

JKK

cc: R.A. Williamson
F.E. Morgan
H.J. Hackman
R.L. Hall ✓ 11/5
J.J. Phillips
Est. #1398

Ilion, New York
November 14, 1963

G.G.D. ROCKWELL

Re: Your letter to H.J. Hackman of 10/25/63

SLINGS, SWIVELS AND MOUNTS FOR THE MODELS 742, 760, 600
AND 700 RIFLES FOR 1964

The Plant has reviewed your questions relative to the Models 742 and 760 and the following points best express our position:

1. On all the above models, if a customer orders a rifle "with swivels installed" we will mount the swivels on the rifle and pack the sling strap separately in the carton with the rifle. The delay involved for such mounting will be one to two weeks.
2. Price considerations for all models should be based on specifying in the price list that sling strap assembly and mounting complete will be supplied attached to the rifle or unattached. Retail prices in each case should be different.
3. A cost review of the subject accessories for the models mentioned has been completed and for 1964 the Plant suggests that the following breakdown of costs and retail prices be given serious consideration by Sales so that the Plant may approach a breakeven condition on these items.

Model	Suggested Price List Nomenclature	Factory "Cash" Cost	Full Factory Cost	Suggested Retail Price
760 Regular	Sling Strap Assembly and Mountings Complete (Unattached) Sling Strap Assembly and Mountings Complete (Attached)	\$ 5.07	\$ 3.14	\$ 5.40 6.50
760 Carbine	Sling Strap Assembly and Mountings Complete (Unattached) Sling Strap Assembly and Mountings Complete (Attached)	\$ 3.97	\$ 2.53	\$ 5.40 6.50
742 Regular and Carbine	Sling Strap Assembly and Mountings Complete (Unattached) Sling Strap Assembly and Mountings Complete (Attached)	\$ 3.84	\$ 2.19	\$ 5.40 6.50
700 ADL - EDL	1" Sling Strap and Swivels (Unattached) 1" Sling Strap and Swivels (Attached) 7/8" Sling Strap and Quick Release Swivels (Unattached) 7/8" Sling Strap and Quick Release Swivels (Attached)	\$ 4.57 \$ 4.49	\$ 2.32 \$ 2.51	\$ 5.40 6.50 5.40 7.50
600 Carbine	7/8" Sling Strap and Quick Release Swivels (Unattached) 7/8" Sling Strap and Quick Release Swivels (Attached)	\$ 4.49	\$ 2.51	\$ 5.40 7.50

If there are any further details required, we will be glad to supply them.

R.A. Morris
R. A. MORRIS
Sup. Special Studies