

CENTER FIRE RIFLES - contd.MODEL 700 BOLT ACTION CENTER FIRE RIFLE - IMPROVEMENTS - contd.

2. Is cut checkering going to have as significant an effect on sales as indicated? Marketing believes that it will.
3. \$186,000 excess capital will have to be spent to provide a January, 1974 introduction as compared to a June, 1974 or January, 1975 introduction. Is this justified?

If the January, 1974 introduction is to be accomplished, time is extremely important. The following are to be completed as soon as possible:

1. Submit the preliminary appropriation request to Management now. Include as much information as is available on the total project cost.
2. Prepare the project for the improvements including cut checkering Alternative 2 (Exhibit 3).
3. Review the effect on sales of delaying the introduction of the BDL rifle until June, 1974. Also determine the effect of introducing both the ADL and BDL cut checkering in January, 1975.

NEW REAR SIGHT - MODELS 700, 742, 760
1100 DEER GUN AND 870 DEER GUN "BRUSHMASTER"

Production reported that trial and pilot operations on the new Rear Sight will start the week of October 16. It is expected that production will start the week of December 11. Introduction of the new Rear Sight will be on the Model 700 left hand rifle followed by the Model 700 right hand.