

Discussion of the program established the following points:

- The design investigation will cost approximately \$30,000 to \$50,000. The project cost for facilities will approach \$750,000.
- Winchester's "NIXKO" Over and Under, imported from Japan, retails for \$249.00. Sales has learned that Winchester pays \$75.00 to \$80.00 for the shotgun and realizes only 12% return on net sales.
- Sales estimates the market for an over and under is limited primarily to Trap and Skeet and the market would be in the range of only 2000 to 3000 guns per year.
- Manufacture of the Remington 32 by foreign arms manufacturers is being investigated.

Based on the discussions, the Committee reached the following conclusions:

- The design investigation to manufacture an over and under at Ilion should be discontinued in view of the improbability of a profitable venture.
- The investigation of profitable foreign manufacture of an over and under should be continued.

CENTER FIRE RIFLES AND PISTOLS

XP-100 BOLT ACTION PISTOL MODEL 600 BOLT ACTION RIFLE

Production Status

Production reported 800 pistols have been warehoused with a February schedule of 30 a day and a March schedule of 50 a day. They will be able to meet shipments when the pistol is announced March 1. The assembly is now converted to 12" twist barrels. Measures are being taken to improve the shipping adequacy of the pistol package.

Trial and pilot is in progress on the rifle to be completed by April 15. Only a pilot quantity of parts have been committed.

Selling Price

The Committee reviewed information on pricing the pistol and rifle. The Secretary was instructed to summarize the discussion in a letter