

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE

Remington


CC: J. P. Linde - Ilion

Bridgeport, Connecticut
February 20, 1975

TO: J. H. SWEENEY - ILION
 FROM: R. C. MAY
 SUBJECT: M4100S PROGRAM

Our tentative plans for the Field testing, introduction and sale of the M4100S Trap are summarized as follows:

FIELD TESTING

Ilion Research was asked to assemble a total of 8 traps for testing and demonstration at:

- Lordship
- DuPont Louviers
- P&B Enterprises, Charlotte, N. C.
- A selected club on the West Coast

It is hoped that these units will be available by July for testing through the latter half of 1975.

PRODUCT ANNOUNCEMENT

Following a successful field test and assuming that the economics remain favorable, the M4100S Skeet Traps will be introduced at the 1976 NSGA Show. We will plan to offer the traps at a distributor price of \$2,500 and a suggested gun club price of \$2,750. Based on current cost analysis, this will provide a break-even on full book cost and a \$292 or 11% margin on the cash cost.

SALES

We estimate that 25 sets will be sold in 1976 with 50 sets per year in subsequent years. There is a high degree of uncertainty in this forecast due to the nature of the product and the market. This estimate is based on the number of inquiries we have received on the availability of M4100 skeet traps from clubs now using the trap version of the machine.

EXHIBIT 3