

SHOTGUNS - contd.THE 3200 SHOTGUN - contd.

Marketing reported on the field tests of The 3200 Shotgun. Four stops have been made across the country and twenty-one key marketing people have participated in the test. The 3200 Shotgun and major competitive guns were evaluated for features and were shot to check performance. The evaluation of features was recorded on a questionnaire. The discussion with each man on shooting performance was recorded on tape.

Marketing's enthusiasm for The 3200 Shotgun was very high. The test did bring out the following items needing change:

1. Fore-end Latch heats up too much and is hot to hold.
2. Action was hard on opening.
3. Stock was too straight.
4. Stock was too dark. Did not like red tone.
5. Barrel Selector and Safety needs a more positive detent. Also needs a change in contour.

There is to be an international test in Italy in about ten days. The world market for over and under shotguns is estimated to be 250,000 and the domestic market 90,000. There is room for Remington in this market with The 3200 Shotgun.

R & D has reviewed the above items confirming earlier testing and will make the required changes. During the field test, the only part to break was one Top Lock Rod.

The Treasurer's Department will have overall responsibility for getting the project ready for submission to the Board of Directors in October, 1971.

Production reported that commitments of \$175,000 for tool design for The 3200 Shotgun have been made. Orders are being placed for tooling for the Frame and Top Lock.

All reports indicated that the introduction date is to remain January, 1973.