

SMALL ARMS INDUSTRIAL BASE STUDY

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SMALL ARMS INDUSTRIAL BASE STUDY

- **METHODOLOGY**
- **ASSUMPTIONS**
- **OVERVIEW**
- **EMPLOYMENT**
- **PRODUCTION & SALES**
- **PROBLEMS**
- **CONCLUSION**

SMALL ARMS INDUSTRIAL BASE STUDY

METHODOLOGY

- **OPEN SOURCE DOCUMENTS**
- **INTERVIEWS**
- **SURVEYS**

SMALL ARMS INDUSTRIAL BASE STUDY

ASSUMPTIONS

SMALL ARMS INDUSTRIAL BASE =

» DEFENSE

» LAW ENFORCEMENT

» COMMERCIAL

SMALL ARMS INDUSTRIAL BASE STUDY

➤ **LOW RISK TECHNOLOGY**

➤ **FEAST OR FAMINE INDUSTRY**

➤ **TREND TOWARD CONSOLIDATION**

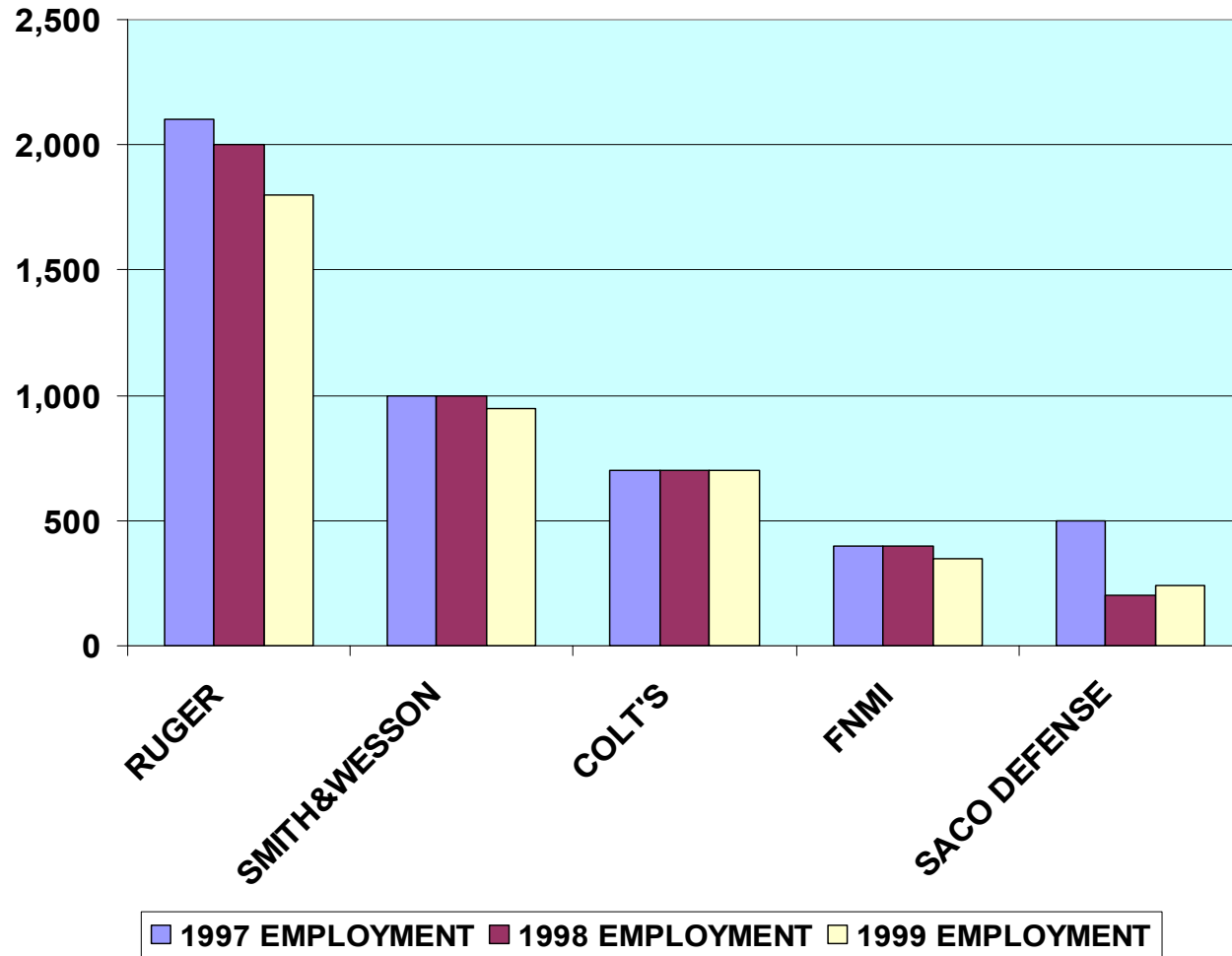
SMALL ARMS INDUSTRIAL BASE STUDY

➤ **LOW EMPLOYMENT**

➤ **OVER 2/3 WORK IN TOP 19 FIRMS**

➤ **DECREASE SINCE 1998**

EMPLOYMENT



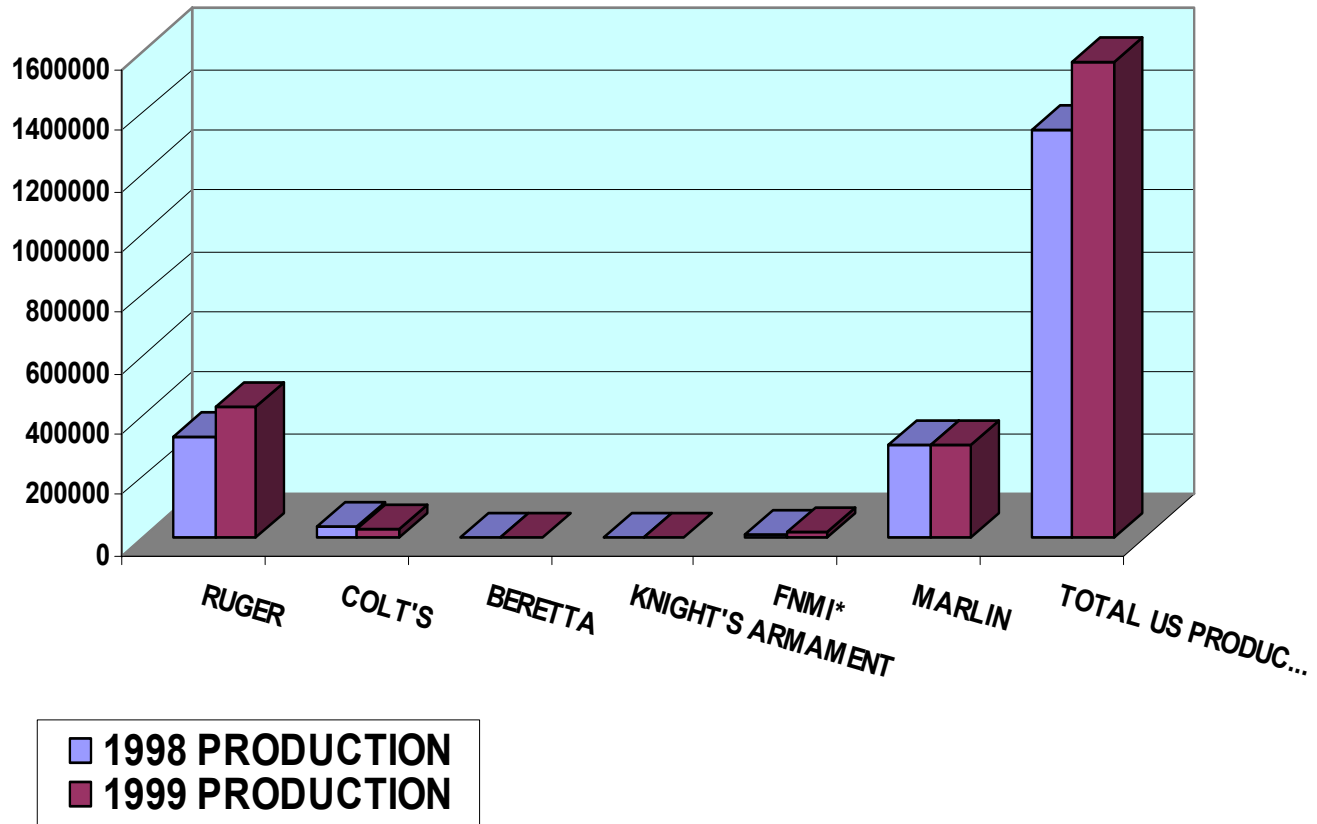
SMALL ARMS INDUSTRIAL BASE STUDY

➤ **PRODUCTION INCREASED**

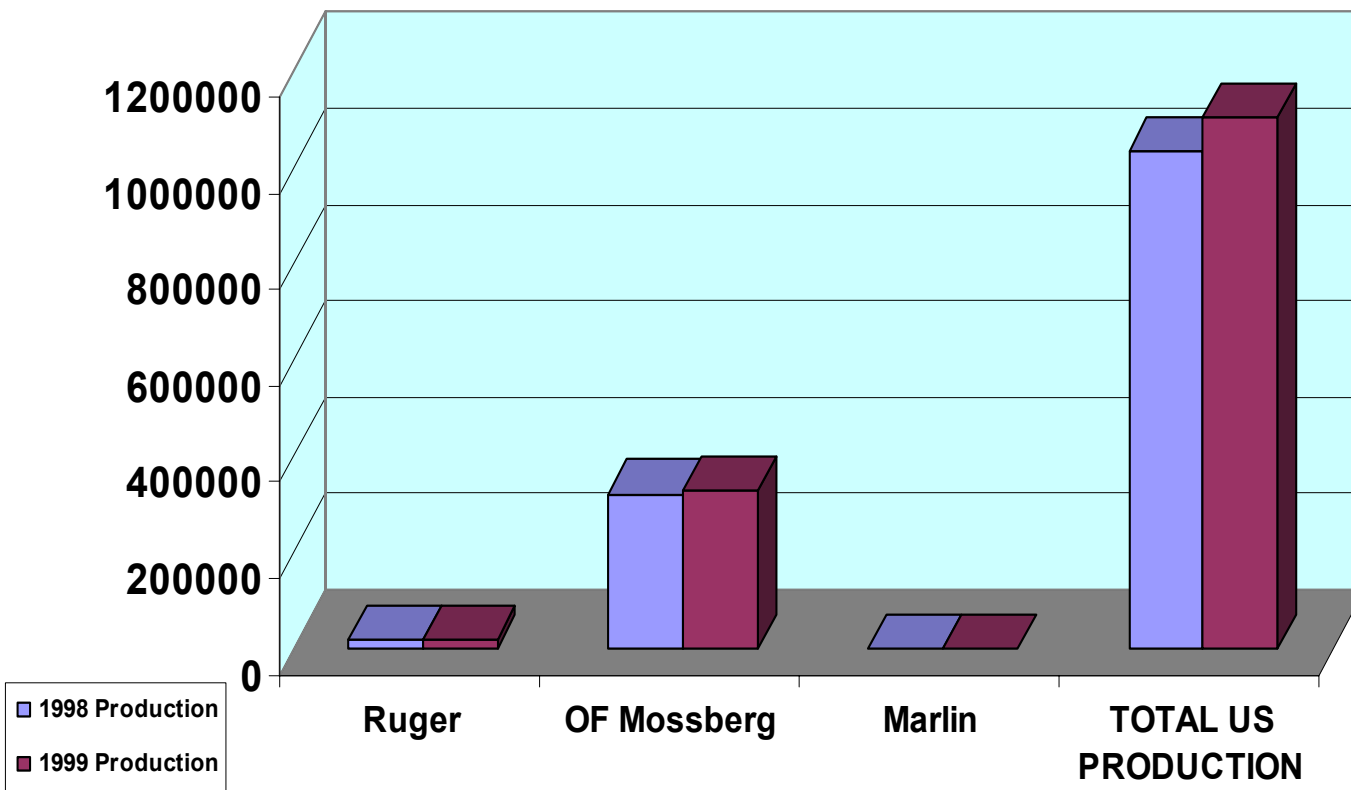
➤ **EXPORTS INCREASED**

➤ **SALES DECREASED**

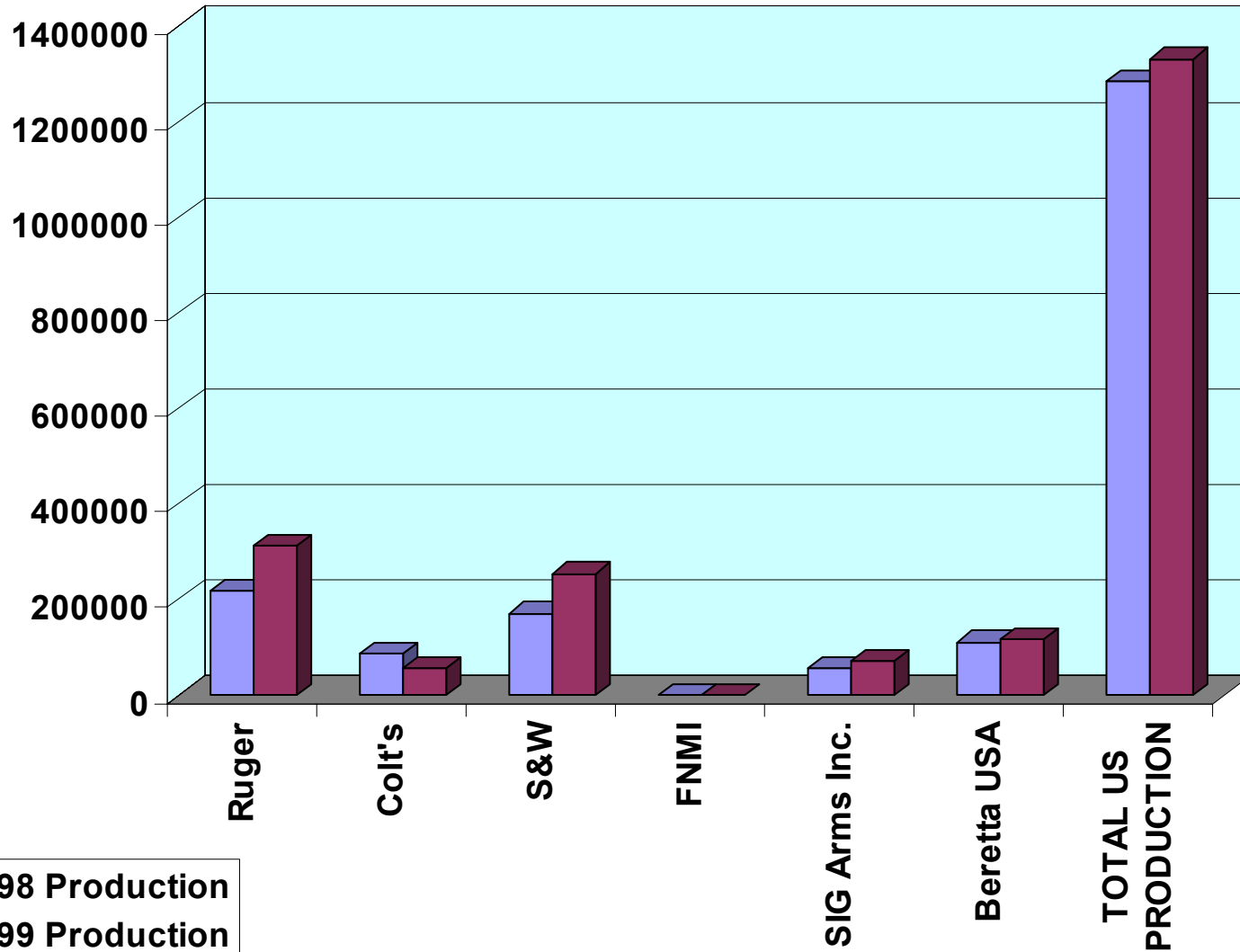
SMALL ARMS PRODUCTION: RIFLES



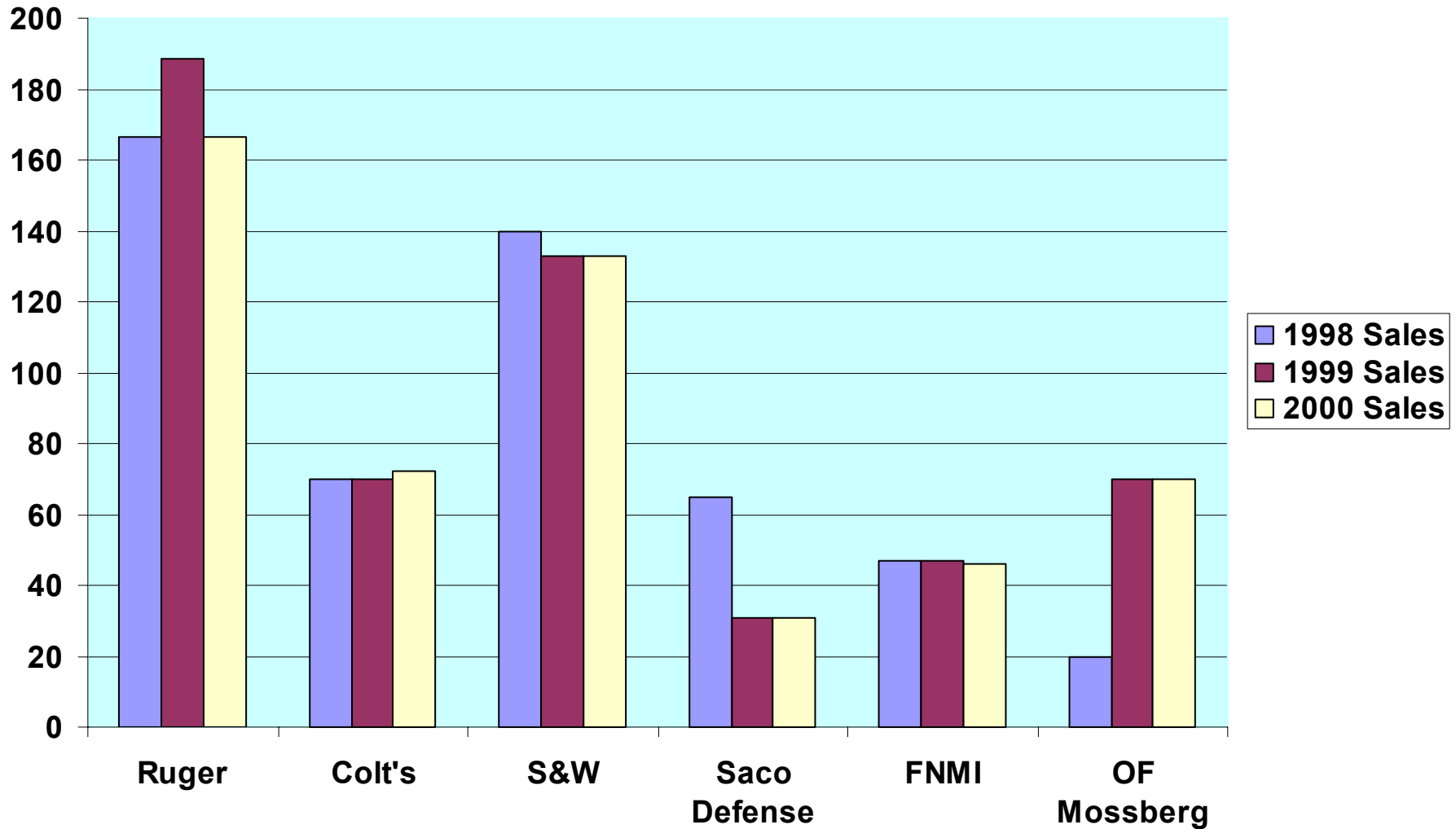
US SMALL ARMS PRODUCTION: SHOTGUNS



HANDGUN PRODUCTION



Small Arms Industrial Base: Sales



SMALL ARMS INDUSTRIAL BASE STUDY

➤ PROBLEMS

- » INCREASED FEDERAL & STATE
REGULATION**
- » DECREASED SALES OUTLETS**
- » INCREASED COSTS IN LITIGATION**

SMALL ARMS INDUSTRIAL BASE STUDY

➤ **MATURE TECHNOLOGY REMAINS
VITAL**

➤ **INDUSTRY CONSOLIDATION
CONTINUES TO MARKET CONTRACTS**

SMALL ARMS INDUSTRIAL BASE STUDY

QUESTIONS FOR FUTURE STUDY

» INDUSTRY DEMOGRAPHICS

» THE GRAYING OF THE INDUSTRY

» R&D + RECAPITALIZATION

» INSURING THE FUTURE