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R. B. SPERLING

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From F. T. Millener

CENTER FIRE RIFLESMODEL 700 BDL - 7mm-08 REM
(1981 Introduction)

Production reviewed the economics of adding the 7mm-08 REM Caliber to the Model 700 BDL line (Exhibits 10 & 11). Margin and Return on Investment are slightly improved as a result of the incremental volume increase.

All tooling is currently available for this gun. Two hundred Trial and Pilot guns will be produced in April, with the next scheduled run of Short Actions.

MODEL 700 CLASSIC 7mm MAUSER (7 x 57)
(1981 Introduction)

Marketing reported that this non-catalogue version of the Model 700 Classic will be announced at the NRA Show in May, pending a successful Trial and Pilot.

Research indicated that tests have been satisfactorily completed on this model, and presented a sample for Committee review.

Production noted that the Mauser is currently scheduled for initial production to begin in April. The Secretary presented the economics of adding the Mauser Caliber to the Classic line (Exhibits 12 and 13).

Committee Action

The Operations Committee approved the addition of the 7mm Mauser (7 x 57) Caliber to the Model 700 Classic line.

MODEL 700 BOLT LOCK

Research presented samples of the Model 700 with and without the Bolt Lock feature for Committee review. Research has discussed potential cost reductions with Production, and the Plunger and Operating Handle are being re-evaluated. They pointed out, however, that costs are not expected to be reduced more than 5% to 10%. Five prototypes of the latest design are being tested along with the new Fire Control System. Testing will be completed this month.

A review of competitors' designs (Exhibit 14) indicates that a few of them have Bolt Locks but only the Colt Sauer has a Bolt Lock which can be released independent of the Safety.

	RECOMMENDED RETAIL PRICE	BOLT LOCK	BOLT LOCK PART OF SAFETY	BOLT LOCK INDEPENDENT	BLOCK TRIGGER	BLOCK SEAR	BLOCK STRIKER	2-POSITION SAFETY	3-POSITION SAFETY	UNLOAD SAFE-ON	LOAD SAFE-ON
REM. M/788		X				X		X		X	X
M/600		X	X			X		X			X
CURRENT		X				X		X			X
M/700		X		X	X	X		X		X	X
PROPOSED											
M/700											
COLT SAUER	\$680	X		X	X	X		X		X	X
NIKKO GOLD EAGLE	\$399				X			X		X	X
BROWNING	\$399	X	X		X			X			
WIN. M/70	\$354	X	X				X		X	X	X
WEATHERBY VANGUARD	\$349				X			X		X	X
RUGER 77	\$245	X	X		X			X			
S & W 1500	\$238				X			X		X	X
SAVAGE 340-D	\$149	X	X		X			X			

CENTER FIRE RIFLESMODEL 700 ADL RESTYLE - Contd.

The Chairman asked that the list of features be reviewed further, and that costs and priorities be evaluated. Marketing indicated that plans will be discussed with Department heads on July 30, and will be reviewed at the September meeting.

MODEL 700 BOLT LOCK

The Chairman asked that Production and Research develop an implementation schedule for eliminating the Bolt Lock from the Model 700 Safety Assembly. He indicated that the schedule should be based on a flying transition.

FIREARMS COST PERFORMANCEPRODUCTIVITY AND PLANT PERFORMANCE

Production reported that since the first of the year, firearms operations at Ilion have shown improvement. During the fall of 1980, layoffs due to reduced schedules and the startup of the Model 7400 combined to reduce plant productivity. During the first half of 1981, the plant has adjusted to the new production schedules and production flow is smoothing out.

Improvements have also been made to Model 7400 operations. Some Magazine Box problems have been solved; several process improvements have been made; and production rates are increasing. All this has resulted in improvements to M/7400 costs. Production noted that employees reassigned after the 1980 downturn have been retrained and are gaining experience at their new jobs. Also, supervision is becoming more experienced. The additional experience, and the reduced head count, have combined to provide improved productivity.

Overall plant manufacturing costs are improving in 1981. The plant has worked hard this year to hold the line and reduce overhead costs. These efforts are beginning to be reflected in factory margin improvements. Also, with no major model changes this year, engineering efforts have been redirected and concentrated on cost reduction projects. Improvements from these efforts are being implemented and are beginning to affect costs. These cost reduction programs will continue to improve operating costs and help maintain and improve margins.

SHOTGUNSMODEL 3200 SINGLE BARREL TRAP - Contd.

The Committee concluded that the 3200 Single Barrel Trap is not presently a candidate for a standard line offering. The Chairman indicated it might fit into plans for the Custom Shop. He suggested deferring further discussion until Custom Shop plans are finalized, perhaps in December or January.

SMITH AND WESSON PUMP ACTION SHOTGUN

Research's review of the S & W 3000 is included as Exhibit 1. Sample guns (S & W 3000) were shown to the Committee alongside Model 870's.

The Chairman noted that introduction of the XSG, and XPG will be deferred for the time being. Research commented that the S & W 3000 is basically an XPG. Research is evaluating the possibility of adding features to the Model 870.

MODEL 1100 GAS SYSTEM RUSTPROOFING

Production reported that plated parts used to date performed well, but scheduled deliveries from Upstate Plating have not yet begun. The Chairman requested a follow-up report in December.

CENTER FIRE RIFLESMODEL 700 BOLT LOCK

Production reported that plans have been finalized to delete the Bolt Lock from the Model 700 fire Control. Research will transmit drawings by October 16. Vendor samples of the new Safety Lever will be available by the end of November. Production quantities will be available from the vendor by mid-December.

Marketing noted that the Bolt Lock is to be phased out of the Model 700 line in order to simplify unloading. Because it is a change in process only, it will not affect guns currently in the warehouse or guns received for repair.

The Chairman directed that the Product Safety Committee should review the owner's manual, and that the change be implemented in December.

SHOTGUNS1982 DUCKS UNLIMITED - Contd.

Marketing's objective is to ship DU orders within 15 working days after receipt of order. They believe this to be a realistic goal and are confident of adequate customer service in 1982.

Production reported that a Plant Order requesting \$19M Construction and \$81M Operations to cover the 1982 Ducks Unlimited program is circulating for approval. Receiver marking rolls for the Commemorative and Special were ordered ahead of project authorization and have been received. One roll required correction. Receiver Trial and Pilot will begin February 15, approximately one week behind schedule (Exhibit 1). Two sample Receivers will be expedited so that Marketing can review cosmetics of the rollmarks and emblem.

CENTER FIRE RIFLESMODEL 700 BOLT LOCK DELETION

Production reported that the initial sample of Safety Levers from the vendor's new tooling was rejected for hole size and cam position. New samples are expected by February 12. Production shipments will begin two to four weeks after sample approval.

About 10,000 old style Safety Levers have been modified by the vendor. The modification involves clipping the Safety Arm to a new (shorter) dimension. Another 10,000 will be modified by mid-February. As soon as sample parts from new production tooling have been approved, the change will be implemented using the modified Safeties on hand. Research will test a sample from the first production lot.

The Chairman noted that further discussion is required to determine how to handle the transition and subsequent customer repairs. The Chairman also pointed out that the Bolt Locks will be deleted from other bolt action rifles as well.