

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE



"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

November 11, 1985

TO: J.W. Bower

FROM: F.H. Smith/R.S. Murphy

RE: Why We Should Develop A Molded Synthetic Long Stock

Objective:

Our goal is to develop a molded synthetic long stock that will perform at least as good as the best synthetic stock currently available. Our desire is for an as-molded drop in assembly with few or no secondary operations. The finish of the stock is yet to be determined but cubic printing in wood grain or camouflage, crinkle painting, or rubber grip inserts are features to consider.

There is a market.

In the early years of synthetic long stocks about 80% of aftermarket stock sales were to benchrest shooters. The fiberglass technology that benchrest shooters sought and applied to stockmaking was proven as state-of-the-art and was accepted as a necessary step in performance improvement. The trend has continued and today a wood stock at a benchrest competition is an antique. Predictably, fiberglass stocks have been accepted by a significant number of hunters and currently about 80% of the aftermarket sales are to hunters.

In pursuit of this market segment, Weatherby and Sako currently offer fiberglass stocked bolt action rifles. Ruger, of course, is now developing a synthetic molded stock with DuPont and in addition has recently purchased H S Precision, a fiberglass stockmaker and custom shop. Attached is a partial listing of aftermarket fiberglass stockmakers and prices as well as a listing of Weatherby and Sako offerings with prices.

There is a cost advantage.

Preliminary estimates show that a molded long stock will cost under \$30 depending on the nature of any secondary operations. In comparison with a BDL stock factory cost of about \$80 there is a significant cost savings. By simply offering portions of our current product line with molded stocks, we can make our marginally

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profitable bolt actions very profitable. In addition, there is a feeling that since we are offering our customers the product they desire without a costly aftermarket addition that we can even charge a premium and enhance our return.

In an effort to further increase the profitability of the bolt action portion of our business, we can offer molded replacement stocks with drop-in assembly. Priced properly we can conceivably offer our dealers a high value added sale item and our customers an attractive alternative to aftermarket stocks.

There is a performance improvement.

Benchrest shooters developed fiberglass stocks to improve accuracy. A molded stock also would be dimensionally stable so that changes in humidity or temperature would not effect the point of impact. A lighter weight stock is possible and the potential addition of an internal recoil reduction device is an alternative. In addition, a molded stock would be more durable than wood and depending on the finish could be more scratch and mar resistant.

In the Vietnam conflict the only significant complaint with our sniper rifle was attributed to the wood stock. Current law enforcement practice is to sight in and qualify with our bolt action rifle after which the rifle may be shelved for several months. When the rifle is needed it may not perform as expected due to humidity or temperature changes in the environment. We feel for these reasons among others, that our law enforcement rifles should only be offered with molded stocks.

RSM:sps
Attach.

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Fiberglass Stock Manufacturers

Six Enterprises:

- \$112.50 - Finished stock w/recoil pad & sling swivels and bedding kit.
- \$225.00 - Finished bedded stock to customer's barreled action.

Brown Precision:

- \$ 80.00 - (Dealer's cost) Stock requires secondary finish and bedding.
- \$200.00 - Finished and bedded to customer's action.

Fiber Pro:

- \$181.67 - Finished stock w/recoil pad and sling studs and bedding kit.
- \$350.00 - Finished and bedded to customer's action.

MPI:

- \$ 79.00 - (In quantities of 3 or more) Stock requires secondary finishing and bedding.
- \$300.00 - Finished stock bedded to customer's action.

H-S Precision:

- \$150.00 - Drop in stock complete with "V" block bedding.

Other fiberglass stock manufacturers:

- o Answer Stocking Systems
- o McMillan - supplies stocks for Sako and Weatherby
- o Garrett Accur-Light

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Costs of competitor's rifles that offer fiberglass stocks:

- o Weatherby Mark V - Walnut stock
30-06 cal. - \$750.00
- o Weatherby Fibermark - Fiberglass stock
30-06 cal. - \$870.00
- o Sako Finnsport 2700 - Walnut stock
30-06 cal. - \$870.00
- o Sako Finnfiber - Fiberglass stock
30-06 cal. - \$1140.00

sps