

SHOTGUNS - contd.MODEL 870, 28-410 GAUGEMODEL 1100, 20-28-410 GAUGE - contd.

At present, the Barrel and Receiver are the control parts. Other miscellaneous components are being processed as tooling and equipment is available. While there have been design changes to several formed blanks, present promised deliveries should be ahead of scheduled gun assembly dates.

MODEL 11-48 AUTOLOADING SHOTGUN

Marketing recommended that the Model 11-48 be reintroduced in January 1970 and renamed the "Mohawk 11-48."

This Mohawk introduction will be the first of a series of non-fair traded guns for wholesalers and dealers. These offerings will make it possible for trade outlets to promote and compete with private brand and special manufactured brand guns.

The "Mohawk 11-48" will be offered to wholesalers in six 12 gauge and six 20 gauge Barrel specifications in case lot quantities and for orders totaling two hundred (200) or more guns. The wholesaler deadline for placing an annual order would be February 15.

Forecasted annual sales for this model is 12,000 units (plant capacity). Delivery of the first 10,000 guns to be completed by September 15 and the balance of 2,000 guns sixty days thereafter.

The economics and machinery requirements as calculated last year indicated a satisfactory return. There should be no downward changes of any significance but the data should be updated. Marketing intends to raise the recommended selling price from \$134.95 to \$139.95.

Committee Action:

The economics to re-introduce the "Mohawk 11-48" as outlined by Marketing are to be recalculated using the format to be set up by Treasury for review by Committee members. If possible, this should be done prior to the June meeting.