

SHOTGUNS - contd.MODEL 3200, 29, 28 AND 410 GAUGE SKEET BARREL SETS - contd.

Production is preparing a project for the skeet Barrel sets for submission to the Board in January, 1975.

Treasury directed that the project show full line before and after economics.

Forecast revisions contemplated by Marketing because of Competition grade guns or other reasons are needed quickly if the project is to be prepared for submission in January.

Committee Action:

The Operations Committee accepted the prototype Model 3200, 410 Gauge Skeet Barrel set which was interchangeable with a 12 gauge Barrel set. It was recommended that General Management release the 20, 28 and 410 gauge interchangeable Barrel sets to Production.

MODEL 1100, 20 GAUGE LIGHTWEIGHT SHOTGUN  
(Introduction 1976)

Marketing reviewed the present condition of trying to sell two full lines of 20 gauge shotguns - lightweight and regular. It is desirable to have only one 20 gauge gun line, preferably the lightweight. An improved product with excellent endurance, suitable for target grade guns, has been developed making this technically possible. Economics that have been developed to date, eliminating the \$10 higher selling price above 12 gauge guns, do not show an adequate return on investment. New forecasts will be studied, including the possibility of discontinuing the lightweight guns. In this case, some 20 gauge gun volume would be lost.

The Chairman noted that it may be necessary to consider this total program on factors other than return on investment.