

These are some of the areas we'll be working on from here on out:

1. Marketing will be refining their projections of selling prices vs. volumes as well as refining their projections of new gun effects on the existing line. This is all very basic to all the economic analyses.
2. R&D will be further studying their design costs and feasibilities of various schedules.
3. R&D and Production together will be working on cost-reducing the "X"-family gun designs to ensure the lowest factory costs possible consistent with the required quality and gun features.
4. Production will be making estimates of investments and factory costs vs. various volumes and possible sequences. Included in this will be the comparisons of a full-scale production line vs. a job-shop operation. If desired, we can also isolate the cost justification for retaining the existing models; but this is becoming more academic in view of our conclusion that the initial production of "X"-family guns will be relatively low and the phase-out of existing models will be gradual and evolutionary. We expect that there would be a long overlap period where both the new and existing guns would be produced concurrently; therefore trade-offs in space and facilities don't hold very much promise.

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