

REMINGTON ARMS COMPANY, INC.

SUMMARY OF DEALER CALLS REPORT

Name R. J. ClavinDistrict 4Period from 3/11/68 to 3/17/68Area Covered State of Indiana

Key Dealers were happy to report a general improvement in over-all business since March 1st.

Especially gun inventories, also ammunition are extremely low. However, orders have been placed by dealers with wholesalers for spring gun and ammunition requirements.

Dealers still complain about lack of wholesalers on components, however, competitive companies have been shipping based on dealer comments to me with the result that Alcan is being well accepted and displayed by dealers.

Over-all acceptance of our mailing on paper targets has been well received. However, many Key Dealers are out of our consumer catalogs and need an additional mailing.

W-W's Gun Club Program continues to grow, however, they are having difficulty in locating managers for these clubs. Snelling & Snelling Personnel Consultants (Employment Agency) 15 E. Washington Street, Indianapolis, Indiana, has been running ads in our Indianapolis Star for "Gun Salesmen" starting at \$8,600.

Some Key Dealers are complaining about Weaver scope base #70 (one piece type) will not fit our model 560 without removing hump. Dealers feel we should standardize our base holes and screws on our complete line of center fire rifles.

6 dealer calls

*72 Morgan
Please check
JSD.*

gm

DISTRIBUTION:

J. P. McANDREWS
G. T. PORTER
J. E. DICKEY
W. H. FOSTER
J. H. FENTON

F. E. MORGAN
G. G. D. ROCKWELL
J. D. MITCHELL
E. J. GARRITY
D. S. REYNOLDS

S. R. HUTCHINSON
C. C. CLAIR
R. G. RYAN
W. J. WEEKS

C. M. Albright
J. G. Williams
J. W. Stone

C. W. Honey
C. H. Reinhard
R. J. Clavin
File