

# Firearms Product Team Meeting

7/15/99  
7:00 AM to 4:00 PM  
E-town

Attendees: Ron Bristol, Jay Bunting, Drew Kohler, Jim Rabbia (conf.), John Balio (conf.), Ray Suarez (conf.), Matt Golemboski (conf.), Larry Kipp (conf.), Danny Diaz, Dale Danner, Tommy Millner, Tim Harris

## Agenda

### Business Outlook

Bunting

Discussion: Jay discussed year to date, the month of June and current month performance figures, as well as, an outlook on the remainder of the year's business. Inventories are down, profitability is up and the outlook is positive.

Conclusions: Let's keep the momentum going!

### Marketing Calendar Update

Kohler

#### 1999 Marketing Calendar:

July 26	Riverbend to return samples
July 28	Spring Gun Mailings to customers & salespersons / Customer Service meeting
August 18	Warehouse Audit: AM/ M541, M581 & M99 Review: PM
August 19	Product Team -- changed to Mon
August 31	Set M/710 Program Schedule
September 1	Final Catalog Decisions (EtronX, Ideal, M/700 Composites & M/11-87 Super Mag) Cut-a-ways, CAD drawings, etc. for new products due
September 10	Product Team -- Madison
October 1	Writers, NASGW & Sales Meeting Samples Due (Set #1)
October 19-24	Writer's Seminar
Nov. 13-16	Sales Meeting
November 15	Rcp Samples Due
Nov. 18-21	NASGW
November 29	M/710 Manufacturing Plan Due

December 15 SHOT Show Samples Due (Set #2)

Jan. 17-20, 2000 SHOT Show

**Product Quality & Cost  
Improvement**

**Mayfield**

**M/597 Bolt Handle**

**Golemboski**

Discussion: New samples due in July, testing complete by August 1. –

Conclusions: marketing reviewed and approved new sample with R&D

Action items: R&D will provide Mayfield with the new sample

Action items: Engineering will provide warranty data on bolt handle repairs

Person responsible:

Deadline:

Keeney/Diaz

8/1/99

Golemboski

8/19/99

**Rack Talker**

**Golemboski**

Discussion: Current Inventory? Other applications – M710?

Conclusions: Engineering will continue to proceed with this program in 2000 for the 597.

Person responsible:

Deadline:

Golemboski

**1998 New Products****Mayfield****M/597 Custom Target & Magnum  
Custom Target - NPP-86****Golemboski**

Discussion: Engineering to report on barrel process. Process is complete and is progressing forward.

10 of each SKU (6552 & 6554 respectively) should be built into inventory

	<u>6552</u>	<u>6554</u>
Ready for shipment:	3	12
Ready for test shoot/targeting	12	4
WIP in assembly area	5	
Reworking (John Stairs)		2

Conclusions: Marketing will drop "custom" from description and reposition the guns in 2000.

Action items: Address in 2000 price list and catalog.

Person responsible:

Deadline:

Notify sales of availability.

Kohler

9/1/99

**1999 Special Non-Catalog  
Opportunities****Mayfield****M/597 .22WMR HB****Golemboski**

Discussion: Engineering to provide sample of "heavy sporter" barrel, with larger diameter, for review.

Conclusions: The customer, Lew Horton, does have an interest for this product. The gun will feature a brown laminated stock with a non-tapered, carbon steel heavy BBL in .22WMR. Looking at producing 250 in Sept. and 250 in Nov.

Action items:

Person responsible:

Deadline:

- need to find out if customer will take shipment in Dec. and accept price of \$286 for a minimum of 500 units
- Ensure production schedule can support a shipment in December
- Engineering to produce a "true HVY BBL" with .825 diam. On a brown laminate gun and provide estimate at next PTM.

Bunting

8/19

Bristol/Golemboski

8/19

Golemboski

8/19

**M/597 DU****Golemboski / Kohler**

Discussion: Order for 3,500 (#6574) guns is in the system = order # 257787.

Conclusions: Production schedule is set at 1,750 in Oct. and 1,750 in Nov.

Action items: COMPLETE

Person responsible:

Deadline:

Golemboski

**M/597 NRA****Golemboski / Kohler**

Discussion: Product is set up in system (#6575). Orders in system = #258058, #258061, #258062 Production schedule?

Conclusions: Building in September. Orders in system are correct -- all 725 guns to ship to arrive on 10/15/99. NRA will return the gun initially sent out for photos so that the serial # NRA - 001 can be rolled on barrel.

Action items: Need to check on FFL for shipment of guns in Oct.

Person responsible: Kohler

Deadline:  
8/19/99

**M/597 RMEF****Golemboski / Kohler**

Discussion: Product is set up in system (#6577). Waiting for order from RMEF. Looking for shipment in October.

Conclusions: Todd Cook to work with Matt Golemboski on primer process for magnum style stock (stock with swivel stud holes)

Action items: Matt to send Tarjac Magnum stocks, try a new primer process. Todd & Matt to work w/ Tarjac and decide if stock will need to be primed by Tarjac or elsewhere. "Grip cap status?" Need to ensure "bubbling" issue is resolved and adherence of camo passes scratch test.

Person responsible:

Deadline: 8/19

Cook / Golemboski

**2000 New Product Proposals****Mayfield****M/597 Stainless Sporter****Golemboski**

Discussion: last report 500 pieces scheduled for October and 500 for November. Status? Current schedule is a "GO"

Also discussed a variety of color synthetic stocks from RTP in conjunction with Hansen.

Conclusions: need to select a variety of colors to have 10 samples produced. 5 should be solids / 5 to be "swirled". One of the make ups should be blue and white to represent Univ. of KY colors

Action items: decide on color selection and convey info to vendors

Person responsible: Todd  
Cook, Golemboski, Kohler

Deadline: 8/19

**Product Quality & Cost Improvement**

**Ilion**

**Gun Locks**

**Rabbia**

Discussion: integral lock design for all cross bolt & bolt action CP rifles scheduled to phase in for Nov. 1. Can we have guns for writer's seminar with new locking feature? Need a "marketable" name for new locking system.

Conclusions: current schedule is on track for 11/1/99 implementation. Confirmed writer's seminar guns will be outfitted with safety locking system. Current testing is OK on common fire control, capitol project should be complete by 8/1/99. Starting tooling build for MIM; 1<sup>st</sup> run is OK. Owners manuals should have a fluorescent insert or sticker noting new safety locking system.

<u>Action items:</u>	<u>Person responsible:</u>	<u>Deadline:</u>
supply Diaz drawings for M/710	Rabbia	7/23/99
6 Samples of trigger plate assembly with safety locking system "SLS" and sample of CAD drawings to marketing	Rabbia	9/1/99
decision on how to communicate implementation to customers	Millner/Bristol/Bunting	10/1/99

**Shotgun LOP**

**Rabbia**

Discussion: Decision was made to phase in all M/11-87 Premier, M/11-87 Target, M/11-87 SP, M/1100 Target, M/870 Wingmaster & M/870 Trap stock configurations to 14 1/4" LOP

Question viability on "target guns". Reopened topic to clarify which guns will be altered to 14 1/4" LOP

Conclusions: All walnut M/11-87 Premier, 11-87 Special Purpose and 870 Wingmasters (no target guns affected) will

<u>Action items:</u>	<u>Person responsible:</u>	<u>Deadline:</u>
Phase in above listed guns by October 1999.	Rabbia	9/30/99
Update 2000 catalog specs.	Kohler	9/1/99
Notify marketing what the Classic target guns LOP was from previous models	Rabbia	8/19/99

**Model Seven .260 Rem Accuracy**

**Rabbia**

Discussion: Gallery accuracy data report needed by engineering.

Conclusions: current testing is within specifications

<u>Action items:</u>	<u>Person responsible:</u>	<u>Deadline:</u>
continue to compile data; will review at December PTM	Rabbia	12/15/99

**Choke Tube Concentricity/POI****Rabbia**

Discussion: review status of higher standards for turkey and target barrels

Conclusions: standards have been changed and the new specs are implemented on the "floor" at the plant. New tooling should be ready in the next few weeks.

Action items:

Review progress at next PTM

Person responsible:

Rabbia

Deadline:

8/19/99

**M/11-87 Improvements****Rabbia**

Discussion: fore-end support & integral spring stop scheduled to be phased in for September.

Conclusions: Walnut forearm improvements will be implemented in September and synthetic forearms implemented in October. Note: there isn't a firm commitment on the September date from the tooling vendor.

Action items:

Need marketing support info for catalog, writer's seminar and sales meeting.

Notify Longo in Arms Service of phase-in plan

Create "phase in" plan so as not to strand obsolete parts

Notify Accessories to prepare to upgrade

Inform Consumers to discard old collar when replacing forearm

Person responsible:

Rabbia

Balio

Balio

Kohler

Evans

Deadline:

9/1/99

as implemented

as implemented

8/19/99

as implemented

**M/11-87 Action Spring Tube Plug****Rabbia**

Discussion: capital project is needed for the synthetic part with slot. Fall 1999 phase-in is planned (date?) How are planning on proceeding?

Conclusions: project is submitted and if approved in August, it can be phased in a November/December time frame. Project will reduce cost and enhance performance.

Action items: review at next PTM

Person responsible:

Deadline: 8/19/99

<p><b>M/11-87 3 1/2" SM : POI</b></p> <p><u>Discussion:</u> Point of Impact analysis will be incorporated with testing. DAT is scheduled for late July. How are we proceeding?</p> <p><u>Conclusions:</u> 11-87 3 1/2" SM is being built this week; shooting will commence the last week of July with tests of various types of ammo. Currently on schedule.</p> <p><u>Action items:</u> Engineering will report at August meeting.</p>	<p><b>Rabbia</b></p> <p><u>Person responsible:</u> Rabbia      <u>Deadline:</u> 8/19</p>						
<p><b>Single Shot Youth Shotguns</b></p> <p><u>Discussion:</u> One shot plug = \$0.32 + mold cost of \$11,400. Will one plug work on 20 gauge models? yes Will a "3 shot cut-off" mark on the one shot plug? What are our plans on proceeding?</p> <p><u>Conclusions:</u> still in design mode; project will be submitted after testing is complete; will start with a "one shot plug" - which limits the gun to one round in the chamber - and add die cuts so that if the consumer desires, they can snap the plug at the die cut to create a "three shot plug". Marketing would like to go to market with this product adjustment in 2000.</p> <p><u>Action items:</u> NPP &amp; listing of gun SKU's</p>	<p><b>Rabbia</b></p> <p><u>Person responsible:</u> Kohler      <u>Deadline:</u> 8/19</p>						
<p><b>Alternate Stock Material</b></p> <p><u>Discussion:</u> Engineering will review plan for changing stock material and cover development and evaluation due to cycle times and shrink rates.</p> <p><u>Conclusions:</u> start with short stock</p> <p><u>Action items:</u> Engineering will keep Todd Cook informed of status Purchase enough material for a run in November</p>	<p><b>Rabbia</b></p> <table border="0"> <tr> <td><u>Person responsible:</u></td> <td><u>Deadline:</u></td> </tr> <tr> <td>Rabbia</td> <td>Review 8/19</td> </tr> <tr> <td>Krol</td> <td>Review 8/19</td> </tr> </table>	<u>Person responsible:</u>	<u>Deadline:</u>	Rabbia	Review 8/19	Krol	Review 8/19
<u>Person responsible:</u>	<u>Deadline:</u>						
Rabbia	Review 8/19						
Krol	Review 8/19						
<p><b>Quality: SP10 swivels</b></p> <p><u>Discussion:</u> Front swivel assembly continuously fail. How will issue be addressed? Any plans on implementing a solution?</p> <p><u>Conclusions:</u> If the correction process is implemented satisfactorily, there shouldn't be any issues with guns currently coming off of the line.</p> <p><u>Action items:</u> Consumer Service to provide dated information, including serial #'s</p>	<p><b>Rabbia</b></p> <table border="0"> <tr> <td><u>Person responsible:</u></td> <td><u>Deadline:</u></td> </tr> <tr> <td>Evans/Fink</td> <td>Review 8/19</td> </tr> </table>	<u>Person responsible:</u>	<u>Deadline:</u>	Evans/Fink	Review 8/19		
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Evans/Fink	Review 8/19						

**Quality: 11-87 & 1100 Barrel Fit****Rabbia**

Discussion: barrel alignment has a poor fit to the receiver. Vent rib cuts to the right: gap between VR and receiver is .080 on left and .040 on right. Could be problem with location of barrel guide stud.

Conclusions: There was an issue with the barrel guide stud that was corrected and the rib sweep is now OK.

Action items: Consumer Service should monitor the number of calls they are receiving, as some barrels had the propensity to be cut a little short.

Person responsible:

Evans/Fink

Deadline:

Review 8/19

**Quality: 870 Super Mag Feed & Ejection****Rabbia**

Discussion: daily complaints to Consumer Service of fired 3 1/2" shells not extracting. Also complaints of any shell length not feeding properly from magazine tube.

Any findings? There was an issue with a chamfer cut. The design was changed and extra bench checks were performed for two months.

Conclusions: Arms Service (Jim Hennings) reviewing chamber, shell latches and carrier for the last 6-8 weeks.

Action items: R&D to report on 20 GA in August

Person responsible: Diaz

Deadline: 8/19/99

**1999 New Product Proposals****Ilion****M/700 Composite barrels – NPP-98****Rabbia**

Discussion: review production schedule. .308 is due to be completed by end of July. Not being offered in Spring Gun program. T&P scheduled for August. Are trial and pilot still on schedule? Need to make catalog decision by 9/1/99.

Conclusions: (40) .308's should be complete by the end of July. Also, (69) .22-250's and (43) .223's will be produced. The barrel vendor will be providing more BBL's in August. Considering an alternate source for composite BBL's.

Action items:

Person responsible:

Deadline:

Remove 700 Composite Sendero's from 2000 catalog

Kohler

9/1/99

Customer Service to run open order listing and check with customer to see if they would still want to receive 700 Composite Sendero's in 2000.

Sherrill

8/19/99



### **Slug Barrel Performance w/ New Ammo     Diaz**

Discussion: R&D to report on the performance of new ammo in current and competitive guns. Ilion to provide 20 GA cantilever (per 1994 design) to Lonoke for use in testing. Did this occur? BBL's have shipped to Lonoke for testing

Conclusions: M/870 12GA HVY BBL shooting 3" - 3.2" groups @ 100 yd.

Action items:

R&D to provide ammo group a development schedule.

Provide list of open orders for SPS Super Slug (#4946) and shipment expectations to Bunting

Address results from Balio's findings with customers.

Person responsible:

Diaz

Balio

Sherrill

Deadline:

8/19

8/19

8/19

### **Roll Embellishment – Timeline OU/Trap     Rabbia**

Discussion: review status of Ideal embellishment. 300 Ideal rolls are in hand and samples are being made What is our status of 50<sup>th</sup> Anniversary Classic Trap artwork?

Conclusions: Trap gun art work should be in the week of the 19<sup>th</sup> the rolls should be complete within 3 weeks

October production of Trap guns

### **1999 Special Non-Catalog Opportunities     Ilion**

#### **Model Seven LSS (1999 SHOT Show Special) - NPP 95A     Balio**

Discussion: review production schedule. Initially schedule for late June

Conclusions: currently building .22-250 and 7mm-08

Will be complete in October

### **M/870P – Glaser: NPP-125     Rabbia**

Discussion: Jay to review issues

Conclusions: Glaser wants to fix sights themselves. Letter addressing shield tolerance of +/- .002 was faxed to Glaser.

<b>M/11-87 SPS Combo - ABN</b>  <u>Discussion:</u> 18 units are overdue. Production plans? <u>Conclusions:</u> BBL's are in hand and shipment will be complete this month  <u>Action items:</u> check to ensure customer is receiving original quoted price	<b>Balio</b>  Person responsible: Sherrill <u>Deadline:</u> 8/19
<b>M/7600 Larry Benoit Special</b>  <u>Discussion:</u> did receivers come back from being embellished and when is production scheduled? <u>Conclusions:</u> .30-06 receivers are still at Barron's; customer wants 50 more  <u>Action items:</u> check to ensure 50 more can be feasibly tied into production	<b>Balio</b>  Person responsible: Balio <u>Deadline:</u> 8/19
<b>M/870 Police w/ Davis Pistol Grip Stock: ATF Bid</b>  <u>Discussion:</u> \$698.04=MSP; \$635.22 tax in NET Anticipating 900 units over 3 years; 300 for first year. Looking for order in October/November. <u>Conclusions:</u> : marketing reviewed with sales and sales is willing to give up some Marine Magnums and Wingmasters from future production. Information communicated to production.  <u>Action items:</u> production will work into future scheduling	<b>Bunting</b>  Person responsible: Balio <u>Deadline:</u> as implemented
<b>M/700 BDL SS Ultra Mag Camo</b>  <u>Discussion:</u> RMEF wants to use this as their 2001 Gun of the year. 500 guns to ship in October of 2000 and want payment terms of 1/3 Feb., 1/3 March, 1/3 April. Will we consider doing it as a trade gun and cataloging it? <u>Conclusions:</u> Currently it doesn't appear to be viable to catalog this gun in 2001 <u>Action items:</u> review payment opportunities with Moeller / Nelson	<b>Kohler</b>  Person responsible: Bunting / Kohler <u>Deadline:</u> spring 2000

**M/700 BDL Varmint****Bunting / Rabbia**

Discussion: review feasibility status of utilizing obsolete BDL varmint stocks combined with stainless barrel and blued receiver in .17 Rem caliber.

Conclusions: it appears that we can build approx. 297 in the time frame of November – January under the Spring Gun program.

Action items:Person responsible:Deadline:

NPP &amp; SKU

Kohler

8/19

Ensure the ammo group is continuing to produce .17 Rem ammo

Kohler

8/19

**2000 New Product Proposals****Ilion****M/700 EtronX Varmint - NPP-50A****Rabbia / Diaz**

Discussion: DAT completed July 1? Passed ; 10 guns have 3,000+ rounds fired Transmittal July 15? -> 8/1/99

Safety switch design finalized 7/31. Repeat test w/ 25 new switches. Review matrix and responsibilities.

R&D and Engineering to provide a report (part by part) listing all tasks as well as a complete schedule by July 7. Purchasing to review all purchased components (focus on stock supply)

R&D to provide an updated schedule

Conclusions: misfire rate was below the targeted %. Need to place a collar on the safety switch – concern on how to attach.

Doughnut will be included on the bolt head and we will utilize both vendors. We should keep each vendor specific to a particular caliber so as to track performance. T&P with doughnuts will be from Coors.

Action items:Person responsible:Deadline:

DAT #4

Diaz/Bunting

8/19

R&D and Engineering to provide a report (part by part) listing all tasks as well as a complete schedule

Franz / Nettinger

8/19

Arms Service to develop a service and warranty plan

Longo/Evans

8/19

Need a "capacity study" of all vendors w/ a focus on stocks. What is the capacity upside and lead times

Suarez

7/21

Review capacity to ensure 2400 pieces

Balio

8/19

Decide on how to go to market, i.e. Selling select distributors w/ contracts

Millner/Marketing/Wheaton /Bedore

8/19

Update schedule

Kohler

8/19

<b>M/11-87 Upland Special 23" - NPP-114      Rabbia</b>		
<u>Discussion:</u> Engineering to provide a program schedule. Review matrix.		
<u>Conclusions:</u> currently on schedule. 15 & 15 from T&P are not sellable and will be expensed in November to WIP		
<u>Action items:</u> review accounting of WIP	<u>Person responsible:</u> Longo/Kroll	<u>Deadline:</u> 8/19
<b>M/11-87 SPS 3 1/2"      Rabbia</b>		
<u>Discussion:</u> Engineering to provide a phase in schedule for "add-use" enhancements for the current 3" guns at this meeting. Go / No-go decision for catalog made by 9/1/99.		
Review matrix.		
<u>Conclusions:</u> 11/87 improvements are on schedule. Catalog decision is a GO!		
<u>Action items:</u> review after T&P	<u>Person responsible:</u> Rabbia	<u>Deadline:</u> 8/19
Update schedule	Kohler	8/19
<b>M/870 Wingmaster Super Magnum      Rabbia</b>		
<u>Discussion:</u> New artwork is needed (similar to current Wingmaster). Review responsibility and timeline.		
<u>Conclusions:</u> New M/870 style artwork sample will be ready 9/1/99. T&P will be completed in November. Concerns over the chrome plated port cover and utilizing a 3 1/4" chamber with a LC BBL.		
<u>Action items:</u> Review after T&P	Person responsible: Rabbia	Deadline: 11/15
<b>Model 300 Ideal Field OU (2000) –      Diaz / Orf</b> <b>NPP#91</b>		
<u>Discussion:</u> review scheduled for July 24 in Ilion. Are we ready? New furnace is due in August. – on schedule		
Go / No-go date catalog decision is 9/1/99.		
<u>Conclusions:</u> Embellishment will be reviewed on 7/19. Need 12 shooting samples for marketing on 10/1/99. Rolls should be in house by 12/20/99, if so: produce 50 of each SKU = total 150 guns.		
<u>Action items:</u> Jump the serial # 100 on the production run of #5231 (12 ga/28"). Reserve the first 20 guns for Tommy Millner.	<u>Person responsible:</u> Rabbia	<u>Deadline:</u> as produced



<b>M/7400 2-Shot non-detachable Magazine: Timing</b>		<b>Rabbia</b>
<u>Discussion:</u> have the drawings been provided to Gaston Gravel?		
<u>Conclusions:</u> Gaston would like to include this gun in the Winter Program and at the latest this next year for Revolver.		
<u>Action items:</u> notify Kohler if drawings have been mailed to Gaston	<u>Person responsible:</u> Rabbia	<u>Deadline:</u> 7/22
<b>M/700 .338 Ultra Mag</b>		<b>Rabbia</b>
<u>Discussion:</u> Purchasing to provide a forecast of ammunition needs based on gun production forecast.		
<u>Conclusions:</u> Balio has already emailed Chisnall the projected ammo needs by quarter.		
<u>Action items:</u> Discuss upside of ammo	<u>Person responsible:</u> Bristol	<u>Deadline:</u> 9/1
Provide EtronX forecast to Balio	Bristol	8/19
Review .300 Ultra Mag production plans w/ Chisnall	Kohler	8/19
<b>Sportsman Model 710 (2000 / 2001) - NPP-89</b>		<b>Diaz</b>
<u>Discussion:</u> Program schedule to be set 8/31/99 and manufacturing plan set 11/29/99. Not a 2000 catalog intro. Should be a mid-year introduction.		
<u>Conclusions:</u> DAT to begin 8/1 - 8/23; Bolt plug and stock not included in DAT; A sample gun with a black wooden stock, as opposed to the synthetic version will be ready 9/15 - 9/30		
<u>Action items:</u> between 9/1 - 9/30 need to discuss capabilities.	<u>Person responsible:</u> Rabbia/ Marketing	<u>Deadline:</u> 9/30
Address opportunities and strategy w/ the 'Maris'	Millner	9/30/99
Update schedule	Kohler	8/19
<b>M/700 Police</b>		<b>Rabbia</b>
<u>Discussion:</u> Not cataloging this gun in the 2000 catalog		
<u>Action items:</u> Need to provide a sample of the .300 Ultra Mag for the ICAP show 10/1/99	<u>Person responsible:</u> Rabbia	<u>Deadline:</u> 10/1/99

**M/700 BDL SS Fluted w/ Over Molded Bunting Stock**

Discussion: Special make-up for Go Sportsmen / AcuSport

Conclusions: Reviewed Hogue stock (\$29) and approved. We can't manufacture this in Magnum caliber's but, long actions are OK. Consider for SHOT show special.

Action items: Memo covering price, availability, time line and non-magnum caliber's to Maschmedt

Person responsible: Bunting Deadline: 8/19

Provide samples for 7/20 review

Rabbia 7/20

Review current wholesale pricing

Kohler 8/19/99

**M/11-87 & M/870 SPS-T RS/TG Rabbia**

Discussion: Samples were reviewed, approved and sent to Riverbend for photographing the Spring Gun flyer. Guns sent on plant pass and Riverbend to return by 7/26

Conclusions: both guns to be included in Spring Gun flyer and program

Action items:

Person responsible: Deadline:

Costing break out needed for excise tax purposes

Rabbia/Fitzer 7/23

NPP's are needed with volumes

Kohler 8/19

**M/11-87 & M/870 Super Mag SPS-T Rabbia  
Camo CL/RD**

Discussion: Samples were reviewed, approved and sent to Riverbend for photographing the Spring Gun flyer. Guns sent on plant pass and Riverbend to return by 7/26

Conclusions: both guns to be included in Spring Gun flyer and program

Action items:

Person responsible: Deadline:

Costing break out needed for excise tax purposes

Rabbia/Fitzer 7/23

Provide pattern performance data on TruGlo ported tube and current Rem turkey tubes

Rabbia 8/19

NPP's are needed with volumes

Kohler 8/19

<b>Product Support: 2000 Writer's Seminar / 2000 Sales Meeting</b>		<b>Bunting</b>
<p><u>Discussion:</u> CAD drawings, cut-a-ways. Items needed to enhance a writer's seminar &amp; sales meeting portfolio of new products. (300 Ideal, M/11-87 Super Mag, EtronX, Safety Locking System, etc.)</p> <p><u>Conclusions:</u> Information to consist of but, not limited to: CAD drawings, cut-a-way models, lock times, graphs, charts, pictorials, etc.)</p> <p><u>Action items:</u></p>		
Provide informative materials to marketing as they are acquired	Person responsible: Diaz/Rabbia	Deadline: 9/1/99
<b>2001 + New product Proposals Ilion</b>		
<b>M/581 &amp; M/541-T Re-Style : NPP-65</b>		<b>Rabbia</b>
<p><u>Discussion:</u> This program has been moved to 2001 due to resource allocation.</p> <p><u>Conclusions:</u> A manufacturing plan addressing capital expenditures needs to be prepared by 9/1</p>		
Action items: .22 WMR and new magazine box development	Person responsible: Diaz	Deadline: 9/9/99
.22 LR and new synthetic stock offerings	Rabbia	9/9/99
Review manufacturing plan and status of .22 WMR on 9/9 3:00 - 5:00	Rabbia/Diaz/Marketing	9/9/99
<b>Sportsman Model 99HS Single Barrel Shotgun</b>		<b>Diaz</b>
<p><u>Discussion:</u> Review gun and shooting functionality</p> <p><u>Conclusions:</u> Tested w/ 4 proof rounds and results were good. EET &amp; DAT will be completed by 9/1/99.</p>		
Action items: Review 9/9 1:00 - 3:00	Person responsible: Diaz	Deadline: 9/9/99



**New Autoloading Shotgun (NAS) -  
Synthetic Stock 2001 - NPP-90**

**Diaz**

Discussion: Review gun and shooting functionality.

Conclusions: There are still a few issues with the integral balancing of the springs and the extraction of 3" and 3 1/2" shells.

Action items: complete DAT

Person responsible: Diaz

Deadline: Oct.

Transmit

Diaz

Nov.

Update schedule

Kohler

8/19

**Model 300 - Target OU (2001/2002) -  
NPP-91**

**Bunting**

Discussion: The success of the target version of the M/300 OU is contingent on the success of the field guns.

Conclusions: need to review the target guns specifications. The first model to work on should be a Trap model with Sporting Clays and Skeet models to follow.

Action items: check on NPP for 2001

Person responsible: Kohler

Deadline: 8/19

Review and report on progress.

Bunting

8/19

**M/700 EtronX Hunting - NPP -TBD**

**Diaz**

Discussion: review feasibility and opportunity for line extension.

Conclusions: R&D is still working on the miniaturization process but this could provide an opportunity to get us into ASIC. Consider some of the following: a round sensor, provisions for geometric sensors, PIN access coding, trigger pull adjustment, drop sensors, magnetic recognition.

Action items: what other products can this type of technology be applied to

Person responsible: Diaz

Deadline: 8/19

<b><u>Deleted Products Review</u></b>	<b><u>Ilion</u></b>
<b>M/1100 Special Field</b> <b>Balio</b> <p>Conclusions: New model 1100 will replace the older model 1100 Special field.</p> <p>Action items: Person responsible: Deadline:</p>	
<b>M/700 Police DM</b> <b>Balio</b> <p>Conclusions: Arms Service will get the stocks they need and no parts will be stranded</p> <p>Action items: Person responsible: Deadline:</p>	
<b>M/11-87 Trap, Skeet, SC</b> <b>Balio</b> <p>Discussion: the new models of these guns will replace the existing models and no parts should be stranded</p> <p>Conclusions: Consider using the Trap Extra Full (if it has the same constriction) as a Full/Lead shot only. The Trap Super Full could be remarked and marketed as a specialized turkey choke</p> <p>Action items: check on feasibility of remarking chokes Person responsible: Fitzer Deadline: 8/19</p>	
<b>M/870 Trap</b> <b>Balio</b> <p>Discussion: "bait &amp; switch" older version gun with new gun</p> <p>Conclusions: no product/parts should be stranded</p> <p>Action items: Person responsible: Deadline:</p>	
<b>XP-100R</b> <b>Balio</b> <p><u>Discussion:</u> currently there are 690 stocks in inventory</p> <p><u>Conclusions:</u> try to sell this product to AcuSport as a stainless steel barrel w/ carbon receiver under the Spring Gun program terms. Product would be built in the November – February time frame.</p> <p><u>Action items:</u> discuss feasibility with sales Person responsible: Bunting Deadline: 8/19/99</p>	

**Peerless / M/396****Balio**

Discussion: K&T machine is being moved

Conclusions: There are currently only 19 barrels. 30 – 40 28" BBL's will be built in September

Action items:

Person responsible:

Deadline:

How many BBL's will be built in Oct. – December?

Balio

8/19

Decide on the total # of BBL's that we'll build / BBL length.

Balio

8/19

Contact customers to see if they accept a 28" BBL vs. what they currently have on order.

Sherrill

8/19

**M/11-96****Balio**

Discussion: There will be approximately 2700 stocks and fore-ends stranded

Conclusions: Consider using as a SHOT show special

Action items: Marketing to address for SHOT show

Person responsible:  
Kohler/Bunting

Deadline: 8/19