

REMINGTON ARMS COMPANY, INC.
Ilion Research Division

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cc: H.K. Faulkner
Gail Evans
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A.J. Brown
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M.H. Walker

File

G. M. CALHOUN

MODEL 700 - BOLT ACTION CENTER FIRE RIFLE

Attached is a copy of sales estimate for spread of calibers for the calendar year 1962. I obtained this from M.H. Walker who in turn received it from the Plant. I understand that it came by telephone from R.J. Swezey on 7-10-61.

There have been several additional calibers added since the Project AD-700-2 was authorized. The Plant has indicated possibility of accomplishing requirements for calibers shown, with some reservations regarding the 7mm. In this case we of course do not have anything to give them in the way of design until the ammunition-rifle system has been more completely established.

In the project we did not "spell out" the spread of calibers, but did anticipate working on basis of a volume of 18,000 A Grade, plus 7,000 for the ADL. The most recent schedule of forecast is below this total. However, will probably be expected since all of the calibers will not be available at the beginning of the sales year.

Another item of concern is that of the increased number of items or combinations shown. We had been working on the premise that it was desirable to try to hold our total number of items to about the same as the current models. The new proposal anticipates moving up to about 22 combinations versus the current 17. This latest change will of course require some additional cost for tool-up and also the Plant will be required to carry more items in inventory.

Some thought here has been given to the idea of limiting a few of the calibers to ADL Grade only, and especially the new ones. Walker feels that we would gain a considerable dollar advantage in this way, especially for the proposed new 7mm. I am inclined to agree.

Perhaps Gail will want to review this further before it is formalized for Operations Committee and Management.

SMA
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SMA:T