

SUPPLEMENTARY TRADE REPORT

A.L. GARRETT,
RPT. 4

(To be used in all cases for which other specific forms are not provided)

DEWEY GODFREY, RPT. 3

Firm..... WHITNEY SPORTING GOODS CO. Written By..... O.W. CARLSON, " 13
 Town and State..... DENVER, COLORADO Date of Call..... FEB. 5, 1958 Rec'd..... 2/17 D/mab

PERSONS INTERVIEWED	PLEASE CHECK	STATUS OF ACCOUNT AT TIME OF CALL COMPARED WITH LAST YEAR TO DATE					
		REMINGTON			PETERS		
		Same	Above	Below	Same	Above	Below
Pres. & Gen. Manager - Les Smith	Shot Shells						
Vice Pres.	R. F. Ciges.						
Treas.	C. F. Ciges.						
Sales Mgr. Harvey Hansen	Shotguns				XXXX	XXXX	XXXX
Asst. Sales Mgr.	R. F. Rifles				XXXX	XXXX	XXXX
Buyer John Porch	C. F. Rifles				XXXX	XXXX	XXXX
Asst. Buyer & Secy. John Sullivan, Retired	Targets				XXXX	XXXX	XXXX

We had a long and very pleasant visit with the above-reported officials of this firm.

Mr. Sullivan who retired at the first of the year is still somewhat active and stays in pretty close touch with his successor, John Porch, and manages to come to work almost every day for a few hours in order that John Porch will be able to get started on the right foot.

The matter came up concerning our new target loads, and the people at Whitney's are very pleased to see us come out with a load that is better than competition. This firm is one of the principal suppliers of gun clubs throughout this area and because of our target load position in the past, we have lost some ground. With these new loads they are confident we will be able to gain back our position in a short time.

Mr. Godfrey went over very carefully all of the new selling features of our target loads and cut several of them down to show them the quality that is built in this new load.

They have received their sample of the new Model 725 and were very pleased with the new features of this firearm. However, the sample they had received had a poor trigger with a very heavy pull and an excessive amount of slack in it. They have received some of their Model 572 BTs and CWBs and had been doing a good job with them. They still have some stock on hand of the Model CWBs, and it seems that the BTs are selling better for them.

Their ammunition inventory is adequate at the present time; however, they are going to start soon to make their specifications for their first car which will be in April and have requested that Mr. Garrett come down and give them some help with this the early part of next month.

cc: DEWEY GODFREY D.L. BRAUN J.J. CALLAHAN J.D. HUNTER
 GAIL EVANS O.W. CARLSON D.S. REYNOLDS
 J.D. MITCHELL A.L. GARRETT E.J. GARRITY H.K. FAULKNER
 F.E. MORGAN S.R. HUTCHINSON D.E. MILLER
 W.H. FOSTER, JR. A.A. RIEHL G.M. CALHOUN
 J.H. FENTON J.D. BEAUMONT S.M. ALVIS
 G.A. SCHNEIDER