

second grade may lag the first by one or two months. A decision is to be made on which grade to produce first. The Production Department will provide information on the sequence for getting into production of each grade and the time by which one grade may lag the other. The Sales Department will provide information on the promotional value of the BDL versus the greater business volume expected for the ADL, and a decision will be reached at the May meeting.

The Production Department proposed that the 12 gauge Sportsman 58 be continued in the line concurrent with the 12 gauge Sportsman 68, until sales volume of the former indicates it should be withdrawn. Their reason is that the Sportsman 58 can be produced on the same line that will be producing the 16 and 20 gauge Sportsman 58, and its availability will back up the Sportsman 68. The Sales Department proposes that the 12 gauge Sportsman 58 be discontinued upon introduction of the 12 gauge Sportsman 68. The Sales Department reviewed the original concept that the Sportsman 68 would replace both the Sportsman 58 and the Model 11-48, and simplify the autoloading shotgun line. However, because of the high cost and low return of providing a 28 and 410 gauge production line for the Sportsman 68 and the desire to continue offering these gauges, plans were changed to retain the Model 11-48 in all gauges. The 12, 16 & 20 gauge Sportsman 58 would be dropped as the respective gauges become available in the Sportsman 68. The presence of two autoloaders in the line, the Model 11-48 and Sportsman 68, was reconciled since the Model 11-48 is recoil operated and the Sportsman 68 is gas operated. The autoloading shotgun line would be simplified for the customer, and sales effort could be concentrated on one instead of two gas operated guns. The Production Department pointed out there will continue to be two gas operated guns until the Sportsman 58 in 16 and 20 gauges are replaced. This point of whether or not to drop the 12 gauge Sportsman 58 when the Sportsman 68 becomes available remains to be resolved.

#### INVESTIGATION OF SINGLE BARREL AND DOUBLE BARREL SHOTGUNS

The Sales Department reported that there still has not come to their attention a commercially available domestic or foreign single barrel shotgun with satisfactory specifications that might be marketed by Remington at a competitive retail price.

The Production Department reviewed their analysis, shown on page 6, of the possible justification to produce a break action single barrel shotgun at Ilion. The project prepared in July, 1961 had a low return of 3.4%. It was based on providing minimum facilities resulting in low permanent investment of \$62,000, but high unit gun cost of \$16.40 and high working capital of 465,006. Considerable machining of parts was to be done on machines used for other guns. In consequence, \$18,000