

EXCERPT FROM LETTER TO J. B. MAUPIN
FROM J. E. MILLHOFFER DATED MARCH 8, 1967.

"MODEL 878

We have been temporarily halted in our effort to obtain a relatively low-priced autoloading shotgun for Canada, specifically a gun similar to the Model 878. Tom Crane has been to Ottawa to obtain a ruling on our possible importation of the Model 878 - either in the Montgomery Ward form or another form. Ottawa have declared they will not permit us to import the Montgomery Ward gun at the price at which we sell Montgomery Ward in the U.S. Canadian Customs ruling requires that a U.S. firm have three customers for an item at a given price before they will accept it as a fair market value. In any event, our discussions with Roy Williamson were not really based on the Montgomery Ward gun but rather, the old Model 878 with essentially the old Model 870 impressed checkered fore end and a stock of the old Model 11-48 checkering. Ottawa has suggested that we obtain factory costs on this type of gun as well as our factory cost and selling price on current models, such as the 1100 and 11-48 and make application on this basis. It is possible that we may obtain a favorable ruling which would enable us to sell the 878 at the target price we have set. However, Ottawa would not, of course, make any declarations in this respect but suggested that we make a submission on this basis. We have, therefore, requested Neil Larsen to provide us with the information and this is where the situation now rests."

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