

REV. 5 M/700 12
REMINGTON ARMS COMPANY, INC.

WHOLESALE CALL REPORT ... ARMS-AMMUNITION-TRAPS AND TARGETS

FIRM: OLYMPIC WHOLESALE

REPORTER H. W. WILSON
W. J. BOETTNER

CITY-STATE LOS ANGELES, CALIFORNIA

DATE OF CALL SEPT. 16, 1968

TYPE OF BUSINESS WHOLESALE SPORTING GOODS 1/27

SALES MEETING
HELD: ARRANGED:

PERSONS INTERVIEWED	POSITION	PRODUCTS HANDLED — PLEASE CHECK									
		REM	PET	W-W	FED	OTH	REM	WIN	BRO	SAY	MOS
Alex Kerr, President			X	X			Shotguns	X	X		X X
Russ Long, Asst. Sales Manager			X	X			R.F. Rifles	X	X		X X
			X	X		X	C.F. Rifles	X	X		X X
			X	X		X	Targets		X		

Business continues to be good with this house. However, had they anticipated their needs better their volume would have been much better. Inventories of both shotguns and center fire rifles are very low as is their stock of pistol and rifle cartridges. To alleviate this problem next year this house plans to order 100% of their anticipated gun needs for immediate shipment at the first of the year.

Mr. Long stated he had placed an order for about 500 Remington guns about two weeks ago; the large part of which were 870's and 1100's. The order was placed on the idea that other distributors will cancel existing orders due to late delivery dates, thus Remington will accept the one submitted.

Mr. Kerr stated that the Crime Control Commission has subpoenaed Olympic's records of firearm sales. Mr. Kerr further stated he could not provide all the information they desired within the time requirements set; plus, the information would be extremely costly to compile. This house has supposedly been excused from submitting their records due to the cost of compiling.

Mr. Long and a salesman were questioned concerning the availability of Winchester's Model 70 without sights. These guns were made available after initial dating orders were placed this year, thus this account did not order as many as they would had the guns been introduced earlier this year. The small percentage of these guns received has sold well, as have their regular 70's with sights. Mr. Long stated 7 mm mags, 338, 30-06 and several other calibers are very difficult to obtain. When and if the plain barrel guns are advertised properly Mr. Long expects that they will sell one half plain barrel guns and one half with sights. Mr. Long stated that M/70 plain barrel barreled actions and complete guns are being sold in some instances above Remington simply because it is available without sights. He mentioned this is particularly true in barreled action sales. He feels Remington is "missing the boat by not having a clean barreled 700". From information derived it is believed that Winchester will offer these guns as a regular catalog item in 1969. Further evidence pointing towards Remington's need to provide the M/700 without sights is that the proposed Ruger M/77 will be available without sights.

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