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"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" \_\_\_\_\_

Ilion, New York  
March 29, 1983

TO: R. E. FIELITZ  
FROM: T. L. CAPELETTI *TC*  
SUBJECT: MILLETT SCOPE MOUNTS - PRODUCTION SCHEDULE

During my visit to Millett on March 8, 1983, we discussed the status of scope mounts and the need for a quote on supplying production mounts to Remington for potential use on our Model 700 Bolt Action Rifle. I indicated to Millett that a decision on whether to use their mounts or not would depend on functional acceptability of their design, competitive pricing, and their ability to supply mounts in time to satisfy our needs. Tom Millett promised to supply us with functionally acceptable mounts for our evaluation and testing by the end of April. However, the question concerning their ability to supply mounts in time to satisfy our need depends on our production rate requirements. I promised to determine our needs and forward that information to Tom Millett for planning purposes only.

I have discussed potential production schedules for scope mounts with Bill Forson and Gary Campbell. The product plans are still somewhat uncertain. However, Forson indicated that for planning purposes we could assume the following products would require scope mounts packaged with the rifles when warehoused in Ilion:

- 1984 - Approximately 7000 Model 700 Classics  
- Warehoused by June 1984
- 1985 - Approximately 20,000 Model 700 *Lightweights*  
- Begin warehousing in November 1984

Gary Campbell was unable to supply a production schedule at the present time, but indicated that prepackaged mounts would need to be supplied to production approximately one month prior to the warehouse dates.

Based on these inputs from Forson and Campbell, I estimate the need for scope mounts to be as follows:

- May 1983 - 10 sets for Research evaluation
- August 1983 - 50 sets for further evaluation
- January 1984  
thru July 1984 - 1000 sets per month for production of  
Model 700 Classics
- August 1984  
thru May 1985 - 2000 sets per month for production of  
Model 700 *Lightweights*

I have not forwarded any of this information to Millett. Since you have been negotiating with him, I would prefer that you forward this to Millett as you feel it is appropriate. It is very tentative and for planning purposes only. However, for the moment, it appears to be a reasonable approximation of our needs.

TLC:ws  
Ilion Research Division