

SHOTGUNS - contd.THE 3200 SHOTGUN
(Introduction 1973)

Marketing reviewed The 3200 Shotgun Marketing Plan. Details are in Exhibit 1. In discussion of this plan, Marketing was requested to consider announcing the 1 of 1000 trap gun along with the original announcement of The 3200 Shotgun and state when it is to be available. Marketing is considering having the preview of The 3200 Shotgun at Ilion for the gun writers. After this, they would go to Remington Farms for shooting.

Production reported that the trial and pilot operations on The 3200 Shotgun have now reached the "Frame Assembly Complete" on the critical path schedule. The goal is to complete these nine operations in July and it appears that this will be done. The total number of trial and pilot operations completed is on schedule. It is expected that testing of production field grade guns will start in September.

B Grade wood is available for 7500 guns per year and this will increase factory cost of the trap gun \$27.98. In the project economics for The 3200 Shotgun, costs included only A Grade wood as specified at that time. It is now indicated that all trap guns will be B Grade wood. This changes the economics significantly. Clarification of the use of B Grade wood is needed.

The first N/C checkering machine, controller and tooling are scheduled for delivery to Ilion in July.

Design of tooling for N/C engraving of the 1 of 1000 trap guns will be completed in July. Tooling, engraving machine and controller are scheduled for delivery to Ilion in November.

Two significant developments have occurred since authorization of Project AD3200-4 that make it necessary to review economics. First is the addition of the 1 of 1000 trap guns and second is the consideration being given to changing wood specifications from A Grade to B Grade for the regular grade trap gun.