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MAR 13 1973

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March 12, 1973

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POLICE "LONG RANGE" HIGH POWER RIFLES

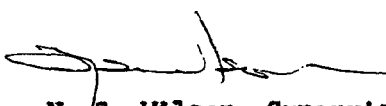
Several recent developments have triggered a rapidly changing assessment of police needs for long range rifles. Obvious examples are the New Orleans episode, the current Wounded Knee Indian affair, and other fairly recent situations involving aircraft hijacks which required across-the-field ranges. I have received several inquiries for firearms with a 600-1000 yard range capability, something a bit beyond "hunting rifle" accuracy.

We are limited in our suggestions to the 40XB stainless steel repeater in 308, based on current products. This model is under serious consideration by at least two Federal Agencies. It is well suited for the intended application, but it has one drawback--a net price of \$198.90.

We have one rifle which enjoys an excellent reputation and which could result in extra sales, if available: Our Model 700 sniper rifle was made famous by the Marine Corps. A direct descendant is the 700 (heavy barrel) varmint. In my view we have, in-house, all of the necessary ingredients to offer it in 308 caliber. Chambering capabilities already exist in the ADL and EDL grades; bolt faces of the 243 and 308 are interchangeable, and the 243 is already offered in Varmint grade; the 308 conforms to the short action model. It seems like a simple transition. And the Varmint grade rifle, including a sling strap as an extra feature, nets at \$117.56, a considerable \$81.34 less than the 40XB without accessories.

What volume of unit sales are required for Ilion to consider producing the Varmint in 308 caliber? It is necessary to have that statistic in order to explore forecast potentials, both on a direct sales basis and through Red Sherman's contacts via the "Wholesaler-to-Police-Dept." daisy chain.

jc


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