

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

Remington
DUPONT

PETERS
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xc: J.P. Linde
L.B. Bosquet

"CONFINE YOUR LETTER TO ONE SUBJECT ONLY" _____

Ilion, New York
September 28, 1981

TO: J.C. HUTTON
FROM: G.D. CAMPBELL

BOLT ACTION RIFLE VOLUMES

To assist in our efforts to develop high spot costs for the restyled Model 700's and Bolt Action Carbine (both scheduled for 1983 introduction), Marketing (per W.H. Forson) has supplied the following volume information. Mix information assumes a price differential of approximately \$75 per gun (ADL vs. BDL).

Model 700 Volumes

Assuming:	<u>1983</u>	<u>1985</u>
o Current Styling	72,180	62,180
o Restyled	106,095	123,535

Mix Factors (1983)

<u>Sepecification</u>	<u>Volume</u>	<u>% of Total</u>
ADL	53,000	50%
BDL	38,095	36%
Left Hand	8,000	7%
Varmint Special	7,000	7%

Action Length

Long Action	70%
Short Action	30%

(Beyond 1983, assume mix % remains the same)

To: J.C. Hutton
From: G.D. Campbell

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9/28/81

Bolt Action Carbine Volumes
(Based on Current 5 Year Forecast)

<u>Year</u>	<u>Volume</u>
1983	28,500
1985	34,700

GDC:js