

REMINGTON ARMS COMPANY, INC.

INTER-DEPARTMENTAL CORRESPONDENCE



FTM
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MAY 7 - 1981
E. G. LARSON *EF*

"CONFINE YOUR LETTER TO ONE SUBJECT ONLY"

May 5, 1981

TO: E.G. LARSON

FROM: R.L. ST. JOHN

SUBJECT: REPORT OF GUNSMITH CONFERENCE, APRIL 22, 1981 - YORK, PA.

Sixty-five (65) participants attended the Gunsmith Conference held, at the Holiday Inn - North in York, Pa. on Wednesday, April 22nd.

T.E. Larson did a fine job in presenting new '81 products and fielding all questions pertaining to sales.

As is usual in Pennsylvania, these people were very active and outspoken in their feelings and ideas. Those ideas, questions and suggestions are in the following report:

FIREARMS

M/7400-4, 7600-6

- 1. Good deal of interest in both these models.
- 2. Some discussion as to why the change in size and spacing of scope holes.

This explained fully and, also, explained manufacturers had been notified. These people feel we should have sent this notification out further ahead. Guns are available way before scope bases.

like to hear explanation

M/1100 & 870

*agree - dummy receiver should be sent base mfr with plan of lead time *EF**

- 1. Barrel supports still coming off. In fact, there have been four instances of these coming off the 870.

This is completely new. The barrel supports on the 870 seemed to never give problems.

- 2. Asked about availability of 16 gauge wood for both 1100 and 870 in view of discontinuing this gauge.

There are so many in the field, it seems we should make some wood available for a while.

M/3200

- 1. Two brand new guns, in the box, with extractors very rusty. There was no sign of oil or any type lubrication.

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AMMO.

1. Can not get 97 component primers.
2. Make the Nitro Mags. 2-3/4" & 3" available in five pack for turkey hunters.

MISCELLANEOUS

1. Why was the 222 dropped from 788?
We explained demand was low, but these people say this combination was very popular in Pennsylvania.
2. Will parts for '58, principally action bars, ever be available again?
We had no answer, but explained that gun has been out of the line since '63, so it is extremely doubtful.
3. There seems to be a good deal of confusion on the 2-3/4" vs. 3" barrel in M/1100.
Explained using 2-3/4" barrel on 3" guns, but not reverse.
4. Question if we would put the M/870 competition trap choke in the M/1100 trap guns.
We could not answer this, but most had heard about the superior patterning in the 870 comp., so as usual want it in other guns.
5. Many new M/700s seem to have excess up pressure at the fore-end tip. It is necessary to relieve this to get gun to shoot. These men feel this pressure had increased lately in the last two years. Perhaps something has changed in the process.
6. Many still want a single barrel trap gun on an O/U frame.
7. We need an 8mm Mag. in Safari grade.
8. Bring back the 5mm Mag. for the turkey hunter.

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9. Put the 7mm 08 and 7mm Exp. in the M/6 and 7600 both rifle and carbine.
10. Question "How can we compete price-wise with K-Mart?
Tom Larson did a fine professional job with this one.
11. These people say the 77 Ruger is picking up popularity in this area on price and quality. Some jobbers are giving early buyers Oct. dating.
12. The feeling is, and with good cause, that when mass-merchandizers, such as Best Products, list our guns, the popularity of that gun goes down and sophisticated buyers turn to Ruger.
13. It was suggested that we should put out a retail price card on guns similar to the one on ammo.

RLSTJ: tpp
encl.