

In view of the low cost objective, the use of a nylon stock as opposed to wood was questioned. Research and Development feels that a nylon or other polymer material stock will be least expensive. Current experience for long stocks is that wood and nylon is about a stand-off with the trend being toward nylon becoming the lower cost of the two. The cost estimate for the rolling block rifle indicated a nylon stock cost less than wood. This was based on molding the butt stock as well as the fore-end in one piece, eliminating the welding operation.

The impact of a nylon stock for the low cost rifle on the higher quality position of the Nylon 10, 11, and 12 was also questioned. It was felt that this problem could be overcome. In addition it may be possible to use "Delrin" acetal resin or some other polymer in place of nylon. "Delrin" is also about \$.40 per pound cheaper than nylon, equivalent to about \$.25 less material cost for a two piece stock. Additional development time would probably be required to use a new material for the stock. 83

The Sales Department emphasized that to realize the projected 45,000 per year volume, the low selling price and adequate sales appeal at that selling price must be realized. They questioned the appeal of a rolling block rifle and whether a Model 514 re-stocked in nylon would have more sales appeal. The question of a long, one piece stock versus the proposed two piece stock (butt stock and fore-end) was also raised. In answer to these, the events leading to the rolling block design were reviewed. Engineering investigation had indicated that a bolt action rifle can not be manufactured at sufficiently low cost to make money at \$20.95 retail price. The Model 514 is an example of this wherein the low cost manufacturing method established for this model still results in an operating loss. The investigation turned to the rolling block in view of its simplicity and related low manufacturing cost potential. Obtaining sufficient sales appeal will depend on the adeptness of the designers and the Sales Department's analysis of how this will be accepted. An appearance sample is needed to answer these questions.

The Committee requested that in order to answer questions on which direction model work should proceed, the preliminary economics should be up-dated based on the following alternatives and presented to the next meeting:

Straight stock and fore-end

Modern stock and fore-end

Long stock versus two piece stock

"Derlin" versus nylon stock material