

MODEL 700 BANTAMWEIGHT (con't)

The Sales Department considers the dullness of the proposed finish to be a detriment to appearance which outweighs the 10-20% increase in corrosion resistance.

Sales Price and Factory Cost - Bantamweight Rifle

The Sales Department emphasized the importance of maintaining the proposed \$85.00 selling price for this item. It is felt that the rifle must compete directly in price with a plurality of hunting rifles in the \$85.00 range. Research & Development reports that material savings and use of the Model 500 stock blank indicate a factory profit of approximately 20%, on the basis of an \$85.00 list price. Preliminary cost figures are being formalized for submission to the Committee.

Appearance

Appearance features of the rifle and related pistol have not yet been finally resolved. It was agreed that the Sales and Research & Development Departments will formalize appearance features as soon as possible.

Release of Design

Research & Development reports that 85% of design drawings will be released to the Plant on January 17, 1962. Complete release of drawings is scheduled for February 1, 1962.

Project

The Project relative to these related items is in preparation and will be completed during the week of February 21. The Sales Department emphasizes that rifle forecast figures given for project preparation include the 30 Win. Caliber. If this Caliber is not to be available in 1963, forecast figures are subject to revision.

Scheduling

The controlling factors in scheduling of these items are the work effort required for January 1, 1963 introduction of several other models; the lead time necessary for molds for the XP-700 pistol stock; and the equipment required for the fabrication of the wood rifle stock. At the present time, a January 1, 1963 announcement date appears feasible for the XP-700 pistol, but long delivery dates for rifle stock manufacturing equipment indicate a completion date for the rifle which is several months into 1963. The Sales Department feels that April, 1963 is the latest practical date for announcement of this rifle.