

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

cc: R. H. Coleman
E. H. Bleckwell
G. M. Calhoun ✓
Gail Evans
J. P. Linduska
J. D. Mitchell

September 24, 1962

RECEIVED

SEP 25 1962

G. M. CALHOUN

*Some
should arrive
to have Wayne
present the be
with the writers*
TO: M. R. WARDEN

FROM: E. S. McCawley, JR.

SUBJECT: INTRODUCTION OF NEW PRODUCTS FOR 1963

In view of the importance to the company of the new Model 1100 shotgun and other new products proposed for announcement in 1963, it is felt that a special effort should be made to introduce these new items to the major gun and ammunition writers.

We believe that an intensive meeting at Lordship and Remington Farms during the hunting season would be the most effective means of accomplishing this objective. At the Lordship meeting, the writers would be given full details in a formal conference and would then be given an opportunity to shoot the Model 1100 at trap and skeet in comparison with competitive models and our older models. We would then take the group to Remington Farms in a chartered bus for a day of hunting and a further chance to try the 1100 on game. Because the writers would have a chance to meet with our public relations, sales, research and development and management representatives, as well as to try the new shotgun at this type of meeting, we feel that we would receive substantially more publicity than would result otherwise. This additional coverage should more than justify the cost.

As a matter of information, Winchester-Western has conducted similar meetings with these same writers during the past three years. Comments of people, with whom we have discussed these competitive meetings, have all been favorable and many of them have suggested that similar conferences on Remington products would be beneficial. Winchester-Western pays the travel expenses, board and lodging, and shooting expenses of those attending their meetings. It is felt that we should do the same.

September 24, 1962

There are 23 writers we would like to invite. During the Bridgeport meeting, we would house these people at the Stratford Motor Inn, transporting them to and from Lordship by chartered bus. Because of housing limitations at Broadnox, we feel we should put them up at Great Oaks for the night they would spend at the Farms. Remington personnel attending could stay at Broadnox.

It is proposed that we ask the writers to arrive here on Sunday night, November 25, attend the formal meeting at Lordship on Monday morning, shoot at Lordship on Monday afternoon, leave for the Farms about 3:00 p.m. on Monday afternoon arriving at Great Oaks for a late dinner, shoot on Tuesday morning and then leave by bus for the Baltimore airport on either Tuesday evening or Wednesday morning according to their choice.

Because we did not provide funds for such meetings in the budget, an additional appropriation would be required. The Traffic Department has computed round trip airline fares for those coming from a distance. We have computed mileage costs, at 8¢ per mile, for those who would probably drive. On this basis, costs of the meetings, above normal funds available for Public Relations' use at Remington Farms, are estimated as follows:

Round trip transportation for 23 writers	\$3,000.00
Accommodations at Stratford Motor Inn	
for one night at \$10 each	230.00
Allowance for Sunday dinner and Monday	
breakfast at Stratford Motor Inn	
at \$5.00 each	115.00
Catered lunch at Lordship on Monday	
at \$2.50 each (including 10 Rem. people)	82.50
Bus transportation from Stratford Motor	
Inn to Lordship	50.00
Greyhound bus charter from Bridgeport to	
Remington Farms to Baltimore and return	345.20
Accommodations at Great Oaks @ \$30 per day	
(including meals) for 2 days	1,380.00
Meals for 5 Rem. people at Great Oaks for	
2 days @ \$10 per day each	100.00
Cost of refreshments (cocktails, etc.)	500.00
TOTAL	\$5,802.70

M. R. Warden

-3-

September 24, 1962

It is felt that we should show all of the new products to this selected group at these meetings. We would provide each one with a press packet including pictures and releases. When production samples of the products are available later, we would provide them to these writers in the normal fashion. We would also send releases to the other writers on our mailing lists when the new products are announced.

A list of the writers we would invite is attached.

May we have your approval to hold these meetings and to spend the additional funds involved?

ESM:JV
Attachment

A handwritten signature in dark ink, appearing to be 'J.M.' or similar, written in a cursive style.

PROPOSED LIST OF WRITERS FOR 1963 NEW PRODUCTS MEETINGS

John Amber, Gun Digest, Chicago, Ill.

— Col. Charles Askins, Free-lance, San Antonio, Texas

Peter Barrett, True Magazine, Norwalk, Conn.

— Pete Brown, Sports Afield, Phoenix, Arizona

— Lucian Cary, Free-lance, New York, N. Y.

Ted Hecht, Guns & Game, New York, N. Y.

Cesar Godbout, New York Times, New York, N. Y.

— Walter Howe, American Rifleman, Washington, D. C.

— Elmer Keith, Free-lance, Salmon, Idaho

Larry Koller, Guns and Hunting, New York, N. Y.

Pete Kuhlhoff, Argosy Magazine, Clinton, Conn.

— Jack Lewis, Gun World Magazine, Los Angeles, Calif.

E. B. Mann, Guns Magazine, Skokie, Ill.

Dave Moreton, Free-lance, Jackson, New Hampshire

— Jack O'Connor, Outdoor Life, Lewiston, Idaho

Ray Ovington, World-Telegram & Sun, New York, N. Y.

— Warren Page, Field & Stream, Chappaqua, N. Y.

Milton Shapiro, Gunsport Magazine, New York, N. Y.

Tom Siatos, Guns and Ammo Magazine, Los Angeles, Calif.

Art Smith, New York Herald-Tribune, New York, N. Y.

Dave Wolfe, Shooting Times, Peoria, Ill.

Two writers from Toronto, Ontario to be designated by Canadian sales organization.

A list of loadings used and velocities arrived at by Les Bowman in his Remington XP 100. Some of these were taken in a gun with 1 in 14 twist and some in a gun with the standard one in 12 twist. While these loadings were okay here in these guns they are in some cases maxima and should be worked up to with care.

		IPS	
35 gr metal bullet-	16.9 gr 4227--Rem 6½ primer	2862	average
35 gr full metal	- 17.5 gr 4227--CCI mag.primer	3132	"
35 gr full metal	- 17.5 gr 4227--Rem.6½ Exp.	3076	"
40 gr Sierra	-- 17.2 gr 4227 - Rem 6½	2936	
50 gr factory	--- 15.8 gr 4227 - Rem.6½	2598	
50 gr factory	--- 16.1 gr 4227 - CCI mag	2672	
52 gr self made	--- 16.1 gr 4227 - Rem.6½	2670	
52 gr " "	--- 16.1 gr 4227 - CCI mag	2729	
53 gr Sierra BR	- 16.2 gr 4227 - CCI small rifle Std.	2642	
55 gr Sierra	-- 15.3 gr 4227 - Rem 6½	2564	
60 gr Remedy	-- 15.2 gr 4227 - Rem 6½	2482	
60 gr factory	--- 15.0 gr 4227 - Rem 6½	2456	
60 gr Sierra	-- 15.2 gr 4227 - Rem 6½	2432	
70 gr Hafford GP	14.5 gr 4227- Rem 6½	2339	

The following are loads that I believe are okay for any XP100 Remington. All loads can be worked up from these.

35 gr	16.6 gr 4227	Rem.6½
40 gr Sierra	16.5 gr 4227	Rem 6½
50 gr	15.8 gr 4227	Rem 6½
55 gr Sierra	15.3 gr 4227	Rem 6½
60 gr	15.0 gr 4227	Rem 6½

- NOTE BELOW

I used both Rem.6½ primers and CCI standard primers with equal success and velocity. But with CCI magnum primers I lost some accuracy and got less consistency in groups. Also there was in every case an increase in velocity.

My favorite load for all round use and accuracy in this gun is either the Sierra bench rest bullet or ones I make myself in my BR dies also 53 gr with 16.1 gr 4227 and either Remington 6½ or CCI std primers. This load is on the hot side in some guns.

This is a good cartridge to reload and all my loads are necked sized only 2 to 10 firings per case when I then trim them for length. However a tenth a gr of powder in this small case makes more difference than a half gr. in a bigger case so care must be used to advance in powder amount slowly