

Ilion Minute No. 4, 1959

OPTIMUM BARREL LENGTHS FOR FIREARMS - Continued

The Sales Department intends to obtain a field reaction to addition of a boys' rifle to our line. This item will be carried under separate title in future agenda.

DEFERRED ITEMS

MODEL 878 AUTOMASTER 16 and 20 GAUGE GUNS

In response to a Research & Development Department request for definition of further work to be done on 16 and 20 gauge guns in Model 878, the Sales Department stated their position as follows:

1. In order to achieve forecasted sales of the Model 878, it will be necessary to add 16 and 20 gauge guns to the line. However, the Sales Department is apprehensive about expanding the Model 878 offerings until at least one hunting season experience indicates that the Model 878 is substantially free of functional difficulties.
2. Consideration has been given to increasing grade offerings as well as gauge offerings, with concurrent consolidation of the Sportsman 58 and the Model 878 into one line, but again the Sales Department considers that functional superiority of the Model 878 must be demonstrated first by field experience. There would be no merit in increasing Model 878 offerings and then finding that Sportsman 58 functional problems are inherent in the amplified line.

In response to a Sales Department question, the Plant stated that while current production Model 878 guns show better malfunction rates than the present Sportsman 58 guns, the difference in malfunction rates is not considered significant. The Research & Development Department commented that first production of the Sportsman 58 was as good as current Model 878 production in malfunction rates.

The Plant feels that it is imperative for us to reduce our model offerings and generally simplify our line for the benefit of the jobber and distributor. The Committee generally agrees that this is necessary. It is the sense of the Committee that offering comparable A and DL grades in both the Model 878 and Sportsman 58 could not be justified.

There is no Committee action on 16 and 20 gauge Model 878 guns, at this time. The Sales Department will continue study of this question.

The item will be retained in the agenda.