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REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE



"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

March 13, 1985

TO: J.W. Bower
F.E. Martin
F.H. Smith

FROM: R.S. Murphy *RSM*

Competitive Review - Scope Mounts

A meeting to review competitive scope mount offerings was held on March 7 from 2:00 pm to 2:45 pm. Jim Bower, Fred Martin, Skip Smith and Randy Murphy were present. The following represents a summary of what was discussed. Also, I have listed dealer and some retail prices for most of our competitors.

There was a consensus that scope mount features individually were not very important as selling points. Features become very important, however, as displeasers when they are found lacking in one way or another.

There are basically two types of scope mounts: those that require a base, and those that don't. Bases can be one or two-piece design.

Tasco and Weaver (now out of business) are interchangeable and offer one piece bases.

Leupold, Redfield, Burris and Millett mounts and bases are also interchangeable. Leupold and Redfield offer one and two piece bases. These front mounts twist 90° to lock into place and the rear mount to base attachment provides for a coarse windage adjustment.

Good optics (as used on centerfire rifles) all require one inch rings.

There is no difference in performance between aluminum and steel components.

We also identified the following problem areas that a good scope mount system must address.

- recoil
- clearance for the ejecting shell
- warp, twist or poorly polished receivers
- repeatability of point of impact
- durability (over time the Leupold "twist-lock" system will loosen)
- versatility (low scope rings may result in an interference between a large object varmint scope and the barrel)
- ease of disassembly.

Our Remington integral scope mount addresses all of the problems we uncovered with the following exceptions:

- versatility: The fit of a varmint scope in the present rings must be investigated
- durability and repeatability must be proven.

| <u>Item</u> | <u>Dealer</u> | <u>Retail</u> |
|----------------------------|---------------|----------------------|
| Leupold - one piece base | 9.95 | 19.70 |
| - two piece base | 10.95 | 19.70 |
| - rings | 13.95 | 28.40 |
| - matte finish rings | 14.95 | |
| Redfield - one piece base | 10.95 | |
| - two piece base | 11.95 | |
| - rings | 13.95 | |
| Millett - Mount bases | | 20.95 |
| - Black Onyx rings | | 26.95 |
| - Chaparral Engraved Rings | | 39.95 |
| Ruger - rings | | 26.50 |
| Burris - bases | 9.95 | |
| - rings | 13.95 | |
| Kimber - two piece base | 12.00 | double lever rings & |
| - rings | 35.90 | bases - 85.00 |
| - double lever rings | 52.00 | |

Scope Mounts

Page 3

March 13, 1985

| <u>Item</u> | <u>Dealer</u> | <u>Retail</u> |
|-------------------------|---------------|---------------|
| Weaver - one piece base | 6.95 | |
| - rings | 10.95 | |
| Sako - rings | | 54.95 |
| Tasco - rings | 4.95 | 9.95 |
| Simmons - rings | 4.95 | |

RSM:sps