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"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

Ilion, New York
March 2, 1981

TO: C. B. WORKMAN
FROM: T. L. CAPELETTI *TC*
SUBJECT: POTENTIAL IMPROVEMENTS TO BOLT ACTION RIFLES

Attached is a copy of my December 11, 1980 memorandum to J. P. Glas summarizing our suggestions concerning potential improvements to bolt action rifles. On February 19, 1981, I discussed these improvements again with John Brooks, Jim Martin, Adam Hugick, Fred Martin and Sal Fanelli. The December 11, 1980 memorandum remains a good summary of what we feel is needed or can be done to improve our market position with the bolt action rifles. In addition to our suggestions in the previous memorandum, I have summarized below our comments from our February 19, 1981 meeting. In general, we feel that our rifles are better than any competitively priced bolt actions on the market. However, there are some changes we can make in basic design, chamberings and styling features that would provide new offerings for our dealers to use in promotional campaigns. Furthermore, our marketing philosophy needs to center around a more aggressive advertising campaign based on the strengths of our designs (eg. strongest locking system on the market - we have test data).

Design

1.) Common receiver for all centerfire rifles

- We have a conceptual drawing of a common receiver design, but have not pursued to the engineering stage. The advantage would be use of a common magazine box and fire control for bolt actions, pumps, and autoloaders with no sacrifice in accuracy or durability of our current bolt actions.

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EXHIBIT

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2.) Model 700 Limited Edition (Model 7)

A special edition bolt action rifle (M/700 LE or M/7) would be a natural extension of our Limited Edition line beyond the M/870 LE currently planned. We have built a prototype Model 7 with the following features:

- Octagon receiver
- Hammer forged barrel
- Lightweight firing pin (Gives a 25% reduction in lock time).
- 6 1/2 lb. total weight
- Redesigned fire control with blocked trigger and sear
- Redesigned follower for smoother action
- 22 inch barrel
- Fully enclosed bolt plug
- Cooking indicator

3.) Modify caliber offerings

— Due to overlap in our current offerings, we recommend the following changes in calibers:

- Delete the 223, 243, and 270
- Add the 220 Swift, 7mm Mauser and 358 Win.

4.) Redesign feed system

- Modify the magazine box to easily accommodate 3 magnum or 4 regular rounds
- Modify the follower to reduce feeding malfunction rates

5.) Redesign the fire control

- Implement new design with blocked trigger and sear
- "Skeletonize" the design to make components more visible and easier to keep clean

6.) Left handed rifles

- Expand line to include smaller calibers (eg. 243)

7.) Offer synthetic stocks in target rifles

Appearance

1.) Bolt handle

- A variety of designs were prepared for use on the bolt action carbine.