

data necessary to support our Technical Data section. For example, one gun was shot 5,000 rounds to support the accuracy requirement. We were pleasantly surprised to find our gun far exceeded the government requirement and showed no degradation of accuracy over 5,000 rounds. The compiling of the data and preparation of our proposal was momentous. Many of us worked 12 to 14 hours per day, including Saturdays and Sundays. One research engineer actually ate and slept at the plant in his efforts to compile the necessary technical data. The proposal was hand delivered on time, a mere three hours before the deadline. After submission of our proposal, we entered into negotiations first on the SWS and then on the Basic Ordering Agreement which would support the SWS. When the negotiations were concluded, we were asked to submit our Best and Final Offer. This was accomplished on May 1, 1987. The period of time between submission of Best and Final and Contract Award was very tense for the SWS Team. Negotiations were concluded and all contact with the government had been terminated. The only thing we could do was sit back and relax and assure ourselves that we had submitted the finest system possible. We knew the government was testing our bid samples along with those of our competition. However, there was no way to find out how we were fairing. Finally, we were notified of the contract award. Everyone at Remington was jubilant. A tremendous amount of pride was generated by everyone at our Ilion plant over the SWS.

They all looked at it as the state of the art in sniper systems, and the finest available in the world. We then set about the task of manufacturing twenty-five systems for First Article Testing and Initial Production Testing. This was accomplished on time on October 13, 1987. Extensive testing then began both at Army locations and Remington. This included:

Endurance Accuracy
Function
Nuclear Biological and Chemical (NBC)
Optics
Ruggedness, and others too numerous to mention.

All of this was to assure that the Army got what they paid for. First Article took much longer than originally anticipated and we feel that like us, in the preparation of our proposal, the Army did not realize the magnitude of the required testing. First Article Approval was granted on July 27, 1988. By working together as a team, the Army and Remington had successfully demonstrated that a Sniper Weapon System could be fielded using the NDI principle.