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J.F.CraigARMS PRODUCTS COMMITTEE MINUTEMARCH 20, 1942SUBJECT: MODEL 720 - IMPROVEMENT IN STOCK FINISH

We have heard complaints that our Model 720 stock finish does not compare favorably with competition. A sample gun with improved finish was submitted to the Technical Planning Committee February 12. That Committee recommended a proposal for Products Committee consideration and approval.

The improved finish was accomplished by the addition of a hand sanding operation and an additional coat of lacquer. The additional commercial cost is \$.24½ per gun; based on normal burden and normal forecast, economics are as follows:

	<u>Present Finish</u>	<u>Proposed Finish</u>
Commercial Cost	\$60.06	\$60.30
Net Selling, less 5% and 2%	42.85	42.85
Loss per gun	17.21	17.45
Normal Year's Forecast		2,000
Annual Loss	\$34,420	\$34,900

APC DECISION:

The proposed finish is NOT approved for present production.

It is recognized, however, that the improvement is a desirable one and should be reconsidered later. The