

SHOTGUNS - contd.CBC - SINGLE BARREL SHOTGUNS - contd.

Marketing recommended the purchase of fifty (50) guns. Ten (10) would be used for adequacy testing by Ilion R & D. The balance would be shipped to the field and to Canada for a market survey. The Barrel specifications would be 12/30 Full Choke and 12/28 Mod. Choke - 2-3/4" chamber.

Since CBC has not manufactured a gun larger than the 16 gauge, four (4) months would be required for the initial shipment.

In addition to the "CBC" gun markings, "Made in Brazil" would be added. If the program is approved, marketing would be handled by "flyers" and the shotguns would not be listed in the regular Remington price lists or catalogs. 83

As the selling price of these guns is in the lower price bracket, sales of current Remington shotguns should not be affected.

Committee Action

The Committee authorized the procurement of one hundred (100) 12 gauge break-action shotguns from CBC. The marking and Barrel specifications are to be as specified by Marketing and Patent Attorney. The adequacy testing is to be made by Ilion R & D.

Marketing is to set up domestic marketing survey and is to contact the Manager of the Power Tools Department regarding a Canadian survey.

The legal aspects of importing and marketing CBC manufactured shotguns are to be reviewed by the Legal Department.

MODEL 878 AUTOLOADING SHOTGUNS

The discontinuance of manufacture of the Model 878 autoloading shotgun by the Ilion plant resulted in excess parts amounting to \$53,400. The writeoff value of parts that could be used in producing 2000 additional guns was \$27,000.