

cc: E. E. Warden
 G. C. Clifford
 J. M. Carlsberg
 E. A. Brown
 E. V. Hughes
 File: 381-78-721

Bridgport, Connecticut
 August 19, 1947

PERSONAL AND CONFIDENTIAL

**TO: G. E. KINZER
 ILION**

FROM: V. E. GRINE

SUBJECT: ARMS DEVELOPMENT - M/TH BOLT ACTION C.F. RIFLE

I am attaching hereto draft of Project 78-721 Part II. The economies included in this Part II have been corrected from the economies submitted by you to the Ilion Technical Department for inclusion in the project.

The total sales forecast for the M/TH and TH for the five calibers involved in this project was 15,000 and you used a net selling price of \$30.95 computed from the prices quoted in G. E. Pickney's letter of October 22, 1946 to E. V. Hughes. Since that time, the sales price has been changed and different prices are forecast for the two models. These new prices as obtained from G. C. Clifford are as follows:

	Retail Price	Net Price
M/TH	\$61.50	\$37.50
M/TH	54.50	30.95

These new net prices have been used in correcting the attached economies and should be used in all future calculations.

The sales forecast has been broken down between the two models and was obtained from G. C. Clifford as follows:

	Five Calibers	All Calibers
M/TH	11,000	11,900
M/TH	4,000	3,100
	15,000	15,000

If you have any questions, I will be glad to discuss them with you.

V. E. Grine
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