

SHOTGUNS - contd.MOHAWK 11-48 - contd.

costs carry the normal percentage for selling expense. Since these guns will be for private brand distribution, normal selling expenses should not be experienced. Further, the cash costs include \$160,100 book value of equipment assigned to the Model 11-48. Actually only the special equipment for the Receiver would be excess. The balance would have to be retained for the manufacture of spare parts for the Model 11-48.

Committee Action:

The proposed "Mohawk 11-48" for private brand distribution is the Model 11-48, 12 and 20 gauge with different Receiver markings. As such, the normal request for General Management approval to release to production will not be required. The approval of the project will constitute approval of the proposed program based on the satisfactory economics. The Committee approved the proposal.

SHOTGUN BARREL AND GUN SPECIFICATIONS

Marketing had been requested to review the pricing of spare Barrels. The attached Exhibit 3 shows that Remington prices are in line with major competition.

For 1969, Marketing proposes to drop twelve (12) gun specifications and offering of spare Barrels. If customers wish guns having the discontinued specifications, these can be made up on special order by Arms Service. There is a normal charge of \$10.00 for shotguns having other than listed Barrel specifications.