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MEMORANDUM OF CONVERSATION
 WITH
 MR. B. B. LOTSPEICK, PRESIDENT
EUROPA CORPORATION, MIAMI, FLA.
MARCH 15, 1965

Through discussions and decisions made in the Firearms Operation Committee Bridgeport Purchasing was requested to contact H. Krieghoff, West Germany in order to determine their interest in manufacturing our M/32 Over and Under Shotgun for us. 83

Purchasing received a reply on March 8 indicating Krieghoff were unable to consider our proposition as their entire capacity was taken up by their commitment with the Europa Corporation, Miami, Florida for whom they were manufacturing the Over and Under. The reply from Krieghoff was discussed in the Operations Committee Meeting held on March 9 at which time Marketing were asked to secure more information on the Europa Corporation so that General Management could consider making a proposal to Europa.

Today, March 15, W. B. Parsons received a call from Mr. Lotspeick, President of the Europa Corporation, advising he was aware of Remington's interest in marketing an Over and Under (through Krieghoff) and was very much concerned about his future sales if we did so.

In conversation he indicated perhaps we could work out something together whereby he would be compensated for his efforts in re-activating production of the gun, his sales effort, etc. He mentioned in the course of his conversation:

- a) He has a contract with Krieghoff for 10,000 guns against which 3,000 have been delivered. Krieghoff is trying to step up deliveries.
- b) He is paying \$162.00 per gun and selling for \$450.00 less 20%. (He did not say if the \$162.00 was F.O.B. Germany or U.S.A.)
- c) He is willing to switch to the name "Remington" if a suitable financial arrangement can be made.