

TELESCOPES AND MOUNTS - contd.

Initial offering of four fixed power scopes plus mounts is proposed.

R & D is preparing a project for Management approval.

The Operations Committee discussed several of the aspects of entering the scope and mount field and the potential market. Before approving the proposal, Management will need information on such items as method of distribution, effect on present scope manufacturers and their relationship with Remington, and other significant effects. Marketing and R & D are to provide this information.

Whether the manufacture of scopes would, at a later date, be transferred to the plant would largely depend on the annual volume. Treasury has requested data on the estimated plant costs to manufacture scopes for comparison.

R & D believes that in the future development of rifles, optical sights could be built in as part of the design. In this connection, knowledge gained through contacts with the American Optical Company (proposed suppliers of optics for the proposed scopes) will be of considerable value.

ARMS DEVELOPMENT PROGRAM

R & D gave a high spot review of future arms developments now under study. In order that the Operations Committee be kept advised of the program, it is planned that at the January and July meetings, R & D give a report on the various programs and status.

There are development programs for new products. Marketing must also keep R & D informed on the current needs to meet customer demands and competition.