

MBAR TESTING
MARKET RESEARCH

QUESTIONNAIRE BOOKLET

Name Randy
City Phoenix
Date 8-11-85
Time 8:00

For each specific feature listed below, please place the appropriate model letter (Q, R, S, T, or M) in the proper space on the left hand side of the page ("Before Discussion"), according to which model you like best with respect to that particular feature, and also which you like least.

1. STOCK STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best S" R" Q" S

Like least _____

S - good, rounded too skinny pistol grip
 R - good cheekpiece, drop at heel
 Q - good fit (BDL)
 T -

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

2. RECEIVER STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

T - BDL
 Q - round metal mts
 R - octagonal rec
 S - oct. int. mts

mount issue not more imp. than

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

3. BARREL STYLES (Q, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

T - slim, smooth

Q - std contour

S - slim hammer

Self recoil higher on H. bb
barrel whipAFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

hammer makes - moisture
esthetic - cleanliness better
marked - too much reflection

4. FLOOR PLATE/MAGAZINE STYLES (R OR T)

BEFORE DISCUSSION

Like best _____

R - detachable (6)

T - floorplate (4) smoother lines (quick clip)

detachable safer, easier to unbarrel (not attractive)

Floorplate messy, shells go everywhere

clip - can carry various loads conveniently

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

5. BOLT LOCK STYLES (R, M, OR T)

- a. Do you prefer a gun with a bolt lock that locks in both the "safe" and "fire" positions...or a bolt lock that locks when the gun's safety is in the safe position but is open in the "fire" position...or no bolt lock at all? (CHECK ONE IN LEFT HAND COLUMN BELOW)

BEFORE DISCUSSION

- () Prefer a bolt lock that locks ^{automatically} in both the "safe" and "fire" positions ~~but can be manually unlocked~~
- 4 () Prefer a bolt lock that locks in the "safe" position but is open in the "fire" position
- 6 () Prefer no bolt lock at all

R-

M-
J-

no lock - not used, not used to it, confusing.
- shouldn't have sand in chamber.

AFTER DISCUSSION

- () Prefer a bolt lock that locks in both the "safe" and "fire" positions
- () Prefer a bolt lock that locks in the "safe" position but is open in the "fire" position
- () Prefer no bolt lock at all

If preference changed, explain briefly:

- b. Which placement location of the bolt lock do you prefer? (CHECK ONE)

BEFORE DISCUSSION

- () As on Model M
- () As on Model R

R- Bolt Plug - too weak (good-on-bolt)

M- Side Tang - too close to safety

both are confusing

AFTER DISCUSSION

- () As on Model M
- () As on Model R

If preference changed, explain briefly:

6. BOLT RELEASE LOCATION (Q OR S)

BEFORE DISCUSSIONLike best S Q-2

Q - Std. BDL

S - Lt. Side tang.

BDL location to close to trigger and mag release.

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

7. BOLT PLUG STYLES (R, S, T, OR M)

- a. Given the option, do you prefer an exposed bolt plug or an enclosed bolt plug? (CHECK ONE)

BEFORE DISCUSSION☒ () Prefer exposed bolt plug (T)☒ () Prefer enclosed bolt plug (R, S, OR M)

exposed - cocking indicator

enclosed - safety's sake but mentioned no cocking indicator looks better

AFTER DISCUSSION

() Prefer exposed bolt plug (T)

() Prefer enclosed bolt plug (R, S, OR M)

If preference changed, explain briefly:

b. Which enclosed bolt plug do you like best? least?

BEFORE DISCUSSION

Like best M-4 R S

Like least _____

M ~~E~~ Std. enclosed (BRN style)

R - scalloped, thick, short.

~~S~~ - slender, scalloped

M "knurled strong"

"cover edges of receiver to deflect gas."

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

B. BOLT HANDLE STYLES (Q, R, S, T, OR M)

BEFORE DISCUSSION

Like best M

Like least S-7

M - knurled

S - faceted - similar to knurled - positive grip - day old drugs!

T - bead drop

Hanlicher

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

9. SAFETY LOCATION (R OR S)

BEFORE DISCUSSION

Like best R-8 S-2

R- Side tang

S- Center Rear

too small

pistol grip is where you carry
gun, can push off easily
(but not recessed)

not detented !!

^{center}
tang Safe too far rear
to be effective

in carry hand covers
safe

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

MARKET CLASSIFICATION INFORMATION

1. What is the brand and model of your bolt action, center fire rifle(s)?

2. How many days in the past 12 months have you hunted with a bolt action center fire rifle?

3. Overall, how many guns (of any/all types) do you own? _____

4. What is the last grade of school you attended?

- ☐ High school graduate or less
☐ Some college
☐ College graduate or more
☐ Technical/trade school

5. What is your occupation?

_____ in _____ ☐ part-time
occupation business or industry ☐ full-time

6. Which category below represents your total annual family income?

- ☐ Under \$10,000
☐ \$10,000 - \$19,999
☐ \$20,000 - \$29,999
☐ \$30,000 or over

Thanks very much for your cooperation.



8:00 P 2-12-85 Denver

- ① Stock Styles - all to short for is A.R.
 to short for today's male
 S - recoil pad, small fore-grip, good pistol grip, shouldered well
 R - quality, more cuts (sculptured)
 Q - feel, biggest grip, good i grip, flat bottom foreend

Least T - small grip, looks rifle
 checkpiece needed for scoped rifles
 all use scopes

② Receiver Styles

- Q rd. w/ mounts See over Rd.
 S - integral mounts more reliable (from one who has both)
 looks stronger, cost advantage
 T - prefer plain sand, cleaner sand

Least

T-BM, need base and mounts

S Best T worst → Better Customer...



3 Barrel Styles

Best 5 - hammered, tapered, look good, new more massive hb) has less kick

Q - heavier hb, slim barrel leather, walks

1 - lightest easiest to carry
 worst Q - too heavy

5 - glove is problem

as cosmetic feature → not interested
 as functional imp → interested!

both
 grips
 bite.

"if they could taper down a hb and make it light I'd buy it." (again functional)

4 Magazines

Best floorplate 1 - sleeker

detachable 7 - carry 2, more convenient, quicker
 easier with gloves, faster

Cost

floorplate "loading must create at thru chamber to
 unload

floorplate - loose shells rattle, deform

detachable - bulges, but is functional, ok



⑤ BOLT LOCK

a) 5 ^{count} 2-1 age for youth, does not deter

2 2-1 (lock in both is redundant, bolt that unlocks is on fire like old BDL)

1 3-1 habit but different story for kids

purpose is safety feature

snags in brush is an imp. need for bolt lock

b) location

M - side fang - passer needed w/ thumb 6 count
does present a problem w/ this design

R - bolt neg. easier to operate

likes bolt lock but not extra mechanism



⑥ Bolt Release

- S - Side tang - easier, can snag, gets in way accidents
more control of rifle
- Q - easier, natural grip, problem w/ gloves
hidden out of the way (good)
deliberate motion req'd - too close to trigger

⑦ Bolt Plug exposed/non

- a) enclosed ~~exposed~~ - keep it clean

exposed - visual check, ~~exposed~~ but gets dirty, freeze up
easier to oil

- b) { S - slender scalloped least
- { R - ~~best~~ thick, best
- 7 { M - std rand
- cosmetic only



8 Bolt knob - all must clear scope

Tall knurled - all like knurled (7 vs 9)

S. least - excited slippery gives problem
small

M - large

Q & R. Round no details, likes better, no core for knurled sort.

9 Safety Location

R. - side tang wins 6 vs 2.

S - tang safety too far rear, unnatural, •

quietness important

8:00 2-13-85

Ed 700 243

SC Saks 243

" 270

Westerly 270 Hog

Paul ^{old} no make 3006

Don 700 243

Ross 660 6mm

Mauldier 7mm Hog

70 06

Bobby Salvage 300

243

Gary 700 06

Sean Smith Moser 8mm

Joe 70 308

Frank 70 3006

700 308

Houston

8:00 2-13-85

① Best

① 3 - long slender styling

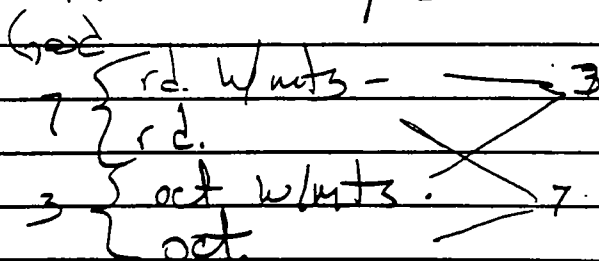
② ③ - good grip for big hand, recoil pad, no sling swivel studs.

④ - Drop (Monte Carlo), pistol grip, width of forend

least^{no} recoil pad is a detriment

⑤ T & R all similar, not much diff.

② Receiver Styles

~~Bar~~

integral nuts are sturdier

hex receiver reflects, pretty not functional

hex unique, different, glare not big factor

③ Barrel Styles

T- MR Flam

S- MR Hammered ^{bar} ~~glitter~~, like looks, won't reflect

Q- BDX plain - dd fashioned, heavier, won't whip
less kick, won't heat up as fast

didn't care about hammer marks
cosmetics not imp. function only
hammered does not follow rest of gun, not
smooth, graceful, does not complement gun

④ Floorplate - toss-up mentioned

② Floorplate tradition, don't forget

③ clip - can carry extra

^{Floorplate}
1 ~~clip~~ user chose clip

not a make or break issue

⑤ a) Bolt Lock

① 1. Safety must do it manually - bad because ^{when} ~~of~~ he checks bolt handle to determine safety position

② 2 - can unlock on safe

3

b) Side tang ③ fits better perceived good design. nothing will go wrong

bolt plug - ⑦

⑥ Bolt Release

B.D.L. - ~~chop~~

side tang - ^{seam} chop

7. a) enclosed - new, different, keep elements ext.

exposed ② - tradition, cocking indicator

b) M std rd. ⑤

R scalloped, short - liked looks

S scalloped, slender ② - looked better,

no functional difference. look there (glare),
scalloped bolt plug would look funny on rd receiver.

8. Bolt Handle (Knob)

S (coated - liked shape, small size) liked least,
no grip, small size

M ~~fixed~~ ~~fixed~~ - 5

Q - liked Q didn't like knurling catches grime + rusts

T. Teardrop ②

R

② Safety Location

1 rec lang - thumb at there all the time,
comfortable - bad because of over shoulder rec
9 side receiver.

BDL safety well known, works well,
reluctant to change

5:41 P 2-13-85

Paul 700 BDL 06

2 " " 270's

Clarence 2 700 BDL 06

Kerry ADL 270

70 264 Win

798 243

Bill 700 BDL 308

70 7m Hag

James Sprg '03

Herbert Win 94 30-30

Don 270 ADL

Skip 700 7mm?

77 Ruger 270

9) Safety LocationR - easily accessible, convenient

S - better for H. bond

w/ 70 can (e)
position of S
not SLeast

R - easily moved accidentally (brush, trees etc)

S - not high enough to engage (too small)
not defended, not sure, too short throw
w/ scope + gives hard to operate

⑧ Bolt knob

14 - knurled along, used bit - no arguments knurled
 but 1 guy just prefers not to have it
 1 guy doesn't know what his is, wouldn't make
 big difference
 least.

stick ones are slippery

3 - ④ feel, small, wet → slippery

Q - smallest

⑦ A) enclosed - cleaner gun, sealed
 (debate)

not sure what's on gun

exposed ③ - cocking indicator, safety aspect.
 cocking indicator too small to be
 easily noticed

5) ② plain round, almost ~~unimportant~~
 shape
 very
 unimportant
 sleeker scalloped
 short scalloped

⑥ Bolt Release

④ BDL Location - hard to get to w/ gloves, felt that
gives no problem, take down only at home

④ Side Tong - easy access

never want to remove when hunting

⑤ Confusion about bolt plug bolt lock before
② 1 bolt opens loose shell it was explained

2 no need to be locked in fire position

3 ④

is an extra mechanism to fall up

need bolt lock on safe for safety aspect to
keep bolt locked down

no one addresses unloading

③ Location is fairly important

bolt plug - ⑥ easier w/ gloves on, poor design
to small

front of safety - ② easier - with gun on fire
hard to get to

④ Magazine

detachable - easier loading

floorplate - can ^{lose} forget magazine, no need to worry about floorplate

floorplate user prefers floorplate

no difference of look (clip vs. floorplate)
clip vs floorplate not a big deal

③

Barrel Style

MR - smooth lightweight

MR ~~lightweight~~, didn't care for, looks expensive

② BL - smooth - weight better ⑤ likes heavier look
heavier bl shoots better wait walk

hammer works cuts gear, gives distorted look
tempering

likes look of slim barrel but picks heavier
barrel because of function

② Receiver

T round ^{1 best}

Q round w/ integral mounts ^{1 best} -

R oct. ^{1 best} -

J oct w/ mounts.

① Preferences

T bigger forestock, rounded, good feel

Q squared fore-end, good pistol grip, not swept back
I preferred wht. line spacers so that he chose Q over T

prefer rounded fore-end tip over square or BDL

stocks should be checked

John - truck driver Spts 78

GRG #108-11

Luther - maintenance Springfield, Rizer

John D - Martin Horvath 788, Enfield

Geisiger own electronics marketing

Ken - Carpenter Lem 3-36

- 2343,

Markus 700 3056,

Emmanuel? Amy 700 412

QUESTIONNAIRE BOOKLET

Bill. Stord

Name Pandy

City Denver

Date 2-12-85

Time 5:30 P

For each specific feature listed below, please place the appropriate model letter (Q, R, S, T, or M) in the proper space on the left hand side of the page ("Before Discussion"), according to which model you like best with respect to that particular feature, and also which you like least.

1. STOCK STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

R - best fit likes round fore end
 Q BDL - likes cheek piece, also the way thumb wraps
 T-MR likes feel, look, fore arm, likes pad
 easy to eliminate Q + R. ~~plastic~~ but plates

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

T-R classic look
 no white line spacers
 T - big hands fit well

2. RECEIVER STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best S Q

Like least Q

S - appearance
 Q - did nothing
 Q - likes round appearance, likes milled bases
 R - liked least, flats + screws, too square, boxy.
 T appearance

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

flat bottom beds better,
 will shoot better,
 round over sq 6-4
 receiver design
 integral mounts over not 6-4

3. BARREL STYLES (Q, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

T MR - likes taper, streamlined,

S MR hammered - looks only, purely appearance, not good looking detracts
~~it~~ takes stress away from barrel, reflections
 if it is functional then it is ok + has purpose (becomes minor)

STB - ~~lighter~~
 heavier barrel more accurate

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

4. FLOOR PLATE/MAGAZINE STYLES (R OR T)

BEFORE DISCUSSION

Like best _____

7 detachable box
 quicker more convenient, hate stampings
 doesn't look bad

Floorplate - must "catch" shells
 smoother lines

bulging floorplate not serious flaw
 (all had difficulty removing clip when empty
 and rifle not held horiz)

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

5. BOLT LOCK STYLES (R, M, OR T)

- a. Do you prefer a gun with a bolt lock that locks in both the "safe" and "fire" positions...or a bolt lock that locks when the gun's safety is in the safe position but is open in the "fire" position...or no bolt lock at all? (CHECK ONE IN LEFT HAND COLUMN BELOW)

Use complicated mechanism as safety feature, if chamber is closed, can't open action

BEFORE DISCUSSION

- 1 (2) Prefer a bolt lock that locks in both the "safe" and "fire" positions

Majority 2 (7) Prefer a bolt lock that locks in the "safe" position but is open in the "fire" position

3 (1) Prefer no bolt lock at all
2 people checks safe position by lifting bolt.

2. - used to it, military weapon

1 3 - complicates gun

any mechanism is "extra safety" to unlock + unbarrel gun rather than push lever + unlock gun. it is easier to pull trigger

AFTER DISCUSSION

- () Prefer a bolt lock that locks in both the "safe" and "fire" positions

() Prefer a bolt lock that locks in the "safe" position but is open in the "fire" position

- () Prefer no bolt lock at all

If preference changed, explain briefly:

bolt release idea is fine
Lock in safe good - when you fall bolt can open debris into action

- b. Which placement location of the bolt lock do you prefer? (CHECK ONE)

BEFORE DISCUSSION

- () As on Model M

- () As on Model R

on bolt plug - easier

side tang - to close to safety, difficult to operate with glove.

AFTER DISCUSSION

- () As on Model M

- () As on Model R

If preference changed, explain briefly:

6. BOLT RELEASE LOCATION (Q OR S)

BEFORE DISCUSSIONLike best Q

BDL

Q - more deliberate action required to activate
If preference changed, explain briefly:

experienced M/70 user prefers Remington location

S - Confusion between bolt lock & stop

S - good, easy for right hander, convenience

- bad - opening for dirt, easier to drop bolt at of gun
easier to accidentally tripAFTER DISCUSSION

Like best _____

7. BOLT PLUG STYLES (R, S, T, OR M)

a. Given the option, do you prefer an exposed bolt plug or an enclosed bolt plug? (CHECK ONE)

BEFORE DISCUSSION

S () Prefer exposed bolt plug (T)

S () Prefer enclosed bolt plug
(R, S, OR M)exposed better - cocking indicator
easy to lubricate

enclosed better, unless opening for dirt

dirt less apt to foul mainspring than fire control

AFTER DISCUSSION

() Prefer exposed bolt plug (T)

() Prefer enclosed bolt plug
(R, S, OR M)

If preference changed, explain briefly:

b. Which enclosed bolt plug do you like best? least?

BEFORE DISCUSSION

Like best Q M or T (9) ^{knurling}

Like least S-B Q (slick)

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

ADL
Q feel
S - faceted, sharp edges, small "didn't feel right. "too gimmicky"
M - knurled Bx. feel
knurling is important, give hand won't slip

8. BOLT HANDLE STYLES (Q, R, S, T, OR M)

BEFORE DISCUSSION

Like best M

Like least S R

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

BDL
M, plain, simple, clean
S, R, being will wear off edges, also when bolt is cycled, will reflect light

9. SAFETY LOCATION (R OR S)

BEFORE DISCUSSION

Like best _____

R. side tang - gives reason (easier)
S - center rear

hand covers safety on tang

long better - less thumb movt.

problem with R - large opening. freezing (ice fills opening)
wait more

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

MARKET CLASSIFICATION INFORMATION

1. What is the brand and model of your bolt action, center fire rifle(s)?

2. How many days in the past 12 months have you hunted with a bolt action center fire rifle?

3. Overall, how many guns (of any/all types) do you own? _____

4. What is the last grade of school you attended?

☐ High school graduate or less

☐ Some college

☐ College graduate or more

☐ Technical/trade school

5. What is your occupation?

_____ in _____ ☐ part-time
 occupation business or industry ☐ full-time

6. Which category below represents your total annual family income?

☐ Under \$10,000

☐ \$10,000 - \$19,999

☐ \$20,000 - \$29,999

☐ \$30,000 or over

Thanks very much for your cooperation.

QUESTIONNAIRE BOOKLET

Name _____
City _____
Date _____
Time _____

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1. STOCK STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

2. RECEIVER STYLES (Q, R, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

AFTER DISCUSSION

Like best _____

If preference changed, explain briefly:

3. BARREL STYLES (Q, S, OR T)

BEFORE DISCUSSION

Like best _____

Like least _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

4. FLOOR PLATE/MAGAZINE STYLES (R OR T)

BEFORE DISCUSSION

Like best _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

5. BOLT LOCK STYLES (R, M, OR T)

- a. Do you prefer a gun with a bolt lock that locks in both the "safe" and "fire" positions...or a bolt lock that locks when the gun's safety is in the safe position but is open in the "fire" position...or no bolt lock at all? (CHECK ONE IN LEFT HAND COLUMN BELOW)

BEFORE DISCUSSION

- () Prefer a bolt lock that locks in both the "safe" and "fire" positions
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- () Prefer no bolt lock at all

AFTER DISCUSSION

- () Prefer a bolt lock that locks in both the "safe" and "fire" positions
- () Prefer a bolt lock that locks in the "safe" position but is open in the "fire" position
- () Prefer no bolt lock at all

If preference changed, explain briefly:

- b. Which placement location of the bolt lock do you prefer? (CHECK ONE)

BEFORE DISCUSSION

- () As on Model M
- () As on Model R

AFTER DISCUSSION

- () As on Model M
- () As on Model R

If preference changed, explain briefly:

6. BOLT RELEASE LOCATION (Q OR S)

BEFORE DISCUSSION

Like best _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

7. BOLT PLUG STYLES (R, S, T, OR M)

- a. Given the option, do you prefer an exposed bolt plug or an enclosed bolt plug? (CHECK ONE)

BEFORE DISCUSSION

- () Prefer exposed bolt plug (T)
() Prefer enclosed bolt plug
(R, S, OR M)

AFTER DISCUSSION

- () Prefer exposed bolt plug (T)
() Prefer enclosed bolt plug
(R, S, OR M)

If preference changed, explain
briefly:

b. Which enclosed bolt plug do you like best? least?

BEFORE DISCUSSION

Like best _____

Like least _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

8. BOLT HANDLE STYLES (Q, R, S, T, OR M)

BEFORE DISCUSSION

Like best _____

Like least _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

9. SAFETY LOCATION (R OR S)

BEFORE DISCUSSION

Like best _____

AFTER DISCUSSION

Like best _____

If preference changed, explain
briefly:

MARKET CLASSIFICATION INFORMATION

1. What is the brand and model of your bolt action, center fire rifle(s)?

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3. Overall, how many guns (of any/all types) do you own? _____

4. What is the last grade of school you attended?

- () High school graduate or less
- () Some college
- () College graduate or more
- () Technical/trade school

5. What is your occupation?

_____ in _____ () part-time
 occupation business or industry () full-time

6. Which category below represents your total annual family income?

- () Under \$10,000
- () \$10,000 - \$19,999
- () \$20,000 - \$29,999
- () \$30,000 or over

Thanks very much for your cooperation.

RD-44-2

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE



xc: J.W. Bower
W.L. Tomek
E.O. Fini
B.W. Rau

"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

Ilion, NY
July 10, 1985

TO: J.H. Chambers

FROM: R.S. Murphy *RSM*

Focus Panel - New Bolt Action Cosmetics

As you requested, I have re-formatted the NBAR cosmetic features by item as well as by rifle. Each item presents a question that should be answered and lists the rifles depicting the various options.

<u>Item</u>	<u>Rifle</u>
o Two Receiver Configurations	
- faceted receiver	1, 2, 3
- rounded receiver	4, 5
o Two Barrel Contours	
- lightweight barrel	1
- BDL contour	2, 3, 4, 5
o Three Metal Finish Options	
- all satin metalwork	2, 4
- satin receiver with polished side panels	1
- all polished metalwork (BDL)	3, 5
o Two Follower Finishes	
- plated (BDL)	1, 3, 5
- black oxide	2, 4
o Two Bolt Body Finishes	
- jeweled (BDL)	1, 3, 5
- satin black oxide	2, 4

JH CHAMBERS

Page 2

July 10, 1985

<u>Item</u>	<u>Rifle</u>
o Two Stock Materials	
- walnut (BDL)	1, 3, 4, 5
- synthetic	2
o Two Stock Finishes	
- high gloss (BDL)	3, 5
- low gloss	1, 4
o Two Fore-end tip Options	
- none	1, 5
- BDL style	3, 4
o Two Grip Cap Options	
- none	1, 5
- new design	3, 4
o Two Spacer Options	
- none	1, 5
- black line	3, 4
o Two Butt Pad Colors	
- brown	3, 5
- black (BDL)	1, 2, 4
o Four Stock Configurations	
- straight, with cheekpiece	1
- monte carlo, without cheekpiece	3
- monte carlo, with cheekpiece (BDL)	4
- straight, without cheekpiece	5
o Four New Checkering Patterns	
- new design	1
- new design BDL Skip Line	3
- new design	4
- new design	5

BDL Grip Cap
WHT Line Spacers

RSM:sps

JH CHAMBERS
Page 3
JULY 10, 1985

Rifle One

- o -faceted receiver
- o -lightweight barrel
- o satin receiver (except top rails and side panels)
- o polished barrel, bolt plug and bolt handle
- o polished trigger guard and box
- o plated follower
- o jeweled bolt body
- o polished scope mounts
- o -low gloss stock
- o black english butt pad
- o -no fore-end tip
- o no grip cap
- o -straight stock with cheekpiece
- o -new checkering patterns

Rifle Two

- o faceted receiver
- o BDL barrel
- o all satin finish (except top rails)
- o satin barrel, bolt plug and bolt handle
- o satin trigger guard & box
- o black oxide follower
- o satin black oxide bolt body
- o satin scope mounts
- o black synthetic stock
- o black english butt pad

under coat

Rifle Three

- o faceted receiver
- o BDL barrel
- o all polished finish
- o polished barrel, bolt plug and bolt handle
- o polished trigger guard and box
- o plated follower
- o jeweled bolt body
- o polished scope mounts
- o high gloss stock
- o brown english butt pad
- o fore-end tip
- o new grip cap
- o black line spacers
- o monte carlo, without cheekpiece

JH CHAMBERS

Page 4

July 10, 1985

Rifle Four

- o rounded receiver
- o BDL barrel
- o all satin (except top rails)
- o satin barrel, bolt plug and bolt handle
- o satin trigger guard and box
- o black oxide follower
- o satin black oxide bolt body
- o ~~black oxide follower~~
- o satin scope mounts
- o low gloss stock
- o black english butt pad
- o fore-end tip
- o new grip cap
- o black line spacers
- o monte carlo, with cheekpiece

Rifle Five

- o rounded receiver
- o BDL barrel
- o all polished finish
- o polished barrel, bolt plug and bolt handle
- o polished trigger guard and box
- o plated follower
- o jeweled bolt body
- o polished scope mounts
- o high gloss stock
- o brown english butt pad
- o no fore-end tip
- o no grip cap
- o straight stock, no cheekpiece

RSM:sps

RD-44-B

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

Remington
SPORTPETERS
SPORTxc: J.W. Bower
F.E. Martin

December 12, 1984

"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

TO: Jim Chambers
Bill ForsonFROM: Randy Murphy RSMFOCUS PANELS - NEW BOLT ACTION RIFLE

We have reviewed the listing of cosmetic items since our last meeting as well as the rifles that we have available. We have selected five rifles to show, that contain nearly all of the items that we discussed. A listing of the cosmetic items and rifles follows.

<u>ITEM</u>	<u>RIFLE</u>
o Three Barrel Styles	
- Mountain Rifle Contour	4
- Mountain Rifle/Hammer Marked	3
- Standard BDL Contour	1
o Four Receiver Styles	
- Standard Round Receiver	4
- Round Receiver with Integral Mounts	1
- Octagonal Receiver	2
- Octagonal Receiver with Integral Mounts	3
o Two Floor Plate/Magazine Styles	
- Detachable Magazine Box	2
- Standard Floor Plate	4
o Two Bolt Lock Styles	
- Side of Receiver	5
- Bolt Plug	2
o Two Bolt Stop Styles	
- Side of Receiver	3
- Standard BDL	2

FOCUS PANELS - NBAR - cont'd.

- 2 -

<u>ITEM</u>	<u>RIFLE</u>
o Two Safety Styles	
- Tang Mounted	3
- Standard BDL	2
o Four Bolt Plug Styles	
- Fully Enclosed, Scalloped	3
- Fully Enclosed, Short Scallops (Bolt Lock)	2
- BDL Style Fully Enclosed	5
- Standard BDL	4
o Five Bolt Handle Styles	
- Teardrop	4
- Faceted	3
- Oval Polished	2
- Standard ADL	1
- Standard BDL	5
o Four Stock Styles	
- Mountain Rifle	4
- Prototype 1	3
- Prototype 2	2
- Standard BDL	1

To further identify the rifles, the serial numbers are as follows:

1	#XR	0307
2	#	00003
3	#	0001
4	#B	6523701
5	#A	6313138

As we discussed, none of the rifles are checkered, and they will be shown without scope mounts or sights. The wood figure (grain) on all of the stocks is similar and all have grip caps and fore-end tips. These rifles will be ready for our Focus Panel evaluation on 12/17/84.

RSM:sps

RD-40-B

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

Remington
SUPER

PETERS
SUPER

xc: F.E. Martin
✓ R.S. Murphy

"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

November 27, 1984

TO: Jim Chambers
Bill Forson

FROM: Jim Bower

JB Focus Panels - New Bolt Action Rifle

We have completed an inventory of the various combinations of cosmetic items for this proposed new rifle. We have seven rifles available that show:

- four barrel styles
 - Mountain Rifle contour
 - Mountain Rifle contour with hammer marks
 - standard BDL contour
 - special breech contour
- four receiver styles
 - standard round receiver
 - round receiver with scope rings
 - octagonal receiver
 - octagonal receiver with scope rings
- three floor plates/magazines
 - detachable magazine box
 - standard floor plate
 - restyled floor plate
- two bolt locks
 - side of receiver
 - bolt plug

Focus Panels - New Bolt Action Rifle

- 2 -

- three bolt stops
 - two different styles mounted on side of receiver
 - standard BDL under trigger guard
- three styles of safeties
 - two tang mounted
 - standard BDL
- four styles of bolt plugs
- four styles of bolt handles
- six stock styles

I suggest that we get together a couple of weeks in advance of the focus panels and determine how we want these combinations put together. If the plane is coming to Ilion, that would be the easiest way. Otherwise, Fred Martin, Randy Murphy, and I can meet you in Kingston.

Please advise an acceptable date for the meeting.

JWB:sps

the Gediman Research Group, Inc.

26 Sixth Street
Stamford, Connecticut 06905
203-348-0009

**NEW BOLT ACTION CENTER FIRE RIFLE
PRODUCT/FEATURIZATION DEVELOPMENT RESEARCH**

FOR: REMINGTON ARMS COMPANY, INC.
BY: THE GEDIMAN RESEARCH GROUP, INC.
APRIL, 1985

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INTRODUCTION

OBJECTIVE

EXPLORE POTENTIAL MARKET REACTION TO, AND DESIGN PREFERENCES ON, CERTAIN SPECIFIC ASPECTS OF A PROJECTED NEW LINE OF REMINGTON BOLT ACTION CENTER FIRE RIFLES TO DETERMINE WHAT AESTHETIC AND FUNCTIONAL FEATURIZATION ELEMENTS WOULD BE MOST DESIRABLE.

SPECIFICALLY, EXPLORE CONSUMERS' REACTIONS AND PREFERENCES WITH RESPECT TO THE FOLLOWING TEST FEATURES:

- . STOCK CONFIGURATION
- . RECEIVER STYLE
- . BARREL STYLE
- . FLOOR PLATE/MAGAZINE STYLE
- . PRESENCE AND TYPE OF BOLT LOCK AND LOCATION OF BOLT LOCK RELEASE
- . BOLT RELEASE LOCATION
- . BOLT PLUG DESIGN (ENCLOSED VS. EXPOSED) AND ENCLOSED BOLT PLUG STYLE
- . BOLT HANDLE STYLE
- . SAFETY LOCATION

METHOD

SIX FOCUSED GROUP DISCUSSIONS WITH A TOTAL OF 56 BOLT ACTION CENTER FIRE RIFLE OWNERS -- TWO GROUPS EACH IN PHOENIX, DENVER, AND HOUSTON.

AFTER A BRIEF "WARM UP" PERIOD, RESPONDENTS WERE EXPOSED TO PROTOTYPES INCORPORATING THE VARIOUS TEST FEATURES. IN ORDER TO AVOID POSSIBLE CONTAMINATION OF OPINION, BEFORE ANY DISCUSSION RESPONDENTS WERE ASKED TO RATE, IN SELF-ADMINISTERED QUESTIONNAIRE BOOKLETS PROVIDED, THEIR PREFERENCE ON A SPECIFIC TEST FEATURE. THEN THE FEATURE WAS DISCUSSED BY THE GROUP AS A WHOLE.

FOLLOWING THE DISCUSSION, RESPONDENTS WERE ASKED TO RE-RATE THEIR PREFERENCE ON THAT SAME FEATURE, BASED ON ANY NEW INFORMATION OR OPINION THAT MIGHT HAVE INFLUENCED THEM. IF THEIR PREFERENCE CHANGED, THEY WERE ASKED TO WRITE DOWN THE REASON(S).*

THIS PROCEDURE WAS REPEATED FOR EACH TEST FEATURE UNTIL ALL ISSUES WERE COVERED.

* COMPARISON OF CONSUMERS' "AFTER" VERSUS "BEFORE" FEATURE RATINGS IS AN EFFECTIVE WAY TO IDENTIFY POTENTIAL OPPORTUNITIES FOR ADVERTISING (AND OTHER MARKETING) COMMUNICATIONS.

METHOD (CONT'D)

CAUTIONARY NOTE

THE USUAL CAUTIONS ASSOCIATED WITH FOCUS GROUP QUALITATIVE RESEARCH APPLY HERE -- NOT ONLY BECAUSE OF THE LIMITED NUMBER OF PERSONS INVOLVED, OR THE POSSIBILITY OF IDIOSYNCRATIC REACTIONS OF DOMINANT RESPONDENTS BEING PROMULGATED AS CONSENSUS, BUT ALSO BECAUSE OF THE TEMPTATION OF SOME RESPONDENTS TO EXPERTISE ON TECHNICAL, CREATIVE, AND PSYCHOLOGICAL MATTERS ON WHICH THEY HAVE LITTLE KNOWLEDGE AND NO TRAINING. THIS IS NOT TO DISPARAGE THE USEFULNESS OF THE RESEARCH METHOD; IT SERVES AN IMPORTANT DISCOVERY FUNCTION. TO BE USEFUL, HOWEVER, THESE RESULTS SHOULD BE REGARDED AS DIRECTIONAL, NOT DEFINITIVE, AND TEMPERED WITH PROFESSIONAL MARKETING AND BUSINESS JUDGMENT.

SUMMARY OF RESULTS

SUMMARY OF RESULTS

IN GENERAL, CONSUMERS APPEAR TO BE RATHER "CONSERVATIVE" IN THEIR PREFERENCES REGARDING BOLT ACTION CENTER FIRE RIFLE DESIGN AND FEATURIZATION.

- CLEAN, SMOOTH LINES ARE MORE OFTEN PREFERRED OVER FACETED, SCALLOPED, AND HAMMER-MARKED DESIGNS...

...MAINLY FOR FUNCTIONAL REASONS, SOMETIMES FOR AESTHETIC ONES

THE FACT THAT CONSUMER PREFERENCES ON MANY TEST ISSUES ARE DIVIDED (IN SOME INSTANCES NEARLY EQUALLY) SUGGESTS AN OPPORTUNITY FOR A SEGMENTED PRODUCT STRATEGY (AND ATTENDANT MARKETING COMMUNICATIONS) AIMED AT "CUSTOMIZING" CERTAIN ELEMENTS OF A GIVEN OFFERING IN MORE THAN ONE WAY.

SUMMARY OF RESULTS (CONT'D)

AS FOR THE PARTICULAR DESIGN/FEATURE ELEMENTS TESTED IN THIS RESEARCH...

1. WITH RESPECT TO STOCK CONFIGURATION, FUNCTIONAL CHARACTERISTICS (I.E., GRIP DESIGN AND RECOIL PAD) CARRY MORE WEIGHT THAN DOES APPEARANCE.

- RESPONDENTS PREFER THE (WIDE) PISTOL GRIP AND (HIGHER/NARROWER) CHEEK PIECE OF MODEL Q, AND THE CUSHIONED BUTT PAD OF MODEL T.*

2. FOR PERCEIVED VALUE/COST SAVINGS, RESPONDENTS PREFER A RECEIVER WITH INTEGRAL SCOPE MOUNTS. FOR AESTHETIC REASONS, THE ROUND DESIGN IS PREFERRED OVER THE OCTAGONAL.
3. FOR (PERCEIVED) GREATER ACCURACY, MOST HUNTERS PREFER THE (HEAVIER) STANDARD BDL CONTOUR BARREL OVER THE TAPERED BARREL DESIGN. THE HAMMER-MARKED DESIGN IS CLEARLY REJECTED FOR FUNCTIONAL REASONS (I.E., REFLECTION).

* SEE FIRST TWO APPENDIX PAGES FOR GUN MODEL CODE DESIGNATIONS AND DESCRIPTIONS OF ALL TEST ELEMENTS.

SUMMARY OF RESULTS (CONT'D)

4. RESPONDENTS CLEARLY PREFER THE MAGAZINE BOX LOADING SYSTEM FOR CONVENIENCES (OF EASY LOADING AND UNLOADING) AND THE OPPORTUNITY TO CARRY AN EXTRA "CLIP."

5. MAINLY FOR FUNCTIONAL REASONS (I.E., PREVENTION OF ACCIDENTAL SNAGGING AND LIFTING OF THE BOLT), THE GREAT MAJORITY OF RESPONDENTS PREFER A RIFLE WITH A BOLT LOCK OVER ONE WITHOUT. OF THE TWO BOLT LOCK DESIGNS, MOST RESPONDENTS PREFER THE ONE WHICH LOCKS ON "SAFE" ONLY -- BOTH AS A DOUBLE-CHECK TO MAKE SURE THE GUN IS ON "SAFE" AND ALSO FOR ITS "SIMPLER" MECHANISM (I.E., ONE LESS THING TO GO WRONG).

- NOTE, HOWEVER, THAT THERE IS A RELATIVELY LOW DEGREE OF RESPONDENT AWARENESS AND COGNITION (ESPECIALLY CONCERNING THE "RELEASE" MECHANISM) REGARDING BOLT LOCKS; THUS, SOME EDUCATION MAY BE DESIRABLE TO ENSURE CONSUMER FAMILIARITY AND COMFORT WITH THE BOLT LOCK.

6. FOR CONVENIENCE AND EASE OF ACCESS, THE BOLT LOCK RELEASE LOCATED ON THE BOLT PLUG (MODEL R) IS marginally preferred.

- THE MAIN OBJECTION TO THE LOCATION OF MODEL M (SIDE OF RECEIVER) IS ITS PROXIMITY TO THE SAFETY -- MAKING IT DIFFICULT TO OPERATE, PARTICULARLY WITH GLOVES ON.

SUMMARY OF RESULTS (CONT'D)

7. FOR CONVENIENCE AND ACCESSIBILITY, MOST RESPONDENTS INITIALLY PREFER A BOLT RELEASE LOCATED ON THE SIDE OF THE RECEIVER (MODEL S).

- HOWEVER, THE EMERGENCE OF CERTAIN PRACTICAL ARGUMENTS IN FAVOR OF MODEL Q (STANDARD BDL) DURING THE DISCUSSION (E.G., DECREASED LIKELIHOOD OF ACCIDENTALLY POPPING THE BOLT OUT, COMBINED WITH INFREQUENT NEED TO REMOVE BOLT PURPOSEFULLY) CAUSES SEVERAL RESPONDENTS TO CHANGE THEIR PREFERENCE TO THE (LESS ACCESSIBLE) LOCATION OF MODEL Q (UNDERSIDE OF TRIGGER MECHANISM).

8. THERE IS A MARGINAL PREFERENCE FOR A FULLY ENCLOSED BOLT PLUG TO PREVENT DIRT AND MOISTURE FROM GETTING INTO THE GUN.

- HOWEVER, MANY RESPONDENTS WANT TO HAVE A COCKING INDICATOR FUNCTION, AS ON THE EXPOSED STYLE.

...THEY DID NOT NOTICE THE EXISTING COCKING INDICATORS ON THE ENCLOSED BOLT PLUGS ON THE SAMPLE GUNS

9. MAINLY FOR AESTHETIC REASONS, RESPONDENTS PREFER THE PLAIN, ROUND, BDL STYLE (ENCLOSED) BOLT PLUG OVER THE SCALLOPED DESIGNS.

SUMMARY OF RESULTS (CONT'D)

10. FOR FUNCTIONAL REASONS (MOST NOTABLY "GRIP" AND "FEEL"), THE TWO KNURLED BOLT HANDLES (MODELS M AND T) ARE PREFERRED, WITH MODEL M (STANDARD BDL) ESPECIALLY FAVORED FOR ITS (LARGER) SIZE AND (OBLONG) SHAPE. MODEL S, WITH ITS SLICK, FACETED DESIGN AND SMALL SIZE IS STRONGLY DISLIKED BY THE GREAT MAJORITY.
11. RESPONDENTS CLEARLY PREFER THE STANDARD BDL SAFETY LOCATION (SIDE OF RECEIVER) OVER THE TANG MOUNTED SAFETY.
 - FOR CONVENIENCE/ACCESSIBILITY.
 - BECAUSE OF OBJECTIONS TO THE SLIDE SWITCH MECHANISM OF THE TANG SAFETY.

THE FINDINGS IN DETAIL

STOCK CONFIGURATION

OVERALL, AMONG THE GIVEN ARRAY, RESPONDENTS PREFER THE STANDARD BDL STOCK CONFIGURATION (MODEL Q). IT IS IMPORTANT TO UNDERSTAND, HOWEVER, THAT SOME SORT OF "COMPOSITE" MODEL IS CALLED FOR, DRAWN FROM FAVORED ASPECTS OF THE VARIOUS PROTOTYPES. THE (WIDE) PISTOL GRIP AND (HIGHER/NARROWER) CHEEK PIECE OF MODEL Q AND THE BUTT PAD OF MODEL T ARE THE MOST FREQUENTLY CITED FAVORABLE ELEMENTS

<u>STOCK CONFIGURATION*</u>	<u>NET SCORE**</u>	<u>LIKED BEST BEFORE DISCUSSION</u>	<u>LIKED BEST AFTER DISCUSSION</u>
		(56)	(56)
Q STANDARD BDL	9.5	44%	44%
T MOUNTAIN RIFLE	6.0	25	25
S PROTOTYPE #1	(-5.0)	16	16
R PROTOTYPE #2	(-6.5)	15	15

FUNCTIONAL ASPECTS OF THE STOCK (MOST NOTABLY GRIP DESIGN AND BUTT PAD) APPEAR TO CARRY MORE WEIGHT THAN PURE AESTHETIC CHARACTERISTICS (I.E., MONTE CARLO DESIGN CONFIGURATION). WHILE LOOKS ARE IMPORTANT, RESPONDENTS ARE MORE CONCERNED WITH "FEEL."***

* EXPRESSED IN TERMS OF THE CODE LETTERS USED IN THE GROUP DISCUSSIONS FOR EASY IDENTIFICATION AND REFERENCE, AND ALSO THE CORRESPONDING "SHORTHAND" DESCRIPTIONS USED AT REMINGTON ARMS. THIS FORMAT IS USED FOR ALL TEST ISSUES THROUGHOUT THE REPORT.

** IN THIS AND THE FOLLOWING SECTIONS, THE "NET SCORE" IS CALCULATED BY SUBTRACTING THE NUMBER OF RESPONDENTS WHO (BEFORE DISCUSSION) RATED A PROTOTYPE "LIKED LEAST" FROM NUMBER OF RESPONDENTS WHO RATED IT "LIKED BEST." FRACTIONAL SCORES INDICATE SPLIT VOTES.

*** BEAR IN MIND THAT THE WOOD/WOODGRAIN ON THE PROTOTYPES WAS NOT BEING COMPARED; JUST THE CONFIGURATION.

STOCK CONFIGURATION (CONT'D)

GRIP DESIGN

- MODEL Q, WITH ITS WIDE, CURVED PISTOL GRIP AND "BEAVER-TAILED" FORE-END IS PREFERRED BY MOST RESPONDENTS FOR COMFORT, GRIP, AND OVERALL "FEEL."

...THIS MODEL IS ESPECIALLY APPEALING TO HUNTERS WITH BIG HANDS

- SEVERAL RESPONDENTS PREFER THE SMALLER, NARROWER, "SWEEP BACK" PISTOL GRIP AND ROUNDED FORE-END OF MODEL T.

...IT IS PARTICULARLY APPEALING TO SMALL-HANDED SHOOTERS, ALTHOUGH A FEW SAY IT IS COMFORTABLE FOR BIG HANDS AS WELL

- SOME PREFER THE (VERY) SMALL PISTOL GRIP OF MODEL S.

...BUT SEVERAL OTHERS FEEL IT IS TOO SMALL

* * *

"Q FIT ME BETTER. I GOT BIG HANDS. THERE WAS MORE MEAT IN THE PISTOL GRIP. I LIKE THE WIDER FORESTOCK...THAT FLAT BEAVER-TAILED FOREARM."

"I LIKE [MODEL] T. I DON'T HAVE VERY BIG HANDS AND IT'S EASIER FOR ME TO HOLD ONTO."

STOCK CONFIGURATION (CONT'D)

BUTT PAD

- A BUTT PAD IS CLEARLY PREFERRED OVER NO BUTT PAD. MANY CHOSE MODEL T FOR THE RECOIL PAD.

"I LIKE THE RIFLES WITH THE BUILT-IN SHOCK PADS. IF YOU BUY A NEW RIFLE AND IT JUST HAS A BUTT PLATE ON IT, YOU'RE GOING TO CUT THAT SUCKER OFF AND PUT A SHOCK PAD ON IT."

"I LIKED T. I LIKED THE PAD ON THE BACK. THAT'S THE MAIN THING."

- HOWEVER, A FEW MEN NOTE THAT THEY COULD (AND WOULD) PUT ON THEIR OWN BUTT PAD ANYWAY, AND SO DISCOUNT THE ISSUE AS A STOCK CONFIGURATION SELECTION FACTOR.

CHEEK PIECE*

- ALMOST ALL RESPONDENTS PREFER A GUN WITH A CHEEK PIECE. THE HIGHER, NARROWER CHEEK PIECE DESIGN OF MODEL Q IS CITED MOST OFTEN FOR COMFORT (MODEL R IS PREFERRED IN PHOENIX), BUT THE CHEEK PIECES ON ALL THE PROTOTYPES ARE GENERALLY LIKED.

...ONLY A VERY SMALL NUMBER OF RESPONDENTS PREFER A STRAIGHT STOCK (NO CHEEK PIECE), CLAIMING IT ALLOWS THEM TO GET INTO SHOOTING POSITION "FASTER"

WHILE THE MONTE CARLO DESIGNS ARE WIDELY LIKED, RESPONDENTS ARE MUCH LESS "VOCAL" ABOUT FEATURES THEY PERCEIVE AS STRICTLY AESTHETIC. SOME SCATTERED INDIVIDUAL PREFERENCES MENTIONED INCLUDE THE WHITE LINE SPACERS, GOLD PIN, AND ABSENCE OF NOTCHES ON MODEL Q; AND THE "BLACK POINT" ON THE FORE-END TIP OF MODEL S.

✓ ALL FOUR PROTOTYPES HAVE CHEEK PIECES.

RECEIVER STYLE

-15-
 almost
 2 to 1 over
 up above

OVERALL, RESPONDENTS PREFER A ROUND RECEIVER WITH INTEGRAL SCOPE MOUNTS (EVEN MORE SO AFTER THE DISCUSSION). FOR PERCEIVED VALUE/COST-SAVINGS, AND TO A LESSER DEGREE FOR FUNCTIONAL REASONS, THE MAJORITY OF RESPONDENTS FAVOR A RECEIVER WITH INTEGRAL SCOPE MOUNTS OVER ONE WITHOUT. THOUGH OF LESS IMPORTANCE THAN THE INTEGRAL MOUNTS ISSUE, THE ROUND DESIGN, WITH ITS "CLEAN," "STREAMLINED" APPEARANCE IS CLEARLY PREFERRED OVER THE OCTAGONAL, FACETED STYLE.

<u>RECEIVER STYLE</u>	<u>NET SCORE</u>	<u>LIKED BEST BEFORE DISCUSSION</u> (56)	<u>LIKED BEST AFTER DISCUSSION</u> (56)
Q ROUND RECEIVER WITH INTEGRAL MOUNTS	14.5	35%	42%
T ROUND RECEIVER	(-4.0)	21	23
S OCTAGONAL RECEIVER WITH INTEGRAL MOUNTS	(-4.5)	20	17
R OCTAGONAL RECEIVER	(-6.0)	20	18
NO PREFERENCE		4	-

- THE INCLUSION OF INTEGRAL SCOPE MOUNTS ON A RIFLE IS CONSIDERED BY MANY TO BE A SIGNIFICANT (INHERENT) COST SAVINGS.*

...MOST ESTIMATE THE COST OF SCOPE MOUNTS TO RANGE BETWEEN \$60 AND \$80

- SOME MEN (IN DENVER) CITE FUNCTIONAL ADVANTAGES TO INTEGRAL SCOPE MOUNTS AS WELL.

...STURDIER, MORE "ACCURATE" FIT FOR THE SCOPE

...EASIER REMOVAL OF THE SCOPE FOR CLEANING THE BARREL (NO EPOXY)

* THIS ARGUMENT WAS PARTICULARLY EFFECTIVE IN CONVINCING SOME RESPONDENTS (ESPECIALLY IN DENVER) TO CHANGE THEIR PREFERENCE.

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RECEIVER STYLE (CONT'D)

"THE MOUNTS ARE DEFINITELY MORE IMPORTANT THAN THE SHAPE."

"THERE REALLY IS A COST FACTOR WITH THOSE MOUNTS. IT'S LIKE SAVING \$80."

"I HAVE STRONG FEELINGS ABOUT [INTEGRAL] MOUNTS. THEY'RE GREAT. [THE SCOPE] GOES ON RIGHT."

NEVERTHELESS, SEVERAL RESPONDENTS OBJECT TO THE INCLUSION OF INTEGRAL SCOPE MOUNTS:

Can we be flexible enough to offer either or none right?

"I PREFER BUYING MY OWN MOUNTS, DEPENDING ON THE SCOPE I HAVE."

"I LIKE STANDARD SCOPE TAPPING INSTEAD OF FACTORY SCOPE TAPPING. I CAN ADAPT MY OWN SCOPE BASES."

MOST RESPONDENTS PREFER THE ROUND STYLE RECEIVER (WITH OR WITHOUT MOUNTS) ON AESTHETIC GROUNDS...

- SOME ARE STRONGLY OPPOSED TO THE OCTAGONAL SHAPE (E.G., "LOOKS JAPANESE").
- A SMALL NUMBER OF RESPONDENTS FEEL THERE ARE FUNCTIONAL DISADVANTAGES TO THE OCTAGONAL STYLE.

...THE FLAT SURFACES MAY PRODUCE GLARE

...IT MAY BE DIFFICULT TO FIND MOUNTS TO FIT THE OCTAGONAL SHAPE (IF MOUNTS ARE NOT INCLUDED)

* * *

-17-

RECEIVER STYLE (CONT'D)

"I PREFER THE CLEAN LINES OF THE ROUND SHAPE. IT'S A LITTLE NICER, A LITTLE MORE STREAMLINED."

"THAT SQUARE CUT IS TOO RADICAL. IT LOOKS LIKE A JAPANESE SOUVENIR."

"IT WOULD BE HARD TO FIND A SET OF SCOPE MOUNTS FOR THAT OCTAGONAL [MODEL R]. MOST PEOPLE USE WEAVER OR REDFIELD MOUNTS. UNLESS THEY COME OUT WITH A SCOPE FOR THIS THING, YOU'RE UP A CREEK."

NEVERTHELESS, A STRONG MINORITY (OVER ONE-THIRD) OF THE RESPONDENTS FEEL THAT THE OCTAGONAL SHAPED RECEIVER IS AESTHETICALLY MORE PLEASING...

...AND A SMALL NUMBER FEEL IT IS FUNCTIONALLY SUPERIOR (I.E., "STRONGER")

* * *

"I LIKE THE OCTAGONAL LOOK AS OPPOSED TO JUST THE SMOOTH ROUND LOOK."

"THE OCTAGONAL LOOKED MORE MODERN AND A LITTLE STRONGER TO ME."

BARREL STYLE

THE (HEAVIER) STANDARD CONTOUR BARREL (MODEL Q) IS PREFERRED OVER THE (LIGHTER) MOUNTAIN RIFLE BARRELS ON FUNCTIONAL GROUNDS. MOST RESPONDENTS ARE WILLING TO GIVE UP THE LIGHTER WEIGHT OF THE MOUNTAIN RIFLE STYLE FOR THE (PERCEIVED) GREATER ACCURACY OF THE HEAVIER BARREL.... THE HAMMER MARKED DESIGN (MODEL S) IS ALMOST UNANIMOUSLY REJECTED FOR FUNCTIONAL (I.E., REFLECTION) AS WELL AS AESTHETIC REASONS.

*any contour
say the mountain
barrel contains
it more
accuracy for
just this
at least*

<u>BARREL STYLE</u>	<u>NET SCORE</u>	<u>LIKED BEST BEFORE DISCUSSION (56)</u>	<u>LIKED BEST AFTER DISCUSSION (56)</u>
Q STANDARD CONTOUR	15.0	56%	57%
T MOUNTAIN RIFLE CONTOUR	11.0	30	32
S MOUNTAIN RIFLE/HAMMER MARKED	(-25.0)	14	11

- MANY RESPONDENTS PERCEIVE A FUNCTIONAL ADVANTAGE TO A HEAVIER BARREL: IT DOES NOT HEAT UP AS QUICKLY AS A THIN BARREL, RESULTING IN A MORE ACCURATE SHOT.

...ESPECIALLY IMPORTANT FOR TARGET SHOOTING

...AND OFFSETTING THE WEIGHT DISADVANTAGE FOR HUNTING

- SOME SAY THAT THE HEAVIER BARREL PRODUCES LESS RECOIL.

BARREL STYLE (CONT'D)

"I'M FANATIC ON A LITTLE BIT HEAVIER BARREL. THOSE THINNER BARRELS HEAT UP AND IT GIVES THE BULLET 'BARREL WHIP' AS IT'S COMING OUT THE END. YOU'RE GOING TO HAVE LESS DISTORTION WITH THAT HEAVIER BARREL."

"FOR THE TARGET RANGE, I WANT THAT BIGGER BARREL. WHEN THAT [THIN BARREL] HEATS UP, IT'S GOING TO WOBBLE."

"AS FAR AS ACCURACY, I FEEL BETTER WITH A HEAVIER BARREL. AND THERE ISN'T THAT MUCH WEIGHT DIFFERENCE. WHAT THE HECK IS TWO OR THREE OUNCES OFF THAT BARREL FOR CARRYING ANYWAY?"

"ANOTHER THING IS RECOIL. THE MORE MASSIVE BARREL IS GONNA HAVE LESS OF A KICK. SHOOTING MY LITTLE 308 WITH A LIGHT BARREL JUST ABOUT KNOCKS MY SHOULDER RIGHT OFF."

STILL, QUITE A FEW RESPONDENTS (MORE THAN TWO OUT OF FIVE) PREFER THE LIGHTER WEIGHT OF THE TAPERED BARREL; FOR THEM, ANY EXTRA WEIGHT MAKES A DIFFERENCE:

"I LIKE [MODEL] T THE BEST BECAUSE ITS THE LIGHTEST RIFLE. AND WHEN I START WALKING UP THERE IN THOSE DAMN MOUNTAINS, I DON'T WANT TO CARRY ANY MORE THAN I HAVE TO."

"I PICKED [MODEL] T FOR THE WEIGHT. IF YOU DEER HUNT WITH A BOLT ACTION RIFLE, YOU WALK A LOT. THAT THICKER BARREL GETS PRETTY HEAVY BY LUNCHTIME."

BARREL STYLE (CONT'D)

ALMOST ALL RESPONDENTS REJECT MODEL S ON FUNCTIONAL GROUNDS...

- ITS HAMMER-MARKED DESIGN IS LIKELY TO REFLECT LIGHT, GIVING AWAY THE HUNTER'S POSITION.
- A SMALL NUMBER OF RESPONDENTS FEEL THAT THE HAMMER MARKINGS MAY COLLECT WATER, AND RUSTING MAY OCCUR.

* * *

"THAT [HAMMER MARKED] WOULD BE A TREMENDOUS DISADVANTAGE BECAUSE OF THE REFLECTION FACTOR. WHEN YOU GET OUT THERE IT'S ALMOST LIKE A PRISM."

"THAT HAMMERED FINISH COULD SHINE LIKE A JEWEL. THAT'S ONE OF THE REAL GIVEAWAYS WHEN YOU'RE OUT HUNTING."

"ON THAT HAMMER MARKED [ONE], YOU GOT AREAS THAT ARE GOING TO DRAW MOISTURE."

- IN ADDITION, SEVERAL OBJECT TO THE HAMMER MARKINGS FOR AESTHETIC REASONS.

...AND (PERCEIVED) LACK OF FUNCTIONAL NECESSITY

BARREL STYLE (CONT'D)

"I DON'T LIKE THE LOOKS OF [MODEL] S. I LIKE NICE, CLEAN LINES."

"IT'S INTENDED TO BE MORE ATTRACTIVE. I DON'T LIKE IT BECAUSE IT'S THERE PURELY FOR APPEARANCE AND I WANT MY RIFLE TO BE FUNCTIONAL."

NEVERTHELESS, THERE IS SOME MINORITY PREFERENCE FOR THE HAMMER MARKINGS ON EITHER AESTHETIC OR FUNCTIONAL GROUNDS:

- SEVERAL FEEL THAT IT IS AESTHETICALLY PLEASING (BUT REJECT IT FOR FUNCTIONAL REASONS).
- A SMALL NUMBER FEEL THAT THE HAMMERING MAKES THE BARREL STRONGER.

* * *

"I LIKED THE HAMMERED APPEARANCE OF [MODEL] S. IT LOOKS RICHER AND IT'S DIFFERENT. BUT I ALSO HAD MISGIVINGS THAT IT MIGHT TURN OUT TO BE THE GREATEST REFLECTOR EVER MADE."

"THAT HAMMERED IS SUPPOSEDLY STRONGER BECAUSE IT'S BEEN WORK HARDENED."

FLOOR PLATE/MAGAZINE STYLE

RESPONDENTS PREFER THE MAGAZINE BOX (MODEL R) OVER THE STANDARD HINGED FLOOR PLATE (MODEL T) LOADING SYSTEM BY ALMOST A THREE TO ONE MARGIN. CONVENIENCE -- EASE OF LOADING AND UNLOADING AND THE OPPORTUNITY TO CARRY AN EXTRA CLIP -- ARE CITED AS THEIR MAIN REASONS FOR PREFERENCE.

<u>FLOOR PLATE/MAGAZINE STYLE</u>	<u>LIKED BEST BEFORE DISCUSSION (56)</u>	<u>LIKED BEST AFTER DISCUSSION (56)</u>
R MAGAZINE BOX	71%	73%
T FLOOR PLATE	25	25
NO PREFERENCE	4	2

- MOST RESPONDENTS FEEL THAT THE MAGAZINE BOX IS QUICKER, EASIER, AND "NEATER" TO LOAD AND UNLOAD THAN THE STANDARD FLOOR PLATE.

...SHELLS DO NOT EJECT ONTO THE GROUND OR INTO THE SNOW

...ELIMINATES THE NEED TO CARRY LOOSE SHELLS IN POCKETS

- SEVERAL LIKE THE IDEA THAT THEY CAN CARRY AN EXTRA CLIP.

...ESPECIALLY FOR TARGET SHOOTING

- SOME ALSO FEEL THAT THE MAGAZINE BOX IS SAFER BECAUSE IT CAN BE QUICKLY AND EASILY UNLOADED

FLOOR PLATE/MAGAZINE STYLE (CONT'D)

"THE CLIP IS A LOT FASTER AND A LOT MORE CONVENIENT. YOU DON'T HAVE TO PUT THE SHELLS IN ONE AT A TIME, JUST POP THE CLIP IN."

"WHEN YOU EJECT THOSE TOPLOADERS THOSE SHELLS GO SAILING. WITH THE MAGAZINE, IT'S ALL CONTAINED."

"I DON'T LIKE THE LOOSE SHELLS IN MY POCKET. THEY GET BENT, DEFORMED. THEY RATTLE AND MAKE NOISE."

"THE REASON YOU HAVE A CLIP IS FOR THE EXTRA ONE. I CARRY ONE OR TWO EXTRA CLIPS."

"YOU TAKE THE CARTRIDGE OUT AND YOU KNOW IT'S UNLOADED."

NEVERTHELESS, SOME SPECIFIC PROBLEMS ARE CITED...

- SEVERAL FEEL THAT THE CLIP COULD EITHER BE MISPLACED OR "LEFT BEHIND."
- SEVERAL DO NOT LIKE THE APPEARANCE OF THE MAGAZINE BOX.
- SOME FEEL THAT THE STANDARD FLOOR PLATE IS QUICKER TO UNLOAD.
- THERE IS SOME CONCERN THAT THE CLIP COULD FALL OUT AND DIRT COULD GET IN.

FLOOR PLATE/MAGAZINE STYLE (CONT'D)

"IF YOU'RE A SERIOUS HUNTER LIKE I AM, YOU DON'T WANT TO TAKE A CHANCE ON LEAVING THAT MAGAZINE BEHIND. IN MY YEARS OF HUNTING, I'VE HEARD TOO MANY GUYS SAY 'WHERE'S MY MAGAZINE AT?'"

"GENERALLY SPEAKING, CLIPS JUST AREN'T ATTRACTIVE TO LOOK AT."

"YOU CAN TAKE THE SHELLS OUT A LOT FASTER BY JUST OPENING THE THING AND LETTING THEM DROP OUT."

"THE MAGAZINE COULD DROP OUT. THE OTHER WAY IT'S ALL ENCLOSED."

ALTHOUGH FREQUENCY OF HUNTING DOES NOT APPEAR TO BE A DISCRIMINATING FACTOR ON THIS ISSUE, OLDER RESPONDENTS ARE SLIGHTLY MORE APT TO PREFER THE STANDARD FLOOR PLATE FOR "HABITUAL" AND "TRADITIONAL" REASONS.

PRESENCE AND TYPE OF BOLT LOCK

FOR BOTH FUNCTIONAL AND SAFETY REASONS, THE GREAT MAJORITY OF RESPONDENTS (EXCLUDING PHOENIX) PREFER A RIFLE WITH A BOLT LOCK TO ONE WITHOUT.*

	LIKED BEST BEFORE DISCUSSION (56)	LIKED BEST AFTER DISCUSSION (56)
<u>PRESENCE OF BOLT LOCK</u>		
PREFER A BOLT LOCK	72%	79%
PREFER NO BOLT LOCK AT ALL	28	21

RESPONDENTS CITE SEVERAL ADVANTAGES TO HAVING A BOLT LOCK:

- IT PREVENTS ACCIDENTAL SNAGGING ON A TWIG AND LIFTING OF THE BOLT, UNBEKNOWNST TO THE HUNTER, THUS POSSIBLY RESULTING IN A MISSED OPPORTUNITY.
- IT PREVENTS THE BOLT FROM OPENING AND DIRT FROM GETTING INTO THE MECHANISM IN THE EVENT OF A FALL.
- SOME ALSO SEE IT AS A SAFETY FEATURE (I.E., KIDS CANNOT OPEN THE BOLT AND LOAD THE GUN).

* IT SHOULD BE NOTED THAT THERE IS A RELATIVELY LOW LEVEL OF CONSUMER AWARENESS AND COGNITION REGARDING BOLT LOCKS. IN THE GROUPS A CERTAIN AMOUNT OF (COMPRESSED) "EDUCATION" WAS REQUIRED BEFORE THE TEST ISSUES COULD BE MEANINGFULLY DISCUSSED.

PRESENCE AND TYPE OF BOLT LOCK (CONT'D)

"WITHOUT THE BOLT LOCK, IF YOU'RE CLIMBING ON ROCK OR THROUGH BRUSH AND YOUR BOLT GETS INADVERTENTLY KNOCKED PARTIALLY UP, YOU CAN'T FIRE THAT WEAPON."

"I GO DEER HUNTING BEFORE THE SUN COMES UP AND I ROUTINELY TAKE TUMBLES. I FALL DOWN A HILLSIDE AND WIND UP AT THE BOTTOM WITH MY BOLT HANGING OPEN, AND YOU GET A BUNCH OF CRAP IN THERE."

"IF A YOUNGSTER IS FOOLING WITH A GUN THAT HAS THE BOLT LOCKED IN BOTH POSITIONS, CHANCES ARE HE WON'T KNOW HOW TO LOAD IT, SO IT'S SAFE."

ON THE OTHER HAND, MANY RESPONDENTS (IN PHOENIX*) PREFER NO BOLT LOCK AT ALL.

- SEVERAL SIMPLY ARE NOT AWARE OF THE ISSUE AND SEE NO NEED FOR A BOLT LOCK (WHATEVER IT IS).
- SOME FEEL IT IS "JUST ANOTHER GIMMICK" OR "GADGET TO GO WRONG."
- A SMALL NUMBER OF RESPONDENTS FEEL THAT HAVING TO PRESS A RELEASE BUTTON TO OPEN THE BOLT SLOWS DOWN THE LOADING PROCESS AND "SAVES THE DEER."

* "I REALLY DON'T SEE THE PURPOSE OF A BOLT LOCK AT ALL."

"THIS [BOLT LOCK] IS JUST ANOTHER GADGET TO GO WRONG."

* TO SOME EXTENT THIS CAN BE ATTRIBUTED TO THE LACK OF EXPLANATION GIVEN IN THE PHOENIX GROUPS FOR THE RATIONALE AND OPERATION OF THE BOLT LOCK MECHANISM.

PRESENCE AND TYPE OF BOLT LOCK (CONT'D)

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OF THE TWO BOLT LOCK DESIGNS, MOST RESPONDENTS PREFER THE BOLT LOCK THAT LOCKS ON "SAFE" ONLY.

<u>TYPE OF BOLT LOCK</u>	<u>LIKED BEST BEFORE DISCUSSION (40)*</u>	<u>LIKED BEST AFTER DISCUSSION (44)*</u>
M LOCKS ON "SAFE" ONLY	63%	61%
R LOCKS ON BOTH "SAFE" AND "FIRE"	37	39

THEY FEEL THAT THE BOLT LOCK THAT LOCKS ON THE "SAFE" POSITION ONLY IS FUNCTIONALLY SUPERIOR, IN THAT:

- MANY WOULD USE IT AS A "DOUBLE CHECK" TO MAKE SURE THE GUN IS ON "SAFE."
- SEVERAL FEEL THAT LOCKING THE BOLT IN THE "FIRE" POSITION IS UNNECESSARY (THE GUN SHOULD BE STATIONARY WHEN IN THE "FIRE" POSITION).
- THE SYSTEM THAT LOCKS ON BOTH "SAFE" AND "FIRE" IS PERCEIVED BY SOME TO BE MORE LIKELY TO HAVE MECHANICAL TROUBLE THAN A BOLT LOCK THAT LOCKS IN ONE POSITION.

..."JUST ANOTHER THING TO GO WRONG."

"AS LONG AS THAT BOLT IS DOWN AND LOCKED, THEN I KNOW MY SAFETY IS ON."

"I'M GENERALLY NOT CRAWLING THROUGH THE BRUSH WITH THE SAFETY ON FIRE. WHEN I'VE GOT IT IN THE FIRE POSITION, I'M READY TO FIRE."

"A BOLT LOCK IN THE FIRE POSITION IS JUST ANOTHER THING TO GO WRONG. I'D RATHER HAVE IT SIMPLE."

* BASED ON RESPONDENTS WHO PREFER A BOLT LOCK.

PRESENCE AND TYPE OF BOLT LOCK (CONT'D)

STILL, SEVERAL RESPONDENTS (PARTICULARLY IN HOUSTON) PREFER THE BOLT LOCK THAT LOCKS IN BOTH POSITIONS, MAINLY FOR SAFETY REASONS:

"THE SAFER THEY ARE, THE BETTER...I HAVE A SON. AND IT DOESN'T SEEM LIKE IT'S GOING TO DETER FROM USING THE GUN."

IT IS IMPORTANT TO NOTE THAT CONSUMER COGNITION OF THE BOLT LOCK RELEASE MECHANISM IS PARTICULARLY WEAK. AS THE FOLLOWING VERBATIMS ILLUSTRATE, MANY RESPONDENTS DO NOT PICK UP ON THE FACT THAT THE BOLT CAN EASILY BE OPENED AT WILL:

"I DON'T WANT THE LOCK. BECAUSE THEN YOU CAN HAVE THE SAFETY ON AND STILL BE ABLE TO GET THE ROUND OUT."

"I DON'T WANT IT LOCKED IN BOTH POSITIONS. BECAUSE THEN YOU CAN'T GET THE ROUND OUT OF THE CHAMBER."

"IF THE BOLT IS LOCKED IN BOTH POSITIONS AND YOU ASSUME THE GUN IS UNLOADED, THE TENDENCY IS TO SQUEEZE THE TRIGGER TO OPEN THAT BOLT."

CONSUMER EDUCATION IS REQUIRED IN THIS AREA. CONSUMERS NEED TO BE MADE AWARE OF THE FACT THAT THE BOLT LOCK CAN BE RELEASED AT ANY TIME, WITHOUT ADJUSTING THE POSITION OF THE SAFETY OR SQUEEZING THE TRIGGER.

PRESENCE AND TYPE OF BOLT LOCKLOCATION OF BOLT LOCK RELEASE

A BOLT LOCK RELEASE LOCATED RIGHT ON THE BOLT PLUG (MODEL R) IS PREFERRED OVER A RELEASE LOCATED ON THE SIDE OF THE RECEIVER (MODEL M). RESPONDENTS PREFER THE SHROUD LOCATION FOR CONVENIENCE AND EASE OF ACCESS.

<u>LOCATION OF BOLT LOCK RELEASE</u>	<u>LIKED BEST BEFORE DISCUSSION (56)</u>	<u>LIKED BEST AFTER DISCUSSION (56)</u>
R BOLT PLUG	55%	54%
M SIDE OF RECEIVER	43	44
NO PREFERENCE	2	2

*close - probably
not in a product*

- THE MAIN OBJECTION TO MODEL M IS ITS PROXIMITY TO THE SAFETY...

...MAKING IT ESPECIALLY DIFFICULT TO OPERATE WITH GLOVES ON

*good point -
need to
accommodate*

- SOME SAY THAT THE LOCATION OF MODEL R IS EASIER TO REACH WITH THE SIDE OF THE THUMB.

...BUTTON CAN BE PRESSED AND BOLT LIFTED IN ONE MOTION

PRESENCE AND TYPE OF BOLT LOCK

LOCATION OF BOLT LOCK RELEASE (CONT'D)

"I CHOSE R BECAUSE M IS TOO CLOSE TO THE SAFETY. THERE'S TOO MANY BUTTONS TOO CLOSE TOGETHER."

"YOU WON'T BE ABLE TO REACH THE BUTTON ON M WITH GLOVES ON. IT'S TOO CLOSE TO THE SAFETY."

"I PICKED R BECAUSE I COULD DO IT IN ONE MOTION -- PUSH THE BUTTON AND PULL THE BOLT UP AT THE SAME TIME. IT'S MORE CONVENIENT."

NEVERTHELESS, SOME RESPONDENTS PREFER THE LOCATION OF MODEL M FOR READY ACCESSIBILITY...

"I LIKED M BECAUSE ITS EASIER TO OPERATE. YOU HAVE YOUR HAND RIGHT THERE."

"I LIKED M BECAUSE I COULD REACH IT WITH MY THUMB."

LOCATION OF BOLT RELEASE

BEFORE DISCUSSION, A BOLT RELEASE LOCATED ON THE SIDE OF THE RECEIVER (MODEL S) IS CLEARLY PREFERRED BY RESPONDENTS (EXCLUDING DENVER) ON THE BASIS OF CONVENIENCE AND ACCESSIBILITY. HOWEVER, THE EMERGENCE OF CERTAIN ARGUMENTS IN FAVOR OF THE STANDARD BDL LOCATION (MODEL Q) DURING THE DISCUSSION (I.E., DECREASED LIKELIHOOD OF ACCIDENTALLY POPPING THE BOLT OUT) CAUSES SEVERAL RESPONDENTS (IN DENVER AND HOUSTON) WHO INITIALLY PREFERRED MODEL S TO SWITCH.

	LIKED BEST BEFORE DISCUSSION (56)	LIKED BEST AFTER DISCUSSION (56)
<u>BOLT RELEASE LOCATION</u>		
S SIDE OF RECEIVER	66%	59% <i>notice 7</i>
Q STANDARD BDL (UNDERSIDE OF TRIGGER MECHANISM)	34	41

- MOST RESPONDENTS FEEL THAT THE BOLT RELEASE ON MODEL S IS FAR MORE ACCESSIBLE THAN THE RELEASE ON MODEL Q.

...RELEASE ON MODEL Q ESPECIALLY
DIFFICULT TO OPERATE WITH GLOVES ON

...PRESENCE OF OTHER MECHANISMS IN
THE SAME AREA COMPOUND THE PROBLEM

LOCATION OF BOLT RELEASE (CONT'D)

"Q IS HARD TO GET TO WITH A PAIR OF GLOVES ON. YOU ALMOST HAVE TO TURN THE GUN OVER TO GET TO IT."

"I DIDN'T LIKE THE LOCATION OF Q DOWN BY THE TRIGGER. THERE'S TOO MUCH DOWN THERE -- THE TRIGGER, THE BOLT RELEASE, THE MAGAZINE RELEASE --ALL IN THE SAME AREA."

"WITH Q, YOU NEED BOTH HANDS TO GET THAT FRIGGIN' BOLT OFF."

- IT IS IMPORTANT TO NOTE HOWEVER, THAT MANY RESPONDENTS OBJECT TO THE BOLT RELEASE DESIGN OF MODEL S.

...IT PROTRUDES TOO HIGH AND IS TOO SHARP, CREATING A POTENTIAL FOR SNAGGING ON CLOTHING AND THE GUN CASE

* * *

"S STICKS UP A LITTLE BIT TOO HIGH AND IT HAS TOO SHARP AN EDGE ON IT. YOU COULD HOOK THAT ON A GUN CASE AND RIP IT."

"I DON'T LIKE THE STYLE OF S BUT I LIKE THE LOCATION."

LOCATION OF BOLT RELEASE (CONT'D)

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DESPITE THE OVERALL PREFERENCE FOR THE LOCATION OF THE BOLT RELEASE ON MODEL S, A STRONG CASE IS MADE (IN DENVER AND HOUSTON) FOR MODEL Q.

- MANY RESPONDENTS POINT OUT THAT IT IS RARE TO REMOVE THE BOLT WHILE HUNTING.

...BOLT USUALLY ONLY REMOVED FOR CLEANING*

- SEVERAL AGREE THAT A BOLT RELEASE LOCATED ON THE SIDE OF THE RECEIVER IS MORE LIKELY TO RESULT IN THE "ACCIDENTAL POPPING OF THE BOLT."*
- A SMALL NUMBER OF RESPONDENTS FEEL THAT THE OPENING IN THE MECHANISM ON MODEL S WILL ALLOW DIRT AND MOISTURE TO GET IN.

*

*

*

"I DON'T KNOW WHY I'D EVER WANT TO TAKE IT OUT WHILE I'M HUNTING. THE ONLY TIME I TAKE THE BOLT OUT IS TO CLEAN THE GUN."

"I MARKED S BECAUSE IT'S MORE CONVENIENT. BUT WHEN YOU STOP TO THINK ABOUT IT, THE ONLY TIME YOU'RE GOING TO TAKE THE BOLT OUT IS WHEN YOU'RE CLEANING."

"I LIKE IT BURIED UNDERNEATH THE TRIGGER. YOU'RE NOT GONNA HIT IT WITH YOUR FINGER UNLESS YOU DO IT INTENTIONALLY. IT'S A MORE DELIBERATE ACTION."

"I PICKED Q FOR TWO REASONS. FIRST TO PREVENT MOISTURE AND DIRT FROM GETTING IN; AND SECOND BECAUSE WITH Q YOU'D BE LESS LIKELY TO ACCIDENTALLY DROP THE BOLT OUT."

"I TOOK S FOR THE CONVENIENCE. BUT THE POINT ABOUT DROPPING THE BOLT OUT INTO THE MUD WOULD CHANGE MY MIND."

* THIS ARGUMENT WAS PARTICULARLY EFFECTIVE IN CONVINCING RESPONDENTS TO CHANGE THEIR PREFERENCE.

BOLT PLUG DESIGN: ENCLOSED VS. EXPOSED

FOR FUNCTIONAL SAFETY, AND ALSO (BUT TO A MUCH LESSER EXTENT) FOR AESTHETIC REASONS, THERE IS A SLIGHT PREFERENCE OVERALL FOR A FULLY ENCLOSED BOLT PLUG. WHILE THE MAJORITY OF RESPONDENTS AGREE THAT THE ENCLOSED PLUG WOULD PROTECT THE GUN BY PREVENTING DIRT AND MOISTURE FROM GETTING IN, MANY OTHERS ARE INSISTENT ON MAINTAINING THE "COCKING INDICATOR" FUNCTION OF THE EXPOSED BOLT PLUG.

	LIKED BEST BEFORE DISCUSSION (56)	LIKED BEST AFTER DISCUSSION (56)
<u>BOLT PLUG DESIGN</u>		
ENCLOSED	54%	59% <i>significant</i>
EXPOSED	46	41

RESPONDENTS AGREE THAT THE MAIN ADVANTAGE OF THE ENCLOSED BOLT PLUG IS THE PROTECTION OF THE GUN FROM "THE ELEMENTS":

"I LIKE THE ENCLOSED BECAUSE IT'S ONE LESS OPENING FOR DIRT OR ANYTHING TO GET INTO."

"[THE ENCLOSED WOULD] KEEP OUT DUST AND SAND. YOU WOULD HAVE A CLEANER OPERATING GUN."

BOLT PLUG DESIGN: ENCLOSED VS. EXPOSED (CONT'D)

SEVERAL MEN FEEL THERE ARE SAFETY ADVANTAGES AS WELL:

- SOME RESPONDENTS (IN PHOENIX) POINT OUT A GAS "FLASHBACK" PROBLEM WITH AN EXPOSED BOLT PLUG THAT IS POTENTIALLY HAZARDOUS TO THE SHOOTER.*
- A SMALL NUMBER OF RESPONDENTS SAY THAT AN ENCLOSED BOLT PLUG WILL PROTECT THE FIRING PIN IN A FALL AND PREVENT THE GUN FROM ACCIDENTALLY FIRING.

* * *

"FOR SAFETY IT HAS TO BE ENCLOSED. YOU'LL FIND GASSES LOOKING FOR ANY WAY TO GET OUT OF THAT CHAMBER. THE EXPOSED HAS TO LET IT OUT. IT COMES BACK IN YOUR FACE. THAT'S WHY THEY RECOMMEND SHOOTING GLASSES."

"I WENT WITH ENCLOSED FOR SAFETY REASONS. FALLING OR HITTING A ROCK, YOU HAVE A CHANCE OF THAT PIN FIRING."

ALTHOUGH APPEARANCE IS CONSIDERED TO BE A MINOR POINT IN THE SELECTION OF THIS FEATURE (ONLY ONE RESPONDENT CHOOSES THE ENCLOSED BOLT PLUG MAINLY FOR AESTHETIC REASONS), SOME CONSIDER THE "SLEEKER LOOK" OF THE ENCLOSED STYLE AN "EXTRA" ADVANTAGE.

OF THE RESPONDENTS WHO PREFER AN EXPOSED BOLT PLUG, ALMOST ALL CHOOSE IT FOR SAFETY REASONS -- I.E., AS A VISUAL CHECK TO SEE IF THE GUN IS COCKED:

* THIS ARGUMENT WAS PARTICULARLY EFFECTIVE IN CONVINCING SOME RESPONDENTS (IN PHOENIX) TO CHANGE THEIR PREFERENCE.

BOLT PLUG DESIGN: ENCLOSED VS. EXPOSED (CONT'D)

"THE EXPOSED IS JUST ANOTHER VISUAL CHECK TO SEE WHETHER IT'S COCKED OR NOT."

"I WANT TO KNOW IF IT'S COCKED. I FEEL MORE COMFORTABLE IF I CAN SEE WHAT'S GOING ON."

"I'M FANATIC ON SEEING THE COCK INDICATOR."

- OTHER REASONS GIVEN (BY A SMALL MINORITY OF RESPONDENTS) FOR SELECTING THE EXPOSED BOLT PLUG CAN BE DESCRIBED AS HABIT/TRADITION DRIVEN; E.G., "IT'S WHAT I HAVE NOW" OR "I'M FROM THE OLD SCHOOL."

...IN ADDITION, SOME RESPONDENTS DO NOT FEEL THAT DIRT OR MOISTURE GETTING INTO THE GUN (THROUGH THE EXPOSED OPENING) IS A PROBLEM

ALTHOUGH NOT DIRECTLY SUGGESTED BY RESPONDENTS, IT CAN BE REASONED THAT THE PLACEMENT OF A HIGHLY VISIBLE COCKING INDICATOR WITH AN ENCLOSED BOLT PLUG WOULD OFFER THE ADVANTAGES OF BOTH STYLES WITHOUT THE DISADVANTAGES.

- IT IS IMPORTANT TO NOTE, HOWEVER, THAT ALL THREE PROTOTYPES WITH ENCLOSED BOLT PLUGS HAVE COCKING INDICATORS, AND NOT A SINGLE RESPONDENT NOTICED. THIS SUGGESTS THAT THE INDICATOR SHOULD BE MADE MORE VISIBLE.*

...BEAR IN MIND, HOWEVER, THAT A MORE VISIBLE COCKING INDICATOR THAT RESULTS IN A WIDER OPENING COULD DEFEAT THE MAIN PURPOSE OF THE ENCLOSED BOLT PLUG (I.E., KEEPING OUT DIRT AND MOISTURE).

* OR THAT, THROUGH COMMUNICATION (E.G., LITERATURE, SALESMEN, WORD OF MOUTH, ETC.), CONSUMERS SHOULD BE MADE MORE AWARE OF THE COCKING INDICATOR.

BOLT PLUG DESIGN: ENCLOSED VS. EXPOSED

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ENCLOSED BOLT PLUG STYLE

MODEL M, WITH ITS PLAIN ROUND DESIGN AND SMOOTH, CLEAN LINES, IS THE CLEAR FAVORITE OVERALL. DENVER HAS A STRONG PREFERENCE FOR IT (94%) WHEREAS PHOENIX PREFERS IT ONLY MARGINALLY (40%) OVER THE SCALLOPED STYLES.

	<u>NET SCORE</u>	<u>LIKED BEST BEFORE DISCUSSION</u> (56)	<u>LIKED BEST AFTER DISCUSSION</u> (56)
<u>ENCLOSED BOLT PLUG STYLE</u>			
M BDL STYLE	22.0	64%	66%
R SHORT SCALLOPS	(-9.0)	13	13
S LONG SCALLOPS	(-12.0)	23	21

WHILE MOST RESPONDENTS VIEW THE DIFFERENCES AMONG THE THREE DESIGNS AS STRICTLY AESTHETIC, SOME FUNCTIONAL DISTINCTIONS ARE NOTED AS WELL:

- A SHORT(ER) BOLT PLUG IS PREFERRED FOR COMFORT/SAFETY REASONS.
 - ...MODEL R IS PARTICULARLY STRONG ON THIS DIMENSION; MODEL S IS PARTICULARLY WEAK
- THERE IS SOME SMALL MINORITY CONCERN ABOUT A "REFLECTION PROBLEM" WITH THE SCALLOPED DESIGNS
 - ...MODEL S (WITH ITS LARGER SURFACE AREA) IS PARTICULARLY SUBJECT TO THIS CRITICISM

"YOU DON'T WANT TO BE HITTING YOURSELF IN THE CHEEK. ENCLOSED OR NOT, YOU'RE GONNA WANT IT SHORTER."

"THE SIZE IS IMPORTANT BUT NOT THE SHAPE. I PICKED R BECAUSE IT'S A LITTLE SHORTER."

"THE BLUEING WILL WEAR OFF ON [MODEL] S AND YOU'LL END UP WITH BRIGHT SHINY EDGES ON IT. ANY FLAT SURFACE IS GONNA GIVE YOU MORE GLARE."

BOLT HANDLE STYLE

FUNCTIONAL DIFFERENCES, MOST NOTABLY "GRIP" AND "FEEL," PLAY A MORE IMPORTANT ROLE THAN AESTHETICS IN THE SELECTION OF THE BOLT HANDLE. THE TWO KNURLED MODELS (M AND T) SCORE SIGNIFICANTLY HIGHER THAN THE OTHERS, WITH MODEL M IN PARTICULAR WIDELY PREFERRED FOR ITS LARGER SIZE AND OBLONG SHAPE (CONTRIBUTING TO ITS OVERALL COMFORTABLE OPERATING "FEEL"). MODEL S, WITH ITS SLICK MULTI-FACETED DESIGN AND (TOO) SMALL SIZE IS WIDELY REJECTED.

<u>BOLT HANDLE STYLE</u>	<u>NET SCORE</u>	<u>LIKED BEST BEFORE DISCUSSION</u> (56)	<u>LIKED BEST AFTER DISCUSSION</u> (56)
M STANDARD BDL (KNURLED)	27.5	52%	44%
T TEARDROP (KNURLED)	16.5	29	29
Q STANDARD ADL	(-2.5)	8	17
R OVAL POLISHED	(-2.5)	6	6
S FACETED	(-35.0)	5	4

- MOST RESPONDENTS CONSIDER A KNURLED SURFACE EASIER TO GRIP, ESPECIALLY IN WET WEATHER
- SOME SAY THAT THE LARGER SIZE AND OBLONG SHAPE OF MODEL M GIVES IT A BETTER "FEEL."

"IF YOU'RE GLOVES ARE ICED UP OR WET, YOU NEED A FRICTION SURFACE TO GRAB ONTO."

"I LIKE M BECAUSE THE KNOB IS KNURLED, IT'S EASIER TO GRIP. IT FITS IN MY HAND BETTER BECAUSE IT'S AN TOUCH LARGER AND IT'S OBLONG."

BOLT HANDLE STYLE (CONT'D)

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NEVERTHELESS, A SMALL NUMBER OF RESPONDENTS OBJECT TO ANY KIND OF KNURLING.

- SOME PREFER THE "FEEL OF A SMOOTH BOLT HANDLE."
- OTHERS PERCEIVE A FUNCTIONAL DISADVANTAGE TO KNURLING:

... "THE KNURLED ONES TEND TO COLLECT WATER AND RUST."*

FOR FUNCTIONAL AND (TO A LESSER DEGREE) AESTHETIC REASONS, RESPONDENTS CLEARLY REJECT THE FACETED BOLT HANDLE (MODEL S).

- MOST FEEL THAT THE FINISH ON MODEL S IS TOO SLICK AND WOULD BE VERY DIFFICULT TO GRIP, ESPECIALLY IN WET WEATHER OR WITH SWEATY HANDS.
- MANY RESPONDENTS DISLIKE THE "FEEL" OF THE FACETED SURFACE.
- SEVERAL FEEL THAT MODEL S IS TOO SMALL AND IS THEREFORE UNCOMFORTABLE TO GRIP.
- SOME OBJECT TO THE FACETS ON AESTHETIC GROUNDS, DESCRIBING THE LOOK AS "GIMMICKY," "OUTER SPACE," AND "BUCK ROGERS."

"S IS TOO SLICK. IF YOU WERE IN WET CONDITIONS OR HAD SWEAT ON YOUR HANDS YOU MIGHT SLIP OFF."

"S FEELS WEIRD IN YOUR HANDS. THE DIFFERENT ANGLES DIDN'T FEEL RIGHT TO ME."

"IT WAS TOO SMALL. IT DIDN'T FEEL GOOD."

"S CAME FROM BUCK ROGERS, STAR TREK. THEY TRIED TO MAKE SOMETHING REALLY NEAT AND IT JUST TURNED ME OFF COMPLETELY."

* THIS ARGUMENT WAS PARTICULARLY EFFECTIVE IN CONVINCING SOME RESPONDENTS TO CHANGE THEIR PREFERENCE FROM MODEL M (KNURLED) TO MODEL Q (SMOOTH).

SAFETY LOCATION

FOR CONVENIENCE/ACCESSIBILITY REASONS AND PERSONAL SAFETY (WHICH TO A LARGE DEGREE IS SEEN TO BE RELATED TO THE TYPE OF SAFETY MECHANISM), RESPONDENTS PREFER THE STANDARD BDL SAFETY BY NEARLY A THREE TO ONE MARGIN OVER THE TANG MOUNTED SAFETY.

<u>SAFETY LOCATION</u>	<u>LIKED BEST BEFORE DISCUSSION (56)</u>	<u>LIKED BEST AFTER DISCUSSION (56)</u>
R STANDARD BDL (SIDE OF RECEIVER)	77%	71%
S TANG MOUNTED	23	29

- THE SIDE OF THE RECEIVER IS SEEN AS THE "NATURAL POSITION" FOR THE SAFETY. MOST RESPONDENTS FEEL IT IS MORE ACCESSIBLE.

...SOME SAY IT IS MORE MANEUVERABLE AS WELL

- IN CONTRAST, THE TANG LOCATION IS VIEWED AS AN AWKWARD, "UNNATURAL" POSITION THAT IS MORE DIFFICULT TO REACH...

...ESPECIALLY WITH GLOVES ON

SAFETY LOCATION (CONT'D)

"I LIKED R, MYSELF. IT'S READILY ACCESSIBLE. IT'S EASY TO GET TO."

"THE WAY I HOLD THE GUN, [THE LOCATION OF] R SEEMS MORE NATURAL TO ME. MY THUMB CAN MANEUVER BETTER."

"I DIDN'T LIKE THAT ONE ON THE TANG. IT SEEMED LIKE YOU HAVE TO COME WAY BACK TO GET TO IT. IT'S A LITTLE MORE UNNATURAL FOR ME."

"IF YOU'RE OUT IN THE COLD WEATHER AND WEARING A PAIR OF GLOVES, YOU'RE GOING TO HAVE A HECK OF A TIME GETTING TO THAT ONE ON THE TANG."

ALTHOUGH SOMEWHAT LESS IMPORTANT THAN THE CONVENIENCE ISSUE, MANY RESPONDENTS CITE PERSONAL SAFETY AS A FACTOR IN THEIR PREFERENCE. IT IS IMPORTANT TO NOTE, THOUGH, THAT THE PERSONAL SAFETY ISSUE IS MORE OF FUNCTION OF THE TYPE OR DESIGN OF THE EXTERNAL MECHANISM (FLAT SLIDE SWITCH VERSUS PROTRUDING LEVER) THAN OF ITS LOCATION.

- SEVERAL MEN OBJECT TO THE SLIDE SWITCH MECHANISM OF MODEL S (WHICH SOME FEEL IS UNAVOIDABLE IN A TANG MOUNTED SAFETY). THEY ARE CONCERNED THAT IT MAY BE DIFFICULT TO DISTINGUISH BETWEEN POSITIONS...

...AND PARTICULARLY DIFFICULT TO DISTINGUISH BY "FEEL"

- SOME RESPONDENTS STATE THAT THE TANG SAFETY (BECAUSE OF IT'S LOCATION) IS MORE LIKELY TO BE ACCIDENTALLY DISENGAGED BY THE CARRIER'S HAND, ESPECIALLY WHEN THE GUN IS CARRIED BY THE PISTOL GRIP, AS IT OFTEN IS.

SAFETY LOCATION (CONT'D)

"I PICKED R BECAUSE I BELIEVE THERE SHOULD NEVER BE A QUESTION AS TO WHETHER THE SAFETY IS ON OR NOT. I WANT A DEFINITE POSITION RATHER THAN JUST A SLIP UP AND A SLIP BACK."

"I COULDN'T SEPARATE THE DESIGN OF THE SWITCH [FROM] THE LOCATION. WITH IT IN THE BACK, IT HAD TO BE A LOW PROFILE TO BE PRACTICAL, AND TO ME THAT'S BAD."

"WITH R, YOU DON'T HAVE TO ACTUALLY LOOK AT THE GUN TO SEE IF IT'S ON SAFETY. YOU CAN FEEL IT. I DON'T THINK YOU CAN DO THAT WITH S."

"WHEN YOU'RE WALKING THROUGH THE FIELD HOLDING THAT GUN [MODEL S], YOU COULD [ACCIDENTALLY] SLIDE THE SAFETY INTO THE FIRE POSITION USING YOUR THUMB...VERY UNSAFE."

NEVERTHELESS, SOME CONVINCING ARGUMENTS ARE MADE IN FAVOR OF A TANG MOUNTED SAFETY ON THE GROUNDS OF ACCESSIBILITY, SAFETY, AND FUNCTION:

- FOR CONVENIENCE/ACCESSIBILITY REASONS, THE TANG SAFETY IS MORE ATTRACTIVE TO SOME HUNTERS (PARTICULARLY LEFT HANDED SHOOTERS); THE THUMB "NEVER HAS TO LEAVE THE SHOOTING POSITION."
- WITH REGARD TO SAFETY, SOME MEN FEEL THAT THE LOCATION (AND SLIDE SWITCH MECHANISM) OF THE TANG SAFETY MAKES IT LESS LIKELY TO ACCIDENTALLY BECOME DISENGAGED BY TREES OR BRUSH.
- OTHER REASONS (SINGLE MENTIONS) GIVEN IN SUPPORT OF THE TANG SAFETY (BASED MORE ON THE MECHANISM THAN THE LOCATION) INCLUDE ITS SMALL SIZE, QUIETNESS, AND "ENCLOSURE OF THE ACTION."

SAFETY LOCATION (CONT'D)

"I LIKE THE TANG SAFETY BETTER. THERE'S LESS THUMB MOVEMENT."

"ON [MODEL] R YOU CAN BRUSH IT ON A BUSH OR A TREE AND KICK IT OFF SAFETY AND ON TO FIRE. THE SLIDE SWITCH MAY BE A LITTLE SAFER BECAUSE IT'S NOT AS ACCESSIBLE."

"THE PROBLEM WITH [MODEL] R IS THAT [WITH THE LEVER], THERE IS A FAIRLY LARGER OPENING DOWN TO THE MECHANISM WHERE DIRT OR MOISTURE CAN GET IN."

A P P E N D I X

FEATURE PREFERENCES

	Before Discussion		After Discussion
	<u>Net Score*</u>	<u>Liked Best</u> (56)	<u>Liked Best</u> (56)
(1) <u>Stock Configuration</u>			
Q Standard BDL	9.5	44%	44%
T Mountain rifle	6	25	25
S Prototype #1	(-5)	16	16
R Prototype #2	(-6.5)**	15**	15**
(2) <u>Receiver Styles</u>			
Q Round receiver with integral mounts	14.5	35%	42%
T Round receiver	(-4)	21	23
S Octagonal receiver with integral mounts	(-4.5)	20	17
R Octagonal receiver	(-6)	20	16
No preference		4	-
(3) <u>Barrel Styles</u>			
Q Standard contour	15	56%	57%
T Mountain rifle contour	11	30	32
S Mountain rifle/hammer marked	(-25)	14	11
(4) <u>Floor Plate/Magazine Styles***</u>			
R Magazine box		71%	73%
T Floor plate		25	25
No preference		4	2
(5) <u>A. Presence/Type of Bolt Lock***</u>			
M, R Prefer a Bolt lock (net)		72%	79%
T Prefer no bolt lock at all		28**	21**
M Locks on "safe" only		45	49
R Locks on "safe" and "fire"		27	30
<u>B. Location of Bolt Lock Release***</u>			
R Bolt plug		55%	54%
M Side of receiver		43	44
No preference		2	2

* Net score = Liked best minus Liked least.
 ** Higher in Phoenix.
 *** Net score cannot be computed.

FEATURE PREFERENCES (cont'd)

	<u>Before Discussion</u>		<u>After Discussion</u>
	<u>Net Score*</u>	<u>Liked Best</u>	<u>Liked Best</u>
(6) <u>Bolt Release Location ***</u>		(56)	(56)
S Side of receiver		66%	59%**
Q Standard BDL		34	41
(7) <u>A. Bolt Plug Styles ***</u>			
S, R, M Fully enclosed		54%	59%
T Standard BDL exposed		46	41
<u>B. Enclosed Bolt Plug Style</u>			
M BDL style fully enclosed	22	64%	66%
R Fully enclosed, short scallops	(-9)	13**	13**
S Fully enclosed, scallops	(-12)	23	21
(8) <u>Bolt Handle Styles</u>			
M Standard BDL	27.5	52%	44%
T Teardrop	16.5	29	29
Q Standard ADL	(-2.5)	8	17
R Oval polished	(-2.5)	6	6
S Faceted	(-35)	5	4
(9) <u>Safety Location ***</u>			
R Standard BDL		77%	71%
S Tang mounted		23	29

* Net score = Liked best minus Liked least.

** Higher in Phoenix.

*** Net score cannot be computed

FEATURE PREFERENCES BY CITY

		Before Discussion				After Discussion							
		Net Score*			Liked Best			Liked Best					
		Total	Phoenix	Denver	Houston	Total	Phoenix	Denver	Houston	Total	Phoenix	Denver	Houston
						(56)	(20)	(18)	(18)	(56)	(20)	(18)	(18)
(1) Stock Configuration													
Q Standard BDL	9.5	(-1.5)	3	7	44%	33%	44%	56%	44%	33%	44%	56%	
T Mountain rifle	6	1	1	4	25	15	28	33	25	15	28	33	
S Prototype #1	(-5)	(-2)	(-1)	(-2)	16	20	17	11	16	20	17	11	
R Prototype #2	(-6.5)	4.5	(-3)	(-8)	15	32	11	-	15	32	11	-	
(2) Receiver Styles													
Q Round with integral mounts	14.5	6	2.5	6	35%	40%	19%	44%	42%	45%	36%	44%	
T Round	(-4)	(-5)	2	(-1)	21	10	39	17	23	15	33	22	
S Octagonal with integral mounts	(-4.5)	-	(-5)	(-4)	20	25	25	11	17	20	25	6	
R Octagonal	(-6)	-	(-5)	(-1)	20	25	6	28	18	20	6	28	
No preference					4	-	11	-	-	-	-	-	

* Net score = Liked Best minus Liked least.

(Continued)

FEATURE PREFERENCES BY CITY (cont'd)

	Before Discussion				After Discussion			
	Net Score*			Total	Liked Best			Total
	Total	Phoenix	Denver		Phoenix	Denver	Houston	
(3) <u>Barrel Styles</u>								
Q Standard Contour	15	2	3	10	56%	45%	50%	72%
T Mountain rifle contour	11	3	6	2	30	30	39	22
S Mountain rifle/hammer marked	(-25)	(-5)	(-9)	(-11)	14	25	11	6
(4) <u>Floor Plate/Magazine Styles**</u>								
R Magazine box					71%	65%	83%	67%
T Floor plate					25	35	17	22
No preference					4	-	-	11
(5) <u>A. Presence/Type of Bolt Lock**</u>								
M, R Prefer a bolt lock (net)					72%	35%	94%	89%
T Prefer no bolt lock at all					28	65	6	11
M Locks on "safe" only					45%	35%	61%	39%
R Locks on "safe" and "fire"					27	-	33	50

* Net score = Liked Best minus Liked least.

** Net score cannot be computed.

(Continued)

FEATURE PREFERENCES BY CITY (cont'd)

	Before Discussion				After Discussion			
	Net Score*			Total	Liked Best			Total
	Phoenix	Denver	Houston		Phoenix	Denver	Houston	
				(56)	(20)	(18)	(18)	(56)
B. Location of Bolt Lock Release**								
R Bolt plug				55%	50%	44%	72%	54%
M Side of receiver				43	45	56	28	44
No preference				2	5	-	-	2
(6) Bolt Release Location**								
S Side of receiver				66%	80%	44%	72%	59%
Q Standard BDL				34	20	56	18	41
(7) A. Bolt Plug Styles**								
S, R, M Fully enclosed				54%	50%	61%	50%	59%
T Standard BDL exposed				46	50	39	50	41

(Continued)

* Net score = Liked Best minus Liked least.

** Net score cannot be computed.

FEATURE PREFERENCES BY CITY (cont'd)

		<u>Before Discussion</u>				<u>After Discussion</u>							
		<u>Net Score*</u>			<u>Liked Best</u>				<u>Liked Best</u>				
		<u>Total</u>	<u>Phoenix</u>	<u>Denver</u>	<u>Houston</u>	<u>Total</u>	<u>Phoenix</u>	<u>Denver</u>	<u>Houston</u>	<u>Total</u>	<u>Phoenix</u>	<u>Denver</u>	<u>Houston</u>
						(56)	(20)	(18)	(18)	(56)	(20)	(18)	(18)
<u>B. Enclosed Bolt Plug Design</u>													
M	BDL style fully enclosed	22	1	14	7	64%	40%	89%	67%	66%	40%	94%	67%
R	Fully enclosed, short scallops	(-9)	-	(-6)	(-3)	13	30	-	6	13	30	-	6
S	Fully enclosed, scalloped	(-12)	-	(-8)	(-4)	23	30	11	27	21	30	6	27
(8)	<u>Bolt Handle Styles</u>												
M	Standard BDL	27.5	11.5	8	8	52%	58%	45%	50%	44%	58%	44%	28%
T	Teardrop	15.5	5.5	5	5	29	27	32	27	29	32	33	22
Q	Standard ADL	(-2.5)	-	(-.5)	(-2)	8	5	14	6	17	5	14	33
R	Oval polished	(-2.5)	(-1)	(-1.5)	-	6	5	3	11	6	5	3	11
S	Faceted	(-35)	(-15)	(-10)	(-10)	5	5	6	6	4	-	6	6

* Net score = Liked Best minus Liked least.

** Net score cannot be computed.

FEATURE PREFERENCES BY CITY (cont'd)

	Before Discussion				After Discussion			
	Net Score*			Total	Liked Best			Total
	Phoenix	Denver	Houston		Phoenix	Denver	Houston	
				(56)	(20)	(18)	(18)	(56)
(9) Safety Location**								
R Standard BDL				77%	75%	72%	83%	71%
S Tang mounted				23	25	28	17	29

* Net score = Liked Best minus Liked least.
 ** Net score cannot be computed.

DEMOGRAPHICS OF SAMPLE

	<u>Total Sample</u>	<u>Phoenix</u>	<u>Denver</u>	<u>Houston</u>
	(56)	(20)	(18)	(18)
<u>Area</u>				
Phoenix	36%	100%	-%	-%
Denver	32	-	100	-
Houston	32	-	-	100
<u>Days Hunted With Bolt-Action Center Fire Rifle in Past 12 Months</u>				
5 or less	25%	30%	22%	22%
6 - 10	31	20	33	39
11 - 15	25	15	33	28
16 or more	19	35	12	11
<u>Number of Guns Owned</u>				
1 - 3	25%	15%	22%	38%
4 - 6	25	20	28	28
7 - 10	18	20	28	6
11 or more	32	45	22	28
<u>Brand of Bolt Action Center Fire Rifle(s) owned*</u>				
Remington	66%	70%	65%	56%
Winchester	18	20	11	22
Ruger	16	20	22	6
Springfield	13	5	28	6
Mouser	13	20	11	6
Savage	13	20	6	11
Weatherby	5	5	6	6
Sako	5	-	11	6
Other	14	20	6	17

*Multiple responses