

September 8, 1961

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Charles Sayres
Metropolitan Life Insurance Company
Metropolitan Life Bldg., Room 1309
Charlotte 2, N. C.

Mr. Sayres:
Mr. George M. Murphy

Enclosed please find the material we have presently available on the International Match Rifle and the Model 40X. If you cannot use the cut of the International rifle shown in the brochure, let me know and I will attempt to send a photo.

As I feel the same way about our representatives, I can give you no encouragement. We will probably continue to have problems.

There are many reasons why we do not have a better record. Number one, we do not want to be responsible for an accident caused by some "back-lag" gunsmith doing a poor assembly job on one of our actions. Under such circumstances when accidents do occur, the injured person always sues the corporation with a better chance of success than if he were to sue an individual gunsmith. We have enough difficulty with unscrupulous individuals without adding to our woes.

Number two, for every action alone that we sell we can expect to sell one less complete firearm, approximately. We can obviously not compete with a dollar price per unit of One Hundred Dollars than we can with forty dollars.

Number three, the market for actions is not really as large as the average rifle shooter believes. If we were to take all of the import business plus our own for actions, it would probably not amount to two thousand units a year and would more likely amount to five hundred per year.

The .244 is now available in only the Model 40X in either the ten or twelve inch twist but it is thought that it will be included in the rifle line in .32 in the Sporter Rifle. As far as I know there are no International Match Rifles on exhibit in New York City.

Sincerely,

REMINGTON ARMS COMPANY, INC.

H. M. Walker, Supervisor
Ilion Research Division