

system for design conformation. At this point, we reached another major hurdle. The ammunition would not give us acceptable accuracy. We then tested barrels of various configurations until we arrived at a rifling design and twist that would stabilize the 173 grain bullet at all ranges. With this problem behind us, we built and tested three performance models. Decision time was upon us. Do we continue or stop?

You have to remember that Remington has not actively participated in government contracts of this scale since World War II. All of the people that participated in that effort had long since retired. All of us that participated in the SWS effort were neophytes. But we learned a lot. We spent far more money up front than we originally anticipated. Just to give an example, when we were conducting our trigger pull tests, we found that the equipment that is generally accepted today was not adequate. To accurately measure trigger pull and trigger pull retention, we had to design and build a special machine at a cost of \$35,000. We now have one of the most sophisticated machines available to accomplish this task and accurately measure trigger pull within 1/10th of 1 ounce.

A pre-solicitation conference was held at Picatinny Arsenal on September 8, 1986. Remington attended, along with a host of other delegates from various companies -- both foreign and domestic. We were a bit dismayed at the formidable competition represented, and knew we faced an uphill battle. At the conference we all received a draft purchase description which detailed the Army's requirements for a Sniper Weapon System. At this point we knew that, except for a few minor modifications needed, we were on the right track.

Upon receipt of the solicitation, we expanded the SWS Team to include members of Remington's process and industrial engineering departments. Up to now, all work on the SWS had been accomplished by our R & D group and Marketing. One thing we grossly underestimated was the magnitude of preparing a proposal along with building and testing five bid samples and compiling the necessary data. Our proposal consisted of seven sections:

1. Executive Summary
 2. Technical Data
 3. Contractor Logistical Support
 4. Cost Proposal
 5. Subcontractor Support
 6. Required Government Documentation
 7. Exceptions to RFP

An extensive amount of testing was required to generate the