



CONTOURS

CONTOURS CONSULTING DESIGN GROUP INC.

March 4, 1993

Mr. Jay M. Bunting, Jr.
Marketing Manager - Firearms
Remington Arms Company, Inc.
Brandywine Building, B-6254
1007 Market Street
Wilmington, DE 19898

Dear Jay:

We appreciate you and your colleagues touring our facilities and reviewing our capabilities. We are anxious to demonstrate the many ways we believe we can assist Remington in their product development efforts. If, after reviewing our proposal, you have any questions concerning any aspect of our operation, please contact me.

As I mentioned in our quotation, it is very difficult to estimate prototyping costs, at this point, without a final design direction. There are so many variables. The number of parts, the type of detailing, the number of parts we can modify and the number of new parts that need to be made will impact on cost. Multiple castings can be less expensive, but like any other tooling, the more parts that are made, the greater the tooling amortization. RTV rubber is about \$500 for 10 pounds, so a large part of the cost of these molds is material, especially on large dies. We always make an evaluation as to whether it is less expensive to fabricate or mold and cast for a given quantity of parts.

We hope this project initiates a long term working relationship between Remington and Contours. Thank you for considering Contours a potential member of your development team.

Best regards,

Richard S. Hart
President

RSH:jf

Enc.