

Research and Development and DED were requested to investigate both of these proposals as quickly as possible but because of the possible objections referred to in the last paragraph, Research and Development was also requested to reconsider changes which could be made in the present Sportsman-58 without any compromise in functioning, and to attempt to obtain cost estimates from the Plant for the purpose of estimating the reduction in selling price which might be justified. The Sales Department would then be requested to consider whether the resulting gun could be sold at this price.

Because of the urgency of this matter, it was requested that the various phases be reported as accomplished without waiting for the next meeting.

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Following the meeting, E. B. Wallin pointed out that in the meeting, consideration had only been given to whether a certain reduction in factory cost would justify a given reduction in list price. This, in effect, assumed that the Sportsman-58 is at the present time giving the minimum acceptable return. He suggested that the Sportsman-58 A Grade having the usual differences from the ADL grade (no checkering, no receiver decoration, no grip cap) might have a lower factory cost than the Sportsman-48 A Grade and that hence its sale at the same list price as the Sportsman-48 might improve our position. In addition, the tentative sales forecast described above indicates that having a Sportsman-58 A Grade gun available would increase unit volume substantially.

In view of this, the Elion Plant will review the economics in this light and Sales will be requested to prepare an additional forecast based on earlier availability of the A Grade Sportsman-58.

CENTER FIRE RIFLES

MODEL 725

The Plant has run into the usual start-up problems which have been resolved as they came up. This have included problems of color, quality of the vendor-produced stock, improvement in fit of the floor plate, improved retention of the floor plate latch spring and improved action of the safety. Solution of these problems delayed assembly of Caliber 30/06 guns during December but assembly is now proceeding. Shipment of six advance writer samples