

PROPOSAL

SUBJECT: REMINGTON AUTOLOADING TRAPS - M/100T AND M/200S

THE SUBJECT AUTOLOADING TRAP MODELS WERE ANNOUNCED TO THE TRADE ON FEBRUARY 13, 1956. CONSIDERABLE FUNCTIONAL DIFFICULTIES WERE ENCOUNTERED BY OPERATORS OF PUBLIC GUN CLUBS AND PRIVATE ESTATES USING THESE TRAPS. "NEW AND IMPROVED" MODELS INCORPORATING A NUMBER OF MODIFICATIONS WERE ANNOUNCED ON JULY 26, 1957. DUE TO CHANGES AND IMPROVEMENTS ON PARTS, WE NO LONGER HAVE A STANDARD TRAP IN THE FIELD, BUT A SERIES OF TRAPS WITH VARYING DEGREES OF IMPROVEMENTS. MODIFICATIONS CONTINUED, AND PRODUCT PERFORMANCE CONTINUED FAR BELOW REMINGTON'S STANDARDS. 83

A SPECIAL FIELD REPRESENTATIVE WAS ASSIGNED TO INSTALL AND SERVICE NEW AND EXISTING AUTOLOADING TRAPS. SINCE THE RETIREMENT OF THIS SPECIAL REPRESENTATIVE THE FIELD SERVICE DUTIES HAVE BEEN ASSUMED BY THE FIELD SALES FORCE AND THE PLANT WITH CONSIDERABLE LOSS OF SELLING TIME BY FIELD SALES REPRESENTATIVES.

THE PRODUCTION OF THESE TRAPS WAS MOVED TO ILION IN MAY, 1967. SINCE THIS MOVE APPROXIMATELY EIGHT ADDITIONAL MODIFICATIONS HAVE BEEN COMPLETED AND INSTALLED ON TRAPS NOW BEING SHIPPED. THESE MODIFICATIONS HAVE IMPROVED THE TRAP OPERATION, HOWEVER, WE CONTINUE TO GET FUNCTIONAL COMPLAINTS ON THESE TRAPS.

IT IS THE OPINION OF THE MARKETING DEPARTMENT THAT BOTH THE 100T AND 200S TRAPS ARE UNSATISFACTORY AS THEY ARE PRESENTLY, AND THAT ADDITIONAL DESIGN CHANGES TO IMPROVE PERFORMANCE WILL NOT OVERCOME THE BASIC DESIGN PROBLEM.

EXHIBIT 3