

**SEMI ANNUAL DEVELOPMENT SCHEDULE
DEFINITION OF TERMS**

DEFINE MODEL REQUIREMENTS

Product specification required to meet market needs are defined sufficiently at this time by Marketing and Research to proceed with design and prototype development. Specifications are to be documented and approved. Proposed sales volume and price for use in economic justification is also to be provided.

WORKING PROTOTYPE MODEL

Complete working prototype that fulfills specifications and meets definition of model has been built and tested. During design evolution, as many as 5 or 6 prototypes may be built before model specification and requirements are met. Preliminary design drawings are released to P.E. & C. at this time to obtain high spot cost estimates.

DESIGN VERIFICATION

Date for appropriate number of prototypes to be built to model drawings, assembled, and tested to gain assurance that the design can be fabricated in production environment.

MODEL FOR FIELD TEST

Date on which required number of models are built for Market Field Test. Test procedure is reviewed and approved by Marketing and Research.

MARKET FIELD TEST

Completion date for field test. Necessary reports and data has been compiled and results reviewed to determine if design or specifications require revisions.

PRODUCT ACCEPTANCE

Date on which product specifications, performance and economics are accepted. If field test is required, it must be completed before product acceptance date. Normally, product acceptance is required before project authorization of funds to introduce the product.

DESIGN TRANSMITTAL

Release date of model drawing to P.E. & C. for procuring tooling and equipment required to manufacture the product. Model drawings are released in advance if required for processing or cost economics preparation.

PART I PROJECT

Authorization date for approval of funds to proceed with required tooling/equipment to prove out design, production capabilities and verify design.

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TRIAL & PILOT PART I

Fabrication of limited number of guns utilizing production processes and tooling provided by Part I Project.

FINAL PROJECT

If a project is written with the minimum equipment needed to produce a trial and pilot quality of guns, a final project may be required to procure the equipment necessary for full production.

TRIAL AND PILOT II

Same as Trial & Pilot I to prove out full production capabilities.

MODEL FOR SALES MEETINGS, SHOWS AND CATALOG

Date on which models are required for Marketing meetings, shows and catalog photos.

WAREHOUSE

This is the date when the first production quantity (as distinguished from trial and pilot quantity) is to reach the warehouse. There should be at least a 3 to 6 month period between final trial & pilot and warehouse to allow time to correct minor design or production problems.

ANNOUNCEMENT

Date on which new model is introduced.

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