

DON'T SAY IT—WRITE IT

*File Copy*To F. E. MORGANDATE October 28, 1965FROM W. E. LEEK*File XP-100
Adv*

Dear Pete:

On my trip through the western area this summer I made it a point to stop in the various gun shops along the way to inquire about the performance of Remington products, and was astounded to find that a great number of these dealers had not yet seen an XP-100 Pistol and had commented that even the Remington salesmen did not carry one for a sample.

I may be a bit old fashioned as a salesman but was trained with the idea in mind that to sell something it is a good idea to have a sample to show. And I couldn't help remembering a remark made by Mr. Coleman some months ago commenting about the poor sales performance of the XP-100 and asking me what could be done about improving its acceptance.

At any rate, all of this is out of my category, Pete, and thought perhaps would be best if you knew what was going on. Thanks for your attention.

Wayne
W. E. Leek
Ilion Research Division

WEL:T
Attach.

THERE IS A SAFE WAY; DO IT THAT WAY