

As a result of complaints which have been received on the 11-48 in the small gauges, the loading area will be increased to about that of the 12 gauge gun.

The original assignment of Research and Development was to complete the design work in both the Sportsman-58 and the Model 870, but with model work being done on the Sportsman-58. Since the last meeting, the Sales Department has completed a survey of its field force, with the result that interest now centers in the Model 870 and Sales has requested that model emphasis be changed from the Sportsman-58 to the Model 870. However, Research and Development points out that functioning in the autoloader is more critical than in the slide action gun, and they are therefore continuing model manufacture in the Sportsman-58. Research management will be advised that an additional \$2,500 will be required to produce a Model 870 as requested by Sales. It is now expected that a shooting model of the Sportsman-58 in 410 gauge will be available approximately November 15.

The changed position of the Sales Department would result in the adoption of Plan 1 (retention of the small gauges in the 11-48 and introduction in the Model 870 - see attachment to Arms Minute No. 6, 1957), rather than Plan 4 previously recommended. They have advised the Operations Committee that the forecast for the small gauges would then be as follows:

	<u>First Year</u>	<u>Normal Year</u>
Model 11-48	3,000	3,000
Model 870	10,000	7,500

D. E. Miller pointed out that this raises several questions concerning the expected eventual retirement of the Model 11-48, on which sales seem to be dropping off as the Sportsman-58 gains in popularity. Obsolescence of the Model 11-48 and Sportsman-48 would leave us without a 5-shot autoloader, and without an autoloader in 28 and 410 gauges. The Sales Department was requested to consider these problems and make recommendations concerning the long-range shotgun line.

The new forecast figures referred to above are reduced considerably from those used in preparing the economics attached to Minute No. 6, and it will therefore be necessary to revise these economics. In order to permit proper comparisons, the Sales Department was requested to submit revised forecasts for Plans 2, 3, and 4, for use by the Treasurer's Department in preparing the revision. This they agreed to do promptly.