

HOME OFFICE
TOKYO, JAPAN

MITSUI & CO., LTD.

CHICAGO BRANCH
(IMPORTERS AND EXPORTERS)
ROOM 1508
141 W. JACKSON BOULEVARD
CHICAGO, ILLINOIS 60604 U.S.A.

TABLE 1

TELEPHONE
427-8738
WESTERN UNION
TELEX NO. 028484
TWX NO. 312-431-1231
UNATTENDED SERVICE
CABLE ADDRESS
"MITSUI CHICAGO"

*MRP
Another one. Don't
we will be much
interested. DNB*

May 25th, 1965

Remington Arms Company, Inc.
939 Barnum Avenue
Bridgeport, Connecticut

Attention: Mr. J. E. Dickey, Director of Sales,
Domestic Sales Division

Re: Japanese Shotgun for Your Distribution

Dear Mr. Dickey:

Please refer to our letter of May 6th addressed to your Vice-President, Marketing, (Mr. Gail Evans or Mr. Burdett). We understand that the letter has been turned over to you.

In the letter, we asked about the possibility of your handling nationwide distribution of Japanese shotguns. As you are aware, Winchester and Browning now have their own supply source in Japan. We are confident that your company is in a better position to market Japanese shotguns if you tie up with a reliable manufacturer on an exclusive basis.

If you are interested, we shall furnish you with detailed information regarding our product. However, we believe the following information will enable you to become familiar with our position:

- 1) Mitsui is the largest import-export firm in Japan with annual sales of over four billion dollars.
- 2) Our shotgun manufacturer holds 60% of the domestic market share and is fully equipped and competent to become your exclusive supplier.
- 3) The items we have are:
Double barrel shotgun, side by side: FOB New York duty-paid ex-dock price ranging from \$70.00 to \$210.00 including six different models.

RECEIVED

MAY 27 1965

R. H. BURDETT

WIL01096