

Schedule - May 1, 1956

June	70
July	150
August	150
September	150
October	150
November	80
December	0

Total	750
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There was some discussion of barrel lengths and chokes, and Sales thought we should offer 28-inch and 30-inch full choke and 28-inch modified. When the Plant pointed out that average sales for the past four years of the Model 870TB, 28-inch modified, had been 32 guns, and for the Model 870TC, 28-inch modified, 11 guns, Sales agreed to limit the Sportsman-58TB to 28-inch and 30-inch full choke.

It was pointed out that the operative earnings on the TB grade as a per cent of sales would be somewhat less than on the ADL grade, but the demand for the additional grade is great and the factory profit is substantial. For these reasons the following action was taken.

Decision:

The Operations Committee (Arms Division) recommends to Management the introduction of the Sportsman-58 in TB grade with 28-inch and 30-inch full choke barrels, at an initial list price of \$189.95.

e. Riot Grade

The subcommittee considered the following factors:

- (1) Sales potential is limited.
- (2) Research and Development has some reservations concerning proper functioning with a short barrel.
- (3) The Sportsman-58 is inherently a 3-shot gun.

In view of these factors, Sales withdrew its suggestion for further consideration of this item.