

XR SERIES BOLT ACTION LINE

J. J. Callahan, Director of Sales Research and Services, gave a comprehensive explanation of the market survey that is being conducted. Remington's position with regards to Rim Fire, Center Fire and Shotguns, and the areas in which Remington does not have guns to compete in the market, as well as the potential of the gun market, was indicated. The data provides a guide to R & D and the Ilion Plant Management for future gun development. The Sales study is continuing. It is indicated that the program in addition to the distribution aspects will provide information for future planning as follows:

- . Gun replacements needed in 3 - 5 - 10 years
- . Features that appeal to shooters
- . Study of domestic and foreign distribution

A review was made of the XR Series Bolt Action Line with economics based on a high spot estimate of the proposed R & D designs. Attached charts cover:

Table III	Model replacement
Table IV	Introduction schedule
Table V	Estimated expenditures
Charts VI through IX are on a "cash" basis	
Table VI	Basis for recommending discontinuance of the Model 514 Bolt Action Rifle
Table VII	Rim Fire, Center Fire, combination of Rim Fire plus Center Fire, Shotguns and combination of Rim Fire plus Center Fire and Shotguns estimate of additional earnings and return on investment
Table VIII	Comparison of additional earnings and return on investment on the low and high range volumes projected by Sales
Table IX	Graphs indicating the effect of a 10 % increase or decrease in product cost on cash net earnings and return on investment