

OPERATIONS COMMITTEE

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W. H. Foster  
F. E. Morgan  
C. H. Reinhard

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OPERATIONS COMMITTEE  
ILION, NEW YORK  
January 16, 1962

PRESENT:

MEMBERS

C. A. Nash, Chairman  
H. K. Faulkner  
H. M. Stoessel  
Gail Evans  
G. M. Calhoun  
J. D. Crammond

OTHERS

D. E. Miller  
S. M. Alvis  
F. E. Morgan  
J. E. Millhofer  
H. J. Hackman  
W. J. Leek  
D. E. Cox  
M. H. Walker

Meeting convened at 8:45 a.m.

FIREARMS

SHOTGUNS

SHOTGUN SALES PERFORMANCE

The Chairman presented an outline, which defines information required for analysis of the competitive positions of Browning and Remington.

It was agreed that the various departments will be responsible for gathering outlined information, as follows:

A. OPERATING FIGURES

Responsibility

- |                                                                                  |                        |
|----------------------------------------------------------------------------------|------------------------|
| 1. Total firearms net dollar sales comparison                                    | Commercial Development |
| 2. Autoloader sales comparison using Browning's new dollar volumes - 1955 - 1960 | Commercial Development |