

Trip folder

CHILEAN DEMONSTRATION

7 SEPTEMBER THRU 14 SEPTEMBER 1970

Colt Industries  Colt's Firearms
Division

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7 SEPTEMBER THRU 14 SEPTEMBER 1970

CHILE

ATTENDANCE LIST:

CHILEAN DEMONSTRATION:

General Serigo Poblete - Chief of R&D Chilean Air Force

Colonel Herman Del Rio - Base Commandant - Covima

Captain Gaston Martinez - Chief Small Arms - C.A.F.

Major Canpolitcan Boisset - Staff of General Poblete

Major Alamiro Cast

Major Rojas - Operations and Planning - C.A.F.

Colonel Valenzuela - Coordinator for Joint Chiefs of Staff

Colonel Ramirez - Director of Logistics - Marine Infantry

There were thirty-five to forty officers present. A complete list of attendees has been promised by Mr. Spencer as soon as it can be compiled.

THE DATE OF THE DEMONSTRATION WAS FROM:

7 September thru 14 September 1970



At the request of our agent in Chile, Mr. George Spencer, the writer was sent to Santiago to demonstrate the M16 Rifle for the Chilean Air Force. One M16 Rifle, one M16A1 Rifle, and one XM177E2 had been shipped to Chile earlier this year, along with 5,000 rounds of ammunition, in anticipation of a demonstration. The demonstration was to have been one of several held in South America, and had been delayed several times in order to tie in with the rest of the itinerary.

I arrived in Santiago on September 7th, and was met by Mr. Spencer, and Captain Gaston Martinez, head of Small Arms for the Chilean Air Force. I was briefed by them that evening, and visited the range on the following morning.

The Chilean Air Force is presently armed with 3,000 SIG 7.62 NATO Rifles, 1,000 Mauser 1898 7mm Rifles, and 2,000 .30 Cal. M1 Carbines. The carbines were purchased from the U.S. in June. They came out of Panama, at a cost of \$78.00 each. The carbines are generally in a well used condition, and the Chileans are quite unhappy with them.

Present plans call for adoption of the .223 Cartridge, and purchase of 3,000-4,000 rifles before October 1st., which is the end of their fiscal year. There is not enough money in the budget to purchase this many rifles, however, the Air Force has already entered into an agreement with the Army, whereby the Army will purchase the 3,000 SIG Rifles, and 1,000 1898 Mausers, plus all ammunition stores.

Heckler and Koch were in Santiago during the third week in August. They had a team of three men, with complete weapons systems in 5.56, 7.62 Nato, and 7.62X39 Russian. According to several people I talked to, their demonstration was very impressive, and quite thorough.



Everyone was impressed by the fact that they had both rifles and Machine Guns in all three calibers, and were offering them for immediate delivery. A complete set of their catalogs were obtained, and are on file in the Engineering Department.

The demonstration was held on Thursday at Covina, an Air Force Base about 20 KM north of Santiago. The guests arrived at 10:30 A.M., and included Army, Navy, and Marine Officers, as well as members of the Air Force. A good portion of the officers present were able to understand English, however Mr. Spencer translated as I went along, for those who did not. The demonstration went smoothly, with all weapons functioning perfectly. Included in the demonstration were sand, water, and mud tests. The rifle was also thrown, fully loaded, as far as I could, then fired. They were most impressed with the speed with which the rifle could be reloaded, and put back into action. They also were amazed by the ease of field stripping. This was emphasized because they are weak points of the HK33.

After the demonstration, a buffet was served in the Officers Cantina. It gave an opportunity to meet some of the officers in a more relaxed atmosphere, and answer questions they might have concerning the M16 Rifle. Later in the afternoon George Spencer and I also visited the office of the Air Force CMC, the Army CMC, and Navy CMC. We were cordially received, and it was apparent that Mr. Spencer has good contacts.

Captain Martinez has the responsibility of writing reports on all weapons tested, and making recommendations on arms to be purchased. I spent Friday and Saturday with Captain Martinez, answering various questions he had, and giving him a detailed description of the M16, along with its capabilities.

He was very much impressed with the M16, and felt the H&K 33 was not nearly as good a rifle. He told me before I left, that he was recommending that the Chilean Air Force adopt the M16 Rifle.

Sunday was spent writing a formal quote to the Air Force. We were able to find out what H&K had quoted, so we were able to adjust our prices accordingly. The quote was made with (5) magazines, a sling, and cleaning kit, since this is the way the Chilean Air Force is intending to buy the rifles.

CONCLUSIONS:

1. The Chilean Air Force will make a decision on the purchase of rifles before October 1st, since this is the end of their fiscal year, and they will lose the money if they don't spend it.
2. The quantity of rifles will probably be 4,000.
3. They want quick delivery. We promised them 30 days or less, with the option of picking them up at Hartford Airport in their own plane. This is especially important in view of the present political crisis. It is quite likely they would want to have the guns in their country before October 24th.
4. The Army and Navy want to go to the .223 also, however this would be in the future. A total of 50,000-70,000 rifles would be needed at the present time to meet the needs of all Chilean Armed Forces.
5. Barring political influence, if we sell the Air Force, we will also sell the rest of the services in Chile.

TRANSLATION OF QUOTATION WRITTEN IN SPANISH

GIVEN TO THE CHILEAN GOVERNMENT ON

14 SEPTEMBER 1970

Santiago, September 14, 1970

Ref: Demonstration of the Colt's Weapons System, Cal. 223,
at Colina Air Force Base on September 10, 1970

To: Brigadier General Woerner Heitmann
Materiel Command
Air Force of Chile, Santiago

Sir:

I would like to thank you in the name of Colt's for the wonderful cooperation which I received from your Officers and personnel at the base of Colina which made possible an adequate demonstration of Colt's System in Cal. .223. Also, I would like to thank you for the authorization to invite Officers of the Army and Navy to attend this demonstration. When the demonstration was completed I had the opportunity to answer many questions about the weapons such as the reasons for the use of this caliber, the accessories, technical assistance, and other related points, for the officers present. I was also asked about prices and delivery times by Officers of all three branches of the military of Chile to whom I promised to leave quotations before my departure from Chile. I would like to use this opportunity to present the following information.

Colt's presented three types of weapons, - our model AR-15 Standard Rifle called M16 by the U. S. Air Force; our model AR-15 known by the Army of the U. S. as M16A1, and the Model AR-15 Commando, U. S. Model XM177E2.

In the enclosed catalogue are listed these and other weapons made by Colt's. This catalogue was also distributed to the Officers of the Chile Air Force

and the Army and Navy. Your Officers, without doubt, will present their reports on personal impressions of this weapon. In this case, I will only present the quotation on delivery times which are the following.

1. AR-15 (M16) Rifle with the standard equipment which consists of the Rifle with five 20 round magazines, sling, cleaning kit, and a certain number of instruction manuals for individual use and for repair shops. For a quantity of 3000 to 5000 units we quote to this Command a price of \$126.74 each F.O.B. Hartford Airport, Conn.

The price of the accessories is the following:

Bayonets - \$11.10 each with Scabbard.

Bipod - \$5.65 each with Case.

Telescopic Sight 3X - \$54.76 with mount and case.

Slings - \$2.25 each.

Magazines - \$2.25 each.

2. Rifle (M16A1) with the same above listed equipment, a price of \$131.74 F.O.B., Hartford Airport, Connecticut, with the accessories at the same above listed price.

This rifle is exactly the same as the M16 except for a small feature adopted by the Army of the United States.

3. Submachine Gun type Commando AR-15 (XM177E2) with the retractable buttstock as demonstrated in the tests, price \$156.24 each, F.O.B. Hartford Airport, Connecticut, with the same standard equipment as the other two models.

The demonstration weapons and ammunition are under the custody of the Department of Armament in El Bosque in case the Chile Air Force or any other Department should like to test them. We would like you to take into consideration the main advantage of the Colt .223 system which are as follows:

- a. They are light weapons but made with strong materials, capable of resisting great abuse in combat.
- b. They are gas operated which provides simplicity of operation and eliminates many parts.
- c. Colt's has made more than 2 million rifles to date.
- d. This armament has been adopted officially by the Armed Forces of the United States in 1966 and the Air Force in 1962.
- e. Colt's has had the unique opportunity of receiving valuable information from the front lines (battlefields) during the last five years which contribute to the perfection of this armament and a maximum of efficiency and simplicity.
- f. Behind any purchase is the warranty of a factory like Colt's which has 120 years of experience.
- g. The production line of Colt's is continuously controlled by inspectors of the Armed Forces of the United States who constantly check the quality and functioning of those weapons. This advantage also would be used by the Air Force of Chile because the production line is all in one.

Delivery Times - Because our factory is producing actually 52,000 per month, we can assure you a delivery of 3000 to 5000 rifles of the M16 type within a maximum of 30 days following the arrival of the order and credit references. Regarding the submachine gun, the delivery would be 90 days or less.

If the Air Force of Chile would like, it could send a cargo plane to the Hartford Airport (which is 15 miles from the factory and 125 miles north of New York), and the complete order could be in Santiago the following day. We have confirmed with the State Department the possibility of sending armaments to Chile and we foresee no difficulty in obtaining an export license.

Spare parts for repairs and maintenance - If this Command wishes, we can provide a spare parts list of the most critical parts for a three year maintenance plan in relation to the quantity of rifles ordered.

For your reference, I would estimate that the value of those spares would represent a 10% of the F.O.B. value of the armaments.

I would like the General Commander of Materiels to evaluate this proposal in case he decides to purchase, and he can rest assured of our technical assistance.

Thank you again for your courtesy and assistance.

Colt's Inc.
Military Marketing Department
Robert Roy
Engineering Project Manager

P.S. This quotation is valid until October 31, 1970.



JORGE SPENCER MAKING INTRODUCTORY REMARKS AT COLINA DEMONSTRATION



AIR FORCE, ARMY, NAVY, AND MARINE OFFICERS ATTENDED THE DEMONSTRATION



AIR FORCE OFFICERS INSPECTING M16 RIFLES ON DISPLAY



R. ROY AND JORGE SPENCER, WITH GROUP ASSIGNED TO SET UP THE RANGE AREA



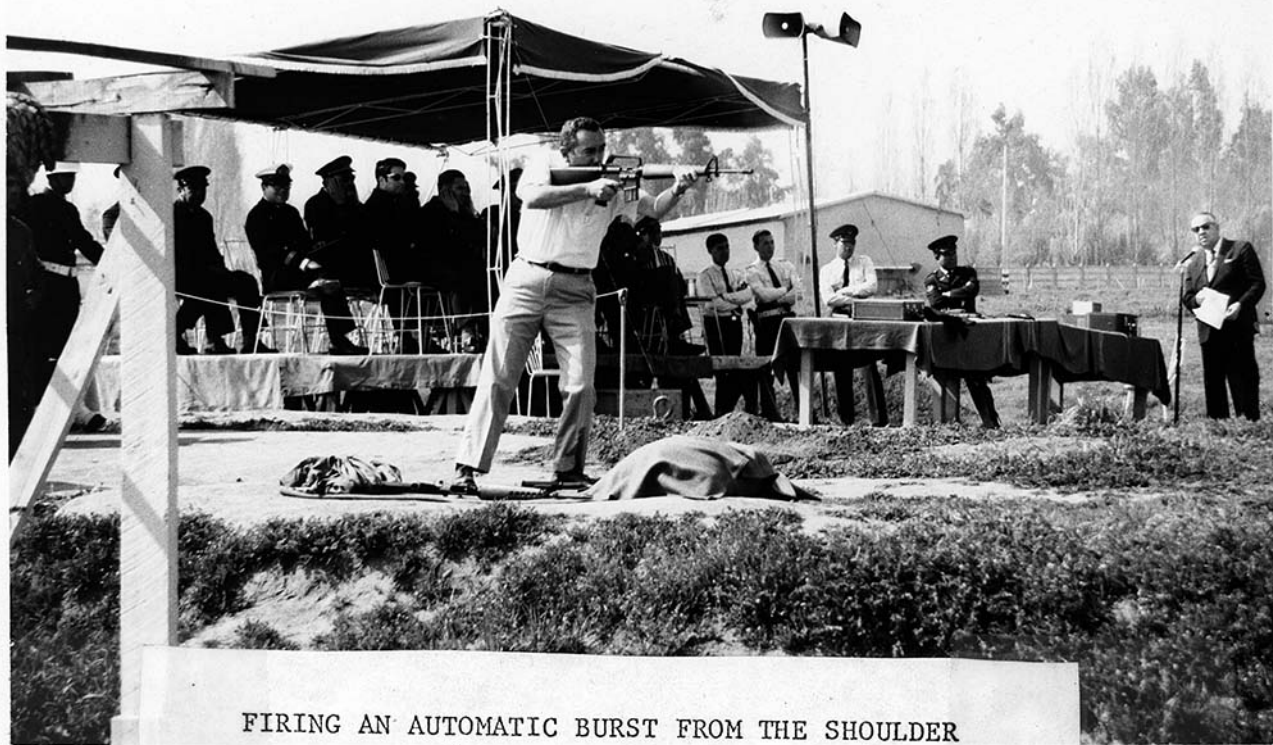
GENERAL POBLETE (RT.), COLONEL DEL RIO, AND NAVAL OFFICER INSPECTING THE RIFLE AFTER IT WAS THROWN



RIFLE WAS PLUNGED INTO BARREL OF WATER AFTER APPROXIMATELY 200 ROUNDS OF AUTOMATIC



M16 BEING REMOVED FROM MUD. THE RIFLE WAS THEN FIRED WITHOUT MALFUNCTION



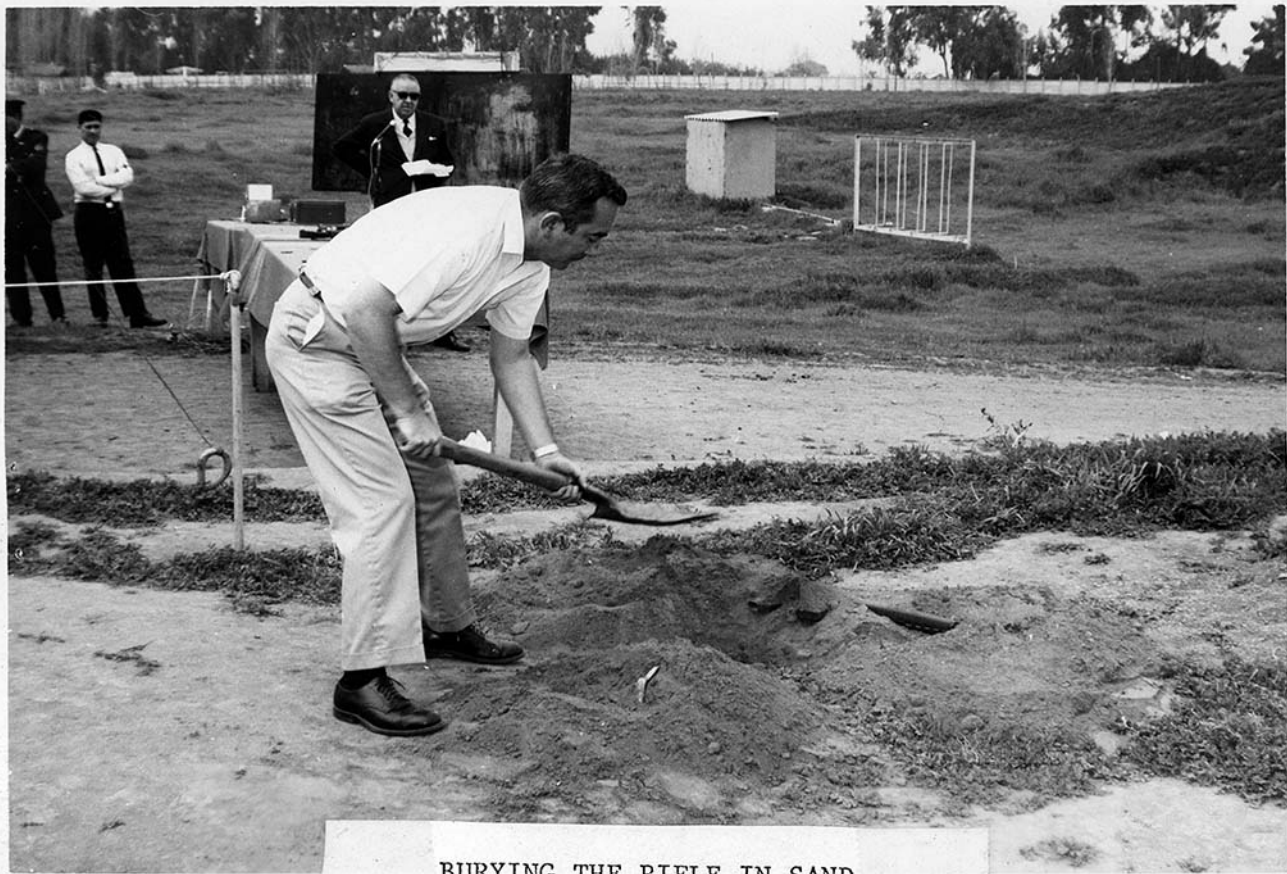
FIRING AN AUTOMATIC BURST FROM THE SHOULDER



FIRING AN AUTOMATIC BURST FROM THE HIP POSITION



FIRING AT CHILEAN BRICK WALL



BURYING THE RIFLE IN SAND