

TRAPS - contd.MODEL 100T AND 200S TRAPS - contd.

Marketing reviewed charts of the estimated national sales units, estimated clay target shipments and inanimate shooting projected through 1973. The projected sales by Remington show a decrease in market percentage and a loss in factory costs.

The attached Exhibit 3 covers the Marketing proposal for the Model 100T and 200S Autoloading Traps and the recommendations which are:

1. Effective at once, the manufacture of the Model 100T and 200S Autoloading Traps be discontinued.
2. Repair parts be kept on hand for these models approximately eight (8) years.
3. Establish a Tournament Trap Development Program.

Marketing then outlined Exhibit 4, the desired specifications for a tournament trap. Any new development should include a trap as well as a skeet model. It was indicated that trap sales of a new model meeting the specifications would be five hundred (500) the first year. Any new trap would have to use modern manufacturing processes to produce interchangeable parts for field replacement.

In the discussion of methods of approaching the development, the possibility of copying competition and using foreign manufacture was suggested:

Committee Action:

The Operations Committee recommends General Management approval to discontinue the manufacture of the Model 100T and 200S automatic traps. The closeout is to be handled by Marketing and the Ilion Plant. Repair parts are to be maintained for eight (8) years.