

We've reached some preliminary conclusions--and I'd like to emphasize preliminary because they're subject to change. These are some of the more significant conclusions so far:

1. Although there are four "X" guns involved--the 1100, 870, 742 and 760--we're really talking about eight basic designs as far as R&D and Production are concerned, because there are two different frame sizes in each model.
2. We've decided to limit our analysis to a five-year scope to simplify the data on the basis that if we can't justify the economics for a five-year period, we probably can't justify them at all. In so doing, we're looking for the combination that will yield the maximum early volume in order to produce the most favorable economics.
3. Marketing prefers the earliest date on the shotguns because this is viewed as our most vulnerable area from the standpoint of competition.
(Barrett to elaborate?)
4. Because of R&D design limitations, we can't introduce the shotgun before 1977.
5. The pump models should follow after the automatics, because this is the logical design sequence.

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