c.c. - Gail Evans
J.E. Dickey

REMINGTON ARMS COMPANY, INC.
INTER-DEPARTMENTAL CORRESPONDENCE

Remington ,
DUPONT

Berkeley, California
December 19, 1962

TO: WAYNE LEEK

FROM: D. LEE BRAUN

Dear Wayne:

Have just now gotten a chance to answer your nice letter of
December 3. The Model 1100 is still shooting fine, the XP-
100 performs fine except I am having a helluva time figuring
what I am going to sell it for and why - but have no fear, I
will figure out some tale, you can be sure.

I heard about the fine performance and acceptance the Model
1100 made at the presentation to the sports writers at Lord-
ship. This is terrific and one of the best ways I know of to
spend money to help us sell our products. I am for it.

I think the sales department has missed a tremendous sales fea-
ture by not including the steel plug with the Model 1100 and there
should be a couple of M/870 plugs lying around that can be operated
on to fit the occasion.

Wayne, Larry Dick and I can't give you much from our personal
accuracy test performance because you know I can't hit that
part of the bull with you-know-what in an accuracy performance
test with a pistol; sometimes when I shoot a shotgun it looks
as if I am in that shape with my spreader tube. But so be it;
I get that way gracefully, I think.

If and when we ever decide there is enough sale for a single-
shot shotgun and a normal-priced double barrel, and a low-priced
over-and-under, always remember we're here to serve our company
and day. I mention this as I can remember sitting with the Model
30 bolt action up until January 1, 1962. There were many among
us who felt there was no sale for a bolt action rifle. Will ask
that the vote be taken over and see what we come up with. If we
ever make a 28-gauge 870 this might even surprise them too. But
we in the field feel pretty good about the guy who is taking care
of the sales and the rudder of the boat as far as sales are con-
cerned. Also - whenever you want the 870 28-gauge tested let me
know - .410 too !

Very kindest and best.

Manager - Western Region

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