REMINGTON ARMS COMPANY, INC.

Product Team Meeting Agenda March 4th, 2004 Elizabethtown Meeting (7:30 a.m.)

Future Meetings

April 13th- Ilion
June 16th - Ilion
July 14th- Ilion
August 18th- Madison
September 15th- Ilion
November 17th- Ilion
December 15th- Elizabethtown

Future Important Dates

Feb. 28th Customer Early Order Qualification Period Ends

March 3rd
March 11th
March 11th
March 31st
April 16th-18th
M2100 Review and Test Fire
Planning Meeting—Madison
Target Rev. 1 Forecast
NRA Convention-Pittsburgh, PA

Business Review

Jay Bunting to provide overview of current business environment SHOT Show Business Review

Military & Law Enforcement Products

Ed Schoppman overview and direction of Military products

Competitive Product Review

Starting with 4/13 Meeting, Trull and Fink will conduct competitive product reviews for group

ILION BASED SHOTGUN PRODUCTS

New Shotgun Product

Model 332

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

- Guns per day
- · Status of incoming wood
- CAR status of Salt Bleed Out tanks
- . Status of 3/5/04 salt bleed out station for O/U's
- Other

ACTION: Perniciaro to contact Billy Crutchfield at Lonoke to discuss performance of current guns on hand at Lonoke and to arrange to have ported guns delivered to Lonoke for use. Steve to update Team at March PTM.

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2004 New Shotgun Product

General New Product Discussion

OBJECTIVE: Ship new product on time

ACTION: Ilion to provide status of any 2004 new shotgun products that have not been released in production yet. From my notes, these products are:

9583 – M1100 Sporting 28/27

T&P scheduled for Feb. Production May.

- 9549 M1100 Sporting 410/27
- T&P scheduled for Feb

ACTION: Engineering to insure gun reliably cycles both 2 $\frac{1}{2}$ " and 3" shells Scheduled same as 28 GA

ACTION: Manufacturing to advise current T&P status and production date.

6457 – M870 SPS FR/CL 20 GA

T&P scheduled to begin 2/6 with production in April.

- · Waiting on new guide rings
- Barrel incorporates new optimized rifling
- Every 20 gauge except 1100 now has 3" chamber

ACTION: Manufacturing to advise current T&P status and production date.

4455 – M1100 Sporting XBL 28/27 Schedule concurrent with gun.

ACTION: Manufacturing to advise current T&P status and production date.

2005 New Shotgun Product

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OBJECTIVE: New Product

ACTION: Discussion of prospective new shotgun programs and strategies for 2005.

M870 EXP .410 slug gun. Findlay working up quotes for sights. NPP-2004-35

- \$47K for sight tooling.
- 10 prototypes being built
- Engineering will continue to develop

M332 Sporting

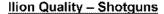
M332 Trap

- Production-Arc barrels longer that 30" an issue?
- Can we do raised side panels?
- · Engineering-We must figure out shooting open issue
- ACTION: Engineering-Figure out what it will require to produce 32" and 34" barrels as well as raised side panels
- ACTION: Fink-Provide clear written NPP with direction
- OBJECTIVE Announce Target models on 2005 Spring Gun Program

M332 Small Gauge

- Small frame 20 gauge
- Frame to accommodate 16 gauge barrels
- Stock dimensions-trimmed down version of 12 gauge
- 26" and 28" Barrels
- · Steve Perniciaro and Dave Findlay have drawings
- · Need to examine ways to build low volume items efficiently
- Investment cast-brings some new issues and solves others
- Have to improve cost, efficiency and quality
- OBJECTIVE To announce 20 gauge M332 on 2006 Spring Gun Program

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Shotgun POI

OBJECTIVE: Conformance to SAAMI spec

ACTION: Ilion to provide status of this project. 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

Findlay presented prototype of proposed new rib design to bring our POI in line with SAAMI. ACTION: Ilion to test in January and report on results of testing at March PTM. Need samples shipped to Madison to evaluate.

- 12 gauge 870, 1100, 1187 SAAMI sight picture 3:27 low, Remington sight picture .90" High
- Raised POI 3"-4"
- M332 shoots to SAAMI sight picture
- Tooling & Gauging to be complete by June 2004
- T&P Scheduled September 2004 for 870/1187

ACTION: 12 gauge 1187 standard contour barrels shipped to J. Fink for Marketing evaluation and report at March PTM

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 and timeline for implementation. What testing needs to be done and when can we expect to make the transition in production?

Findlay presented new gas collar design to give a better seal.

- (10) 12 gauge barrels in test with new design
- Objective to reduce 3" & 3 1/2" terminal velocities and improve function
- Testing to be completed by 2.15.04
- MIM gas cylinder prototype 10 weeks and \$15K
- 30 piece 12 gauge machined sample to transmit April 30, 2004

ACTION: Report on test status

Choke Tube Constriction/Patterning Concerns

OBJECTIVE: Conformance to SAAMI spec/product enhancement.

Testing with the M1100 Tournament Skeet 20 GA showed that we had a problem with the extended choke tubes patterning too tight. This has sparked discussion of a full scale audit of all of our 12 and 20 GA choke tubes to verify patterns are correct. Findlay has proposed drawing changes that will be confirmed through a test plan.

ACTION: Review test results at January PTM.

Corrective action date-

Bunting

New Tube-Identification-Need some sort of symbol or marking to differentiate new tubes from older tubes.

- Complete shooting of 12/20/28 gauge extended Briley tubes by end of February
- Old fixed skeet was "bow tie" configuration all others tapered to .5" flat; why?
 ACTION: Pursue making tubes meet SAAMI specs. Gain an understanding of old fixed choke dimensions and performance. Get hardcopy of specs to J. Fink and J.

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 Surface Finishes on Internal Components OBJECTIVE: Product enhancement

Action: Fink to lead discussion with examples on current concerns from Marketing on surface finish of components.

ILION BASED GENERAL TOPICS

Elimination of ISS on common fire control and Model 700 Model 7

ACTION: Establish final plan forward for ISS.

- Conversion to be complete no later than 1.1.05
- Design transmittal of Regal trigger block for all common fire controls from D.
 Diaz by end of February to S. Perniciaro and D. Findlay
- Audit current CA DOJ designs
- Trigger block must allow M7400 to lock bolt open
- Block must not mar gun or fire control
- Regal needs conditional PO by Mid-March
- 2 months delivery from receipt of PO and \$2.95 cost each
- Regal will have block tested by CA DOJ by 6 15 04
- With DOJ approval, all common fire controls converted by 1.1.05
- M700/M7 to cable lock-\$1.63 cost
- R3 Pad on Wood Stocks

OBJECTIVE: Product enhancement

ACTION: Ilion to confirm roll-in to begin Q2 and establish timeline by model.

- Waiting of norbides from S&K
- No RAMAC change
- Start implementation in February 2004

ACTION: Matrix of products to J. Frull and J. Fink from Engineering. R3 Label on 5 pack for identification.

- Will be cataloged in 2005
- Styrofoam Insert in Gun Boxes

OBJECTIVE: Product enhancement

ACTION: Update team on progress.

Two new vendors given drawings

ACTION: Make sure trigger block will fit into new insert

Dimensional Audit

OBJECTIVE: Quality Control

Action: Marketing requests that Ilion conduct a dimensional audit of weights and dimensions of current catalog items to allow Marketing to cross check against catalog.

ILION BASED RIFLE PRODUCTS 2004 New Rifles

Model 700 CDL (Classic Deluxe)

NPR-2004-24 RAMACS(7007,7015,7011,7017,7047,7049,7051,7053)

OBJECTIVE: New Product

Action: Production Status from Ilion

ACTION: WE MUST SHIP CDL'S IN THE FIRST QUARTER!

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 Model Seven Synthetic Stock OBJECTIVE: New Product

ACTION: Samples to Trull at SHOT, determined to go with Polypropylene gray stock. Texturing not great, but will leave as is for now. Marketing direction to proceed with production.

ACTION: Ilion to update on production status

Model 700 204 Ruger

OBJECTIVE: New Product

NPP-2004-36, 37,38 RAMACS 6196 (LV SF), 7467 (VLS), 7527 (ADL SYN) Current on order status is 3,585 pieces (1376- ADL, 1224-VLS, 985- LV SF)

ACTION: Test and Production Status from Ilion

2005 Prospective Ilion New Rifle Programs

- 2005 New Products
 - Model 700 Syn Stock Redesign Status
 - Need sample stocks by Sept 30, 2004
 - May have vendor that will furnish mold to get our business
 - ACTION: D. Diaz to provide design at PTM
 - M700 LV-Custom Foam \$30 savings v. Bell & Carlson
 - Pillar bedded, steel reinforced
 - Weight currently with in ounces of B&O stock, can change weight
 - ACTION: Communicate desire to pursue to purchasing
- Model 700 Special Purpose Synthetic Trull to issue NPP prior to Meeting.
 - Must compete with Tikka and Vanguard
- Update to Varmint Line Review/discuss new concepts. Review McMillan stock designs ACTION: D. Diaz to check intellectual property concerning bedding block in HS Precision stocks

Trull having discussions with H.S. Precision now on how to update the line. It is going to be a difficult sell to steer the market away from the H.S. stock after we have done such a thorough job convincing the market on how great it is. Committing resources to design around it may be an inefficient use of our resources.

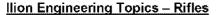
- Model 700 Classic thoughts Any Ideas? 35 Remington?
 - Despite 1979 catalog-308 Win has never been done

Action: Trull to proceed with .308 Win unless Ilion has discovered new information indicating that it has already been done.

- Ultimate Firearms Muzzlelcader Samples received. Need to review and address path forward.
- 700ML Concept
 - Improves 209 Primer ignition
 - Interchangeable barrel that eliminates blow-back
 - Sample to present to customers at SHOT Show

ACTION: J. Trull to report on customer response and plan forward

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Alternative Metal Finish for Stainless Rifles
 OBJECTIVE: Product Enhancement
 Titanium Carbide-Hardest >RC90-\$50
 Zirconium Carbide <RC90-\$29
 Will get samples to test & shoot

ACTION: Marketing to provide direction on color-black or silver. Engineering to have samples and testing started by next meeting.

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 llion.

Action: Engineering to update on status. Can we implement on 7400/7600's?

<u>Ilion Quality Issues - Rifles</u>

Bolt-Action Rifle "Lays Left" Issue

OBJECTIVE: Quality Issue

Action: Engineering and Quality to Provide a brief overview of implementation of corrective action on issues uncovered by team.

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: M700/7 Trigger Pull- Set pull at final assembly to 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ pounds. Ilion engineering to report on implementation at final assembly.

Action: D. Diaz to evaluate fluted firing pin and report status at next meeting.

Model 7400 Improvement Project

OBJECTIVE: Quality Issue

ACTION: Trull must have information to present to customers at IWA. Primarily, what we are doing, why we are doing it and when we will see the changes. Also, how to handle the 150-200 35 Whelen guns that Borchers has in their possession.

Bolt-Action Rifle Torque Settings at Final Assembly

OBJECTIVE: Quality Issue

ACTION: Manufacturing to confirm that processes have been changed at final assembly.

· Manufacturing fine tuning process

Action: Ilion to confirm that all controls are in place by March PTM.

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R&D TOPICS

E-Town Development Topics

Model 597 Performance Improvement

OBJECTIVE: Performance Improvement of 597 Action: Diaz to advise of redesign efforts.

- Different magazine springs & box designs being evaluated
- Should start shooting new boxes week of 2/2.
- Three different boxes .070", .120", .140"

ACTION: Get boxes to J Trull once we have redesigned box

17 Hornady Mach 2 Project

OBJECTIVE: New Product

Action: Discuss M504 strategy and M597 strategy for this new cartridge. Need to have shippable product in the warehouse in September this year.

Model 332 Small Gauge

OBJECTIVE: New Product

Action: Diaz to update on design status. Is 2006 new product likely?

6.8mm Rem SPC Cartridge

OBJECTIVE: New Product:

Action: Diaz & Perniciaro to address expense and timing involved to implement

on 700 LTR and Model Seven

Model 7600 223 Remington

OBJECTIVE: New Product

Action: Diaz to update on DAT status. Guns were received from Ilion. Advise of

anticipated completion date. Colt magazine box to E'Town Issues with stem low

Modified insert by 5°, 400 rounds with no issues Colt is standard but supply is extremely tight

Action: R&D to give status

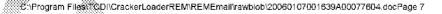
C.A.R. (Centerfire Autoloading Rifle)

OBJECTIVE: New product

Action: Discuss concept and timing

. N.B.A.R. (New Bolt-Action Rifle)

OBJECTIVE: New Product (Long term)
Action: Discuss strategy & timing



MAYFIELD BASED RIFLE PRODUCTS

2004 New Rifle Product - Mayfield

Model 504

OBJECTIVE: New Product

Action: Golemboski to advise of production status.

Problem encountered with left extractor creating a burr in the barrel due to hitting the extractor cut. Will I.D. the problem and correct within one week. Otherwise, production is

coming up to speed.

Action: Will continue to follow at subsequent PTM's.

Model 710 Magnum

OBJECTIVE: New Product

Action: Review status of T&P and build plan. Continuing to struggle with riveted extractors.

Action: Samples at E-Town to test week of 2/16/04

Status needed prior to next PTM

2005 New Rifle Product - Mayfield

Model 504-T LS HB

OBJECTIVE: New Product NPP-2005-03 RAMAC's TBD

Line Extensions to M504 line in 22LR and 17HMR target versions.

Action: Discuss concepts and clarify any issues

Manufacturing and R&D understand the guidelines by Marketing.

Action: Will review stock prototype at SHOT from Boyd's. Will continue to monitor at

next PTM.

Model 710 Steel Received

OBJECTIVE: Product Enhancement

Early 2004 indicators suggest that sprucing up" the line in 2005 will be needed.

Action: Discuss path forward

Action: Team agreed to focus on this after 710 Magnums get into production.

Model 710 Short Action

OBJECTIVE: New Product

Action: Discuss plan of action to introduce .243 Win caliber in M710. True short

action vs. using current action.

Team agreed that if we can make the all steel extruded receiver work, a true short action is a viable product option. Possibly for 2005 if we can get the magnums behind us.

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