



EasyExport™

EasyExport Insights™

No. 2

June 2020

Welcome to **EasyExport Insights™**, a monthly publication that provides data and analysis regarding U.S. exports of firearms and related products.

This report includes the following sections:

- **Behind the Numbers**..... [2](#)
- **Monthly Export Reports – June 2020**
 - Global Overview..... [4](#)
 - Handguns..... [6](#)
 - Sporting Rifles..... [8](#)
 - Sporting Shotguns..... [13](#)
 - Military Rifles and Shotguns..... [16](#)
 - Muzzle-Loading Firearms..... [18](#)
 - Spring, Air and Gas Guns..... [19](#)
 - Optics..... [20](#)
 - Parts..... [22](#)
- **Spotlight**
 - Products – Parts for Revolvers and Pistols..... [26](#)
 - Country – Australia..... [27](#)
- **Grow Your Exports [EasyExport customers only]** XX
- **Sources of Our Data**..... [28](#)

We welcome your questions and comments. Feel free to contact us at insights@easyexport.net.

EasyExport™ automatically processes international sales for U.S. companies that sell firearms, optics, parts and accessories online.

Our software and personnel handle every export and import requirement so all you have to do is ship when we give the green light. Most orders are cleared for shipment instantly.

EasyExport customers ship to dealers, distributors, government agencies and individuals in 82 countries. [Click](#) to schedule a call.

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How Accurate Is the Data We Use?

As purveyors of information based on data collected by someone else, we want to understand the integrity of the data. As users of the information, you probably care about data integrity, too.

There are two potential categories of errors that can cause the data to mislead. One is “sampling error,” which refers to possible errors in the sample used to calculate totals. Sampling error should not be a factor because the U.S. Census Bureau data we use is based on a complete count of all exports, not a sample.

“Non-sampling errors” also are possible. The Census Bureau believes the four most significant potential sources of non-sampling error include “reporting errors, undocumented shipments, timeliness and data capture errors, and errors in the estimation of low-valued transactions.”

The Census Bureau describes these non-sampling errors as follows:

- **Reporting Errors:** Reporting errors are mistakes or omissions made by . . . exporters or their agents in their . . . export declarations. Most errors involve missing or invalid commodity classification codes and missing or incorrect quantities or shipping weights. They have a negligible effect on . . . export and balance of trade statistics. **However, they can affect the detailed commodity statistics.** [Our emphasis]
- **Undocumented Shipments:** Federal regulations require . . . exporters or their agents to report all merchandise shipments above established exemption levels. The U. S. Census Bureau

has determined that not all required documents are filed, particularly for exports.

- **Timeliness and Data Capture Errors:** The U.S. Census Bureau captures . . . export information from administrative documents and through various automated collection programs. Documents may be lost, data may be incorrectly keyed, coded or recorded. Transactions may be included in a subsequent month's statistics if received late.
- **Low-Value Shipments:** The total values of transactions valued as much as or below \$2,500 for exports . . . are estimated for each country, using factors based on the ratios of low-valued shipments to individual country totals for past periods.

(Source: definition of “Sampling and Non-Sampling Errors” [here](#)). A more detailed discussion of possible errors affecting the data can be found at “[U.S. Merchandise Trade Statistics: A Quality Profile](#).”

At *EasyExport Insights*, we believe that (i) reporting errors and (ii) inaccurate estimates of low-value shipments are likely to be more significant issues than undocumented shipments and errors relating to timeliness and data capture.

Here’s why:

- **Reporting Errors:** The data we present in our reports is based on 10-digit Schedule B numbers. From our experience assigning Schedule B numbers to firearm products and our conversations with other export compliance professionals, we know there are

[Back to Top](#)

situations in which experienced compliance professionals handle the same situation differently.

Semi-automatic ARs are a good example. The same exact gun can be shipped to commercial end users, private security, exterminators (in New Zealand, for instance), local or territorial police, national police and military end users. As shown below, there are two potentially applicable Schedule B numbers, 9303.30.7010 and 9301.90.3000 and we suspect there may not be a consistent approach within the industry for deciding which of these two Schedule B number to use in each of the different situations:

| Product Category | Schedule B No. |
|--------------------------|----------------|
| Sporting Rifles | |
| Centerfire – Autoloading | 9303.30.7010 |
| Military Rifles | |
| Military Rifles | 9301.90.3000 |

Other product categories in which uncertainty as to the proper classification could affect the accuracy of our numbers include the following:

| Product Category | Schedule B No. |
|--------------------------|----------------|
| Sporting Shotguns | |
| Shotguns – Pump Action | 9303.20.0030 |
| Shotguns -- Other | 9303.20.0035 |
| Military Shotguns | |
| Military Shotguns | 9301.90.6000 |

| Product Category | Schedule B No. |
|--|------------------------------|
| Parts | |
| Parts for Sporting Rifles and Shotguns | 9305.20.1000 9305.20.9000 |

| | |
|-----------------------------|--------------|
| Parts for Military Rifles | 9305.91.1000 |
| Parts for Military Shotguns | 9305.91.2000 |

We suspect that reporting inconsistencies within the industry in these areas have more than a negligible influence on the accuracy of the numbers reported in the above categories, but not enough influence to interfere significantly with their usefulness.

- **Low Value Shipments:** The extent to which unreported low value shipments affect the statistics in some of the product categories on which we report is a fascinating area to which we expect to return over and over in the future.

The Census Bureau has a system for estimating the value of unreported low value shipments. The system is described in detail [here](#). Based on the methodology it uses, the Census Bureau estimates that 2.5% of exports are not recorded because the shipment value is too low to require reporting. (See definition of [Low-Value Shipments](#)). An adjustment of that percentage is built into the data we use.

But is 2.5% the right adjustment factor to use? We suspect it's low in some categories, such as the ones covering parts for rifles, shotguns and handguns. In other words, we think actual exports in those categories may be higher than published data suggests. Our suspicion is only a hunch, but we intend to follow-up as more data becomes available to us. We will share our conclusions with you.

Jeff Grody
CEO

Max Harrison
Director, Data Analytics

[Back to Top](#)

EasyExport Insights™

WORLDWIDE EXPORTS (US Dollars)

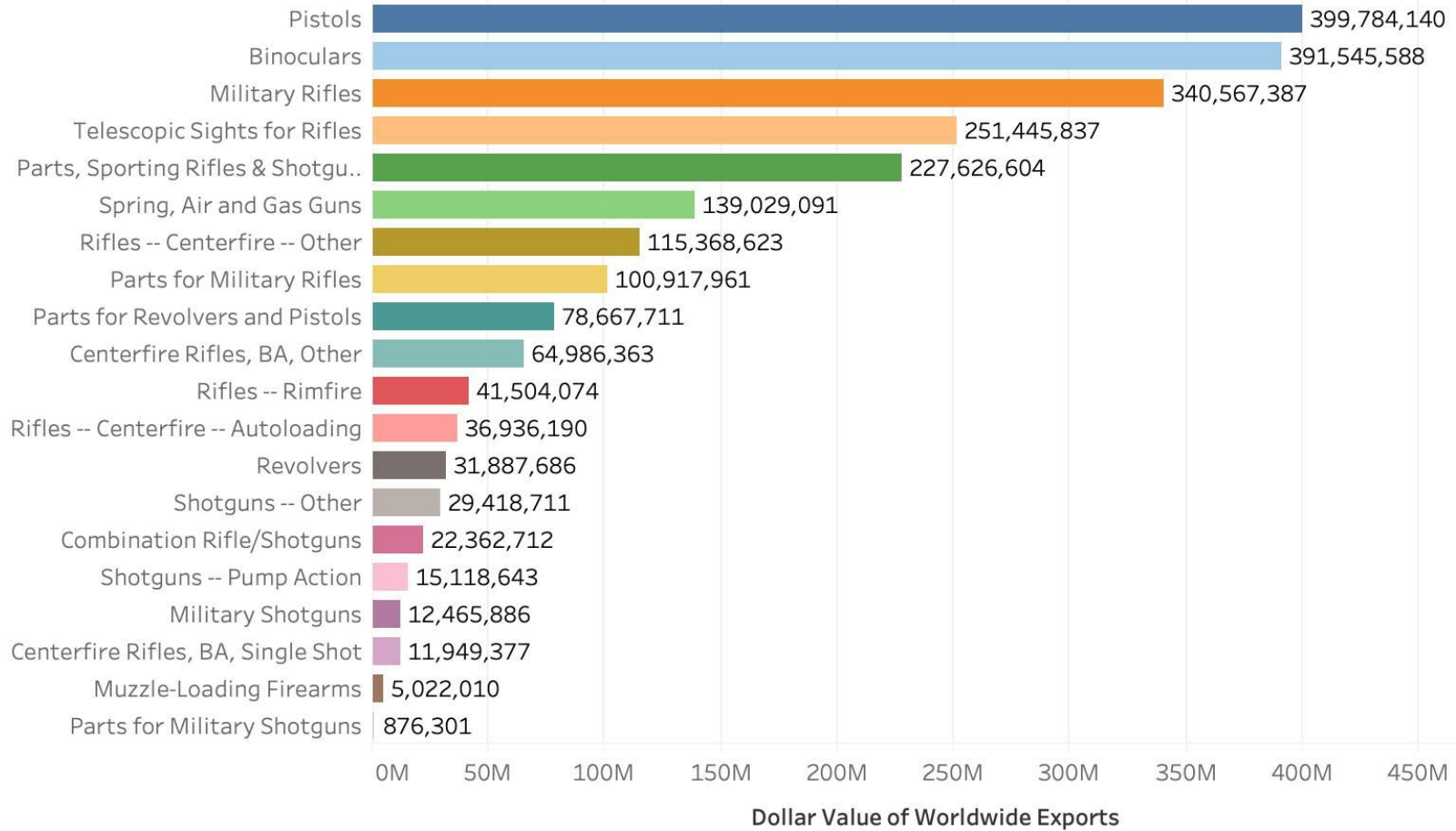
JUNE 2020

| Products | Current Month | | | Year to Date | | | Trailing 12 Months | | | Trailing 3 Year Annual Average |
|--|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------------------|
| | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | |
| Handguns | | | | | | | | | | |
| Pistols | 14,399,829 | 7,325,874 | 8,224,014 | 76,580,740 | 40,881,564 | 70,090,897 | 131,517,832 | 132,352,663 | 135,913,645 | 133,261,380 |
| Revolvers | 708,192 | 389,781 | 789,483 | 4,451,072 | 4,293,241 | 4,456,731 | 11,698,831 | 10,376,276 | 9,812,579 | 10,629,229 |
| Sporting Rifles | | | | | | | | | | |
| Rifles -- Centerfire -- Autoloading | 1,694,512 | 810,913 | 1,017,042 | 5,572,345 | 6,846,465 | 5,438,192 | 12,498,006 | 12,509,632 | 11,928,552 | 12,312,063 |
| Rifles -- Centerfire -- Bolt Action -- single shot | 220,297 | 107,278 | 141,154 | 937,012 | 1,696,553 | 1,552,682 | 2,505,427 | 3,361,084 | 6,082,866 | 3,983,126 |
| Rifles -- Centerfire -- Bolt Action -- other | 1,722,722 | 2,555,096 | 2,851,341 | 8,692,138 | 12,374,165 | 12,879,285 | 19,477,401 | 21,863,145 | 23,645,817 | 21,662,121 |
| Rifles -- Centerfire -- Other | 3,298,464 | 3,832,780 | 3,998,280 | 21,369,414 | 19,958,931 | 22,732,728 | 38,004,492 | 40,332,402 | 37,031,729 | 38,456,208 |
| Rifles -- Rimfire | 1,089,069 | 968,595 | 1,344,916 | 5,192,841 | 7,713,678 | 6,434,449 | 13,432,269 | 15,046,105 | 13,025,700 | 13,834,691 |
| Sporting Shotguns | | | | | | | | | | |
| Shotguns -- Pump Action | 264,084 | 288,994 | 495,978 | 1,572,985 | 2,195,433 | 2,215,509 | 4,129,898 | 6,080,932 | 4,907,813 | 5,039,548 |
| Shotguns -- Other | 923,652 | 654,175 | 887,905 | 5,064,313 | 5,128,002 | 5,784,448 | 11,504,852 | 8,842,674 | 9,071,185 | 9,806,237 |
| Combination Rifle/Shotguns | 870,327 | 804,866 | 949,735 | 4,204,819 | 4,305,870 | 4,866,188 | 6,347,059 | 7,818,515 | 8,197,138 | 7,454,237 |
| Military Rifles and Shotguns | | | | | | | | | | |
| Military Rifles | 5,927,039 | 17,359,562 | 6,222,854 | 89,450,365 | 42,584,775 | 23,771,683 | 188,387,760 | 83,199,281 | 68,980,346 | 113,522,462 |
| Military Shotguns | 5,904 | 723,861 | 94,185 | 423,130 | 3,155,227 | 2,329,914 | 1,797,564 | 6,098,963 | 4,569,359 | 4,155,295 |
| Muzzle-Loading Firearms | | | | | | | | | | |
| Muzzle-Loading Firearms | 174,091 | 251,227 | 215,448 | 420,804 | 724,534 | 946,748 | 1,048,285 | 2,441,467 | 1,532,258 | 1,674,003 |
| Spring, Air and Gas Guns | | | | | | | | | | |
| Spring, Air and Gas Guns | 4,246,379 | 3,735,159 | 3,228,195 | 23,196,162 | 22,943,426 | 21,640,361 | 45,081,149 | 44,683,762 | 49,264,180 | 46,343,030 |
| Optics | | | | | | | | | | |
| Binoculars | 8,920,856 | 26,357,261 | 10,708,740 | 47,047,315 | 64,141,181 | 62,877,301 | 114,645,469 | 155,518,692 | 121,381,427 | 130,515,196 |
| Telescopic Sights for Rifles | 7,420,578 | 9,107,008 | 7,155,845 | 39,437,784 | 48,606,236 | 45,644,833 | 76,150,242 | 89,138,905 | 86,156,690 | 83,815,279 |
| Parts | | | | | | | | | | |
| Parts for Revolvers and Pistols | 2,837,673 | 1,569,065 | 2,090,762 | 11,496,155 | 10,684,137 | 11,887,687 | 21,353,665 | 31,149,658 | 26,164,388 | 26,222,570 |
| Parts for Sporting Rifles and Shotguns | 6,745,309 | 16,481,120 | 6,364,216 | 32,937,867 | 47,327,945 | 38,650,235 | 63,777,539 | 90,208,531 | 73,640,534 | 75,875,535 |
| Parts for Military Rifles | 1,900,952 | 2,473,294 | 3,701,438 | 14,923,070 | 13,584,749 | 19,216,251 | 31,078,999 | 27,450,111 | 42,388,851 | 33,639,320 |
| Parts for Military Shotguns | 17,892 | 42,205 | 57,508 | 17,892 | 458,484 | 72,622 | 77,227 | 590,245 | 208,829 | 292,100 |
| Grand Total | 63,387,821 | 95,838,114 | 60,539,039 | 392,988,223 | 359,604,596 | 363,488,744 | 794,513,966 | 789,063,043 | 733,903,886 | 772,493,632 |

[Back to Top](#)

WORLDWIDE EXPORTS LAST 36 MONTHS (U.S. DOLLARS)
June 2020

Leading US Exports -- Last 36 Months



[Back to Top](#)

EasyExport Insights™

PISTOLS (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Thailand | 117,946,024 | 8,638,359 | 919,810 | 1,865,164 | 29,014,105 | 4,295,160 | 34,958,054 | 37,010,764 | 28,766,385 | 52,168,875 |
| Canada | 71,227,467 | 2,079,952 | 1,492,269 | 2,809,274 | 11,670,685 | 12,229,704 | 13,328,584 | 21,434,312 | 25,689,244 | 24,103,911 |
| Philippines | 36,437,147 | 116,701 | 417,854 | 996,620 | 1,251,370 | 1,550,485 | 1,748,449 | 4,296,830 | 26,839,777 | 5,300,540 |
| Mexico | 28,852,125 | 182,500 | 236,225 | 13,860 | 19,627,437 | 577,355 | 125,946 | 27,074,757 | 1,399,550 | 377,818 |
| United Arab Emirates | 12,003,984 | 51,376 | 2,637 | 8,345 | 127,618 | 198,039 | 1,813,475 | 611,968 | 5,050,742 | 6,341,274 |
| Germany | 10,973,320 | 179,552 | 260,773 | 200,457 | 1,341,088 | 1,743,807 | 2,601,502 | 2,310,585 | 4,370,274 | 4,292,461 |
| Indonesia | 8,286,634 | 0 | 322,798 | 78,366 | 443,889 | 1,185,902 | 278,333 | 1,585,595 | 2,480,787 | 4,220,252 |
| Belgium | 7,590,870 | 0 | 72,672 | 93,907 | 225,926 | 1,302,078 | 804,004 | 1,527,019 | 2,964,745 | 3,099,106 |
| Afghanistan | 7,575,263 | 588,787 | 0 | 32,450 | 1,097,633 | 1,896,121 | 1,575,770 | 3,608,778 | 1,992,952 | 1,973,533 |
| Brazil | 7,310,419 | 79,340 | 53,364 | 31,344 | 982,015 | 683,270 | 125,230 | 4,420,184 | 2,646,458 | 243,777 |
| Israel | 6,481,210 | 106,802 | 108,209 | 80,517 | 266,277 | 607,516 | 781,073 | 1,515,810 | 1,319,661 | 3,645,739 |
| Switzerland | 6,314,333 | 419,521 | 244,816 | 100,123 | 996,445 | 755,896 | 890,371 | 2,216,177 | 1,853,572 | 2,244,584 |
| Guatemala | 6,069,534 | 74,969 | 339,258 | 187,852 | 1,053,163 | 1,005,694 | 889,883 | 2,496,754 | 2,135,796 | 1,436,984 |
| Italy | 5,769,677 | 535,414 | 76,138 | 29,292 | 1,254,450 | 714,204 | 737,914 | 2,011,309 | 2,172,429 | 1,585,939 |
| Australia | 5,665,739 | 214,840 | 149,883 | 73,381 | 900,805 | 597,006 | 709,699 | 1,422,601 | 2,134,960 | 2,108,178 |
| El Salvador | 5,125,154 | 0 | 194,597 | 118,307 | 142,202 | 581,249 | 859,908 | 474,853 | 1,353,132 | 3,297,169 |
| France | 4,736,110 | 37,873 | 42,393 | 256,083 | 238,803 | 604,127 | 759,027 | 942,838 | 1,407,260 | 2,386,012 |
| Paraguay | 4,020,218 | 0 | 0 | 0 | 0 | 0 | 1,083,595 | 0 | 0 | 4,020,218 |
| Denmark | 3,159,654 | 0 | 0 | 0 | 15,677 | 2,645,738 | 33,128 | 114,251 | 2,830,909 | 214,494 |
| Lebanon | 3,146,360 | 0 | 0 | 97,046 | 6,368 | 43,167 | 100,119 | 2,759,746 | 49,595 | 337,019 |
| South Africa | 2,959,947 | 0 | 93,270 | 0 | 250,727 | 785,556 | 247,226 | 688,419 | 1,251,480 | 1,020,048 |
| Costa Rica | 2,933,890 | 0 | 96,733 | 31,642 | 456,541 | 471,203 | 573,647 | 1,029,090 | 1,019,619 | 885,181 |
| Ukraine | 2,143,145 | 48,497 | 9,517 | 0 | 527,795 | 324,144 | 267,773 | 1,053,063 | 701,768 | 388,314 |
| Poland | 1,909,289 | 78,472 | 45,719 | 81,385 | 287,920 | 275,608 | 328,298 | 659,320 | 621,297 | 628,672 |
| Tunisia | 1,816,624 | 33,072 | 1,526,400 | 19,206 | 33,072 | 1,567,334 | 19,206 | 148,621 | 1,648,797 | 19,206 |
| Grand Total | 370,454,137 | 13,466,027 | 6,705,335 | 7,204,621 | 72,212,011 | 36,640,363 | 65,640,214 | 121,413,644 | 122,701,189 | 126,339,304 |
| Percent of All U.S. Exports | 92.66% | 93.52% | 91.53% | 87.60% | 94.30% | 89.63% | 93.65% | 92.32% | 92.71% | 92.96% |

[Back to Top](#)

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REVOLVERS (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Thailand | 8,415,297 | 383,208 | 123,892 | 178,477 | 1,996,934 | 883,364 | 986,159 | 4,236,696 | 1,929,184 | 2,249,417 |
| Germany | 5,254,737 | 51,801 | 24,076 | 345,876 | 744,882 | 982,624 | 532,261 | 2,542,648 | 1,893,387 | 818,702 |
| Belgium | 2,613,991 | 0 | 6,196 | 0 | 7,730 | 51,919 | 541,481 | 250,613 | 185,164 | 2,178,214 |
| France | 2,257,248 | 28,183 | 0 | 40,786 | 121,024 | 175,577 | 336,844 | 891,962 | 877,835 | 487,451 |
| Italy | 1,857,828 | 7,701 | 13,230 | 0 | 79,742 | 166,007 | 199,540 | 525,866 | 986,417 | 345,545 |
| Switzerland | 1,652,709 | 144,882 | 53,640 | 15,994 | 272,912 | 338,720 | 219,705 | 611,595 | 725,146 | 315,968 |
| Australia | 1,357,386 | 35,092 | 62,628 | 31,522 | 213,299 | 184,939 | 214,330 | 431,275 | 338,406 | 587,705 |
| Austria | 909,151 | 0 | 0 | 0 | 12,373 | 184,305 | 75,121 | 290,532 | 524,067 | 94,552 |
| Norway | 842,098 | 0 | 20,202 | 96,896 | 40,247 | 95,289 | 250,760 | 183,854 | 175,327 | 482,917 |
| Philippines | 760,286 | 0 | 0 | 0 | 373,385 | 0 | 85,517 | 438,860 | 129,905 | 191,521 |
| Czech Republic | 607,450 | 9,587 | 0 | 42,072 | 36,783 | 138,645 | 60,210 | 81,008 | 442,876 | 83,566 |
| Argentina | 558,014 | 11,978 | 0 | 0 | 11,978 | 13,036 | 39,757 | 91,942 | 287,720 | 178,352 |
| Korea, South | 383,445 | 0 | 0 | 0 | 124,540 | 0 | 258,905 | 124,540 | 0 | 258,905 |
| Sweden | 301,557 | 0 | 0 | 0 | 24,750 | 76,228 | 24,375 | 66,062 | 176,647 | 58,848 |
| Hong Kong | 272,500 | 0 | 0 | 0 | 0 | 135,000 | 137,500 | 0 | 135,000 | 137,500 |
| Poland | 248,635 | 0 | 10,091 | 9,334 | 35,856 | 66,213 | 29,798 | 82,031 | 116,117 | 50,487 |
| Denmark | 232,956 | 0 | 0 | 0 | 25,885 | 39,325 | 0 | 39,907 | 108,589 | 84,460 |
| Guatemala | 221,695 | 0 | 0 | 0 | 17,245 | 5,116 | 9,130 | 138,713 | 20,737 | 62,245 |
| Slovakia | 211,154 | 0 | 0 | 0 | 35,499 | 70,112 | 11,993 | 59,129 | 104,026 | 47,999 |
| New Zealand | 198,957 | 0 | 0 | 0 | 17,513 | 6,396 | 22,193 | 119,374 | 47,722 | 31,861 |
| Paraguay | 193,565 | 0 | 0 | 0 | 0 | 0 | 37,808 | 0 | 0 | 193,565 |
| Bulgaria | 157,291 | 0 | 10,657 | 0 | 8,150 | 51,117 | 0 | 62,265 | 67,755 | 27,271 |
| Lebanon | 157,010 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 157,010 |
| Mexico | 145,560 | 0 | 0 | 5,152 | 69,205 | 0 | 12,005 | 69,205 | 64,350 | 12,005 |
| South Africa | 135,296 | 0 | 14,152 | 0 | 7,757 | 78,442 | 9,280 | 14,336 | 90,365 | 30,595 |
| Grand Total | 29,945,816 | 672,432 | 338,764 | 766,109 | 4,277,689 | 3,742,374 | 4,094,672 | 11,352,413 | 9,426,742 | 9,166,661 |
| Percent of All U.S. Exports | 93.91% | 94.95% | 86.91% | 97.04% | 96.10% | 87.17% | 91.88% | 97.04% | 90.85% | 93.42% |

[Back to Top](#)

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RIFLES -- CENTERFIRE -- AUTOLOAD (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|----------------|----------------|------------------|------------------|------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Switzerland | 3,027,057 | 155,760 | 133,248 | 31,691 | 451,302 | 750,600 | 422,057 | 1,139,558 | 1,104,877 | 782,622 |
| Poland | 3,007,393 | 30,100 | 93,141 | 98,871 | 490,199 | 616,748 | 487,525 | 866,050 | 1,229,098 | 912,245 |
| France | 2,859,994 | 0 | 0 | 119,813 | 655,858 | 513,096 | 483,188 | 1,049,707 | 893,879 | 916,408 |
| Germany | 2,673,419 | 16,878 | 28,394 | 48,804 | 402,627 | 448,193 | 472,554 | 1,043,012 | 755,946 | 874,461 |
| South Africa | 2,592,206 | 0 | 39,309 | 14,051 | 27,767 | 775,956 | 238,738 | 307,435 | 1,192,287 | 1,092,484 |
| Ukraine | 1,758,959 | 125,709 | 5,123 | 52,133 | 435,631 | 331,428 | 170,787 | 720,220 | 689,246 | 349,493 |
| Italy | 1,644,722 | 27,998 | 0 | 56,265 | 103,423 | 282,654 | 165,679 | 533,516 | 552,790 | 558,416 |
| Finland | 1,499,621 | 46,968 | 55,954 | 137,430 | 203,381 | 236,051 | 355,924 | 509,831 | 382,007 | 607,783 |
| Belgium | 1,491,574 | 0 | 38,952 | 0 | 96,805 | 91,428 | 268,583 | 498,260 | 193,711 | 799,603 |
| El Salvador | 1,327,183 | 0 | 0 | 0 | 0 | 19,046 | 606,645 | 2,917 | 30,321 | 1,293,945 |
| Sweden | 1,088,631 | 54,346 | 69,781 | 26,101 | 230,167 | 277,456 | 62,152 | 538,885 | 433,074 | 116,672 |
| Chile | 1,019,153 | 0 | 0 | 0 | 0 | 997,461 | 0 | 3,492 | 997,461 | 18,200 |
| New Zealand | 1,010,012 | 0 | 14,145 | 8,521 | 195,600 | 191,874 | 158,111 | 195,600 | 485,342 | 329,070 |
| Czech Republic | 976,407 | 0 | 3,720 | 90,917 | 81,803 | 121,338 | 174,293 | 225,915 | 388,943 | 361,549 |
| Brazil | 964,769 | 102,427 | 104,500 | 0 | 240,092 | 194,750 | 0 | 572,669 | 392,100 | 0 |
| Mexico | 909,119 | 0 | 0 | 0 | 0 | 0 | 115,121 | 597,200 | 27,720 | 284,199 |
| Afghanistan | 839,000 | 839,000 | 0 | 0 | 839,000 | 0 | 0 | 839,000 | 0 | 0 |
| Indonesia | 648,813 | 0 | 23,565 | 113,278 | 0 | 81,520 | 165,438 | 0 | 146,410 | 502,403 |
| Philippines | 634,676 | 44,451 | 30,871 | 20,570 | 132,516 | 76,749 | 47,054 | 270,091 | 305,097 | 59,488 |
| Thailand | 593,694 | 47,300 | 25,415 | 4,356 | 235,874 | 74,882 | 62,861 | 329,811 | 167,602 | 96,281 |
| Paraguay | 526,604 | 0 | 0 | 0 | 0 | 0 | 235,675 | 0 | 0 | 526,604 |
| Austria | 414,135 | 0 | 0 | 0 | 13,921 | 0 | 0 | 16,543 | 369,980 | 27,612 |
| Sri Lanka | 400,000 | 0 | 0 | 0 | 0 | 0 | 0 | 400,000 | 0 | 0 |
| Kazakhstan | 398,764 | 0 | 10,020 | 0 | 88,349 | 10,020 | 135,550 | 162,198 | 76,800 | 159,766 |
| Argentina | 349,984 | 25,406 | 0 | 48,061 | 28,902 | 37,683 | 75,501 | 86,851 | 169,575 | 93,558 |
| Grand Total | 32,655,889 | 1,516,343 | 676,138 | 870,862 | 4,953,217 | 6,128,933 | 4,903,436 | 10,908,761 | 10,984,266 | 10,762,862 |
| Percent of All U.S. Exports | 88.41% | 89.49% | 83.38% | 85.63% | 88.89% | 89.52% | 90.17% | 87.28% | 87.81% | 90.23% |

[Back to Top](#)

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RIFLES -- CENTERFIRE -- BOLT ACTION -- SINGLE SHOT (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|----------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Australia | 2,065,757 | 37,381 | 8,974 | 70,597 | 112,339 | 218,001 | 464,842 | 332,341 | 459,608 | 1,273,808 |
| United Arab Emirates | 1,651,325 | 0 | 0 | 0 | 0 | 728,388 | 262,325 | 0 | 1,384,200 | 267,125 |
| Germany | 1,268,116 | 8,037 | 3,400 | 0 | 13,017 | 79,720 | 128,652 | 13,017 | 137,727 | 1,117,372 |
| France | 600,306 | 0 | 0 | 0 | 23,351 | 100,150 | 46,973 | 71,240 | 203,512 | 325,554 |
| Sweden | 552,191 | 21,340 | 26,895 | 0 | 53,780 | 26,895 | 10,689 | 246,009 | 54,770 | 251,412 |
| Thailand | 537,696 | 42,050 | 19,404 | 0 | 182,284 | 57,998 | 88,377 | 291,092 | 149,407 | 97,197 |
| Switzerland | 516,365 | 38,362 | 9,702 | 0 | 59,702 | 62,696 | 43,116 | 144,452 | 138,290 | 233,623 |
| New Zealand | 478,942 | 0 | 8,925 | 0 | 112,636 | 16,791 | 21,092 | 173,234 | 29,006 | 276,702 |
| South Africa | 473,113 | 0 | 24,188 | 0 | 6,000 | 40,194 | 101,827 | 10,025 | 91,665 | 371,423 |
| United Kingdom | 377,294 | 0 | 0 | 0 | 4,750 | 19,069 | 119,427 | 33,653 | 69,827 | 273,814 |
| Ukraine | 363,261 | 0 | 0 | 0 | 22,882 | 0 | 42,346 | 61,880 | 52,168 | 249,213 |
| Indonesia | 353,176 | 0 | 0 | 16,808 | 29,375 | 15,445 | 16,808 | 266,249 | 33,027 | 53,900 |
| Kazakhstan | 298,531 | 0 | 0 | 17,682 | 17,966 | 45,348 | 99,740 | 90,208 | 45,348 | 162,975 |
| Mexico | 270,817 | 0 | 0 | 0 | 57,715 | 31,651 | 0 | 79,240 | 90,663 | 100,914 |
| Austria | 218,180 | 0 | 0 | 0 | 0 | 73,695 | 11,181 | 0 | 82,365 | 135,815 |
| Ireland | 210,701 | 0 | 0 | 0 | 0 | 7,000 | 0 | 140,700 | 7,000 | 63,001 |
| Japan | 185,862 | 4,144 | 0 | 0 | 42,733 | 44,909 | 7,037 | 99,707 | 75,575 | 10,580 |
| Namibia | 180,795 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 54,406 | 126,389 |
| Argentina | 177,009 | 0 | 0 | 6,145 | 20,367 | 32,814 | 6,145 | 20,367 | 36,264 | 120,378 |
| Italy | 163,809 | 0 | 0 | 0 | 23,009 | 0 | 25,830 | 90,860 | 13,797 | 59,152 |
| Spain | 130,633 | 0 | 0 | 0 | 28,712 | 4,903 | 0 | 43,145 | 10,643 | 76,845 |
| Belgium | 128,207 | 0 | 0 | 0 | 6,099 | 13,005 | 0 | 45,994 | 13,005 | 69,208 |
| Norway | 115,999 | 53,565 | 0 | 0 | 62,445 | 0 | 2,740 | 62,445 | 0 | 53,554 |
| Bulgaria | 71,602 | 12,689 | 0 | 0 | 12,689 | 0 | 0 | 46,520 | 0 | 25,082 |
| Hungary | 64,221 | 0 | 0 | 11,928 | 9,733 | 0 | 11,928 | 22,164 | 0 | 42,057 |
| Grand Total | 11,453,908 | 217,568 | 101,488 | 123,160 | 901,584 | 1,618,672 | 1,511,075 | 2,384,542 | 3,232,273 | 5,837,093 |
| Percent of All U.S. Exports | 95.85% | 98.76% | 94.60% | 87.25% | 96.22% | 95.41% | 97.32% | 95.18% | 96.17% | 95.96% |

[Back to Top](#)

EasyExport Insights™

RIFLES -- CENTERFIRE -- BOLT ACTION -- OTHER (US Dollars)
JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 11,372,908 | 325,263 | 468,601 | 489,085 | 2,328,090 | 2,336,435 | 2,101,711 | 3,540,209 | 3,812,453 | 4,020,246 |
| Australia | 7,808,387 | 251,506 | 422,974 | 348,266 | 1,139,244 | 1,267,019 | 1,563,440 | 2,454,320 | 2,657,079 | 2,696,988 |
| Germany | 7,665,901 | 228,956 | 41,905 | 447,243 | 919,495 | 2,140,076 | 1,513,634 | 2,115,487 | 3,080,452 | 2,469,962 |
| France | 4,270,347 | 51,707 | 237,254 | 488,439 | 254,648 | 769,020 | 1,207,405 | 824,673 | 1,445,416 | 2,000,258 |
| South Africa | 3,418,319 | 63,144 | 594,354 | 0 | 74,544 | 1,209,401 | 1,139,435 | 163,289 | 1,609,338 | 1,645,692 |
| New Zealand | 2,575,719 | 36,499 | 0 | 31,021 | 454,108 | 179,152 | 326,258 | 1,224,996 | 502,383 | 848,340 |
| Ukraine | 2,364,973 | 199,882 | 0 | 119,574 | 293,177 | 333,098 | 477,694 | 559,550 | 721,589 | 1,083,834 |
| Thailand | 2,145,979 | 29,102 | 111,797 | 0 | 327,140 | 541,617 | 84,168 | 874,280 | 852,519 | 419,180 |
| United Kingdom | 1,887,144 | 54,625 | 30,785 | 57,368 | 162,706 | 295,703 | 478,426 | 492,651 | 716,883 | 677,610 |
| Italy | 1,831,588 | 95,397 | 24,936 | 75,521 | 173,323 | 369,273 | 365,250 | 498,254 | 689,082 | 644,252 |
| Argentina | 1,435,233 | 14,509 | 4,530 | 0 | 193,228 | 117,657 | 603,899 | 358,938 | 278,649 | 797,646 |
| Poland | 1,336,990 | 88,678 | 22,449 | 36,876 | 173,220 | 107,489 | 376,872 | 304,507 | 366,884 | 665,599 |
| Spain | 1,126,324 | 77,325 | 24,815 | 55,269 | 193,646 | 214,825 | 137,975 | 527,984 | 309,330 | 289,010 |
| Indonesia | 1,087,764 | 0 | 36,636 | 0 | 116,874 | 307,082 | 13,100 | 430,471 | 527,675 | 129,618 |
| Oman | 1,064,987 | 0 | 0 | 273,763 | 0 | 0 | 273,763 | 0 | 0 | 1,064,987 |
| Belgium | 976,358 | 0 | 3,239 | 11,194 | 383,408 | 103,124 | 28,795 | 682,587 | 179,351 | 114,420 |
| United Arab Emirates | 926,950 | 9,440 | 7,516 | 0 | 43,278 | 26,106 | 367,990 | 238,671 | 71,655 | 616,624 |
| Hungary | 868,632 | 0 | 0 | 61,698 | 147,783 | 74,699 | 181,379 | 271,127 | 245,649 | 351,856 |
| Switzerland | 866,822 | 44,255 | 46,250 | 31,794 | 193,251 | 175,940 | 138,933 | 357,408 | 311,138 | 198,276 |
| Norway | 714,719 | 0 | 8,870 | 20,921 | 107,689 | 168,191 | 88,974 | 265,414 | 270,523 | 178,782 |
| Brazil | 605,782 | 37,695 | 5,516 | 2,740 | 124,672 | 74,267 | 35,013 | 405,659 | 137,231 | 62,892 |
| Czech Republic | 601,666 | 28,901 | 8,050 | 38,138 | 99,600 | 102,614 | 130,694 | 212,273 | 178,740 | 210,653 |
| Austria | 551,635 | 0 | 5,760 | 0 | 66,839 | 158,175 | 56,324 | 241,066 | 224,553 | 86,016 |
| Denmark | 531,893 | 0 | 0 | 12,299 | 52,340 | 32,585 | 124,652 | 112,112 | 83,582 | 336,199 |
| Mexico | 502,088 | 0 | 99,000 | 0 | 5,000 | 99,000 | 69,050 | 140,952 | 162,069 | 199,067 |
| Grand Total | 58,539,108 | 1,636,884 | 2,205,237 | 2,601,209 | 8,027,303 | 11,202,548 | 11,884,834 | 17,296,878 | 19,434,223 | 21,808,007 |
| Percent of All U.S. Exports | 90.08% | 95.02% | 86.31% | 91.23% | 92.35% | 90.53% | 92.28% | 88.80% | 88.89% | 92.23% |

[Back to Top](#)

EasyExport Insights™

RIFLES -- CENTERFIRE -- OTHER (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 98,755,863 | 2,681,869 | 3,432,132 | 3,578,737 | 18,879,664 | 17,516,444 | 19,910,277 | 32,228,692 | 33,408,206 | 33,118,965 |
| Australia | 5,268,889 | 96,848 | 201,066 | 141,730 | 519,403 | 920,893 | 1,464,233 | 1,494,296 | 1,659,033 | 2,115,560 |
| Oman | 2,246,644 | 88,696 | 10,618 | 31,043 | 435,655 | 337,666 | 210,049 | 842,638 | 749,499 | 285,213 |
| Germany | 1,877,350 | 160,987 | 50,765 | 0 | 516,730 | 263,592 | 278,774 | 922,448 | 332,344 | 310,833 |
| France | 1,565,625 | 50,311 | 6,081 | 0 | 56,311 | 91,346 | 41,829 | 56,311 | 91,346 | 49,101 |
| New Zealand | 923,786 | 81,143 | 0 | 0 | 239,424 | 42,931 | 106,697 | 677,536 | 111,379 | 134,871 |
| United Kingdom | 892,447 | 0 | 0 | 0 | 15,007 | 10,679 | 3,950 | 40,358 | 135,591 | 3,950 |
| Italy | 589,462 | 0 | 5,935 | 13,241 | 33,456 | 11,570 | 13,241 | 111,902 | 24,995 | 13,241 |
| Denmark | 494,696 | 19,316 | 0 | 40,654 | 90,659 | 108,052 | 256,924 | 274,389 | 284,744 | 333,314 |
| Switzerland | 257,537 | 0 | 0 | 28,362 | 95,691 | 112,792 | 43,137 | 255,846 | 284,542 | 49,074 |
| Norway | 228,820 | 0 | 0 | 0 | 67,356 | 0 | 48,689 | 67,356 | 9,626 | 48,689 |
| South Africa | 196,758 | 0 | 20,995 | 0 | 0 | 63,007 | 0 | 0 | 66,550 | 0 |
| Belgium | 181,003 | 27,576 | 0 | 25,724 | 43,858 | 30,929 | 33,956 | 70,436 | 52,511 | 44,158 |
| Ukraine | 179,899 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 102,959 | 0 |
| Czech Republic | 177,146 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,246,644 | 0 |
| Spain | 167,105 | 0 | 0 | 0 | 0 | 30,835 | 6,081 | 53,827 | 74,187 | 52,989 |
| Thailand | 150,138 | 55,729 | 0 | 0 | 88,908 | 0 | 8,596 | 88,908 | 10,574 | 8,596 |
| Argentina | 125,671 | 2,596 | 4,743 | 2,947 | 68,417 | 61,929 | 14,241 | 142,125 | 95,810 | 19,602 |
| Sweden | 108,078 | 0 | 3,553 | 21,667 | 54,698 | 72,702 | 43,639 | 71,416 | 110,639 | 46,765 |
| Indonesia | 102,959 | 0 | 56,861 | 5,105 | 14,953 | 56,861 | 32,088 | 57,842 | 83,384 | 35,920 |
| Finland | 98,184 | 0 | 0 | 93,760 | 53,095 | 19,441 | 130,789 | 293,854 | 47,636 | 153,206 |
| Guatemala | 79,030 | 0 | 0 | 0 | 0 | 62,861 | 17,660 | 0 | 76,630 | 21,554 |
| Poland | 66,550 | 0 | 0 | 0 | 14,855 | 15,316 | 4,364 | 23,758 | 25,990 | 13,000 |
| Chile | 62,748 | 0 | 0 | 12,334 | 0 | 0 | 12,334 | 0 | 8,329 | 70,701 |
| Georgia | 58,262 | 0 | 0 | 0 | 8,542 | 49,720 | 0 | 8,542 | 49,720 | 0 |
| Grand Total | 114,854,650 | 3,265,071 | 3,792,749 | 3,995,304 | 21,296,682 | 19,879,566 | 22,681,548 | 37,782,480 | 40,142,868 | 36,929,302 |
| Percent of All U.S. Exports | 99.55% | 98.99% | 98.96% | 99.93% | 99.66% | 99.60% | 99.77% | 99.42% | 99.53% | 99.72% |

[Back to Top](#)

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RIFLES -- RIMFIRE (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|------------------|------------------|------------------|------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 14,736,412 | 427,794 | 298,672 | 608,100 | 2,256,884 | 2,139,250 | 2,685,615 | 4,533,780 | 4,367,160 | 5,835,472 |
| Australia | 7,224,848 | 255,438 | 329,625 | 197,237 | 501,761 | 2,554,652 | 850,083 | 1,634,772 | 4,112,118 | 1,477,958 |
| Germany | 2,654,162 | 30,406 | 23,821 | 147,523 | 306,614 | 737,682 | 425,296 | 741,922 | 1,260,913 | 651,327 |
| New Zealand | 2,088,051 | 64,112 | 15,461 | 0 | 480,258 | 126,310 | 235,292 | 1,257,537 | 373,205 | 457,309 |
| France | 1,867,228 | 15,212 | 49,113 | 55,848 | 92,982 | 378,066 | 331,393 | 441,844 | 883,167 | 542,217 |
| Thailand | 1,478,062 | 22,680 | 40,186 | 20,279 | 320,197 | 242,289 | 155,911 | 696,002 | 449,993 | 332,067 |
| United Kingdom | 1,456,090 | 16,064 | 26,314 | 87,650 | 182,839 | 105,092 | 257,740 | 631,128 | 467,008 | 357,954 |
| Mexico | 938,133 | 0 | 25,875 | 0 | 132,978 | 109,229 | 44,887 | 589,859 | 284,121 | 64,153 |
| Belgium | 780,732 | 0 | 32,745 | 0 | 73,504 | 45,856 | 39,001 | 270,393 | 81,800 | 428,539 |
| Sweden | 757,480 | 0 | 2,866 | 0 | 6,921 | 91,497 | 86,287 | 255,305 | 289,450 | 212,725 |
| Guatemala | 718,949 | 0 | 0 | 16,759 | 0 | 40,046 | 187,437 | 250,916 | 158,423 | 309,610 |
| Argentina | 662,268 | 14,622 | 0 | 0 | 62,678 | 51,638 | 139,195 | 152,585 | 235,141 | 274,542 |
| Ukraine | 611,261 | 127,300 | 15,215 | 0 | 157,195 | 84,684 | 3,786 | 338,581 | 143,544 | 129,136 |
| Switzerland | 421,289 | 8,531 | 0 | 0 | 93,771 | 109,962 | 84,437 | 155,105 | 146,683 | 119,501 |
| South Africa | 388,155 | 0 | 11,160 | 0 | 0 | 132,491 | 62,088 | 0 | 202,879 | 185,276 |
| Philippines | 387,651 | 6,738 | 28,538 | 0 | 46,370 | 28,538 | 79,637 | 96,908 | 156,044 | 134,699 |
| Spain | 364,856 | 0 | 0 | 5,863 | 7,083 | 133,766 | 55,635 | 55,872 | 208,744 | 100,240 |
| Austria | 344,819 | 0 | 0 | 0 | 34,017 | 69,458 | 21,324 | 159,971 | 137,686 | 47,162 |
| Italy | 330,002 | 6,778 | 0 | 4,902 | 15,495 | 90,295 | 66,333 | 103,056 | 138,368 | 88,578 |
| Norway | 260,550 | 0 | 3,740 | 0 | 23,757 | 18,942 | 51,488 | 76,035 | 107,340 | 77,175 |
| Paraguay | 236,119 | 0 | 0 | 0 | 0 | 0 | 108,541 | 0 | 0 | 236,119 |
| Poland | 234,757 | 0 | 18,887 | 8,195 | 9,377 | 66,944 | 17,795 | 90,215 | 100,713 | 43,829 |
| Greenland | 209,163 | 0 | 0 | 0 | 0 | 14,070 | 0 | 126,492 | 72,840 | 9,831 |
| Denmark | 196,618 | 0 | 0 | 9,382 | 15,152 | 20,756 | 47,042 | 39,593 | 68,174 | 88,851 |
| United Arab Emirates | 190,059 | 0 | 0 | 61,369 | 0 | 0 | 61,369 | 3,197 | 23,855 | 163,007 |
| Grand Total | 39,537,714 | 995,675 | 922,218 | 1,223,107 | 4,819,833 | 7,391,513 | 6,097,612 | 12,701,068 | 14,469,369 | 12,367,277 |
| Percent of All U.S. Exports | 95.26% | 91.42% | 95.21% | 90.94% | 92.82% | 95.82% | 94.77% | 94.56% | 96.17% | 94.95% |

[Back to Top](#)

EasyExport Insights™

SHOTGUNS -- PUMP ACTION (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Ukraine | 1,477,990 | 30,805 | 103,836 | 40,547 | 51,603 | 103,836 | 40,547 | 356,877 | 664,502 | 456,611 |
| Thailand | 1,443,416 | 0 | 0 | 38,781 | 282,872 | 221,910 | 168,695 | 547,065 | 590,363 | 305,988 |
| Poland | 1,172,284 | 37,053 | 0 | 19,251 | 59,072 | 106,155 | 81,420 | 184,319 | 487,609 | 500,356 |
| Germany | 973,720 | 0 | 10,748 | 18,810 | 18,731 | 205,676 | 78,045 | 504,069 | 323,677 | 145,974 |
| Oman | 944,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 944,000 | 0 |
| Ghana | 889,179 | 0 | 0 | 118,354 | 359,000 | 399,933 | 118,354 | 359,000 | 411,825 | 118,354 |
| France | 577,523 | 0 | 0 | 29,864 | 0 | 174,320 | 57,163 | 46,667 | 205,711 | 325,145 |
| Argentina | 513,300 | 0 | 0 | 0 | 18,091 | 0 | 134,930 | 44,873 | 146,634 | 321,793 |
| Bangladesh | 494,077 | 0 | 0 | 0 | 0 | 0 | 164,695 | 23,612 | 296,795 | 173,670 |
| Guatemala | 475,233 | 0 | 0 | 80,923 | 0 | 80,923 | 192,608 | 104,142 | 100,873 | 270,218 |
| United Kingdom | 379,843 | 8,781 | 0 | 0 | 124,925 | 61,254 | 26,593 | 139,520 | 142,851 | 97,472 |
| Switzerland | 368,029 | 28,573 | 0 | 26,531 | 42,122 | 44,221 | 37,868 | 176,969 | 132,202 | 58,858 |
| New Zealand | 362,531 | 0 | 0 | 0 | 35,798 | 36,165 | 136,020 | 63,406 | 73,211 | 225,914 |
| Chile | 360,723 | 61,446 | 0 | 0 | 91,590 | 6,808 | 65,246 | 165,569 | 75,716 | 119,438 |
| Jordan | 335,612 | 0 | 10,973 | 29,626 | 0 | 62,325 | 67,054 | 54,813 | 150,235 | 130,564 |
| Sweden | 310,942 | 18,270 | 31,444 | 8,509 | 58,470 | 52,996 | 50,809 | 91,638 | 91,493 | 127,811 |
| Czech Republic | 211,461 | 0 | 0 | 8,340 | 3,070 | 11,450 | 26,813 | 43,487 | 50,130 | 117,844 |
| South Africa | 211,363 | 0 | 0 | 0 | 0 | 46,504 | 53,988 | 26,854 | 118,826 | 65,683 |
| Philippines | 200,106 | 15,100 | 49,103 | 44,548 | 40,765 | 49,103 | 54,841 | 57,345 | 71,537 | 71,224 |
| Turkey | 194,390 | 0 | 0 | 0 | 82,078 | 3,386 | 45,548 | 142,557 | 6,285 | 45,548 |
| Nicaragua | 192,299 | 0 | 0 | 0 | 0 | 0 | 158,760 | 0 | 0 | 192,299 |
| Japan | 179,088 | 0 | 0 | 0 | 16,198 | 29,882 | 53,717 | 57,584 | 37,554 | 83,950 |
| Paraguay | 164,338 | 0 | 0 | 0 | 0 | 0 | 72,100 | 0 | 0 | 164,338 |
| Greece | 157,431 | 5,165 | 0 | 0 | 5,165 | 128,351 | 0 | 29,080 | 128,351 | 0 |
| El Salvador | 142,753 | 0 | 11,170 | 0 | 9,641 | 11,170 | 33,532 | 35,617 | 34,324 | 72,812 |
| Grand Total | 12,731,631 | 205,193 | 217,274 | 464,084 | 1,299,191 | 1,836,368 | 1,919,346 | 3,255,063 | 5,284,704 | 4,191,864 |
| Percent of All U.S. Exports | 84.21% | 77.70% | 75.18% | 93.57% | 82.59% | 83.64% | 86.63% | 78.82% | 86.91% | 85.41% |

[Back to Top](#)

EasyExport Insights™

SHOTGUNS -- OTHER (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 12,012,903 | 341,196 | 352,205 | 257,750 | 2,747,164 | 2,539,718 | 2,125,518 | 4,571,101 | 4,108,285 | 3,333,517 |
| Portugal | 2,745,443 | 0 | 41,820 | 0 | 0 | 50,670 | 1,469,754 | 999,596 | 50,670 | 1,695,177 |
| United Kingdom | 2,575,266 | 0 | 28,463 | 138,847 | 308,369 | 339,803 | 460,589 | 1,133,099 | 806,621 | 635,546 |
| Mexico | 1,722,690 | 0 | 0 | 0 | 0 | 526,166 | 0 | 1,164,556 | 545,891 | 12,243 |
| Japan | 1,121,040 | 24,689 | 30,908 | 67,818 | 183,950 | 200,185 | 234,966 | 382,278 | 297,720 | 441,042 |
| Brazil | 800,112 | 0 | 2,644 | 290,450 | 24,895 | 23,929 | 290,450 | 454,701 | 48,761 | 296,650 |
| Italy | 776,472 | 64,366 | 0 | 21,120 | 242,841 | 225,468 | 75,704 | 322,495 | 354,273 | 99,704 |
| Turkey | 765,785 | 0 | 0 | 0 | 180,362 | 16,917 | 23,145 | 283,811 | 274,814 | 207,160 |
| Thailand | 755,602 | 6,160 | 34,948 | 0 | 77,323 | 210,177 | 156,271 | 175,532 | 331,845 | 248,225 |
| Australia | 480,906 | 7,801 | 0 | 10,990 | 33,985 | 72,717 | 159,936 | 52,426 | 199,165 | 229,315 |
| Egypt | 408,900 | 0 | 0 | 0 | 408,900 | 0 | 0 | 408,900 | 0 | 0 |
| New Zealand | 377,100 | 0 | 0 | 0 | 94,441 | 110,823 | 18,672 | 106,589 | 128,449 | 142,062 |
| Saudi Arabia | 356,254 | 349,189 | 0 | 0 | 349,189 | 0 | 7,065 | 349,189 | 0 | 7,065 |
| Germany | 248,469 | 17,715 | 10,839 | 7,151 | 63,095 | 29,189 | 69,334 | 94,003 | 33,273 | 121,193 |
| Trinidad and Tobago | 236,204 | 22,966 | 0 | 0 | 98,675 | 53,944 | 0 | 177,333 | 58,871 | 0 |
| Colombia | 225,126 | 0 | 0 | 0 | 0 | 0 | 54,384 | 0 | 0 | 225,126 |
| Jamaica | 222,336 | 6,595 | 23,032 | 3,600 | 52,408 | 36,568 | 3,600 | 115,142 | 54,898 | 52,296 |
| Philippines | 213,735 | 16,800 | 0 | 0 | 37,610 | 0 | 0 | 37,610 | 112,629 | 63,496 |
| China | 188,188 | 0 | 0 | 0 | 0 | 23,313 | 0 | 0 | 23,313 | 164,875 |
| Poland | 181,831 | 22,400 | 0 | 0 | 26,239 | 48,133 | 69,194 | 26,239 | 56,487 | 99,105 |
| Bolivia | 172,815 | 0 | 0 | 0 | 0 | 0 | 0 | 106,501 | 66,314 | 0 |
| Spain | 167,220 | 0 | 0 | 0 | 0 | 17,100 | 32,735 | 15,245 | 82,840 | 69,135 |
| Ghana | 157,180 | 0 | 0 | 14,452 | 0 | 142,728 | 14,452 | 0 | 142,728 | 14,452 |
| Kuwait | 137,629 | 0 | 0 | 0 | 0 | 26,523 | 18,528 | 69,904 | 49,197 | 18,528 |
| France | 129,836 | 0 | 0 | 0 | 0 | 56,900 | 22,608 | 4,868 | 81,160 | 43,808 |
| Grand Total | 27,179,042 | 879,877 | 524,859 | 812,178 | 4,929,446 | 4,750,971 | 5,306,905 | 11,051,118 | 7,908,204 | 8,219,720 |
| Percent of All U.S. Exports | 92.39% | 95.26% | 80.23% | 91.47% | 97.34% | 92.65% | 91.74% | 96.06% | 89.43% | 90.61% |

[Back to Top](#)

EasyExport Insights™

COMBINATION RIFLE/SHOTGUNS (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 22,022,067 | 811,440 | 801,474 | 937,735 | 4,125,988 | 4,258,935 | 4,845,037 | 6,172,451 | 7,685,886 | 8,163,730 |
| Australia | 79,999 | 25,772 | 0 | 0 | 32,216 | 7,371 | 0 | 46,654 | 24,219 | 9,126 |
| Italy | 63,824 | 0 | 0 | 0 | 0 | 26,956 | 0 | 0 | 63,824 | 0 |
| Japan | 31,296 | 3,484 | 3,392 | 0 | 13,055 | 6,195 | 0 | 22,168 | 9,128 | 0 |
| Portugal | 30,315 | 0 | 0 | 0 | 0 | 0 | 0 | 30,315 | 0 | 0 |
| Jordan | 29,045 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29,045 | 0 |
| Spain | 24,499 | 0 | 0 | 0 | 0 | 0 | 0 | 24,499 | 0 | 0 |
| Bahamas | 21,288 | 21,288 | 0 | 0 | 21,288 | 0 | 0 | 21,288 | 0 | 0 |
| New Zealand | 14,631 | 0 | 0 | 0 | 0 | 0 | 5,409 | 9,222 | 0 | 5,409 |
| France | 12,000 | 0 | 0 | 12,000 | 0 | 0 | 12,000 | 0 | 0 | 12,000 |
| Panama | 8,190 | 0 | 0 | 0 | 0 | 0 | 0 | 8,190 | 0 | 0 |
| Turkey | 6,413 | 0 | 0 | 0 | 0 | 6,413 | 0 | 0 | 6,413 | 0 |
| Sweden | 5,300 | 5,300 | 0 | 0 | 5,300 | 0 | 0 | 5,300 | 0 | 0 |
| Macedonia | 3,929 | 0 | 0 | 0 | 3,929 | 0 | 0 | 3,929 | 0 | 0 |
| Mexico | 3,742 | 0 | 0 | 0 | 0 | 0 | 3,742 | 0 | 0 | 3,742 |
| Ukraine | 3,131 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,131 |
| Germany | 3,043 | 3,043 | 0 | 0 | 3,043 | 0 | 0 | 3,043 | 0 | 0 |
| Grand Total | 22,362,712 | 870,327 | 804,866 | 949,735 | 4,204,819 | 4,305,870 | 4,866,188 | 6,347,059 | 7,818,515 | 8,197,138 |
| Percent of All U.S. Exports | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

[Back to Top](#)

EasyExport Insights™

MILITARY RIFLES (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| India | 72,254,990 | 0 | 0 | 0 | 27,126,000 | 117,472 | 0 | 72,137,518 | 117,472 | 0 |
| Thailand | 60,727,746 | 2,165,403 | 11,542,340 | 0 | 14,941,898 | 13,052,042 | 172,202 | 44,874,884 | 15,404,487 | 448,375 |
| Kuwait | 26,321,769 | 0 | 513,066 | 1,324,760 | 5,946,750 | 2,408,124 | 2,407,820 | 6,543,383 | 16,626,378 | 3,152,008 |
| Lebanon | 18,361,179 | 0 | 590,640 | 215,264 | 12,976,669 | 590,640 | 626,409 | 13,240,342 | 590,640 | 4,530,197 |
| Jordan | 14,898,925 | 0 | 8,189 | 0 | 2,022,159 | 3,405,996 | 1,293,184 | 2,034,159 | 6,227,746 | 6,637,020 |
| United Arab Emirates | 12,719,000 | 0 | 0 | 99,723 | 126,672 | 0 | 660,040 | 565,172 | 1,415,549 | 10,738,279 |
| Malaysia | 9,727,967 | 161,011 | 0 | 0 | 161,011 | 2,848 | 4,000 | 2,646,781 | 4,337,386 | 2,743,800 |
| Oman | 9,622,436 | 0 | 0 | 0 | 7,635,000 | 0 | 43,826 | 7,639,501 | 900,659 | 1,082,276 |
| Mexico | 8,492,932 | 1,971,341 | 0 | 498,662 | 2,513,478 | 1,723,101 | 1,400,904 | 3,058,491 | 2,502,744 | 2,931,697 |
| Tunisia | 7,724,051 | 0 | 178,200 | 2,082,723 | 3,133,358 | 339,360 | 2,368,271 | 3,418,909 | 899,733 | 3,405,409 |
| Afghanistan | 7,250,355 | 57,400 | 1,250,330 | 85,786 | 837,142 | 4,136,505 | 85,786 | 1,200,115 | 4,166,609 | 1,883,631 |
| Egypt | 6,020,252 | 0 | 0 | 0 | 557,199 | 0 | 0 | 6,020,252 | 0 | 0 |
| Israel | 5,980,399 | 101,242 | 0 | 30,061 | 955,285 | 3,822,295 | 611,530 | 1,442,677 | 3,910,065 | 627,657 |
| Georgia | 5,414,076 | 0 | 0 | 36,500 | 0 | 101,085 | 3,279,404 | 12,240 | 110,437 | 5,291,399 |
| Germany | 5,345,532 | 43,878 | 19,864 | 367,850 | 1,430,267 | 183,222 | 1,082,659 | 1,764,044 | 2,067,198 | 1,514,290 |
| Netherlands | 5,085,813 | 0 | 0 | 0 | 1,204,000 | 0 | 23,100 | 1,254,368 | 861,059 | 2,970,386 |
| New Zealand | 4,944,598 | 0 | 15,212 | 133,239 | 109,396 | 676,940 | 136,327 | 136,683 | 683,074 | 4,124,841 |
| Australia | 4,672,741 | 316,069 | 165,970 | 0 | 1,211,137 | 1,433,093 | 641,241 | 1,682,678 | 1,916,188 | 1,073,875 |
| United Kingdom | 4,590,314 | 78,556 | 16,292 | 257,600 | 658,685 | 1,811,579 | 1,077,965 | 1,022,718 | 2,181,184 | 1,386,412 |
| Philippines | 3,535,333 | 0 | 2,398,343 | 6,475 | 91,841 | 3,121,277 | 6,475 | 265,266 | 3,257,116 | 12,951 |
| Qatar | 3,521,017 | 0 | 9,990 | 0 | 1,687,500 | 1,259,990 | 250,000 | 1,733,456 | 1,537,561 | 250,000 |
| Ukraine | 3,245,684 | 0 | 0 | 104,723 | 278,513 | 42,215 | 235,052 | 614,649 | 2,260,031 | 371,004 |
| Jamaica | 3,243,992 | 0 | 0 | 0 | 0 | 74,732 | 0 | 3,169,260 | 74,732 | 0 |
| Brazil | 3,168,520 | 40,831 | 5,694 | 5,808 | 925,533 | 28,761 | 805,073 | 1,953,406 | 391,594 | 823,520 |
| Sweden | 2,981,674 | 0 | 0 | 287,733 | 94,155 | 555,880 | 404,282 | 285,487 | 711,710 | 1,984,477 |
| Grand Total | 309,851,295 | 4,935,731 | 16,714,130 | 5,536,907 | 86,623,648 | 38,887,157 | 17,615,550 | 178,716,439 | 73,151,352 | 57,983,504 |
| Percent of All U.S. Exports | 90.98% | 83.27% | 96.28% | 88.98% | 96.84% | 91.32% | 74.10% | 94.87% | 87.92% | 84.06% |

[Back to Top](#)

EasyExport Insights™

MILITARY SHOTGUNS (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|----------------|------------------|------------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 4,870,264 | 0 | 176,205 | 94,185 | 277,569 | 671,628 | 896,001 | 941,376 | 1,168,266 | 2,760,622 |
| Kuwait | 3,018,748 | 0 | 0 | 0 | 0 | 1,699,360 | 16,500 | 0 | 3,002,248 | 16,500 |
| Afghanistan | 1,121,790 | 0 | 0 | 0 | 0 | 0 | 1,105,950 | 15,840 | 0 | 1,105,950 |
| Lebanon | 822,730 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 634,250 | 188,480 |
| Djibouti | 448,836 | 0 | 258,588 | 0 | 0 | 258,588 | 0 | 190,248 | 258,588 | 0 |
| France | 421,728 | 0 | 0 | 0 | 52,471 | 145,027 | 21,549 | 130,331 | 246,583 | 44,814 |
| Guatemala | 262,150 | 0 | 262,150 | 0 | 0 | 262,150 | 0 | 0 | 262,150 | 0 |
| New Zealand | 208,082 | 0 | 0 | 0 | 21,038 | 0 | 0 | 21,038 | 187,044 | 0 |
| Saudi Arabia | 143,946 | 0 | 0 | 0 | 0 | 0 | 143,946 | 0 | 0 | 143,946 |
| Egypt | 137,774 | 0 | 0 | 0 | 0 | 0 | 0 | 137,774 | 0 | 0 |
| Italy | 131,099 | 0 | 0 | 0 | 0 | 0 | 52,249 | 0 | 5,948 | 125,151 |
| Netherlands | 120,505 | 0 | 0 | 0 | 0 | 4,950 | 0 | 115,555 | 4,950 | 0 |
| Sweden | 110,399 | 0 | 0 | 0 | 0 | 0 | 7,011 | 0 | 103,388 | 7,011 |
| Germany | 79,871 | 0 | 0 | 0 | 0 | 18,920 | 6,920 | 0 | 37,840 | 42,031 |
| Morocco | 73,541 | 0 | 0 | 0 | 0 | 0 | 0 | 73,541 | 0 | 0 |
| United Kingdom | 61,201 | 5,904 | 0 | 0 | 5,904 | 0 | 42,273 | 18,928 | 0 | 42,273 |
| Israel | 48,815 | 0 | 0 | 0 | 0 | 27,215 | 0 | 0 | 48,815 | 0 |
| Japan | 47,484 | 0 | 18,598 | 0 | 28,886 | 18,598 | 0 | 28,886 | 18,598 | 0 |
| Australia | 46,517 | 0 | 0 | 0 | 5,368 | 7,961 | 0 | 5,368 | 31,150 | 9,999 |
| Poland | 45,586 | 0 | 0 | 0 | 0 | 18,690 | 0 | 26,896 | 18,690 | 0 |
| Jordan | 42,354 | 0 | 0 | 0 | 6,804 | 0 | 0 | 20,554 | 21,800 | 0 |
| Brazil | 28,529 | 0 | 2,680 | 0 | 5,850 | 5,220 | 0 | 13,540 | 12,104 | 2,885 |
| Philippines | 26,702 | 0 | 0 | 0 | 0 | 0 | 0 | 13,402 | 0 | 13,300 |
| Georgia | 22,980 | 0 | 0 | 0 | 0 | 0 | 22,980 | 0 | 0 | 22,980 |
| Mexico | 22,300 | 0 | 0 | 0 | 0 | 0 | 0 | 22,300 | 0 | 0 |
| Grand Total | 12,363,931 | 5,904 | 718,221 | 94,185 | 403,890 | 3,138,307 | 2,315,379 | 1,775,577 | 6,062,412 | 4,525,942 |
| Percent of All U.S. Exports | 99.18% | 100.00% | 99.22% | 100.00% | 95.45% | 99.46% | 99.38% | 98.78% | 99.40% | 99.05% |

[Back to Top](#)

EasyExport Insights™

MUZZLE-LOADING FIREARMS (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|------------------|------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 3,426,761 | 158,929 | 251,227 | 215,448 | 378,741 | 635,679 | 770,143 | 938,124 | 1,237,747 | 1,250,890 |
| Ukraine | 987,100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 987,100 | 0 |
| Italy | 105,987 | 0 | 0 | 0 | 22,501 | 71,500 | 0 | 34,487 | 71,500 | 0 |
| Colombia | 78,710 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 78,710 | 0 |
| Korea, South | 66,528 | 0 | 0 | 0 | 0 | 0 | 66,528 | 0 | 0 | 66,528 |
| United Kingdom | 66,054 | 9,000 | 0 | 0 | 9,000 | 0 | 43,698 | 22,356 | 0 | 43,698 |
| Spain | 30,593 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30,593 |
| China | 29,992 | 0 | 0 | 0 | 0 | 0 | 29,992 | 0 | 0 | 29,992 |
| Belgium | 28,778 | 0 | 0 | 0 | 0 | 0 | 25,798 | 0 | 0 | 28,778 |
| Chile | 25,989 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25,989 |
| Germany | 25,301 | 0 | 0 | 0 | 4,400 | 10,857 | 0 | 7,155 | 18,146 | 0 |
| Czech Republic | 24,862 | 6,162 | 0 | 0 | 6,162 | 0 | 0 | 24,862 | 0 | 0 |
| Mexico | 21,766 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21,766 | 0 |
| South Africa | 14,436 | 0 | 0 | 0 | 0 | 3,748 | 0 | 4,998 | 3,748 | 5,690 |
| Australia | 12,414 | 0 | 0 | 0 | 0 | 0 | 0 | 7,064 | 0 | 5,350 |
| Austria | 9,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9,250 |
| Dominica | 9,210 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9,210 |
| Sweden | 8,250 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8,250 | 0 |
| United Arab Emirates | 7,995 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,995 |
| Jamaica | 7,706 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,706 |
| Bahamas | 7,268 | 0 | 0 | 0 | 0 | 0 | 7,268 | 0 | 0 | 7,268 |
| France | 6,071 | 0 | 0 | 0 | 0 | 2,750 | 3,321 | 0 | 2,750 | 3,321 |
| Afghanistan | 4,533 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,533 | 0 |
| Brazil | 3,780 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,780 | 0 |
| Jordan | 3,551 | 0 | 0 | 0 | 0 | 0 | 0 | 3,551 | 0 | 0 |
| Grand Total | 5,012,885 | 174,091 | 251,227 | 215,448 | 420,804 | 724,534 | 946,748 | 1,042,597 | 2,438,030 | 1,532,258 |
| Percent of All U.S. Exports | 99.82% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 99.46% | 99.86% | 100.00% |

[Back to Top](#)

EasyExport Insights™

SPRING, AIR AND GAS GUNS (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 42,964,615 | 1,954,133 | 1,293,524 | 1,170,508 | 8,266,185 | 6,412,885 | 6,925,522 | 14,111,729 | 13,266,874 | 15,586,012 |
| United Kingdom | 11,704,528 | 179,277 | 130,713 | 78,970 | 1,984,166 | 1,533,077 | 1,297,338 | 3,506,529 | 2,968,887 | 5,229,112 |
| Germany | 8,642,326 | 219,492 | 263,500 | 430,249 | 1,151,316 | 1,413,038 | 1,802,316 | 2,374,565 | 2,308,426 | 3,959,335 |
| Taiwan | 5,625,121 | 270,927 | 431,762 | 2,932 | 1,050,869 | 2,067,647 | 363,055 | 2,582,308 | 2,469,692 | 573,121 |
| France | 5,020,175 | 145,077 | 209,579 | 165,442 | 787,991 | 952,530 | 806,820 | 1,844,379 | 1,611,222 | 1,564,574 |
| Mexico | 4,903,374 | 83,008 | 22,694 | 54,037 | 1,140,062 | 739,533 | 449,699 | 2,397,101 | 1,430,507 | 1,075,766 |
| Australia | 4,573,104 | 138,822 | 38,264 | 25,650 | 995,236 | 419,239 | 634,800 | 1,487,647 | 901,218 | 2,184,239 |
| Poland | 3,683,698 | 131,279 | 95,045 | 78,902 | 710,576 | 694,795 | 235,790 | 1,246,336 | 1,125,119 | 1,312,243 |
| South Africa | 3,445,114 | 9,197 | 91,523 | 55,640 | 328,956 | 419,025 | 859,719 | 631,690 | 1,264,102 | 1,549,322 |
| Spain | 3,057,585 | 186,892 | 86,342 | 38,357 | 641,211 | 671,337 | 458,712 | 962,230 | 974,014 | 1,121,341 |
| Colombia | 2,827,533 | 32,104 | 65,871 | 0 | 320,155 | 296,506 | 248,860 | 1,643,650 | 638,779 | 545,104 |
| Chile | 2,806,692 | 18,158 | 8,329 | 38,467 | 528,232 | 439,523 | 184,137 | 1,037,518 | 1,157,278 | 611,896 |
| Belgium | 2,581,831 | 7,081 | 62,468 | 70,330 | 221,688 | 533,959 | 710,175 | 340,890 | 1,392,911 | 848,030 |
| Korea, South | 2,221,781 | 5,300 | 15,860 | 3,174 | 51,937 | 240,783 | 93,938 | 676,809 | 973,236 | 571,736 |
| New Zealand | 1,684,062 | 51,067 | 123,069 | 48,235 | 168,558 | 318,842 | 354,040 | 428,942 | 621,299 | 633,821 |
| Brazil | 1,647,423 | 22,571 | 50,830 | 213,452 | 339,275 | 236,519 | 290,706 | 671,032 | 592,943 | 383,448 |
| Netherlands | 1,515,275 | 92,818 | 6,119 | 40,605 | 344,708 | 221,152 | 155,632 | 538,064 | 589,342 | 387,869 |
| Sweden | 1,513,927 | 50,025 | 105,853 | 45,000 | 222,344 | 329,401 | 214,871 | 420,528 | 583,995 | 509,404 |
| Finland | 1,299,694 | 39,679 | 47,005 | 50,618 | 175,968 | 355,823 | 228,156 | 262,072 | 602,720 | 434,902 |
| Switzerland | 1,273,980 | 74,188 | 32,556 | 102,857 | 189,670 | 214,583 | 341,625 | 319,239 | 412,893 | 541,848 |
| Panama | 1,231,863 | 0 | 50,970 | 3,149 | 166,800 | 293,700 | 177,622 | 238,797 | 463,050 | 530,016 |
| Israel | 1,222,786 | 0 | 19,272 | 26,500 | 118,002 | 167,105 | 203,907 | 258,180 | 348,434 | 616,172 |
| Argentina | 1,192,923 | 0 | 0 | 22,066 | 113,050 | 104,002 | 540,442 | 136,790 | 187,918 | 868,215 |
| China | 1,164,934 | 0 | 26,964 | 24,010 | 8,592 | 476,243 | 233,096 | 216,208 | 646,933 | 301,793 |
| Italy | 1,115,544 | 0 | 0 | 11,059 | 76,438 | 210,254 | 275,088 | 202,197 | 370,460 | 542,887 |
| Grand Total | 118,919,888 | 3,711,095 | 3,278,112 | 2,800,209 | 20,101,985 | 19,761,501 | 18,086,066 | 38,535,430 | 37,902,252 | 42,482,206 |
| Percent of All U.S. Exports | 85.54% | 87.39% | 87.76% | 86.74% | 86.66% | 86.13% | 83.58% | 85.48% | 84.82% | 86.23% |

[Back to Top](#)

TELESCOPIC SIGHTS FOR RIFLES (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 60,986,591 | 1,883,659 | 1,948,728 | 1,729,624 | 9,979,012 | 12,353,395 | 12,374,080 | 18,068,002 | 21,865,094 | 21,053,495 |
| Australia | 24,490,129 | 326,669 | 973,960 | 805,815 | 3,357,059 | 4,726,850 | 4,964,368 | 6,037,139 | 8,996,633 | 9,456,357 |
| Germany | 17,956,878 | 510,578 | 631,718 | 584,194 | 2,661,322 | 3,463,473 | 2,710,933 | 5,921,376 | 6,766,767 | 5,268,735 |
| Netherlands | 17,727,588 | 325,847 | 421,976 | 574,152 | 2,559,543 | 3,181,500 | 2,828,891 | 5,673,247 | 5,719,381 | 6,334,960 |
| New Zealand | 13,999,535 | 294,579 | 298,362 | 130,500 | 1,121,637 | 1,464,716 | 1,814,912 | 2,401,408 | 2,909,372 | 8,688,755 |
| South Africa | 11,234,197 | 266,201 | 206,996 | 569,432 | 1,025,919 | 1,946,018 | 2,877,559 | 3,266,618 | 3,924,334 | 4,043,245 |
| United Kingdom | 9,523,914 | 114,166 | 146,780 | 246,373 | 1,428,996 | 1,483,960 | 2,157,126 | 2,503,863 | 3,001,286 | 4,018,765 |
| Philippines | 8,565,687 | 0 | 2,175,103 | 3,044 | 1,119,704 | 3,244,112 | 420,277 | 3,859,466 | 4,090,829 | 615,392 |
| Japan | 6,339,455 | 64,397 | 105,925 | 197,842 | 1,134,781 | 1,381,698 | 815,630 | 2,370,399 | 2,723,708 | 1,245,348 |
| France | 5,945,210 | 235,838 | 517,398 | 203,320 | 1,031,800 | 1,416,212 | 1,342,889 | 1,942,040 | 1,931,578 | 2,071,592 |
| United Arab Emirates | 5,786,438 | 144,594 | 73,349 | 0 | 1,235,784 | 674,152 | 227,205 | 1,739,182 | 3,575,432 | 471,824 |
| Italy | 5,048,558 | 143,762 | 195,318 | 111,423 | 704,124 | 1,026,194 | 830,542 | 1,493,341 | 2,181,121 | 1,374,096 |
| Sweden | 4,796,656 | 457,227 | 96,813 | 172,835 | 893,850 | 739,898 | 796,652 | 1,782,979 | 1,428,509 | 1,585,168 |
| Saudi Arabia | 4,582,377 | 28,050 | 43,212 | 0 | 100,176 | 585,363 | 3,610,221 | 276,239 | 686,728 | 3,619,410 |
| Poland | 3,498,724 | 92,818 | 60,563 | 133,078 | 502,446 | 630,557 | 557,863 | 1,138,907 | 1,172,753 | 1,187,064 |
| Austria | 3,239,743 | 82,847 | 24,368 | 255,642 | 293,445 | 615,577 | 760,826 | 858,227 | 1,101,457 | 1,280,059 |
| Israel | 3,074,448 | 13,804 | 34,340 | 16,430 | 1,222,433 | 117,327 | 276,707 | 2,108,063 | 246,831 | 719,554 |
| Norway | 2,376,054 | 141,761 | 68,317 | 127,302 | 335,857 | 454,230 | 489,131 | 621,868 | 797,410 | 956,776 |
| Spain | 2,244,116 | 98,431 | 143,455 | 31,805 | 293,846 | 824,319 | 238,990 | 515,379 | 1,161,604 | 567,133 |
| Ukraine | 2,107,995 | 0 | 88,960 | 0 | 122,323 | 1,158,933 | 123,059 | 501,214 | 1,368,391 | 238,390 |
| Bahrain | 2,044,321 | 0 | 0 | 0 | 1,433,550 | 24,154 | 567,260 | 1,452,907 | 24,154 | 567,260 |
| Luxembourg | 1,979,824 | 381,944 | 0 | 0 | 401,151 | 1,355,325 | 7,119 | 411,170 | 1,554,619 | 14,035 |
| Finland | 1,966,537 | 43,914 | 158,190 | 28,262 | 326,551 | 515,073 | 303,796 | 544,472 | 774,868 | 647,197 |
| China | 1,908,141 | 247,060 | 0 | 0 | 949,568 | 202,674 | 436,943 | 1,033,152 | 277,470 | 597,519 |
| Belgium | 1,680,234 | 0 | 0 | 410,674 | 700,707 | 35,970 | 505,980 | 711,032 | 373,268 | 595,934 |
| Grand Total | 223,103,350 | 5,898,146 | 8,413,831 | 6,331,747 | 34,935,584 | 43,621,680 | 42,038,959 | 67,231,690 | 78,653,597 | 77,218,063 |
| Percent of All U.S. Exports | 88.73% | 79.48% | 92.39% | 88.48% | 88.58% | 89.75% | 92.10% | 88.29% | 88.24% | 89.63% |

[Back to Top](#)

EasyExport Insights™

BINOCULARS (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Australia | 139,097,062 | 4,723,957 | 4,180,073 | 4,163,451 | 28,096,344 | 19,591,034 | 25,721,800 | 41,334,318 | 46,874,657 | 50,888,087 |
| Saudi Arabia | 86,629,303 | 0 | 18,010,500 | 1,670,289 | 193,749 | 18,355,954 | 8,220,925 | 22,163,446 | 55,771,046 | 8,694,811 |
| Canada | 29,455,313 | 631,848 | 1,180,317 | 875,457 | 3,968,989 | 4,666,081 | 5,192,987 | 10,078,261 | 10,074,728 | 9,302,324 |
| United Arab Emirates | 17,296,186 | 36,668 | 0 | 0 | 53,102 | 31,806 | 4,793,168 | 3,570,962 | 425,075 | 13,300,149 |
| Germany | 13,892,556 | 238,582 | 441,588 | 565,830 | 1,593,351 | 1,432,226 | 981,826 | 7,728,040 | 2,361,704 | 3,802,812 |
| Netherlands | 9,237,325 | 194,583 | 76,903 | 126,432 | 668,229 | 3,416,858 | 667,652 | 1,458,745 | 6,375,928 | 1,402,652 |
| Ukraine | 8,669,343 | 46,320 | 0 | 4,079 | 54,116 | 2,151,325 | 1,697,079 | 62,494 | 6,898,233 | 1,708,616 |
| Turkey | 8,263,825 | 18,302 | 0 | 0 | 39,734 | 362,292 | 4,097,274 | 996,077 | 414,828 | 6,852,920 |
| Italy | 6,024,115 | 72,194 | 1,011,087 | 209,281 | 1,351,646 | 1,825,502 | 530,614 | 2,673,651 | 2,761,623 | 588,841 |
| Lithuania | 4,717,824 | 88,282 | 6,255 | 217,757 | 748,024 | 407,326 | 650,251 | 1,660,920 | 1,519,224 | 1,537,680 |
| France | 4,593,478 | 32,298 | 89,385 | 205,808 | 800,701 | 1,213,447 | 949,150 | 1,272,234 | 1,703,112 | 1,618,132 |
| United Kingdom | 4,403,881 | 336,891 | 86,217 | 595,323 | 830,855 | 417,326 | 1,088,374 | 1,608,334 | 988,879 | 1,806,668 |
| Tunisia | 4,379,126 | 0 | 0 | 0 | 0 | 0 | 0 | 18,144 | 0 | 4,360,982 |
| Korea, South | 3,507,633 | 172,980 | 230,595 | 824,856 | 934,151 | 815,646 | 1,186,953 | 1,144,680 | 999,258 | 1,363,695 |
| Poland | 2,828,208 | 38,586 | 35,372 | 11,939 | 505,462 | 163,912 | 74,200 | 2,278,006 | 403,647 | 146,555 |
| Switzerland | 2,817,342 | 22,957 | 5,163 | 0 | 104,175 | 112,292 | 6,166 | 417,331 | 2,328,542 | 71,469 |
| Vietnam | 2,752,972 | 0 | 0 | 0 | 5,825 | 2,485,650 | 165,198 | 14,350 | 2,548,044 | 190,578 |
| Norway | 2,682,740 | 65,851 | 78,674 | 6,993 | 307,777 | 388,387 | 725,840 | 1,061,498 | 689,679 | 931,563 |
| Mexico | 2,462,164 | 24,805 | 20,622 | 27,743 | 150,191 | 129,235 | 139,873 | 294,026 | 280,752 | 1,887,386 |
| New Zealand | 2,365,689 | 31,671 | 63,645 | 27,819 | 248,423 | 353,996 | 193,897 | 694,450 | 1,072,347 | 598,892 |
| Sweden | 2,332,048 | 92,313 | 292,674 | 30,183 | 395,886 | 613,576 | 359,033 | 816,229 | 938,259 | 577,560 |
| Bahrain | 2,166,213 | 0 | 0 | 0 | 11,648 | 0 | 0 | 2,160,065 | 0 | 6,148 |
| South Africa | 2,130,756 | 27,977 | 28,782 | 159,178 | 139,034 | 446,084 | 458,318 | 805,184 | 746,103 | 579,469 |
| Latvia | 1,871,181 | 0 | 0 | 112,695 | 1,292,970 | 51,941 | 234,128 | 1,292,970 | 51,941 | 526,270 |
| Israel | 1,686,303 | 0 | 78,324 | 4,000 | 117,678 | 194,651 | 342,408 | 565,425 | 670,706 | 450,172 |
| Grand Total | 366,262,586 | 6,897,065 | 25,916,176 | 9,839,113 | 42,612,060 | 59,626,547 | 58,477,114 | 106,169,840 | 146,898,315 | 113,194,431 |
| Percent of All U.S. Exports | 93.54% | 77.31% | 98.33% | 91.88% | 90.57% | 92.96% | 93.00% | 92.61% | 94.46% | 93.26% |

[Back to Top](#)

EasyExport Insights™

PARTS FOR REVOLVERS AND PISTOLS (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|-------------------|------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 23,205,558 | 1,225,556 | 586,576 | 277,141 | 5,202,335 | 3,471,533 | 3,444,618 | 7,181,447 | 8,520,212 | 7,503,899 |
| Israel | 5,242,845 | 194,816 | 37,040 | 431,063 | 348,788 | 409,240 | 1,420,391 | 952,212 | 1,899,721 | 2,390,912 |
| Japan | 4,475,880 | 6,668 | 0 | 18,817 | 125,735 | 218,721 | 270,669 | 965,687 | 1,407,350 | 2,102,843 |
| Germany | 4,415,520 | 131,933 | 115,253 | 129,706 | 736,537 | 746,902 | 684,820 | 1,183,525 | 1,565,046 | 1,666,949 |
| Thailand | 4,155,129 | 291,577 | 63,030 | 209,164 | 462,588 | 503,603 | 370,692 | 770,250 | 2,845,594 | 539,285 |
| Philippines | 3,689,582 | 64,972 | 75,291 | 84,172 | 269,751 | 695,681 | 516,632 | 613,307 | 2,021,048 | 1,055,227 |
| Turkey | 2,691,024 | 0 | 29,831 | 0 | 7,947 | 1,205,201 | 0 | 698,889 | 1,941,517 | 50,618 |
| Singapore | 2,416,012 | 0 | 0 | 59,609 | 2,776 | 92,528 | 59,609 | 2,776 | 2,346,405 | 66,831 |
| Austria | 2,345,156 | 11,645 | 103,867 | 52,676 | 357,249 | 520,149 | 521,615 | 862,139 | 692,918 | 790,099 |
| Australia | 2,210,333 | 39,031 | 49,589 | 185,731 | 397,767 | 281,511 | 453,931 | 735,012 | 803,116 | 672,205 |
| Colombia | 2,207,905 | 0 | 0 | 0 | 3,382 | 15,477 | 1,249,023 | 285,418 | 322,696 | 1,599,791 |
| Italy | 2,141,546 | 4,512 | 78,589 | 43,109 | 145,827 | 227,398 | 291,210 | 262,678 | 494,931 | 1,383,937 |
| Croatia | 2,055,882 | 330,128 | 0 | 61,175 | 1,046,686 | 98,388 | 112,010 | 1,551,124 | 352,298 | 152,460 |
| United Arab Emirates | 1,407,269 | 82,900 | 0 | 0 | 128,659 | 42,125 | 207,765 | 201,918 | 459,090 | 746,261 |
| France | 1,221,612 | 0 | 16,959 | 181,095 | 98,845 | 123,166 | 392,108 | 243,119 | 285,027 | 693,466 |
| Indonesia | 1,209,230 | 80,076 | 9,420 | 16,692 | 117,507 | 65,471 | 65,781 | 150,992 | 86,834 | 971,404 |
| Mexico | 928,232 | 9,778 | 31,326 | 10,609 | 113,476 | 187,668 | 377,359 | 253,887 | 286,372 | 387,973 |
| Qatar | 904,957 | 0 | 0 | 0 | 509,490 | 26,554 | 0 | 862,170 | 42,787 | 0 |
| Switzerland | 799,937 | 18,100 | 20,842 | 9,144 | 89,967 | 150,908 | 184,383 | 176,267 | 318,439 | 305,231 |
| South Africa | 751,943 | 0 | 12,260 | 0 | 61,667 | 83,148 | 110,338 | 192,619 | 292,053 | 267,271 |
| Hong Kong | 662,857 | 0 | 97,500 | 0 | 21,216 | 249,399 | 24,881 | 21,216 | 578,403 | 63,238 |
| Sweden | 602,726 | 64,912 | 8,173 | 16,101 | 181,234 | 51,082 | 141,165 | 272,874 | 160,709 | 169,143 |
| Brazil | 594,934 | 10,350 | 0 | 0 | 22,220 | 37,021 | 6,324 | 184,748 | 379,530 | 30,656 |
| Denmark | 567,817 | 103,846 | 3,057 | 3,200 | 125,914 | 18,330 | 33,953 | 366,418 | 99,613 | 101,786 |
| Czech Republic | 566,994 | 6,025 | 44,105 | 26,946 | 76,480 | 112,665 | 88,298 | 216,713 | 212,131 | 138,150 |
| Grand Total | 71,470,880 | 2,676,825 | 1,382,708 | 1,816,150 | 10,654,043 | 9,633,869 | 11,027,575 | 19,207,405 | 28,413,840 | 23,849,635 |
| Percent of All U.S. Exports | 90.85% | 94.33% | 88.12% | 86.87% | 92.67% | 90.17% | 92.76% | 89.95% | 91.22% | 91.15% |

[Back to Top](#)

EasyExport Insights™

PARTS FOR SPORTING RIFLES AND SHOTGUNS (US Dollars)

JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Canada | 60,193,315 | 1,777,117 | 2,004,183 | 1,811,102 | 11,221,146 | 11,034,937 | 11,178,526 | 19,748,693 | 20,864,743 | 19,579,879 |
| Australia | 23,398,793 | 593,625 | 630,336 | 537,479 | 2,601,454 | 3,948,294 | 4,894,676 | 6,311,610 | 7,945,894 | 9,141,289 |
| Saudi Arabia | 20,224,111 | 77,719 | 10,038,703 | 0 | 88,939 | 11,149,398 | 51,192 | 156,439 | 19,978,153 | 89,519 |
| Mexico | 15,909,715 | 519,425 | 220,883 | 628,967 | 2,477,278 | 1,885,099 | 3,780,787 | 3,834,034 | 4,216,411 | 7,859,270 |
| Germany | 11,507,099 | 293,666 | 395,072 | 380,064 | 1,639,452 | 2,268,500 | 1,633,159 | 3,428,222 | 4,384,470 | 3,694,407 |
| United Kingdom | 7,341,729 | 275,158 | 117,882 | 199,089 | 1,276,844 | 1,098,999 | 1,379,597 | 2,485,240 | 2,136,643 | 2,719,846 |
| Japan | 7,030,301 | 353,008 | 131,745 | 199,303 | 1,280,563 | 1,362,603 | 1,068,526 | 2,531,179 | 2,638,865 | 1,860,257 |
| Portugal | 6,758,747 | 192,871 | 336,070 | 154,721 | 761,734 | 1,006,902 | 2,572,207 | 1,088,382 | 1,725,562 | 3,944,803 |
| France | 6,316,492 | 150,862 | 309,985 | 139,751 | 875,851 | 1,566,294 | 929,713 | 1,927,187 | 2,570,976 | 1,818,329 |
| Switzerland | 5,834,090 | 141,299 | 229,720 | 65,486 | 731,065 | 1,062,703 | 573,000 | 1,854,837 | 1,833,412 | 2,145,841 |
| South Africa | 4,540,309 | 16,471 | 104,303 | 54,851 | 424,651 | 805,380 | 608,897 | 802,002 | 2,360,131 | 1,378,176 |
| Italy | 4,438,403 | 131,387 | 286,047 | 115,262 | 617,626 | 818,101 | 558,535 | 1,398,274 | 1,612,013 | 1,428,116 |
| United Arab Emirates | 3,927,436 | 6,306 | 2,990 | 0 | 57,851 | 701,335 | 830,838 | 466,217 | 1,671,919 | 1,789,300 |
| Sweden | 3,844,308 | 187,320 | 106,486 | 154,166 | 711,309 | 783,037 | 686,051 | 1,317,877 | 1,237,862 | 1,288,569 |
| New Zealand | 3,634,231 | 0 | 14,951 | 88,279 | 381,572 | 195,098 | 848,980 | 1,259,880 | 819,526 | 1,554,825 |
| Ukraine | 3,412,283 | 67,147 | 72,800 | 145,483 | 536,293 | 500,836 | 741,582 | 1,142,892 | 1,243,511 | 1,025,880 |
| Thailand | 2,896,486 | 1,071,392 | 18,765 | 3,489 | 1,772,345 | 611,045 | 127,707 | 1,900,522 | 760,312 | 235,652 |
| Norway | 2,824,313 | 42,229 | 161,427 | 91,790 | 566,465 | 561,927 | 402,949 | 858,363 | 988,755 | 977,195 |
| Netherlands | 2,816,829 | 14,107 | 34,803 | 0 | 149,961 | 202,451 | 688,377 | 627,112 | 1,064,335 | 1,125,382 |
| Spain | 2,467,579 | 27,331 | 69,605 | 54,063 | 239,007 | 290,832 | 687,821 | 523,538 | 778,811 | 1,165,230 |
| Austria | 2,451,536 | 58,239 | 81,707 | 125,093 | 249,032 | 329,037 | 471,133 | 929,800 | 690,007 | 831,729 |
| Finland | 2,383,687 | 52,956 | 66,166 | 75,511 | 375,883 | 441,630 | 482,208 | 759,892 | 799,368 | 824,427 |
| Czech Republic | 2,149,115 | 72,425 | 94,393 | 130,457 | 239,567 | 317,810 | 454,605 | 548,830 | 685,956 | 914,329 |
| Poland | 1,795,459 | 9,427 | 79,868 | 60,173 | 251,548 | 161,215 | 222,430 | 578,695 | 742,099 | 474,665 |
| Israel | 1,620,345 | 13,621 | 369,512 | 22,147 | 47,241 | 1,279,573 | 48,238 | 122,770 | 1,315,511 | 182,064 |
| Grand Total | 209,716,711 | 6,145,108 | 15,978,402 | 5,236,726 | 29,574,677 | 44,383,036 | 35,921,734 | 56,602,487 | 85,065,245 | 68,048,979 |
| Percent of All U.S. Exports | 92.13% | 91.10% | 96.95% | 82.28% | 89.79% | 93.78% | 92.94% | 88.75% | 94.30% | 92.41% |

[Back to Top](#)

EasyExport Insights™

PARTS FOR MILITARY RIFLES (US Dollars) JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Israel | 13,257,313 | 46,075 | 178,444 | 193,456 | 594,293 | 2,064,364 | 2,634,501 | 1,448,131 | 5,860,718 | 5,948,464 |
| Australia | 12,039,025 | 220,007 | 650,940 | 311,091 | 1,748,082 | 1,808,111 | 1,808,567 | 5,965,683 | 2,944,887 | 3,128,455 |
| Netherlands | 8,081,495 | 219,005 | 212,172 | 100,421 | 2,490,353 | 1,906,305 | 1,299,235 | 3,892,968 | 2,709,153 | 1,479,374 |
| Mexico | 7,769,418 | 0 | 2,696 | 1,579,426 | 268,467 | 65,316 | 3,201,925 | 1,091,873 | 100,005 | 6,577,540 |
| United Arab Emirates | 5,786,636 | 0 | 0 | 0 | 46,717 | 974,556 | 551,756 | 66,984 | 1,082,934 | 4,636,718 |
| Germany | 5,484,764 | 313,889 | 16,326 | 191,382 | 1,767,817 | 381,871 | 1,580,248 | 2,450,898 | 1,181,400 | 1,852,466 |
| Thailand | 4,921,459 | 20,716 | 162,631 | 0 | 1,018,623 | 241,467 | 23,865 | 3,292,247 | 453,360 | 1,175,852 |
| Ukraine | 3,266,793 | 0 | 28,006 | 0 | 391,499 | 87,238 | 207,499 | 692,530 | 277,434 | 2,296,829 |
| Sweden | 2,931,119 | 32,638 | 21,008 | 9,917 | 210,813 | 484,915 | 294,546 | 1,365,641 | 765,245 | 800,233 |
| United Kingdom | 2,770,413 | 73,051 | 151,991 | 25,071 | 563,536 | 594,375 | 256,343 | 778,101 | 1,040,252 | 952,060 |
| New Zealand | 2,508,422 | 0 | 13,803 | 17,238 | 93,451 | 649,088 | 1,051,921 | 120,749 | 719,304 | 1,668,369 |
| Estonia | 2,468,825 | 479,759 | 6,584 | 0 | 1,686,485 | 11,465 | 3,747 | 2,364,663 | 46,705 | 57,457 |
| Denmark | 2,155,878 | 19,175 | 61,869 | 6,545 | 541,900 | 196,755 | 431,483 | 1,025,569 | 384,469 | 745,840 |
| Austria | 1,735,668 | 2,991 | 11,976 | 0 | 18,091 | 63,569 | 799,423 | 36,055 | 890,496 | 809,117 |
| Indonesia | 1,588,923 | 47,780 | 0 | 0 | 47,780 | 28,828 | 17,339 | 176,149 | 151,087 | 1,261,687 |
| Korea, South | 1,574,583 | 2,874 | 455,639 | 12,014 | 117,916 | 595,432 | 342,406 | 316,510 | 886,885 | 371,188 |
| Finland | 1,548,367 | 0 | 147,944 | 191,556 | 41,570 | 321,887 | 572,090 | 51,932 | 691,409 | 805,026 |
| France | 1,505,734 | 10,338 | 79,387 | 71,411 | 210,981 | 378,121 | 194,484 | 480,298 | 631,620 | 393,816 |
| Bahrain | 1,443,585 | 0 | 0 | 97,500 | 86,322 | 0 | 1,234,421 | 89,643 | 16,274 | 1,337,668 |
| Colombia | 1,419,585 | 0 | 0 | 0 | 0 | 35,138 | 80,600 | 551,041 | 77,242 | 791,302 |
| Jordan | 1,362,062 | 6,208 | 0 | 0 | 53,922 | 4,267 | 853,333 | 75,552 | 193,389 | 1,093,121 |
| Poland | 1,229,149 | 22,711 | 0 | 0 | 176,586 | 159,736 | 38,264 | 319,439 | 509,327 | 400,383 |
| Italy | 1,155,602 | 38,231 | 31,390 | 5,361 | 124,058 | 152,358 | 132,448 | 261,445 | 580,895 | 313,262 |
| Belgium | 1,095,103 | 0 | 0 | 27,740 | 86,539 | 574,221 | 45,055 | 231,523 | 787,932 | 75,648 |
| Turkey | 1,060,722 | 0 | 38,816 | 0 | 15,500 | 38,816 | 50,538 | 57,597 | 836,319 | 166,806 |
| Grand Total | 90,160,643 | 1,555,448 | 2,271,622 | 2,840,129 | 12,401,301 | 11,818,199 | 17,706,037 | 27,203,221 | 23,818,741 | 39,138,681 |
| Percent of All U.S. Exports | 89.34% | 81.82% | 91.85% | 76.73% | 83.10% | 87.00% | 92.14% | 87.53% | 86.77% | 92.33% |

[Back to Top](#)

EasyExport Insights™

PARTS FOR MILITARY SHOTGUNS (US Dollars)

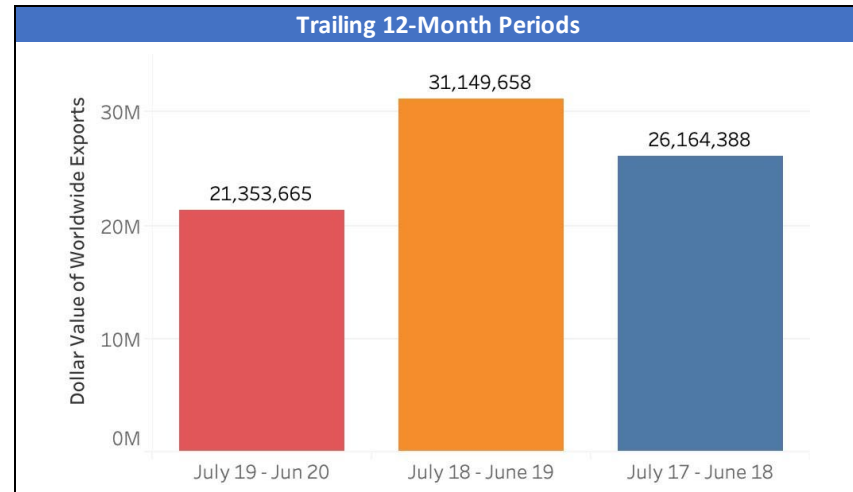
JUNE 2020

| Top 25 Countries | Trailing 36 Mo July 17 - Jun 20 | Current Month | | | Year to Date | | | Trailing 12 Months | | |
|------------------------------------|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------|----------------|
| | | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 | 2020 | 2019 | 2018 |
| Turkey | 450,119 | 0 | 6,115 | 0 | 0 | 373,915 | 0 | 12,794 | 437,325 | 0 |
| Japan | 102,452 | 0 | 36,090 | 25,002 | 0 | 36,090 | 25,002 | 0 | 77,450 | 25,002 |
| Hong Kong | 79,608 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 79,608 |
| Oman | 32,846 | 0 | 0 | 0 | 0 | 0 | 0 | 32,846 | 0 | 0 |
| Belgium | 31,152 | 0 | 0 | 0 | 0 | 31,152 | 0 | 0 | 31,152 | 0 |
| Singapore | 29,822 | 0 | 0 | 14,797 | 0 | 0 | 14,797 | 0 | 0 | 29,822 |
| Australia | 28,383 | 0 | 0 | 0 | 0 | 0 | 11,970 | 0 | 0 | 28,383 |
| Norway | 18,782 | 0 | 0 | 0 | 0 | 0 | 0 | 13,695 | 0 | 5,087 |
| Korea, South | 17,892 | 17,892 | 0 | 0 | 17,892 | 0 | 0 | 17,892 | 0 | 0 |
| United Kingdom | 17,709 | 0 | 0 | 17,709 | 0 | 0 | 17,709 | 0 | 0 | 17,709 |
| Sweden | 17,646 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17,646 | 0 |
| Jordan | 17,327 | 0 | 0 | 0 | 0 | 17,327 | 0 | 0 | 17,327 | 0 |
| Hungary | 16,180 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16,180 |
| Germany | 9,345 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9,345 | 0 |
| Malaysia | 3,894 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,894 |
| Ukraine | 3,144 | 0 | 0 | 0 | 0 | 0 | 3,144 | 0 | 0 | 3,144 |
| Grand Total | 876,301 | 17,892 | 42,205 | 57,508 | 17,892 | 458,484 | 72,622 | 77,227 | 590,245 | 208,829 |
| Percent of All U.S. Exports | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

[Back to Top](#)

SPOTLIGHT ON PARTS FOR REVOLVERS AND PISTOLS JUNE 2020

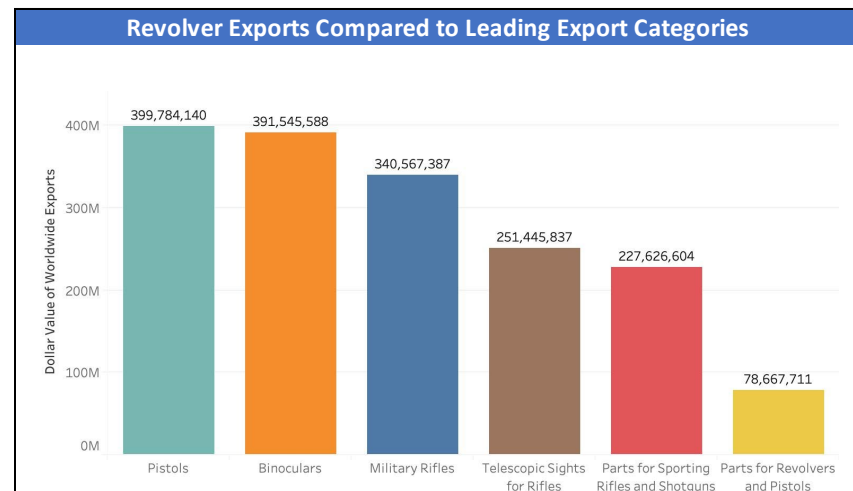
| U.S. Export Controls | |
|------------------------------------|--|
| ECCN | 0A501; Subsections, c, d, e, x and y |
| Schedule B No. | 9305.10.0010 9305.10.0090 |
| Is export license required? | Yes, except for 0A501.y items |
| LVS exception available? | Yes; 0A501.e available only for Canada |
| Is import permit required? | Not required for exporter; Requirements for importer vary widely by country |
| AES filing required? | Yes, if shipment requires license; Otherwise no unless over \$2,500 for one Sched B No. |
| Shipping restrictions: | Ability to ship by USPS depends on destination country regulations but USPS can be used for many countries |



10 Best Markets for Future Growth

| Country | Score | Avg All Imports | Avg US Imports | US % of Imports | Maximum Avg Tariff | Cost to Import |
|-------------|-------|-----------------|----------------|-----------------|--------------------|----------------|
| Canada | 94.5 | \$8,165,570 | \$5,987,286 | 73% | 0% | \$335 |
| Germany | 51.2 | \$11,002,260 | \$1,352,197 | 12% | 3.2% | \$0 |
| Australia | 43.8 | \$1,656,580 | \$751,083 | 45% | 0% | \$639 |
| Philippines | 40 | \$5,038,539 | \$1,304,857 | 26% | 15% | \$630 |
| Italy | 39.8 | \$4,460,726 | \$1,423,086 | 32% | 3.2% | \$0 |
| Japan | 38.8 | \$1,585,112 | \$1,494,707 | 94% | 6.9% | \$406 |
| South Korea | 35.9 | \$511,518 | \$251,882 | 49% | 0% | \$342 |
| Costa Rica | 35.9 | \$74,447 | \$50,422 | 68% | 0% | \$495 |
| Portugal | 35.1 | \$1,415,448 | \$1,028 | 0.1% | 3.2% | \$0 |
| Sweden | 34.3 | \$747,597 | \$241,330 | 32% | 3.2% | \$0 |

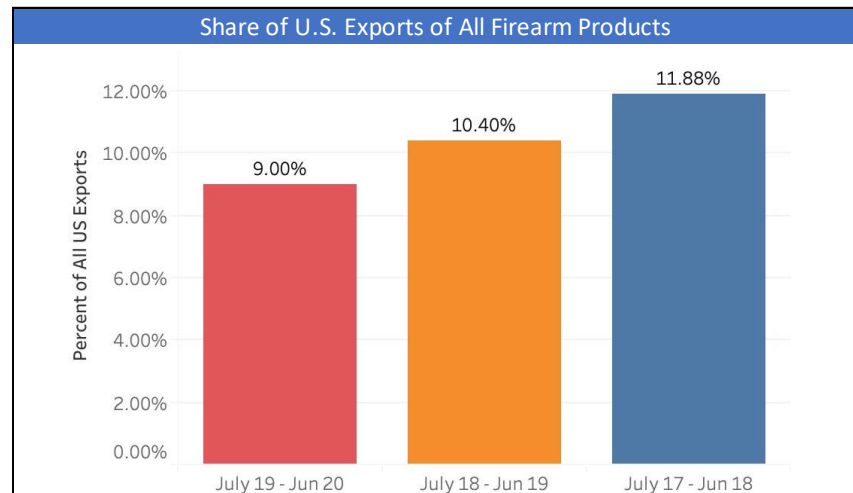
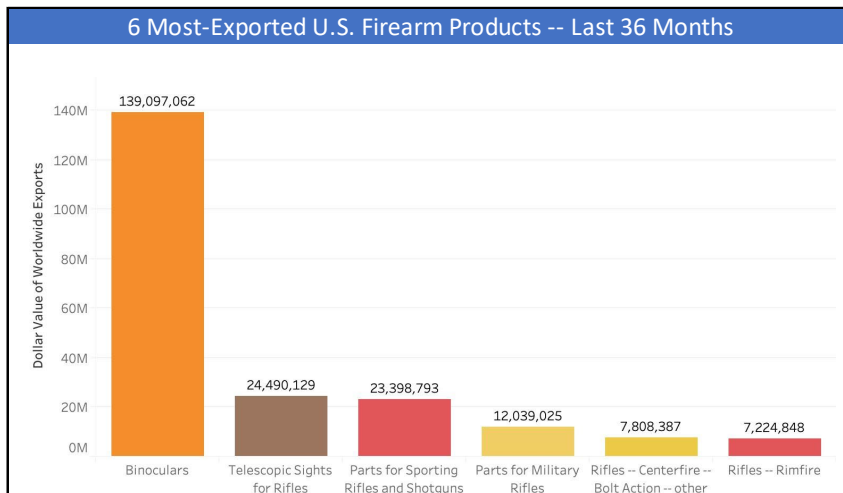
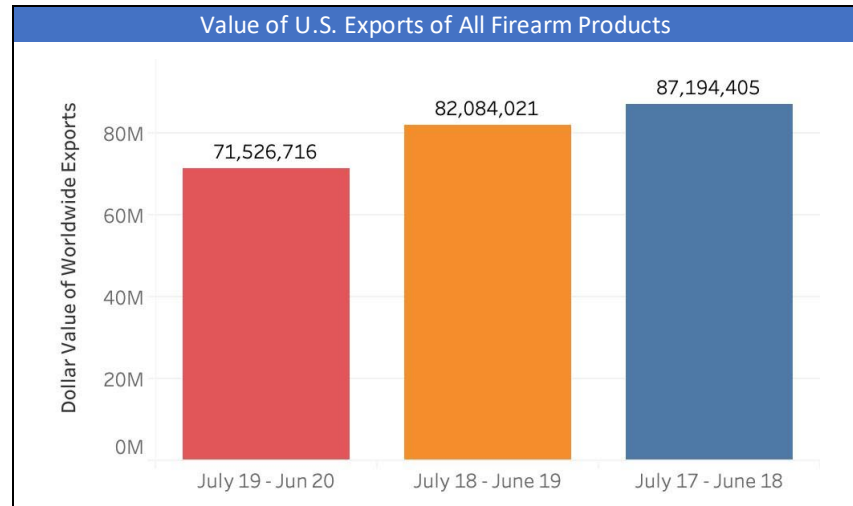
[Learn more about results displayed in this table](#)



[Back to Top](#)

SPOTLIGHT ON AUSTRALIA JUNE 2020

| Export-Import Controls | |
|---|--|
| EasyExport Primary Country | Yes |
| Export license required for sporting shotguns? | No if barrel length ≥ 18"; Yes if barrel length < 18" |
| Export license req'd for optics? | No, except for ECCN 0A504.i |
| Gun parts requiring import permit | Gas piston, friction ring, action bar, breech bolt, breech block; Barrel; Trigger mechanism; Frame, receiver; Slide; Upper/Lower Receiver Revolving cylinder; Bolt carrier; Folding or adjustable stock; Magazines |
| Optics requiring import permit | Lasers stronger than 1mW require permit; no permit req'd otherwise |
| Goods & Services Tax (GST) | 10% |
| Import duties | 0 for U.S. origin goods |
| IPC (> \$1,000 and < \$10,000 AUD) | \$50 (electronic) or \$90 AUD (documentary) |
| IPC for shipments > \$10,000 AUD | \$152 (electronic) or \$192 AUD (documentary) |



[Back to Top](#)

Sources of Our Data

EasyExport Insights™ *Monthly Reports* are derived from data published monthly by the U.S. Census Bureau and available [here](#).

The 2020 Schedule B classification list can be found [here](#). The Schedule B product categories covered in our monthly reports are as follows:

| Product Category | Schedule B No. |
|--|------------------------------|
| Handguns | |
| Pistols | 9302.00.0040 9302.00.0090 |
| Revolvers | 9302.00.0020 |
| Sporting Rifles | |
| Centerfire – Autoloading | 9303.30.7010 |
| Centerfire – Bolt Action – Single-Shot | 9303.30.7012 |
| Centerfire – Bolt Action – Other | 9303.30.7017 |
| Centerfire – Other | 9303.30.7025 |
| Rimfire | 9303.30.7030 |
| Sporting Shotguns | |
| Shotguns – Pump Action | 9303.20.0030 |
| Shotguns -- Other | 9303.20.0035 |
| Combination Rifle-Shotguns | 9303.20.0080 |
| Military Rifles and Shotguns | |
| Military Rifles | 9301.90.3000 |
| Military Shotguns | 9301.90.6000 |
| Muzzle-Loading Firearms | |
| Muzzle-Loading Firearms | 9303.10.0000 |
| Spring, Air and Gas Guns | |
| Spring, Air and Gas Guns | 9304.00.0000 |
| Optics | |
| Telescopic Sights for Rifles | 9013.10.2000 |
| Binoculars | 9005.10.0040 9005.10.0080 |

| Product Category | Schedule B No. |
|--|------------------------------|
| Parts | |
| Parts for Revolvers and Pistols | 9305.10.0010 9305.10.0090 |
| Parts for Sporting Rifles and Shotguns | 9305.20.1000 9305.20.9000 |
| Parts for Military Rifles | 9305.91.1000 |
| Parts for Military Shotguns | 9305.91.2000 |

In our *Monthly Reports* for individual product categories, we rank markets by total exports over the preceding 36 months. Annual exports can fluctuate significantly, so we believe that a three-year look-back provides a truer picture of countries' relative rankings as export markets for U.S. firearms and related products.

One table in our *Spotlight on Products* report incorporates output from a market diversification tool that is available at the International Trade Administration [website](#). The tool uses only the first six digits of the Schedule B number, so the output is not as precise as our other reports. On the other hand, the tool's analysis encompasses a number of factors other than historical export data. Our table should be used as an additional data point for developing international growth strategies.

Grow Your Export reports, available to EasyExport customers, draw on EasyExport proprietary data generated in the course of operations. Combined with the data available from the U.S. Government sources, *Grow Your Export* reports give EasyExport customers unique insights into opportunities to increase exports of their product lines.

[Back to Top](#)