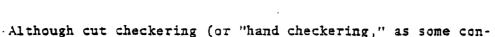
## BARBER - PRESALE R 0109224



sumers call it) is preferred over pressed checkering, most would rather have the latter than no checkering at all:

> "Pressed checkering doesn't have as sharp edges as cut, but it's better than nothing."

The majority of respondents acknowledge that they are willing to pay extra for checkering, with responses falling between the \$15.00 - \$20.00 range, or 10% of the price of the gun. They do feel, however, that machine or pressed checkering should be cheaper than cut checkering.

Of the two prototypes with checkering, Models T and Q, there is a preference, though not an overwhelming one, for Model Q -the one whose checkering runs underneath the fore-end:

> "This is the first one I've seen with checkering all the way around - I like it."

## Wood Color

Model V, which is walnut, is clearly the conclusive favorite. The majority of the sample perceive walnut as the only good wood for a gun, especially any high quality gun:

> "If it's not black walnut, to a real enthusiast, it's a low quality gun."

Others feel it's not so much the goodness of walnut but the badness of birch (Models Q, T, M and R). However, the tone and "flavor" of some of the responses on this issue suggest that consumers would pay less attention to it in the "real world."

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