

Sales presented the results of their consideration of the DED proposal. They found three possible courses of action:

- (1) Adopt the Power Cone design immediately as an A grade gun. This was considered unacceptable because it would: (a) give us three separate autoloading shotguns in the line at once - the Sportsman-48, the Sportsman-58A (Power Cone), and the Sportsman-58ADL (Dial-A-Matic); and (b) it would identify the Power Cone with the least expensive grade and make it difficult to introduce this feature in the ADL grade should it prove popular.
- (2) Plan to introduce the Power Cone in 12, 16, and 20 gauges on January 1, 1957, replacing the Dial-A-Matic design. It is questionable whether the development could be completed in time, and present enthusiasm for the Dial-A-Matic gun indicates that it should be retained in the line for more than one year.
- (3) Plan to announce autoloading shotguns with the Power Cone design in 12, 16, and 20 gauges on January 1, 1958, replacing Dial-A-Matic design. This program seems most reasonable to Sales. It was pointed out, however, that, if the Power Cone development in 12 gauge is completed, earlier announcement would be possible should some unexpected difficulty arise with the Dial-A-Matic design.

It is presently believed by Sales that the carrier latch feature is distinctive and will become quite popular. Unless some weakness or difficulty develops, they doubt that they will be willing to drop this feature by January 1, 1958. They therefore anticipate the introduction of the Power Cone with the present carrier latch, even though they recognize that this will not lead to a cost reduction.

In urging adoption of an alternate bolt release, DED pointed out that estimates made by Methods and Standards at Ilion indicate that adoption of the magazine follower release would save \$2.90 per gun, or of the side latch, \$2.38. Sales is agreeable to reconsidering this possibility next winter after one hunting season's experience with the present design. DED was requested to complete a gun having the Power Cone and the present carrier latch.