

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE



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Bridgeport, Connecticut
October 30, 1970

TO: J. E. DICKEY
FROM: J. G. WILLIAMS

RECEIVED
OCT 30 1970

J. E. DICKEY

1971 PRODUCTION SCHEDULE FOR MODEL 700 RIFLES

The following quarterly breakdown between heavy hunting calibers and other specifications, including varmint sizes represents a consolidation of Field preferences:

	<u>1 Qr</u>	<u>2 Qr</u>	<u>3 Qr</u>	<u>4 Qr</u>	<u>TOTAL</u>
Heavy Hunting	10,560 ^{11/14}	16,275	14,710	7,355	48,900
Varmint & Other	15,290 ¹⁴³²¹	8,415	5,540	3,355	32,600
All	25,850 ³⁵⁷⁹⁵	24,690	20,250	10,710	81,500

This tabulation is in units and is based on #4-70 field forecast. Heavy hunting specifications are calibers 30/06, 270 Win, 7mm Rem. Mag, 300 Win Mag, and 308 Win in both ADL and BDL grades. The first three of these calibers account for 90% of the volume in this group.

A review of 1969 sales by districts shows that 54% of Model 700 rifles were sold west of the Mississippi and that heavy hunting calibers accounted for 60% of Model 700 sales in each area.

Past schedules have provided most of the varmint rifles in the first part of the year, and heavy hunting calibers, late in the year. This has been generally acceptable for eastern territories, but has not been optimum scheduling for western territories. Many complaints have been received from both Field personnel and customers that a considerable quantity of competitive heavy caliber rifles have been sold in recent years simply because dealers did not have Remington rifles in these calibers when they needed them.

While we recognize that manufacturing costs are lower with longer runs of individual specifications, we believe that Remington's overall best interest will be served by delivering a broader assortment of Model 700 specifications throughout the year. It is imperative that substantial quantities of at least the three principal hunting calibers be available for shipment in both the second and third quarters of 1971.

J. E. Dickey

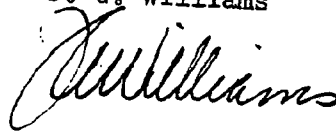
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October 29, 1970

1971 PRODUCTION SCHEDULE FOR MODEL 700 RIFLES

Because of property tax liability, most western wholesalers accept few deliveries until after March 1. Heavy calibers in inventory at the beginning of the year or produced in the first two months cannot generally be shipped to western customers. We cannot very well set aside these rifles for shipment after March 1 if there are current shippable orders from eastern customers, particularly if the sales are needed to meet January or February forecasts.

J. G. Williams



JJAY:hsd