

November meeting.

An endurance test of two Magnum and two 2-3/4 inch chamber 12 gauge shotguns with integral barrel extensions and 95% production parts will begin October 15. This will be the first endurance test of the integral barrel extension.

Sales Promotion and Testing

The Sales Department wishes to demonstrate about five trap and five skeet grade shotguns to selected writers at Lordship the end of November.

The project schedule indicates production guns may not be available in time. Research suggested reworking the Research guns from the completed field test, to have the outward appearance of Production guns. Sales approved this plan and will firm up their requirements both on the number needed and the degree to which they must duplicate production guns. The Plant and Research will determine their ability to meet the requirements.

Sales also requested trap and skeet grade guns be supplied to Lordship from the first production lot to begin the usual testing there.

CENTERFIRE RIFLES AND PISTOLS

MODEL XP-100 BOLT ACTION PISTOL

Project Status

Production reported the pistol is on schedule and approximately 40 will be available from the pilot lot about November 10. The receiver, which is machined on heavily committed Model 700 equipment, will limit production after this initial quantity is assembled. About 200 pistols will be in the warehouse January 1.

Sales stated the 200 warehouse quantity is less than desirable, even though the true market potential of the pistol is unknown. Sales expects to have a better estimate of 1963 sales after the February Dealer Show in Chicago. This event proved a good barometer in 1962 for the Model 700 rifle.

The Production Department is determining if any government regulations must be met or permits are needed to ship pistols.

Sales Promotion

Sales has abandoned plans to demonstrate the pistol to writers in October. They will instead probably display it at Lordship along