

Committee Comments and Discussion: contd.

Research budget restrictions have limited the design investigation for an over and under Model 32 shotgun. High spot estimates made by R & D indicate that the return based on forecast sales and selling price does not make this venture profitable even though costs are more favorable with the N/C equipment. Further reviews will be made with Marketing. Another program that has been side-tracked for the present is replacement of the Model 742 and 760 center fire rifles.

In the discussion of what the customer wants, the two main items were reduced recoil and flatter trajectory of bullets. Styling and unconventional designs such as the Nylon 66 have to be developed by Research. The customers and field force provide information on improvements in current products to improve acceptability.

In a general review of the presentation, it was pointed out that each phase has to be evaluated and justified as soon as preliminary development is completed. The objective is not what can be produced but what will produce now and for the future a better product for the customer at a satisfactory return for Remington.

The second presentation by the Manager of Custom Firearms Development covered the current operations of the Custom Gun Shop and possible shorter range programs.

Exhibit 6 covers the growth of the custom gun, pressure Barrel and special military work. These operations were explained. Work on custom rifles is generally special for each order and is not started until an order is received.