

**REMINGTON ARMS COMPANY, INC.**  
**Product Team Meeting Agenda**  
**August 5, 2003 Ilion Meeting (7:30 a.m.)**

**Future Meetings**

Sep 3 Ilion (Note Model 2100 manufacturing review 9/4 in Ilion)  
Dec 2 Madison

**Future Important Dates**

Oct. 16-19, 2003 Writer's Seminar (Daniels, West Virginia)  
Nov. 1-3, 2003 Sales Meeting (Greensboro, NC)  
Feb 12-15, 2004 SHOT Show (Las Vegas, NV)

**Business Review**

Jay Bunting to provide overview of current business environment

**ILION BASED SHOTGUN PRODUCTS**

**2002 New Shotgun Product**

- Model 332  
OBJECTIVE: Establish a legitimate presence in the O/U market  
ACTION: Ilion to report on progress of velocity and quality improvement initiatives (Greater throughput, bring engraving in house, wood quality, etc) and production levels to date. Discussion by team on potential 2005 introduction of a 16/20 gauge Model 332 and what that means to manufacturing assuming production and cost control goals are met on the 12 gauge product.

**2004 New Shotgun Product**

- Barrel Porting  
OBJECTIVE: Invigorate the XBL business with something new that can be pitched as a special barrel program. Target date for announcement is November Sales Meeting. Catalog barrels to be ported: Target, Turkey and Deer. First RAMAC to develop is 4624 (10 years of overstock).  
ACTION: Ilion to report on progress and timeline for an opinion on feasibility.
- Embellishment changes to shotgun receivers  
OBJECTIVE: Change or eliminate the "dated" embellishment on our current receivers to better respond to market requests.  
ACTION: Team to discuss how to best enact this change in terms of future equipment utilization and timing.

**Shotgun Product – General**

- Low-Cost Shotgun  
OBJECTIVE: Provide a 12 gauge pump-action shotgun option with a standard cost of \$100 or less.  
Action: Team to discuss the scope, design issues, project costs and potential timeline for such an offering.

## Remington Military Products

- Model 870 MCS & "Mil-Spec"  
OBJECTIVE: Prepare to provide needed product to US Armed Forces based on feedback from recent AARs and discussions with key procurement personnel.  
ACTION: Discussion around the mil-spec process and update from Ilion on progress to date finding out why we failed to secure the contract for MIL-S-3443.

## Ilion Quality – Shotguns

- Shotgun POI  
OBJECTIVE: Conformance to SAAMI spec.  
ACTION: Need samples in Madison of new rib design for evaluation. Samples due to Marketing. Pending approval by Marketing, by Jan 2004 we should be shipping all new product. Priority of shotguns in which to incorporate these changes first:
  1. All 1100 Target, 1100 Classic Field and Synthetic
  2. 11-87 Premier and SP/SPS
  3. 870 Wingmaster and SPS
  4. 870 Express
  5. SP-10
- 11-87 Super Mag  
OBJECTIVE: Determine necessary changes to make this product to the performance requirements as originally specified.  
ACTION: Engineering to provide update on design recommendations. Final engineering recommendation due by September Product Team Meeting.

## ILION BASED GENERAL TOPICS

- Elimination of ISS on common fire control and Model 700, Model 7  
ACTION: Schoppman/Trull to provide direction on replacing the ISS on all Ilion based product. Ilion to provide an update on testing impact and impact to parts lists.
- Customer/Consumer Issues  
OBJECTIVE: Feedback to Manufacturing on key customer and consumer issues.  
ACTION: Danny Evans to conference in at 11 a.m. to cover top product issues as reported by CSRs and Consumer Service, broken out separately by shotguns and by rifles.
- 3" Chambers in 20 ga deer barrels (NPP 2003-78)  
OBJECTIVE: Uniformity across 20 gauge slug offerings.  
ACTION: Ilion to report on timeline for implementation with regard to new mandrel and SAAMI chamber drawing. By 4<sup>th</sup> quarter, we should be ready for catalog.

## ILION BASED RIFLE PRODUCTS

### 2004 New Rifle Concepts

- Model 700 CDL (Classic Deluxe)  
NPP-2004-24 RAMACS(7007,7015,7011,7017,7047,7049,7051,7053)  
OBJECTIVE: New Product  
Action: Late breaking addition to 2004 line. Review concept, styling, timing to insure catalog inclusion

- Model 7400 Woodmaster  
**NPP-2004-xx (To Be Assigned after discussion)**  
OBJECTIVE: New Product  
This stems from last meeting's discussion on the 7400 performance improvement/ 7400 Classic line. Our Trademark for Woodmaster is about to expire. Haven't used it since the 742. Great opportunity to create some buzz in the category, but we need to make sure the product demonstrates a marked improvement over current 7400 line. Last meeting's discussion lead to a concept that would allow Manufacturing to focus most of their attention to fine tuning the most popular calibers in the category. Trull would propose that the 7400 Woodmaster be a narrow line (2 or 3 sku's at most) that would have some tangible benefits over the current 7400 line (i.e. chrome chambers, Teflon e-nickel finish on internal components, better surface finishes on internal parts, etc) to give a performance edge to the line in order to establish a basis for staying in the category until a new gun is launched.
- Model 700 BDL SYN DEJ#8 (New Decorating Process)  
**NPP-2003-88 RAMAC 27507**  
OBJECTIVE: New Product  
Action: Trull to review concept for SHOT Show special and Ilion to advise on status of making sample run.

#### 2005 Prospective Ilion New Rifle Programs

- Model 700 Synthetic stock redesign  
**NPP-2005-xx**  
OBJECTIVE: Product Enhancement  
Action: Trull to provide direction for this program
- New Model 700 BDL SS-Line  
**NPP-2005-xx**  
OBJECTIVE: Product Enhancement  
Action: Trull to provide direction for this program
- Revision/Replacement of Model 700 ADL SYN line  
OBJECTIVE: Product Enhancement in response to competitive conditions  
Action: Trull to provide direction for this program

#### Ilion Engineering Topics – Rifles

- Alternative Metal Finish for Stainless Rifles  
OBJECTIVE: Product Enhancement  
Action: Engineering to review status
- Roller Burnish for Rifle Chambers  
OBJECTIVE: Product Enhancement  
Engineering reported at last meeting that this process is being held up due to chamber eccentricity issues. Bulk of problem appears to rest with current CF heading process at Ilion.  
Action: Engineering to provide update.
- ISS Removal from Rifles  
Action: Trull to advise of discussion with Anne Cohen/Dale Wills.  
Action: Layout plan to implement.

#### Ilion Quality Issues – Rifles

- Bolt-Action Rifle "Lays Left" Issue**  
**OBJECTIVE:** Quality Issue  
 Trull invited Norm Chandler to attend last meeting and demonstrate what he and his staff at Iron Brigade discovered in their shop. Norm explained a theory that attributes alignment problems to a torquing/twisting of the receiver. Showed that by heating the receiver, it stress relieved it and allowed it to return to its proper state.  
**Action: Engineering to evaluate this theory as well as summarize other theories at this PTM. Also, Chandler has been brought in to consult on this. Discuss how hew will be utilized.**
- Model 700/Seven Trigger Pull Weights**  
**OBJECTIVE:** Quality Issue  
 Sales and Marketing are receiving a great deal of feed back from customers and consumers that we are losing sales at a devastating level to the Savage Accutrigger offerings.  
**Action: REVIEW STATUS OF MULTIPLE ACTION ITEMS LISTED FROM LAST MEETING BELOW.**  
 Trull/Bunting advised team of critical nature of the perception of Remington trigger pull weights in the market. With 6lb triggers, these guns are at a serious handicap in the marketplace. Competitors with lighter triggers and the new Savage Accutrigger are beginning to put serious pressure on Remington's core Centerfire line. Jerry's Sport Center has already advised Jay that Savages are outselling Remington varmint rifles 3:1 and that Jerry's (a top wholesaler account) will likely not place any orders for Remington varmint rifles on the Spring Gun program. The team came up with the following action items.  
**Action: Focus on returning M700's to 4.0lb nominal (same as M710) trigger pull weight. Perniciaro to review historical data on adherence to SAAMI with M700/M7 firecontrol and report back to Bunting/Trull by end of July.**  
**Action: Marketing to work with Arms Service to put instructions on how to adjust M700 trigger pull back in field service manual and also change policy that RARC's can't adjust trigger pull below 4.5lbs. Trull to pursue with Evans and report back to team at next PTM.**  
**Action: Trull/Bunting to work with Legal & Mgt. To work towards instructing the end use consumer how to adjust the trigger for pull weight. Plan would call for the use of warnings similar in nature to what D. Wills has outlined for new M504.**  
**Action: Diaz to review Savage Accutrigger from an intellectual property perspective to see if a Remington development is possible. Also to review and determine from Research group what work if any has been conducted on an electromechanical trigger. To report back at next PTM.**
- Centerfire Rifle Chamber Specs – Ilion reamers as compared to SAAMI**  
**OBJECTIVE:** Quality Issue  
**Action: Perniciaro to update from last meeting on which chambers could/should be brought back to within SAAMI**

## **R&D TOPICS**

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

- NAS Report  
OBJECTIVE: Complete a written review of the NAS development program and what was attempted and what was learned, particularly as it relates to the Model 2100.  
ACTION: Diaz to report status
- Model 700/Seven Snaked Firing Pin Spring  
OBJECTIVE: Quality Improvement  
Action: Diaz to review status. How can/will this be utilized with removal of ISS?
- Model 597 Performance Improvement  
OBJECTIVE: Performance Improvement of 597  
Action: Trull/Diaz to report on site audit findings  
Action: Discussion on possible ways to improve/modify box
- Remington Mohawk 22 Program  
Action: Trull to provide direction and solicit input.

## **MAYFIELD BASED RIFLE PRODUCTS**

### **2004 New Rifle Product – Mayfield**

- Model 504  
OBJECTIVE: New Product  
Action: Schedule time for Trull to come to E-Town for pre T&P review.
- Model 710 Magnum  
OBJECTIVE: New Product  
Action: Mayfield to review status of heat treated barrels and layout build plan.

### **Mayfield Production Topics**

- Model 597 17 HMR  
OBJECTIVE: Production Update  
Orders are holding fairly well, but we should continue to maintain a cautious view, especially with respect to wood issues.  
Action: Review production and order position
- Model 597/710 Barrel Hangtag  
OBJECTIVE: Product Enhancement  
Action: Mayfield to advise of status
- Mayfield Lock  
OBJECTIVE: Product Enhancement  
Golemboski has identified source for lock and Marketing has reviewed and agreed that it is acceptable.  
Action: Golemboski to provide status update.