is there budget capital for development that has been approved?

#### **Mayfield Topics**

##### **Model 710 Metal Receiver – Diaz/Lance**

- T&P Update
- Timing for Implementation
- Must be warehousing product prior to first of year.

##### **Model 504-T LS HB – Diaz/Lance/Trull**

- Confirm Testing schedule is on track
- Production plans
- Accuracy Standards

**Model 504 Stock Improvements – Lance**

- ¼ Sawn lumber implementation
- Wrap around fore end checkering
- Supplier plans (Boyds vs. S&K)

**Model 504 Accuracy Standards – Lance/Vicars**

- What is path forward to achieve goals discussed with Marketing on accuracy?

**Model 710 Short Action - Diaz**

- Trull discussed plans for 2006 (fall 2005 roll out) of 710 Short Action
- Includes .243 Win, 7mm-08 or .308
- True Short Action Length
- New Stock will allow for youth version
- Marketing can commit to 10k units
- Diaz to update with design status

**Model 597 17 HMR Accuracy in Production - Lance**

- Current production status

**Model 597 (6550) Cost Reduction – Lance/Vicars**

- Trull has challenged plant and R&D to take \$10 cost out of the current 6550.
- Synthetic box with Vince's changes?
- Sight options?
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**Military/Law Enforcement**

**870 MCS-Status Update**

- Israeli 120 day order with 10" bbl and threaded muzzle break choke tube, would not work. Need direction from Schoppman and Foster.
- Airforce order pending for 1150 guns.  
Trasmittal next week from R&D.

7615-Status Update – Perniciaro/Diaz