

U.S. Firearms Industry Today

**History Repeats
Itself With
Dramatic Growth,
Major Battles**

“The shooting industry has enjoyed robust growth the past two years, much of it driven by buying sprees fueled by the threat of guns bans.”

That is the way this report began in December 1994, my first annual review of the U.S. firearms industry. Then, the industry and gun ownership were under attack, just as they are today. On September 13, 1994, President Bill Clinton signed into law the Federal Assault Weapons Ban (AWB).

The drawn-out threat of the law’s passage, along with other anti-gun tactics, increased firearm sales and U.S. gun production significantly. In 1993 and 1994, U.S. firearm production jumped 40 and 42 percent, respectively, over the pre-AWB year of 1992 (see page 42). The anti-gun-driven production was so significant, that the industry did not exceed the 1994 firearm production number of 5,161,127 until 2009, the first full year of the Obama Administration.

Yes, history often repeats itself.

Great Contrast

Today’s anti-gun/anti-industry attacks differ, to some extent, from those of the Clinton years. While President Obama continues to push firearm restrictions, he and congressional anti-gun advocates

have not been able to establish national limitations, to date. However, significant restrictions are being established at the state level. This is a dramatic change from the early ’90s, and reflects a major shift in the attitude of state governments.

In early 1992, following Colt’s Manufacturing’s filing of Chapter 11 bank-

ruptcy protection, the state of Connecticut pledged millions in support. movement to the state level is not surprising. The Brady Campaign, and other anti-gun organizations, has been frustrated with their inability to influence and establish harsh national firearm restrictions and limitations on the industry. This year’s anti-gun/anti-industry “successes” at the state level mean this is where major battles will be fought.

“The impressive growth in the industry should not be credited entirely to volatile anti-gun campaigns that reignited in late December 2012.”

ruptcy protection, the state of Connecticut pledged millions in support.

“The good faith and credit of the state of Connecticut stands behind this company. We are here to go ahead and stabilize the company, to see it grow. This is one crown jewel that doesn’t leave Connecticut,” said then-Gov. Lowell P. Weicker Jr.

In contrast, in April, Conn. Gov. Dannel Malloy signed into law some of the toughest gun restrictions in the nation, which outlawed numerous firearms made by Colt and other Connecticut-based manufacturers. In doing so, he sent a condemning message to manufacturers and the industry.

The migration of the gun-control

Yes, national campaigns will continue, and the industry must remain engaged, continuing to communicate its message to those on Capitol Hill. Just as important, is the need for more industry companies to be directly involved. In April, 43 executives representing 30 companies converged on Capitol Hill to take part in NSSF’s Sixth Annual Congressional Fly-In. Thirty companies out of the entire industry! Yet, there were 1,600 exhibitors at NSSF’s SHOT Show in January. At next year’s NSSF Fly-In, hundreds of companies should be represented.

In addition, there are more challenges at the international level. The Obama Administration has softened the United States’ position on the United Nations Arms Trade Treaty. That likely will lead to sweeping U.N. arms control, which could impact U.S. gun ownership and the industry.

Yes, there are many battles to fight.

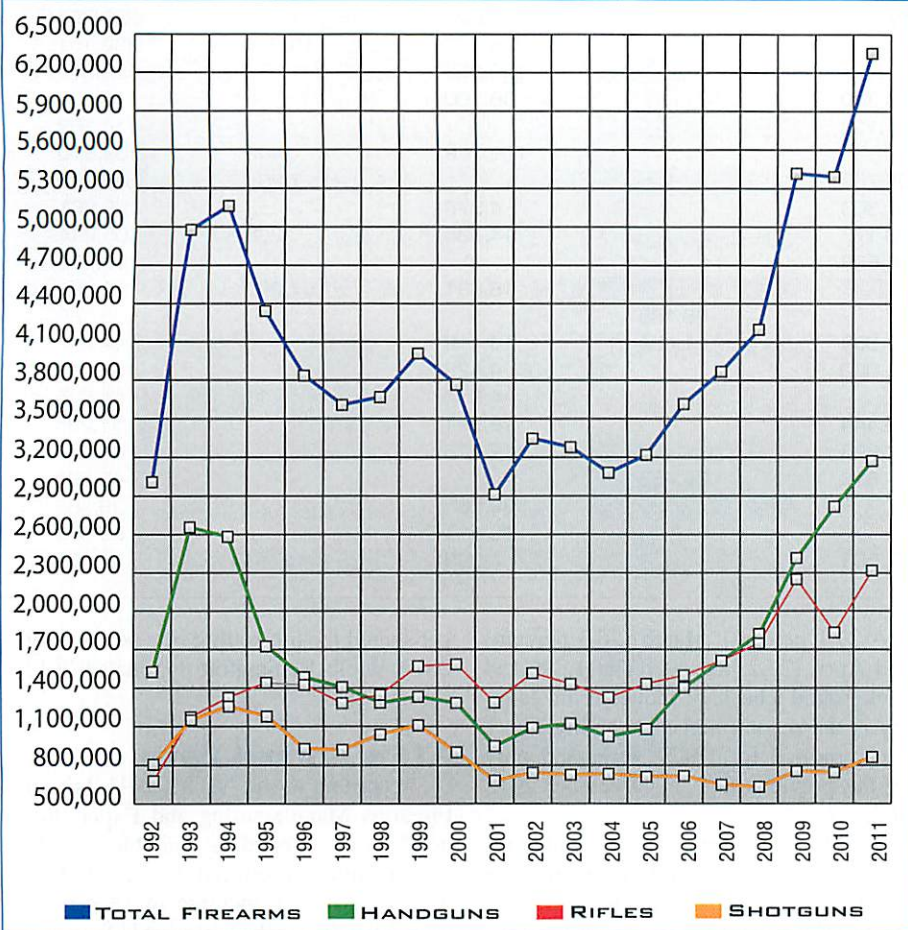
NSSF ADJUSTED: NICS BACKGROUND CHECKS — JANUARY 2010 — MAY 2013

Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Totals
2010	715,309	848,036	861,408	731,955	625,763	602,908	628,125	718,971	770,310	854,563	945,463	1,133,371	9,436,182
2011	784,856	963,746	990,840	843,484	696,947	679,840	680,258	815,858	878,345	945,088	1,101,076	1,410,937	10,791,275
2012	920,840	1,266,344	1,189,344	931,660	840,412	846,437	853,355	1,042,924	1,007,259	1,118,994	1,525,177	2,237,731	13,780,283
2013	1,790,154	1,634,309	1,501,730	1,185,231	974,457	—	—	—	—	—	—	—	7,085,881

NSSF removes NICS purpose codes used by several states for CCW application checks and other purposes. The removal of this data provides a more accurate report of background checks conducted for the purchase of firearms. Visit www.nssf.org/research.

U.S. FIREARM PRODUCTION

1992 — 2011



TOTAL U.S. FIREARMS PRODUCTION BY TYPE

1992 — 2011

Year	Handguns	Rifles	Shotguns	Total
1992	1,525,218	676,808	805,761	3,007,787
1993	2,655,478	1,171,872	1,148,939	4,976,289
1994	2,581,961	1,324,240	1,254,926	5,161,127
1995	1,722,930	1,440,699	1,176,958	4,340,587
1996	1,484,477	1,424,319	926,732	3,835,528
1997	1,406,505	1,281,162	918,759	3,606,426
1998	1,284,755	1,345,899	1,036,520	3,667,174
1999	1,331,230	1,569,685	1,106,995	4,007,910
2000	1,281,861	1,583,042	898,442	3,763,345
2001	946,979	1,284,554	679,813	2,911,346
2002	1,088,584	1,515,286	741,325	3,345,195
2003	1,121,024	1,430,324	726,078	3,277,426
2004	1,022,610	1,325,138	731,769	3,079,517
2005	1,077,630	1,431,372	709,313	3,218,315
2006	1,403,329	1,496,505	714,618	3,614,452
2007	1,610,998	1,610,923	645,231	3,867,152
2008	1,819,024	1,746,139	630,710	4,195,873
2009	2,415,453	2,248,851	752,699	5,417,003
2010	2,817,377	1,830,556	743,378	5,391,311
2011	3,170,990	2,318,088	862,401	6,351,479
Total	33,768,413	30,055,462	17,211,367	81,035,242

The 20-year graph and chart have been updated, based on new data released by the ATF.

the bulk of them manufactured in 2011.

"We have wonderful employees at Ruger and I couldn't be more proud of them. Everyone came together for this challenge. New products were delivered on time, the production folks worked extra hard and we pulled it off. It was a great source of pride for the whole company," said Mike Fifer, Ruger CEO and president.

During 2011, the most significant increase in production occurred in the rifle category. U.S. manufacturers made 2,318,088 units during the year, an increase of 27 percent over production in 2010. Remington, who produced 646,008 rifles, anchored the impressive rifle growth.

In foreign trade, U.S. exports increased 24 percent in 2011 (see page 50). Mossberg/Maverick Arms again was the top U.S. firearms exporter with 61,857 units exported, a 27 percent jump over 2010.

During 2012, U.S. imports were up 42 percent over 2011 (see pages 52, 54, 55). Austria was the top importer in 2012, with a dramatic 59 percent increase over 2011.

2011 U.S. Production

The top U.S. firearms manufacturers in 2011 and the percentage of change from 2010 were:

- Ruger: 1,114,687 (+23%)
 - Remington Arms: 1,026,860 (+85%)
 - Smith & Wesson: 857,043 (+26%).
- The top handgun manufacturers were:
- Ruger: 805,995 (+21%)
 - Smith & Wesson: 700,324 (+20%)
 - SIG SAUER: 357,728 (+34%).

- The top rifle producers were:
- Remington Arms: 646,008 (+145%)
 - Ruger: 308,282 (+30%)
 - Savage Arms: 219,177 (+28%).

- The top three shotgun companies were:
- Mossberg/Maverick Arms: 423,570 (+8%)
 - Remington Arms: 345,715 (+23%)
 - H&R 1871: 67,250 (+14%).

U.S. Exports, Imports

The top three U.S. exporters for 2011 were:

- Mossberg/Maverick Arms: 61,857 (+27%)
- Ruger: 47,833 (+10%)
- Smith & Wesson: 38,476 (+.1%)

In 2011, the top importers were:

- Brazil: 830,302 (+22%)
- Austria: 520,851 (+25%)
- Germany: 302,924 (+15%).

In 2012, the top importers were

- Austria: (829,980 (+59%))
- Brazil: 819,920 (-1%)
- Germany: 487,450 (+61%). ©

Roxanne Smith contributed significantly to the production of this report.

TOP 25 U.S. MANUFACTURERS 2011

Manufacturer	Pistols	Revolvers	Rifles	Shotguns	Total
Strum, Ruger & Co.	612,970	193,025	308,282	410	1,114,687
Remington Arms	35,137		646,008	345,715	1,026,860
Smith & Wesson	462,678	237,646	156,705	14	857,043
Mossberg/Maverick Arms			55,451	423,570	479,021
SIG SAUER	357,728		31,025		388,753
Savage Arms			219,177	12,974	232,151
Henry RAC Holding Corp.			169,553		169,553
Beemiller (Hi-Point)	78,300		36,700		115,000
Taurus Intl.	114,132				114,132
Marlin Firearms			109,168	442	109,610
Beretta USA	101,757			7,204	108,961
Kimber Mfg.	104,303		4,578		108,881
Kel-Tec CNC	90,177		14,835	282	105,294
Burbak Machine	102,688				102,688
H&R 1871			18,831	67,250	86,081
Heritage Mfg. Inc.		68,186			68,186
Colt's Mfg./Colt Defense	46,363	1,454	16,419		64,236
Saeilo Inc.	55,060		4,429		59,489
Keystone Sporting Arms			54,934	11	54,945
Springfield	32,444		18,791		51,235
FN Mfg.	37,696		11,778		49,474
North American Arms	816	39,465			40,281
Aero Precision			39,565		39,565
DPMS			39,411		39,411
Arms Technology	37,503		899		38,402

Impressive Growth

The impressive growth within the industry, reflected in the number of firearms sold, should not be credited entirely to volatile anti-gun campaigns that reignited in late December 2012.

The industry was already enjoying unprecedented sales that were not driven by fear or political factors. Many firearm sales since 2010 are attributed to a cultural revival. Americans get it — "It's okay to own a firearm. It's okay to enjoy shooting. It's fun! It's okay to go hunting."

This cultural renaissance attracted hundreds of thousands of new gun owners. They, along with established gun owners, created a strong foundation that resulted in the staggering number of firearm sales following the tragic shooting in Connecticut in December — and the subsequent call for unprecedented gun restrictions.

In May, NICS conducted 974,457 (NSSF-adjusted) background checks, a 16 percent increase over May 2012 and the 36th straight month of increases.

NSSF reports their adjusted NICS data shows increases for 2013, compared to 2012: in January (94.4 percent), Febru-

ary (29.1 percent), March (26.3 percent) and April (27.2 percent.) The 1,790,154 background checks conducted in January is the second highest monthly figure ever reported for NICS, surpassed only by the previous high in December 2012 of 2,237,731.

For the first quarter of 2013, Ruger reported sales of \$155.9 million, an increase of 39 percent, compared to the same quarter in 2012. For all of 2012, Ruger reported sales of \$491.8 million, a 50 percent increase compared to 2011.

In March, Smith & Wesson Holding Corp. reported sales for the third quarter ending Jan. 31 at \$136.2 million, a 39 percent increase compared to the same quarter last year.

Freedom Group reports Remington firearm sales for the first three months of 2013 were \$194.5 million, an increase of 53 percent, as compared to the first three months of 2012.

According to data from Southwick Associates, Ruger dominated handgun sales in 2012, adding to its top-selling handgun status in 2009, 2010 and 2011.

Southwick reports Remington and Ru-

ger shared the top-selling rifle position for 2012, while Remington dominated 2012 shotgun sales.

ATF's Annual Data

According to the "ATF's 2011 Annual Firearms Manufacturing and Export Report" — the latest data available — U.S. manufacturers produced 6,351,479 firearms in 2011, an increase of 18 percent over 2010. It was the first time U.S. manufacturers have reported making six million firearms in one year, according to our research.

Ruger was the number one U.S. firearms manufacturer in 2011, out-producing all other manufacturers in the nation for the fourth year in a row. In 2011, Ruger manufactured 1,114,687 firearms, an increase of 23 percent over 2010. Ruger's promotion, the "Million Gun Challenge to Benefit the NRA," played a significant role in the company maintaining its top U.S. manufacturer status. In 2011, Ruger pledged to donate one dollar to the NRA for each firearm is sold from April 2011 through March 2012. In the end, Ruger sold 1,254,000 firearms during the period,

SOUTHWICK — TOP-SELLING FIREARMS 2010 — APRIL 2013

Category	Total 2010		Total 2011		Total 2012		Jan. & Feb. 2013		Mar. & Apr. 2013	
	Brand	MS*	Brand	MS*	Brand	MS*	Brand	MS*	Brand	MS*
Handguns	Ruger	16.7%	Ruger	17.1%	Ruger	17.7%	S&W	15%	S&W	19%
Rifles	Remington	17.5%	Remington	16%	Remington	11.5%	Savage	11%	Savage	9%
					Ruger	11.5%				
Shotguns	Mossberg	21.5%	Remington	24.6%	Remington	19.7%	Remington	22%	Remington	25%
	Remington	21.5%								

*Marketshare. Source: www.huntersurvey.com and www.shootersurvey.com, consumer monitoring conducted by Southwick Associates.

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HANDGUN PRODUCTION BY U.S. MANUFACTURERS 2011

Manufacturer	Pistols	Revolvers	Total
Sturm, Ruger & Co.	612,970	193,025	805,995
Smith & Wesson	462,678	237,646	700,324
SIG SAUER	357,728		357,728
Taurus Intl.	114,132		114,132
Kimber Mfg.	104,303		104,303
Burbak Machine	102,688		102,688
Beretta USA	101,757		101,757
Kel-Tec CNC	90,177		90,177
Beemiller (Hi-Point)	78,300		78,300
Heritage Mfg. Inc.		68,186	68,186
Saeilo Inc.	55,060		55,060
Colt's Mfg.	46,363	1,454	47,817
North American Arms	816	39,465	40,281
FN Mfg.	37,696		37,696
Arms Technology	37,503		37,503
Jimenez Arms	35,311		35,311
Remington Arms Co.	35,137		35,137
Springfield	32,444		32,444
Cobra Ent. Of Utah	31,988	223	32,211
Haskell Mfg.	25,800		25,800
Iberia Firearms	25,200		25,200
Charco 2000		23,845	23,845
Glock	23,752		23,752
Chiappa Firearms	12,768	7,671	20,439
Hi Tech Plastics	20,021		20,021
Phoenix Arms	20,000		20,000
Diamondback Firearms	18,823		18,823
Magnum Research	13,649	674	14,323
PARA USA	14,287		14,287
Bond Arms	11,836		11,836
Nationwide Precision Products	7,573		7,573
STI Intl.	7,017		7,017
SCCY Industries	6,981		6,981
I.O. Inc.	5,997		5,997
Payne, J. & Cashin, P.	3,965		3,965
CZ-USA	3,881	3	3,884
Independent Plating Co.	3,719		3,719
Heckler & Koch	3,500		3,500
Les Baer Custom	3,296		3,296
Wilson's Gun Shop	2,723		2,723
Leinad	2,301		2,301
Ed Brown Products	2,196		2,196
CDG Solutions	2,161		2,161
Nighthawk Custom	1,709		1,709
Lucid Mfg.	1,581		1,581
PTR-91	1,561		1,561
Caspian Arms	1,557		1,557
FMK Firearms	1,495		1,495
VLH	1,195		1,195
L.W. Seecamp Co.	1,192		1,192
Rock River Arms	927		927
Foster Industries	892		892
Rohrbaugh Firearms	791		791
Excel Industries	524		524
KRISS USA	455		455
Freedom Arms	40	386	426
Boberg Arms	426		426
Total	2,598,133	572,857	3,170,990

Total includes all U.S. manufacturers. An extended chart is available at www.shootingindustry.com.

**"U.S. Firearms Industry Today" report,
including extended charts, is available at
www.shootingindustry.com**

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PISTOL PRODUCTION BY U.S. MANUFACTURERS 2011

Manufacturer	To .22	To .25	To .32	To .380	To 9mm	To .50	Total
Sturm, Ruger & Co.	100,310			176,778	273,615	62,267	612,970
Smith & Wesson	34,174	25	372	139,058	130,699	158,350	462,678
SIG SAUER	60,703			66,628	130,747	99,650	357,728
Taurus Intl.	34,164	8,958	5,605	65,405			114,132
Kimber Mfg.	813			226	12,919	90,345	104,303
Burbak Machine	49,666				45,703	7,319	102,688
Beretta USA	28,546		2,227		56,649	14,335	101,757
Kel-Tec CNC	15,122	3,619	2,746	19,436	49,254		90,177
Beemiller (Hi-Point)				14,300	64,000		78,300
Saeilo Inc.				5,418	33,007	16,635	55,060
Colt's Mfg.				795	4,627	40,941	46,363
FN Mfg.					13,090	24,606	37,696
Arms Technology	37,503						37,503
Jimenez Arms	6,429	1,944	273	14,754	11,911		35,311
Remington Arms Co.						35,137	35,137
Springfield					5,286	27,158	32,444
Cobra Ent. Of Utah	6,623	74	1,328	19,040	3,541	1,382	31,988
Haskell Mfg.						25,800	25,800
Iberia Firearms						25,200	25,200
Glock					16,769	6,983	23,752
Hi Tech Plastics	20,021						20,021
Phoenix Arms	16,868	3,132					20,000
Diamondback Firearms			78	6,381	12,364		18,823
PARA USA					482	13,805	14,287
Magnum Research				342	3,181	10,126	13,649
Chiappa Firearms	12,658					110	12,768
Bond Arms	67		5	229	1	11,534	11,836
Nationwide Precision Products						7,573	7,573
STI Intl.					2,580	4,437	7,017
SCCY Industries					6,981		6,981
I.O. Inc.				5,997			5,997
Payne, J. & Cashin, P.	59			953	2,116	837	3,965
CZ-USA					464	3,397	3,861
Independent Plating Co.					3,719		3,719
Heckler & Koch						3,500	3,500
Les Baer Custom					175	3,121	3,296
Wilson's Gun Shop					314	2,409	2,723
Leinad					200	2,101	2,301
Ed Brown Products						2,196	2,196
CDG Solutions	2,161						2,161
Nighthawk Custom					160	1,549	1,709
Lucid Mfg.						1,581	1,581
PTR-91						1,561	1,561
Caspian Arms						1,557	1,557
FMK Firearms					1,495		1,495
Total	427,448	19,182	13,890	537,063	888,379	712,171	2,598,133

REVOLVER PRODUCTION BY U.S. MANUFACTURERS 2011

Manufacturer	To .22	To .32	To .38	To .357	To .44	To .50	Total
Smith & Wesson	9,010	352	149,457	42,088	12,072	24,667	237,646
Sturm, Ruger & Co.	31,305	4,348	41,792	77,129	18,364	20,087	193,025
Heritage Mfg. Inc.	66,871			331	984		68,186
North American Arms	39,465						39,465
Charco 2000	3,132	404	14,673	1,738	3,898		23,845
Chiappa Firearms	3,857			3,804	10		7,671
Colt's Mfg.		10	13	20	313	1,098	1,454
Magnum Research	1	52		41	31	549	674
Freedom Arms	43	5		62	83	193	386
Cobra Enterprises of Utah			223				223
Turnbull Mfg. Co.	4	1	5	1	6	86	103
U.S. Firearms Mfg. Co.	10		5		14	19	48
Appalachian Gunsmithing	11	10	13	3	5		42
Boje Cornils	37						37
Total	153,749	5,182	206,191	125,237	35,791	46,707	572,857

Total includes all U.S. manufacturers.

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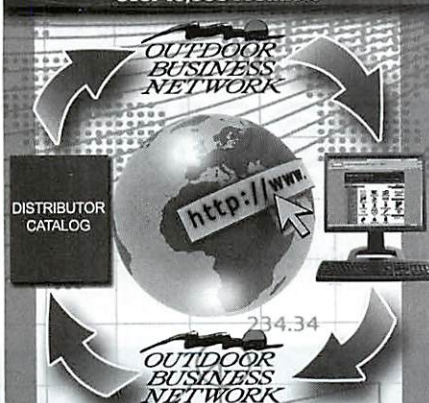
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LONG-GUN PRODUCTION BY U.S. MANUFACTURERS 2011

Manufacturer	Rifles	Shotguns	Total
Remington Arms	646,008	345,715	991,723
Mossberg/Maverick Arms	55,451	423,570	479,021
Sturm, Ruger & Co.	308,282	410	308,692
Savage Arms	219,177	12,974	232,151
Henry RAC Holding Corp.	169,553		169,553
Smith & Wesson	156,705	14	156,719
Marlin Firearms Co.	109,168	442	109,610
H&R 1871	18,831	67,250	86,081
Keystone Sporting Arms	54,934	11	54,945
Aero Precision	39,565		39,565
DPMS	39,411		39,411
Bushmaster Firearms	38,075		38,075
Beemiller (Hi-Point)	36,700		36,700
Stag Arms	34,211		34,211
Rock River Arms	33,781		33,781
Thompson/Center Arms	31,708	394	32,102
SIG SAUER	31,025		31,025
Century Arms	18,987		18,987
Springfield	18,791		18,791
Palmetto State Armory	18,163		18,163
Areotek Industries	17,762		17,762
Colt Defense LLC	16,419		16,419
BP Firearms Co.	15,586	204	15,790
Kel-Tec CNC Industries	14,835	282	15,117
John W. Heaton	12,353		12,353
ArmaLite	12,253		12,253
FN Mfg.	11,778		11,778
CMMG Inc.	8,165		8,165
Beretta USA		7,204	7,204
Daniel Defense	6,911		6,911
LWRC Intl.	5,701		5,701
Windham Weaponry	5,494		5,494
LRB of Long Island	5,053		5,053
Olympic Arms Inc.	5,044		5,044
Lewis Machine & Tool	4,998		4,998
Del-Ton	4,854		4,854
Kimber Mfg.	4,578		4,578
Saeilo	4,429		4,429
Adcor	3,483		3,483
Heckler & Koch	3,426		3,426
Mega Arms	3,195		3,195
Slabe Machine Products	3,128		3,128
Just Right Carbines	3,047		3,047
Chiappa Firearms	2,606	92	2,698
Cooper Firearms of Montana	2,513		2,513
DS Arms	2,496		2,496
PTR-91	2,141		2,141
Firearms International	1,941		1,941
Ithaca Gun Company		1,929	1,929
Barrett Firearms Mfg.	1,866		1,866
I.O. Inc.	1,737		1,737
Kriss USA	1,674		1,674
Double Star	1,620		1,620
Austin Precision Products	1,536		1,536
Primary Weapons Systems	1,481		1,481
Noveske Rifleworks	1,437		1,437
PARA USA	1,415		1,415
Knight's Mfg. Co.	1,332		1,332
V Custom	1,322		1,322
Atek Products	1,230		1,230
Bravo Co. Mfg.	1,202		1,202
TNW Firearms	1,135		1,135
Pneu Dart	991		991
Tactical Weapons Solutions Co.	949		949
Total	2,318,088	862,401	3,180,489

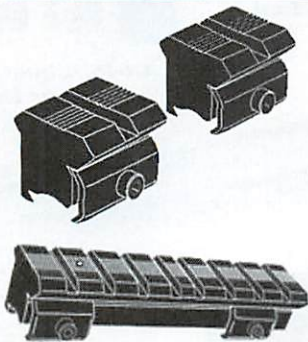
Total includes all U.S. manufacturers. An extended chart is available at www.shootingindustry.com.

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U.S. FIREARM EXPORTS

PISTOLS 2011

Manufacturer	Exports
Smith & Wesson	25,668
Glock	21,632
SIG SAUER	17,121
Sturm, Ruger & Co.	14,018
Beretta USA	12,859
Colt's Mfg.	8,361
Kimber Mfg.	6,485
STI International	4,963
PARA USA	2,252
Taurus Intl. Mfg.	2,104
Magnum Research	1,143
FN Mfg.	1,121
Les Baer Custom	639
Saeilo Inc.	632
North American Arms	209
Iver Johnson Arms	196
Springfield	193
Strayer Voight	174
Colt Defense	169
Kel Tec CNC Industries	166
Precision Small Arms	151
Meggitt Training Systems	141
Cobra Enterprises of Utah	136
AmChar Wholesale	121
Ed Brown Products	111
Nighthawk Custom	86
KRISS USA	58
Wilson's Gun Shop	46
Ohio Ordnance Works	28
PD Products	16
Legacy Sports Intl.	13
JKB Daira	11
Millennium Custom	10
Total Exports	121,035

REVOLVERS 2011

Manufacturer	Exports
Smith & Wesson	11,421
Sturm, Ruger & Co.	8,771
Taurus Intl. Mfg.	1,431
JP Enterprises	729
Charco 2000	385
North American Arms	363
Magnum Research	73
Colt's Mfg.	34
Meggitt Training Systems	6
Total Exports	23,221

SHOTGUNS 2011

Manufacturer	Exports
Mossberg/Maverick Arms	47,644
Weatherby	3,357
Braztech Intl.	2,826
Beretta USA	754
Remington Arms Co.	124
Savage Arms	84
Wilson's Gun Shop	29
AIM	21
Nighthawk Custom	11
Legacy Sports Intl.	8
R&R Racing	7
Total Exports	54,878

RIFLES 2011

Manufacturer	Exports
Sturm, Ruger & Co.	25,044
Mossberg/Maverick Arms	14,213
Savage Arms	11,813
Weatherby	6,451
Henry RAC Holding Corp.	4,616
Legacy Sports Intl.	3,403
Thompson/Center Arms	2,963
SIG SAUER	2,228
Colt Defense	1,617
Smith & Wesson	1,387
Kel Tec CNC Industries	821
Remington Arms	782
Kimber Mfg.	436
AmChar Wholesale	373
ZDF Import/Export	342
KRISS USA	308
Just Right Carbines	288
H-S Precision	242
Springfield	191
Stag Arms	188
Pneu Dart	175
ArmaLite	140
Desert Technology & Mfg.	139
Kelbly's Rifle Range	135
Rock River Arms	89
Magnum Research	87
Nosler	81
BP Firearms	80
Meggitt Training Systems	57
WM C Anderson	50
Primary Weapons Systems	42
Good Time Outdoors	41
DS Arms	38
Knight, Charles Reed	37
Cooper Firearms of Montana	32
Braztech Intl.	30
LWRC Intl.	30
Powder River Rifle Co.	27
Les Baer Custom	22
Thureon Defense	22
McMillan Firearms Mfg.	21
Ohio Ordnance Works	21
High Mountain Hunting Supply	18
Wells, Gregory F.	17
Taurus Intl. Mfg.	16
Searcy, Bernard	12
JKB Daira	11
C. Sharps Arms Co.	10
Campbell, Allen Wayne	8
Borden, James F.	7
Colt's Mfg.	6
Polaris Development	6
Saeilo	5
Tabassi, Amir	5
Allen, Kirby Leroy	4
Iver Johnson Arms	4
Competitive Edge Gun Works	4
Knight's Mfg. Co.	3
Montana Rifle Co.	3
Cheshier, Shawn	3
Hamleys	2
Total Exports	79,256

Total includes all U.S. manufacturers. An extended chart is available at www.shootingindustry.com.

FIREARM

IMPORTS

HANDGUNS BY COUNTRY 2011 & 2012

Country	2011	2012
Argentina	71,838	76,184
Australia		10
Austria	515,396	821,522
Belgium	10,043	10,771
Brazil	345,489	417,387
Bulgaria	1,450	4,686
Canada	2	12
Costa Rica	19,500	38
Croatia	211,001	389,014
Czech Republic	26,036	31,514
Egypt	53	
Finland		1
France		452
Germany	259,494	388,627
Hungary	303	818
Israel	9,957	20,064
Italy	91,608	195,167
Montenegro		1,000

Country	2011	2012
Philippines	54,247	80,096
Poland	22,124	8,574
Romania	13,775	3,579
Russia	16,900	11,526
Serbia	720	28,504
Slovakia	640	1,281
South Korea		1,021
Spain	322	451
Swaziland	22	
Sweden		45
Switzerland	839	2,940
Turkey	11,908	24,208
Ukraine		5,500
United Arab Emirates	285	8,359
U.K.	4,355	
Total	1,688,307	2,533,351

Import data is provided by the Foreign Trade Division of the U.S. Census Bureau.

"U.S. Firearms Industry Today" report, including extended charts, is available at www.shootingindustry.com

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RIFLES BY COUNTRY 2011 & 2012

Country	Semiauto		Bolt		NESOI*		Rimfire		Total	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
Australia				1			23		23	1
Austria	1,000		1,292	691	502	3	2,610	5,555	5,404	6,249
Belgium	15,913	20,625	400	7		2	2		16,317	20,634
Bosnia/Herzegovina					200				200	
Brazil	1,425				375,022	316,277	4,500	300	380,947	316,577
Bulgaria		9,790				1,000				10,790
Canada			3	3	4	2	156,850	267,986	156,857	267,991
Czech Rep.	2,640	3,640	2,256	3,017	200	18	15,067	16,589	20,163	23,264
Finland			23,417	33,536					23,417	33,536
France			18	26	27	35			45	61
Germany	15,173	45,927	1,586	1,521	797	959	23,726	46,942	41,282	95,349
Israel				1						1
Italy	200	397	451	4,225	8,874	10,303	2,682	5,768	12,207	20,693
Japan			36,908	50,127	13,621	9,265	8,942	12,146	59,471	71,538
Malaysia				1,800						1,800
Norway			25						25	
Philippines							1,430	2,437	1,430	2,437
Poland		127	265		362	2,043			627	2,170
Portugal		250								250
Romania	37,148	39,538			500	6,995			37,648	46,533
Russia	17,680	27,139	27,000	17,615	22,941	5,073		16	67,621	49,843
Serbia	1,200	17,895	562	742	5,800	1,374		309	7,562	20,320
South Africa					14				14	
Spain			3	1,222	10,012	17,767			10,015	18,989
Sweden			53		85	114			138	114
Total	93,601	165,473	95,069	115,098	441,126	374,922	216,371	358,527	846,167	1,014,020

*NESOI: "Not Elsewhere Specified Or Included" — Foreign Trade Division, U.S. Bureau of Census

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IMPORTS — SHOTGUNS & COMBINATION GUNS BY COUNTRY 2011 & 2012

Country	Semiauto		Over/Under		NESOI*		Total		Combination	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
Austria			7		43	2,209	50	2,209	1	
Belgium	2	20	32	6	80	131	114	157		
Brazil		15	19,788	22,747	30,360	24,298	50,148	47,060	53,718	38,896
Canada	9		4	5			13	5		21
China		51	57,264	22,300	33,688	7,705	90,952	30,056		
Czech Rep.									6	
Finland									6	
France			1	4	9	6,279	10	6,283		
Germany		13	1,882	1,963	243	1,475	2,125	3,451	23	69
Hungary						34		34		
Ireland					1	37	1	37		21
Italy	80,314	102,127	15,672	24,195	650	2,003	96,636	128,325	295	19
Japan			73	404	1,761	2,213	1,834	2,617		258
Malaysia		100						100		
Mexico	4,284						4,284			
Philippines					950	5,500	950	5,500		
Poland					11		11	11		
Portugal	1,845	1,134	270	500			2,115	1,634		
Russia	44,544	26,063	664	965	7,572	16,212	52,780	43,240	1,057	1,120
South Africa	1						1			
Spain	433	340	42	536	853	859	1,328	1,735		11
Sweden						238		238		
Switzerland			10				10			
Turkey	49,173	344,600	36,126	34,375	6,391	11,893	91,690	390,868	100	
U.K.			6,127	5,466	2,120	3,365	8,247	8,831	3	5
Total	180,605	474,463	137,962	113,466	84,732	84,451	403,299	672,380	55,209	40,420

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