

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

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

Remington


Berkeley, California
December 19, 1962

TO: ~~WAYNE LEEK~~ *u*
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 Lordship. 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 feature 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 concerned. Also - whenever you want the 870 28-gauge tested let me know - .410 too!

Very kindest and best.

Lee
Manager - Western Region