

Bright or chrome finishing of bolts for Nylon stock bolt action rifles is a Sales Department requirement with which the Committee concurs.

GENERAL

MASTER DISCONTINUANCE SCHEDULE

The Chairman called Committee attention to the requirements for close analysis of our firearm line, in terms of current trends and possible future changes in the firearms industry. A systematic review of the industry is required to develop information on the product line composition which will be most effective in producing profits over a period of years. Examples of information to be developed include effect of Magnum caliber trends, increase of competitive manufacturers, trends in distribution, and pricing policy changes in the industry. 83

It is realized that individual departments have done much thinking along the lines of meeting current and future changes in the industry. The remaining step is to formalize and consolidate existing information, and supplement such information where necessary, with the aim of deriving a long range product line plan. The Committee agrees with the Chairman's comments.

The proposed Master Discontinuance Schedule is a necessary part of any long range product planning and should be treated as such. The current status of our firearms line and the rapid advent of new models places immediate priority on preparation of a Discontinuance Schedule for current models, to be taken in light of items now on the Development Schedule. It is agreed that a Discontinuance Schedule for current items will be completed as soon as practicable.

The Production Department reports that a proposal for discontinuance of current items has been partially completed. It is suggested that this proposal be reviewed by the Sales Department, then formalized for approval.


J. D. CRAMMOND

Secretary, Operations Committee

JDC:M