

personnel. Current scheduling calls for completion of pilot lot on January 1, 1963 and accumulation of warehouse stocks by February 1, 1963. From the Sales Department standpoint, the February 1, 1963 date is not realistic because of the optimistic nature of current scheduling and because of requirements for field test overlapping production of warehouse stocks.

The Sales Department further stated the loss of two months' sales which the February 1, 1963 date would entail. If delays in warehousing extend beyond this date, the Sales Department may recommend holding introduction of this model until January 1, 1964, and announcing on this date in 16 and 20 gauges, as well as 12 gauge.

The Production Department presented a chart defining dates at which various phases of Sportsman 68 production operations are scheduled for completion (a copy of the chart is attached to Member's and Management's minutes). With reference to the chart, it is noted that specialized production machinery for the longer fore end will not be in operation until February 1, 1963. Long delivery schedules for such machinery makes bypass operations necessary, and increases costs. Development Schedule dates are based on telescoping and bypass operations and are without provision for unforeseen delays.

The Committee agrees that every effort should be made to meet the pilot work completion date and the warehouse date set forth in the Development Schedule of March 6, 1962. It is understood that these dates are optimistic, and will not be met if delays are experienced. In view of the strong possibility that these schedule dates cannot be met, it is proposed that decision as to announcement date of the Sportsman 68 be deferred pending more complete implementation of the production program. Revision of the first year forecast of 30 thousand units will be necessary, if January 1, 1963 announcement is deferred.

Design Status

Checkering - The Research and Development Department reports Sales Department acceptance of both ADL and BDL checkering patterns. A revision of the approved BDL checkering pattern will be necessary, to remove a small checkered area which now intrudes into the comb cut of the stock. This is acceptable to the Sales Department.

Carrier Coloration - The Research and Development Department reports that various coloring processes have been investigated and discarded, in an effort to provide the black shell