

SHOTGUNS - contd.MODEL 1100, 20 GAUGE LIGHTWEIGHT SHOTGUN - contd.

Factory cost of the skeet gun may be greater than the regular lightweight.

It would be necessary to introduce this gun at the start of a season. R & D and Production are to review changes required and determine possible schedule by the November meeting. 1975 introduction is desirable if economics are acceptable.

Assuming a successful lightweight skeet gun is developed, it may be possible to drop the 20 gauge regular Model 1100 guns and reduce the total 20 gauge specifications available. Items discussed and to be considered in this evaluation are:

- . The lightweight field gun is satisfactory except that Marketing reported the selling price being \$10 above regular 20 gauge guns is hurting sales volume.
- . Factory cost of the lightweight is too high. It does not have a press formed Stock which accounts for a large part of the difference in cost of lightweight and regular guns. The lightweights also have additional operations.
- . African mahogany will not be available past 1974. Availability of Honduran and Philippine mahogany is being determined.
- . Walnut would add about 4 ounces to gun weight.
- . Additional equipment would be required on some operations to increase lightweight volume.
- . Dropping 20 gauge regular would make capacity available for 12 gauge.
- . Revisions required for the skeet gun could be for that gun only or for all the Model 1100, 20 gauge lightweights.

R & D, Production and Marketing are to study options, costs and capacity toward establishing the lightweight as the only Model 1100, 20 gauge gun.