



EasyExport™

EasyExport Insights™

No. 3

July 2020

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

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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 to learn more.

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Small Market or Untapped Market?

According to this month's *EasyExport Insights*, exports of rimfire rifles to the rest of the world have averaged just over \$14 million per year over the last 36 months. (See page 3 below).

What does that number tell us about the worldwide market potential for American-made rimfire rifles? Is the global opportunity really that small or is the actual potential merely untapped?

The table below shows the U.S. share of all sporting rifles (all types and calibers, centerfire and rimfire) imported into the five countries that currently import the most American-made rimfire rifles (see page 11):

Market	Total Imports	U.S. Share of Imports
Canada	\$67,262,515	60.4%
Australia	\$22,773,081	14.4%
Germany	\$15,585,448	38.0%
New Zealand	\$7,307,355	40.5%
France	\$28,668,002	18.6%

Source: <https://beta.trade.gov/MarketDiversificationTool#1>

Keeping in mind that the data in the table shows imports of all sporting rifles, not just rimfire rifles, what does the table tell us?

1. Canada is the largest market, but the 60.4% U.S. market share suggests that our products already have a big share of the market.

2. Australia and France, on the other hand, together import over \$50 million annually to Canada's \$67 million, but the U.S. market share is below 20% in both countries.

3. If Canada is an example of market penetration potential for U.S. products, there may be untapped potential in Germany and New Zealand as well as Australia and France.

Extraneous factors like differences in currency exchange rates and import costs (duties, taxes and other charges) can affect why U.S. products fare well in one market but not another, but the table indicates wide disparities in U.S. market penetration. In at least two countries, perhaps four, there seems to be room to grow.

Consider, finally, that even though U.S. market penetration in Canada is already excellent, the tool we used to create the table ranks Canada at the top of the list for growth potential.

Untapped Potential

Bottom line: there seems to be plenty of room for U.S. products to increase their penetration of select international markets, especially with new export regulations and the coming of ecommerce to international transactions in the firearms industry.

If you're wondering how to translate international market data into international sales, please see the [blog](#) we have posted concurrently with this issue of *EasyExport Insights*.

Jeff Grody
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WORLDWIDE EXPORTS (US Dollars)

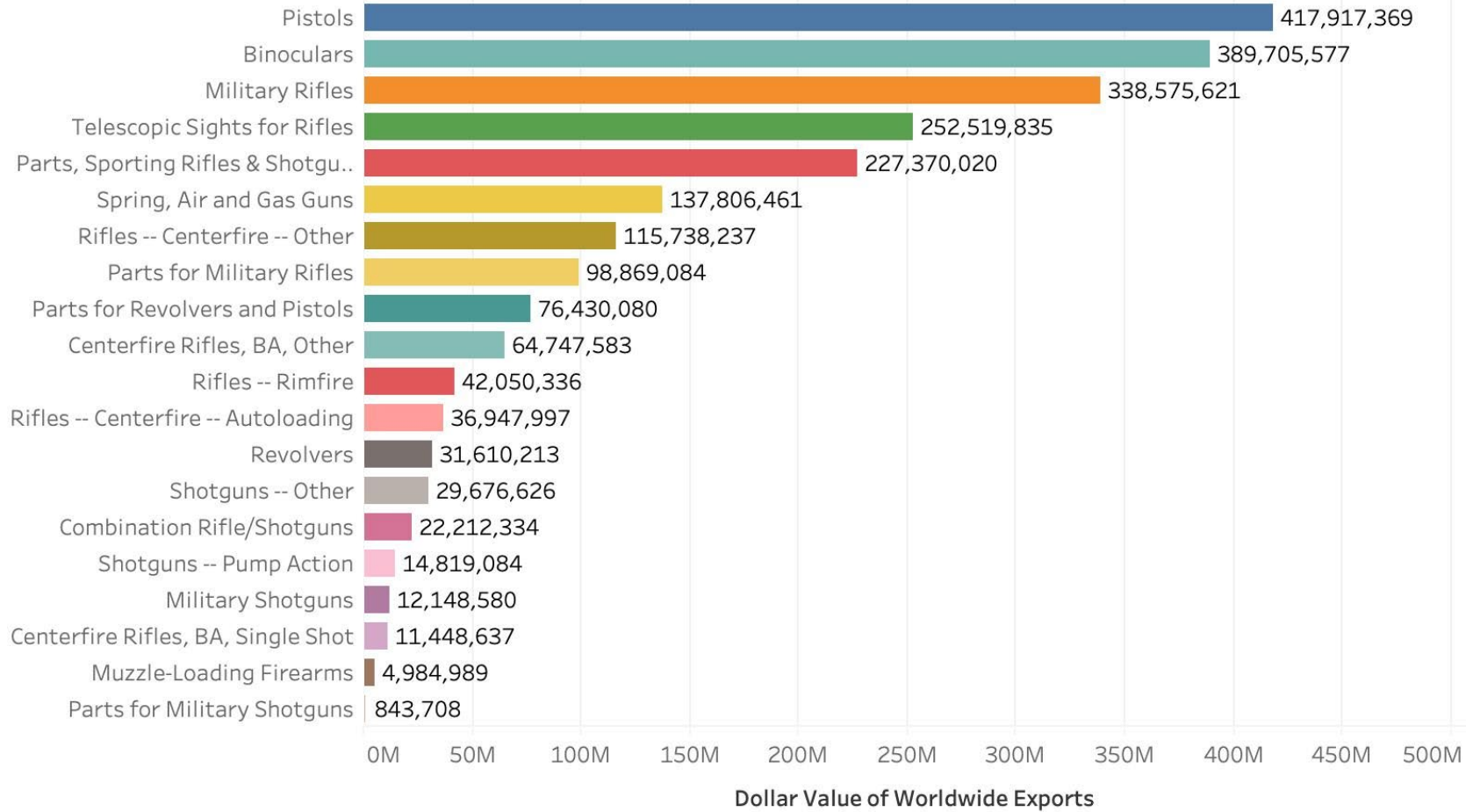
JULY 2020

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	24,977,450	8,010,061	19,304,622	101,558,190	48,891,625	89,395,519	148,485,221	121,058,102	148,374,046	139,305,790
Revolvers	726,564	1,008,841	550,380	5,177,636	5,302,082	5,007,111	11,416,554	10,834,737	9,358,922	10,536,738
Sporting Rifles										
Rifles -- Centerfire -- Autoloading	1,100,860	968,343	862,073	6,673,205	7,814,808	6,300,265	12,630,523	12,615,902	11,701,572	12,315,999
Rifles -- Centerfire -- Bolt Action -- single shot	187,372	307,829	720,756	1,124,384	2,004,382	2,273,438	2,384,970	2,948,157	6,115,510	3,816,212
Rifles -- Centerfire -- Bolt Action -- other	1,726,256	1,902,557	1,805,728	10,418,394	14,276,722	14,685,013	19,301,100	21,959,974	23,486,509	21,582,528
Rifles -- Centerfire -- Other	3,159,876	2,875,962	2,872,702	24,529,290	22,834,893	25,605,430	38,288,406	40,335,662	37,114,169	38,579,412
Rifles -- Rimfire	1,526,644	2,064,193	1,479,989	6,719,485	9,777,871	7,914,438	12,894,720	15,630,309	13,525,307	14,016,779
Sporting Shotguns										
Shotguns -- Pump Action	329,048	514,754	1,189,088	1,902,033	2,710,187	3,404,597	3,944,192	5,406,598	5,468,294	4,939,695
Shotguns -- Other	834,164	687,358	883,257	5,898,477	5,815,360	6,667,705	11,651,658	8,646,775	9,378,193	9,892,209
Combination Rifle/Shotguns	419,791	636,048	812,804	4,624,610	4,941,918	5,678,992	6,130,802	7,641,759	8,439,773	7,404,111
Military Rifles and Shotguns										
Military Rifles	2,534,669	4,781,334	2,009,164	91,985,034	47,366,109	25,780,847	186,141,095	85,971,451	66,463,075	112,858,540
Military Shotguns	113,312	401,433	271,551	536,442	3,556,660	2,601,465	1,509,443	6,228,845	4,410,292	4,049,527
Muzzle-Loading Firearms										
Muzzle-Loading Firearms	40,863	207,140	109,620	461,667	931,674	1,056,368	882,008	2,538,987	1,563,994	1,661,663
Spring, Air and Gas Guns										
Spring, Air and Gas Guns	3,980,756	3,185,845	4,428,022	27,176,918	26,129,271	26,068,383	45,876,060	43,441,585	48,488,816	45,935,487
Optics										
Binoculars	6,474,670	7,196,572	6,457,547	53,521,985	71,337,753	69,334,848	113,923,567	156,257,717	119,524,293	129,901,859
Telescopic Sights for Rifles	6,627,411	6,137,148	9,225,109	46,065,195	54,743,384	54,869,942	76,640,505	86,050,944	89,828,386	84,173,278
Parts										
Parts for Revolvers and Pistols	1,647,351	2,371,381	4,736,113	13,143,506	13,055,518	16,623,800	20,629,635	28,784,926	27,015,519	25,476,693
Parts for Sporting Rifles and Shotguns	4,893,758	5,112,747	9,249,691	37,831,625	52,440,692	47,899,926	63,558,550	86,071,587	77,739,883	75,790,007
Parts for Military Rifles	1,555,526	4,973,074	3,608,876	16,478,596	18,557,823	22,825,127	27,661,451	28,814,309	42,393,324	32,956,361
Parts for Military Shotguns			17,646	17,892	458,484	90,268	77,227	572,599	193,882	281,236
Grand Total	62,856,341	53,342,620	70,594,738	455,844,564	412,947,216	434,083,482	804,027,687	771,810,925	750,583,759	775,474,124

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

Leading US Exports -- Last 36 Months



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PISTOLS (US Dollars)

JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Thailand	117,946,024	13,161,251	715,415	6,801,162	42,175,356	5,010,575	41,759,216	49,456,600	22,680,638	58,606,788
Canada	71,227,467	1,207,643	2,372,760	3,475,310	12,878,328	14,602,464	16,803,894	20,269,195	24,586,694	26,561,179
Philippines	36,437,147	1,969,504	134,333	234,276	3,220,874	1,684,818	1,982,725	6,132,001	26,739,834	5,416,658
Mexico	28,852,125	0	193,424	5,600	19,627,437	770,779	131,546	26,881,333	1,587,374	348,918
United Arab Emirates	12,003,984	5,081	0	4,352,670	132,699	198,039	6,166,145	617,049	698,072	10,663,792
Germany	10,973,320	99,567	133,593	440,526	1,440,655	1,877,400	3,042,028	2,276,559	4,063,341	4,164,056
Indonesia	8,286,634	92,200	55,231	272,788	536,089	1,241,133	551,121	1,622,564	2,263,230	4,162,918
Belgium	7,590,870	27,334	70,218	21,417	253,260	1,372,296	825,421	1,484,135	3,013,546	2,228,496
Afghanistan	7,575,263	586,230	1,136,113	0	1,683,863	3,032,234	1,575,770	3,058,895	3,129,065	1,973,533
Brazil	7,310,419	74,967	68,687	1,428,015	1,056,982	751,957	1,553,245	4,426,464	1,287,130	1,664,672
Israel	6,481,210	172,951	188,495	5,845	439,228	796,011	786,918	1,500,266	1,502,311	2,935,227
Switzerland	6,314,333	144,839	172,480	107,783	1,141,284	928,376	998,154	2,188,536	1,918,269	1,954,872
Guatemala	6,069,534	301,603	58,409	313,809	1,354,766	1,064,103	1,203,692	2,739,948	1,880,396	1,706,238
Italy	5,769,677	134,223	217,316	311,939	1,388,673	931,520	1,049,853	1,928,216	2,077,806	1,769,535
Australia	5,665,739	137,000	117,562	162,881	1,037,805	714,568	872,580	1,442,039	2,089,641	2,195,826
El Salvador	5,125,154	0	28,123	81,430	142,202	609,372	941,338	446,730	1,299,825	3,330,452
France	4,736,110	140,724	221,763	53,634	379,527	825,890	812,661	861,799	1,575,389	2,257,692
Paraguay	4,020,218	0	0	0	0	0	1,083,595	0	0	3,062,557
Denmark	3,159,654	0	0	37,972	15,677	2,645,738	71,100	114,251	2,792,937	229,918
Lebanon	3,146,360	8,481	961,600	3,108	14,849	1,004,767	103,227	1,806,627	1,008,087	340,127
South Africa	2,959,947	36,678	30,873	189,972	287,405	816,429	437,198	694,224	1,092,381	1,207,144
Costa Rica	2,933,890	63,298	108,051	54,307	519,839	579,254	627,954	984,337	1,073,363	908,172
Ukraine	2,143,145	57,324	12,290	17,480	585,119	336,434	285,253	1,098,097	696,578	361,333
Poland	1,909,289	8,286	8,599	72,097	296,206	284,207	400,395	659,007	557,799	639,191
Tunisia	1,816,624	3,307,200	59,789	40,283	3,340,272	1,627,123	59,489	3,396,032	1,668,303	59,489
Grand Total	370,454,137	21,736,384	7,065,124	18,484,304	93,948,395	43,705,487	84,124,518	136,084,904	111,282,009	138,748,783
Percent of All U.S. Exports	88.64%	87.02%	88.20%	95.75%	92.51%	89.39%	94.10%	91.65%	91.92%	93.51%

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REVOLVERS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Thailand	8,260,533	264,260	175,496	120,627	2,261,194	1,058,860	1,106,786	4,325,460	1,984,053	1,951,020
Germany	5,202,542	18,345	574,309	53,702	763,227	1,556,933	585,963	1,986,684	2,413,994	801,864
France	2,469,508	212,260	41,498	21,740	333,284	217,075	358,584	1,062,724	897,593	509,191
Belgium	2,287,807	75,356	7,373	0	83,086	59,292	541,481	318,596	192,537	1,776,674
Italy	1,867,896	19,083	40,136	8,940	98,825	206,143	208,480	504,813	1,017,613	345,470
Switzerland	1,685,169	48,398	31,058	153,931	321,310	369,778	373,636	628,935	602,273	453,961
Australia	1,348,143	0	27,112	47,655	213,299	212,051	261,985	404,163	317,863	626,117
Austria	917,614	8,463	0	11,721	20,836	184,305	86,842	298,995	512,346	106,273
Norway	827,716	2,610	14,275	0	42,857	109,564	250,760	172,189	189,602	465,925
Philippines	782,873	22,587	0	40,177	395,972	0	125,694	461,447	89,728	231,698
Czech Republic	620,923	17,221	14,717	12,258	54,004	153,362	72,468	83,512	445,335	92,076
Argentina	558,014	0	26,770	3,380	11,978	39,806	43,137	65,172	311,110	181,732
Korea, South	383,445	0	0	0	124,540	0	258,905	124,540	0	258,905
Sweden	306,513	4,956	9,412	0	29,706	85,640	24,375	61,606	186,059	58,848
Hong Kong	272,500	0	0	0	0	135,000	137,500	0	135,000	137,500
Poland	243,375	3,134	0	4,892	38,990	66,213	34,690	85,165	111,225	46,985
Denmark	220,524	0	0	0	25,885	39,325	0	39,907	108,589	72,028
Guatemala	215,344	0	0	0	17,245	5,116	9,130	138,713	20,737	55,894
Slovakia	211,154	0	0	28,846	35,499	70,112	40,839	59,129	75,180	76,845
New Zealand	205,321	9,463	15,022	0	26,976	21,418	22,193	113,815	62,744	28,762
Paraguay	193,565	0	0	0	0	0	37,808	0	0	193,565
Bulgaria	157,291	0	0	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	0	69,205	0	12,005	69,205	64,350	12,005
South Africa	138,467	5,774	0	0	13,531	78,442	9,280	20,110	90,365	27,992
Grand Total	29,678,807	711,910	977,178	507,869	4,989,599	4,719,552	4,602,541	11,087,145	9,896,051	8,695,611
Percent of All U.S. Exports	93.89%	97.98%	96.86%	92.28%	96.37%	89.01%	91.92%	97.11%	91.34%	92.91%

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RIFLES -- CENTERFIRE -- AUTOLOAD (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Poland	3,195,714	203,622	68,563	167,725	693,821	685,311	655,250	1,001,109	1,129,936	1,064,669
Switzerland	3,133,582	185,898	63,105	73,708	637,200	813,705	495,765	1,262,351	1,094,274	776,957
France	2,883,515	198,898	119,080	74,062	854,756	632,176	557,250	1,129,525	938,897	815,093
Germany	2,654,028	26,034	0	31,071	428,661	448,193	503,625	1,069,046	724,875	860,107
South Africa	2,617,626	87,128	20,700	29,367	114,895	796,656	268,105	373,863	1,183,620	1,060,143
Ukraine	1,758,959	0	0	25,657	435,631	331,428	196,444	720,220	663,589	375,150
Italy	1,546,536	47,090	133,034	0	150,513	415,688	165,679	447,572	685,824	413,140
Finland	1,499,514	5,658	127,991	35,524	209,039	364,042	391,448	387,498	474,474	637,542
El Salvador	1,327,183	0	0	0	0	19,046	606,645	2,917	30,321	1,293,945
Belgium	1,210,780	11,930	14,034	16,385	108,735	105,462	284,968	496,156	191,360	523,264
Sweden	1,128,375	49,619	181,733	32,579	279,786	459,189	94,731	406,771	582,228	139,376
New Zealand	1,057,212	47,200	0	51,541	242,800	191,874	209,652	242,800	433,801	380,611
Chile	1,013,103	0	0	0	0	997,461	0	3,492	997,461	12,150
Czech Republic	979,478	15,693	6,810	77,349	97,496	128,148	251,642	234,798	318,404	426,276
Brazil	973,751	8,982	137,750	0	249,074	332,500	0	443,901	529,850	0
Mexico	909,119	0	0	0	0	0	115,121	597,200	27,720	284,199
Afghanistan	839,000	0	0	0	839,000	0	0	839,000	0	0
Philippines	638,146	3,470	17,435	11,305	135,986	94,184	58,359	256,126	311,227	70,793
Thailand	625,764	32,070	8,910	12,350	267,944	83,792	75,211	352,971	164,162	108,631
Indonesia	529,762	0	0	30,995	0	81,520	196,433	0	115,415	414,347
Paraguay	493,094	0	0	0	0	0	235,675	0	0	493,094
Kazakhstan	461,764	63,000	0	0	151,349	10,020	135,550	225,198	76,800	159,766
Austria	416,746	2,611	0	0	16,532	0	0	19,154	369,980	27,612
Sri Lanka	400,000	0	0	0	0	0	0	400,000	0	0
Argentina	345,647	0	28,622	18,842	28,902	66,305	94,343	58,229	179,355	108,063
Grand Total	32,638,398	988,903	927,767	688,460	5,942,120	7,056,700	5,591,896	10,969,897	11,223,573	10,444,928
Percent of All U.S. Exports	88.34%	89.83%	95.81%	79.86%	89.04%	90.30%	88.76%	86.85%	88.96%	89.26%

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

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Australia	1,968,455	28,365	48,577	15,482	140,704	266,578	480,324	312,129	492,703	1,163,623
United Arab Emirates	1,659,681	8,356	0	655,812	8,356	728,388	918,137	8,356	728,388	922,937
Germany	1,245,814	0	0	0	13,017	79,720	128,652	13,017	137,727	1,095,070
Thailand	641,668	103,972	53,506	0	286,256	111,504	88,377	341,558	202,913	97,197
France	600,306	0	42,250	0	23,351	142,400	46,973	28,990	245,762	325,554
South Africa	488,187	15,074	0	0	21,074	40,194	101,827	25,099	91,665	371,423
Switzerland	476,553	0	0	0	59,702	62,696	43,116	144,452	138,290	193,811
New Zealand	417,310	0	0	0	112,636	16,791	21,092	173,234	29,006	215,070
Sweden	393,586	0	5,574	24,375	53,780	32,469	35,064	240,435	35,969	117,182
United Kingdom	355,512	3,158	0	0	7,908	19,069	119,427	36,811	69,827	248,874
Indonesia	348,076	0	0	0	29,375	15,445	16,808	266,249	33,027	48,800
Ukraine	305,948	0	38,998	0	22,882	38,998	42,346	22,882	91,166	191,900
Kazakhstan	298,531	0	29,551	0	17,966	74,899	99,740	60,657	74,899	162,975
Mexico	270,817	0	21,525	0	57,715	53,176	0	57,715	112,188	100,914
Austria	218,180	0	0	0	0	73,695	11,181	0	82,365	135,815
Japan	185,862	0	3,531	2,539	42,733	48,440	9,576	96,176	76,567	13,119
Italy	183,373	19,564	0	6,065	42,573	0	31,895	110,424	7,732	65,217
Argentina	177,009	0	0	0	20,367	32,814	6,145	20,367	36,264	120,378
Ireland	172,529	0	0	0	0	7,000	0	140,700	7,000	24,829
Spain	130,633	0	0	0	28,712	4,903	0	43,145	10,643	76,845
Belgium	128,207	0	32,328	0	6,099	45,333	0	13,666	45,333	69,208
Namibia	105,875	0	0	0	0	0	0	0	54,406	51,469
Norway	99,615	0	0	0	62,445	0	2,740	62,445	0	37,170
Bulgaria	75,425	3,823	0	0	16,512	0	0	50,343	0	25,082
Greece	43,555	0	31,989	5,755	0	31,989	5,755	0	31,989	11,566
Grand Total	10,990,707	182,312	307,829	710,028	1,074,163	1,926,501	2,209,175	2,268,850	2,835,829	5,886,028
Percent of All U.S. Exports	96.00%	97.30%	100.00%	98.51%	95.53%	96.11%	97.17%	95.13%	96.19%	96.25%

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

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	10,854,080	158,182	188,616	346,099	2,486,272	2,525,051	2,447,810	3,509,775	3,654,970	3,689,335
Germany	8,172,345	511,654	409,184	400,520	1,431,149	2,549,260	1,914,154	2,217,957	3,089,116	2,865,272
Australia	7,665,788	20,925	158,446	89,958	1,160,169	1,425,465	1,653,398	2,316,799	2,725,567	2,623,422
France	4,010,610	80,094	61,473	191,942	334,742	830,493	1,399,347	843,294	1,314,947	1,852,369
South Africa	3,416,294	65,040	2,739	0	139,584	1,212,140	1,139,435	225,590	1,612,077	1,578,627
New Zealand	2,600,714	91,895	240,308	74,756	546,003	419,460	401,014	1,076,583	667,935	856,196
Ukraine	2,295,981	0	6,290	3,148	293,177	339,388	480,842	553,260	724,731	1,017,990
Thailand	2,120,993	28,510	53,590	0	355,650	595,207	84,168	849,200	906,109	365,684
United Kingdom	1,881,593	0	22,300	17,050	162,706	318,003	495,476	470,351	722,133	689,109
Italy	1,859,905	119,780	152,645	30,383	293,103	521,918	395,633	465,389	811,344	583,172
Argentina	1,420,596	12,323	22,018	113,908	205,551	139,675	717,807	349,243	186,759	884,594
Poland	1,350,980	103,579	31,888	68,053	276,799	139,377	444,925	376,198	330,719	644,063
Spain	1,111,451	0	0	0	193,646	214,825	137,975	527,984	309,330	274,137
Indonesia	1,065,978	0	0	51,379	116,874	307,082	64,479	430,471	476,296	159,211
Oman	1,064,987	0	0	0	0	0	273,763	0	0	1,064,987
Belgium	963,246	12,010	55,814	11,194	395,418	158,938	39,989	638,783	223,971	100,492
United Arab Emirates	912,550	0	24,730	0	43,278	50,836	367,990	213,941	96,385	602,224
Hungary	868,632	0	27,260	0	147,783	101,959	181,379	243,867	272,909	351,856
Switzerland	868,245	15,706	32,654	52,277	208,957	208,594	191,210	340,460	291,515	236,270
Norway	747,479	32,760	33,470	44,763	140,449	201,661	133,737	264,704	259,230	223,545
Brazil	695,072	91,890	8,607	5,685	216,562	82,874	40,698	488,942	140,153	65,977
Austria	622,089	70,454	0	17,340	137,293	158,175	73,664	311,520	207,213	103,356
Czech Republic	572,557	7,303	0	4,936	106,903	102,614	135,630	219,576	173,804	179,177
Denmark	509,913	2,972	0	6,212	55,312	32,585	130,864	115,084	77,370	317,459
Greenland	502,157	85,407	0	0	85,407	75,353	29,368	230,767	214,893	56,497
Grand Total	58,154,235	1,510,484	1,532,032	1,529,603	9,532,787	12,710,933	13,374,755	17,279,738	19,489,476	21,385,021
Percent of All U.S. Exports	89.82%	87.50%	80.52%	84.71%	91.50%	89.03%	91.08%	89.53%	88.75%	91.05%

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RIFLES -- CENTERFIRE -- OTHER (US Dollars)
JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	98,924,083	2,765,772	2,043,443	2,466,346	21,645,436	19,559,887	22,376,623	32,951,021	32,985,303	32,987,759
Australia	5,175,712	39,834	247,879	0	559,237	1,168,772	1,464,233	1,286,251	1,906,912	1,982,549
Oman	2,246,644	0	0	0	0	0	0	0	2,246,644	0
Germany	1,943,807	66,457	61,633	160,816	502,112	399,299	370,865	847,462	650,316	446,029
France	1,669,135	103,510	55,420	24,308	620,240	319,012	303,082	970,538	363,456	335,141
New Zealand	923,786	0	154,539	28,858	239,424	197,470	135,555	522,997	237,060	163,729
United Kingdom	892,447	0	0	14,539	90,659	108,052	271,463	274,389	270,205	347,853
Italy	596,827	13,302	31,759	68,707	108,993	144,551	111,844	237,389	247,594	111,844
Denmark	494,628	12,417	71,808	10,575	65,512	91,249	141,364	234,463	108,869	151,296
Switzerland	291,591	34,054	34,758	0	102,471	96,687	14,241	141,421	130,568	19,602
Norway	237,590	8,770	6,907	0	63,468	79,609	43,639	73,279	117,546	46,765
Czech Republic	204,296	27,150	0	0	42,103	56,861	32,088	84,992	83,384	35,920
South Africa	196,758	0	0	0	56,311	91,346	41,829	56,311	91,346	49,101
Ukraine	179,899	0	7,186	0	15,007	17,865	3,950	33,172	142,777	3,950
Belgium	179,564	39,838	46,602	23,403	39,838	77,437	29,484	47,063	97,386	35,115
Spain	167,105	0	0	0	43,858	30,929	33,956	70,436	52,511	44,158
Thailand	150,138	0	14,838	0	33,456	26,408	13,241	97,064	39,833	13,241
Finland	130,302	32,118	0	5,117	32,118	62,861	22,777	32,118	71,513	26,671
Argentina	125,671	0	0	9,626	67,356	0	58,315	67,356	0	58,315
Sweden	108,078	0	0	0	88,908	0	8,596	88,908	10,574	8,596
Indonesia	102,959	0	0	0	0	0	0	0	102,959	0
Guatemala	79,030	0	0	0	0	0	12,334	0	8,329	70,701
Poland	66,550	0	0	0	0	63,007	0	0	66,550	0
Chile	62,748	0	0	3,704	14,855	15,316	8,068	23,758	22,286	16,704
Georgia	58,262	0	0	0	8,542	49,720	0	8,542	49,720	0
Grand Total	115,207,610	3,143,222	2,776,772	2,815,999	24,439,904	22,656,338	25,497,547	38,148,930	40,103,641	36,955,039
Percent of All U.S. Exports	99.54%	99.47%	96.55%	98.03%	99.64%	99.22%	99.58%	99.64%	99.42%	99.57%

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RIFLES -- RIMFIRE (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	14,843,175	340,442	448,003	436,927	2,597,326	2,587,253	3,122,542	4,426,219	4,378,236	6,038,720
Australia	6,967,925	60,663	550,679	255,962	562,424	3,105,331	1,106,045	1,144,756	4,406,835	1,416,334
Germany	2,718,531	77,091	131,354	229,432	383,705	869,036	654,728	687,659	1,162,835	868,037
New Zealand	2,198,924	123,684	326,996	87,155	603,942	453,306	322,447	1,054,225	613,046	531,653
France	1,862,167	133,628	9,778	108,747	226,610	387,844	440,140	565,694	784,198	512,275
Thailand	1,486,284	8,222	72,979	17,743	328,419	315,268	173,654	631,245	505,229	349,810
United Kingdom	1,465,332	15,626	18,990	54,721	198,465	124,082	312,461	627,764	431,277	406,291
Mexico	1,389,196	451,063	34,790	0	584,041	144,019	44,887	1,006,132	318,911	64,153
Sweden	819,286	70,537	27,290	113,100	77,458	118,787	199,387	298,552	203,640	317,094
Guatemala	718,949	0	147,762	0	0	187,808	187,437	103,154	306,185	309,610
Belgium	688,534	0	11,982	0	73,504	57,838	39,001	258,411	93,782	336,341
Ukraine	672,234	64,420	0	0	221,615	84,684	3,786	403,001	143,544	125,689
Argentina	662,268	0	34,542	41,666	62,678	86,180	180,861	118,043	228,017	316,208
Switzerland	432,859	26,472	22,876	18,310	120,243	132,838	102,747	158,701	151,249	122,909
Philippines	395,465	7,814	20,471	45,760	54,184	49,009	125,397	84,251	130,755	180,459
South Africa	369,124	0	0	0	0	132,491	62,088	0	202,879	166,245
Spain	364,856	0	0	0	7,083	133,766	55,635	55,872	208,744	100,240
Austria	349,958	5,139	0	13,584	39,156	69,458	34,908	165,110	124,102	60,746
Italy	331,019	9,514	36,653	2,995	25,009	126,948	69,328	75,917	172,026	83,076
Greenland	282,777	73,614	6,292	0	73,614	20,362	0	193,814	79,132	9,831
Norway	253,834	0	40,926	0	23,757	59,868	51,488	35,109	148,266	70,459
Paraguay	231,463	0	0	0	0	0	108,541	0	0	231,463
Poland	223,521	2,555	0	11,514	11,932	66,944	29,309	92,770	89,199	41,552
Finland	195,551	12,327	0	8,662	58,235	22,974	40,002	80,971	39,046	75,534
United Arab Emirates	190,059	0	0	0	0	0	61,369	3,197	23,855	163,007
Grand Total	40,113,291	1,482,811	1,942,363	1,446,278	6,333,400	9,336,094	7,528,188	12,270,567	14,944,988	12,897,736
Percent of All U.S. Exports	95.39%	97.13%	94.10%	97.72%	94.25%	95.48%	95.12%	95.16%	95.62%	95.36%

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SHOTGUNS -- PUMP ACTION (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Ukraine	1,559,392	205,513	162,303	313,702	257,116	266,139	354,249	400,087	513,103	646,202
Thailand	1,448,407	13,024	32,151	108,002	295,896	254,061	276,697	527,938	514,512	405,957
Poland	1,172,284	0	37,475	189,460	59,072	143,630	270,880	146,844	335,624	689,816
Germany	961,296	0	52,985	11,199	18,731	258,661	89,244	451,084	365,463	144,749
Oman	944,000	0	0	0	0	0	0	0	944,000	0
Ghana	889,179	0	0	0	359,000	399,933	118,354	359,000	411,825	118,354
Argentina	513,300	0	19,188	0	18,091	19,188	134,930	25,685	165,822	321,793
Bangladesh	494,077	0	0	258,963	0	0	423,658	23,612	37,832	432,633
Guatemala	475,233	0	0	19,950	0	80,923	212,558	104,142	80,923	290,168
United Kingdom	400,941	21,098	0	57,489	146,023	61,254	84,082	160,618	85,362	154,961
Switzerland	375,212	7,183	27,657	11,391	49,305	71,878	49,259	156,495	148,468	70,249
New Zealand	365,739	6,710	2,645	3,991	42,508	38,810	140,011	67,471	71,865	226,403
Jordan	335,612	0	0	0	0	62,325	67,054	54,813	150,235	130,564
Chile	317,098	0	0	25,534	91,590	6,808	90,780	165,569	50,182	101,347
France	315,554	0	0	5,687	0	174,320	62,850	46,667	200,024	68,863
Sweden	310,942	0	0	0	58,470	52,996	50,809	91,638	91,493	127,811
South Africa	223,553	12,190	16,714	36,166	12,190	63,218	90,154	22,330	99,374	101,849
Philippines	200,106	0	9,480	5,994	40,765	58,583	60,835	47,865	75,023	77,218
Turkey	199,768	5,378	11,025	0	87,456	14,411	45,548	136,910	17,310	45,548
Nicaragua	192,299	0	0	0	0	0	158,760	0	0	192,299
Japan	159,394	0	24,260	0	16,198	54,142	53,717	33,324	61,814	64,256
Greece	157,431	0	23,915	0	5,165	152,266	0	5,165	152,266	0
Czech Republic	146,417	0	12,994	0	3,070	24,444	26,813	30,493	63,124	52,800
El Salvador	142,753	0	0	0	9,641	11,170	33,532	35,617	34,324	72,812
Dominican Republic	136,324	0	0	0	118,844	4,850	0	124,094	4,850	7,380
Grand Total	12,436,311	271,096	432,792	1,047,528	1,689,131	2,274,010	2,894,774	3,217,461	4,674,818	4,544,032
Percent of All U.S. Exports	83.92%	82.39%	84.08%	88.10%	88.81%	83.91%	85.03%	81.57%	86.47%	83.10%

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SHOTGUNS -- OTHER (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	12,343,180	656,037	364,910	290,394	3,403,201	2,904,628	2,415,912	4,862,228	4,182,801	3,298,151
Portugal	2,745,443	0	0	0	0	50,670	1,469,754	999,596	50,670	1,695,177
United Kingdom	2,605,666	33,100	25,684	321,353	341,469	365,487	781,942	1,140,515	510,952	954,199
Mexico	1,722,690	0	0	0	0	526,166	0	1,164,556	545,891	12,243
Japan	1,051,629	7,920	21,403	14,518	191,870	221,588	249,484	368,795	304,605	378,229
Brazil	803,312	3,200	127,260	5,545	28,095	151,189	295,995	330,641	170,476	302,195
Italy	777,035	20,563	0	65,484	263,404	225,468	141,188	343,058	288,789	145,188
Turkey	765,785	0	6,245	17,770	180,362	23,162	40,915	277,566	263,289	224,930
Thailand	755,602	0	16,875	20,028	77,323	227,052	176,299	158,657	328,692	268,253
Australia	492,921	18,665	4,126	22,200	52,650	76,843	182,136	66,965	181,091	244,865
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	0	0	0	349,189	0	7,065	349,189	0	7,065
Trinidad and Tobago	273,219	37,015	5,175	0	135,690	59,119	0	209,173	64,046	0
Germany	226,532	2,801	0	0	65,896	29,189	69,334	96,804	33,273	96,455
Colombia	225,126	0	0	0	0	0	54,384	0	0	225,126
Philippines	208,240	0	0	0	37,610	0	0	37,610	112,629	58,001
Jamaica	197,388	10,125	25,868	18,330	62,533	62,436	21,930	99,399	62,436	35,553
China	188,188	0	0	0	0	23,313	0	0	23,313	164,875
Poland	181,831	0	0	8,354	26,239	48,133	77,548	26,239	48,133	107,459
Bolivia	172,815	0	45,912	0	0	45,912	0	60,589	112,226	0
Spain	167,220	0	0	47,790	0	17,100	80,525	15,245	35,050	116,925
Ghana	157,180	0	0	0	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	27,470,721	789,426	643,458	831,766	5,718,872	5,394,429	6,138,671	11,197,086	7,719,896	8,553,739
Percent of All U.S. Exports	92.57%	94.64%	93.61%	94.17%	96.96%	92.76%	92.07%	96.10%	89.28%	91.21%

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COMBINATION RIFLE/SHOTGUNS (US Dollars)

JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	21,875,335	414,311	605,733	812,804	4,540,299	4,864,668	5,657,841	5,981,029	7,478,815	8,415,491
Australia	70,873	0	0	0	32,216	7,371	0	46,654	24,219	0
Italy	63,824	0	0	0	0	26,956	0	0	63,824	0
Japan	31,296	0	0	0	13,055	6,195	0	22,168	9,128	0
Portugal	30,315	0	30,315	0	0	30,315	0	0	30,315	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	0	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	0	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
Thailand	5,480	5,480	0	0	5,480	0	0	5,480	0	0
Sweden	5,300	0	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	0	0	0	3,043	0	0	3,043	0	0
Grand Total	22,212,334	419,791	636,048	812,804	4,624,610	4,941,918	5,678,992	6,130,802	7,641,759	8,439,773
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%

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MILITARY RIFLES (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
India	72,254,990	0	144,710	0	27,126,000	262,182	0	71,992,808	262,182	0
Thailand	61,020,889	293,143	0	0	15,235,041	13,052,042	172,202	45,168,027	15,404,487	448,375
Kuwait	26,321,769	0	0	0	5,946,750	2,408,124	2,407,820	6,543,383	16,626,378	3,152,008
Lebanon	18,361,179	0	0	0	12,976,669	590,640	626,409	13,240,342	590,640	4,530,197
Jordan	15,487,222	588,297	0	247,971	2,610,456	3,405,996	1,541,155	2,622,456	5,979,775	6,884,991
United Arab Emirates	12,719,000	0	438,500	0	126,672	438,500	660,040	126,672	1,854,049	10,738,279
Malaysia	9,727,967	0	0	0	161,011	2,848	4,000	2,646,781	4,337,386	2,743,800
Oman	8,727,986	0	0	0	7,635,000	0	43,826	7,639,501	900,659	187,826
Mexico	7,947,187	18,720	0	491,833	2,532,198	1,723,101	1,892,737	3,077,211	2,010,911	2,859,065
Tunisia	7,724,051	0	101,952	162,029	3,133,358	441,312	2,530,300	3,316,957	839,656	3,567,438
Afghanistan	7,250,355	0	0	0	837,142	4,136,505	85,786	1,200,115	4,166,609	1,883,631
Egypt	6,020,252	0	1,377,999	0	557,199	1,377,999	0	4,642,253	1,377,999	0
Israel	5,984,536	14,389	466,084	53,000	969,674	4,288,379	664,530	990,982	4,323,149	670,405
Georgia	5,414,076	0	0	0	0	101,085	3,279,404	12,240	110,437	5,291,399
Germany	5,309,834	0	64,407	89,867	1,430,267	247,629	1,172,526	1,699,637	2,041,738	1,568,459
Australia	5,044,602	380,250	3,000	149,700	1,591,387	1,436,093	790,941	2,059,928	1,769,488	1,215,186
New Zealand	4,944,598	0	0	3,284	109,396	676,940	139,611	136,683	679,790	4,128,125
United Kingdom	4,555,593	2,900	73,595	178,264	661,585	1,885,174	1,256,229	952,023	2,076,515	1,527,055
Philippines	3,535,333	0	66,185	0	91,841	3,187,462	6,475	199,081	3,323,301	12,951
Qatar	3,521,017	0	0	0	1,687,500	1,259,990	250,000	1,733,456	1,537,561	250,000
Jamaica	3,243,992	0	0	0	0	74,732	0	3,169,260	74,732	0
Brazil	3,199,346	33,721	3,786	245,791	959,254	32,547	1,050,864	1,983,341	149,589	1,066,416
Ukraine	3,199,177	0	85,219	0	278,513	127,434	235,052	529,430	2,345,250	324,497
Sweden	2,981,674	0	4,551	7,520	94,155	560,431	411,802	280,936	708,741	1,991,997
Netherlands	2,633,057	12,880	0	0	1,216,880	0	23,100	1,267,248	861,059	504,750
Grand Total	307,129,682	1,344,300	2,829,988	1,629,259	87,967,948	41,717,145	19,244,809	177,230,751	74,352,081	55,546,850
Percent of All U.S. Exports	90.71%	53.04%	59.19%	81.09%	95.63%	88.07%	74.65%	95.21%	86.48%	83.58%

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MILITARY SHOTGUNS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	4,723,259	49,214	190,118	66,607	326,783	861,746	962,608	800,472	1,291,777	2,631,010
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	634,250	0	0	0	0	258,588	0	190,248	258,588	0
Djibouti	448,836	0	0	0	52,471	145,027	123,105	130,331	145,027	146,370
France	421,728	0	0	101,556	14,980	262,150	0	14,980	262,150	0
Guatemala	277,130	14,980	0	0	21,038	0	0	21,038	187,044	0
New Zealand	208,082	0	0	0	0	0	143,946	0	0	143,946
Saudi Arabia	143,946	0	0	0	0	137,774	0	0	137,774	0
Egypt	137,774	0	137,774	0	0	4,950	0	115,555	4,950	0
Netherlands	120,505	0	0	0	0	0	110,399	0	0	110,399
Sweden	110,399	0	0	103,388	0	0	52,249	0	5,948	98,373
Italy	104,321	0	0	0	0	73,541	0	0	73,541	0
Morocco	73,541	0	73,541	0	0	18,920	6,920	0	37,840	34,137
Germany	71,977	0	0	0	5,904	0	42,273	18,928	0	42,273
United Kingdom	61,201	0	0	0	0	27,215	0	0	48,815	0
Israel	48,815	0	0	0	28,886	18,598	0	28,886	18,598	0
Japan	47,484	0	0	0	5,368	7,961	0	5,368	31,150	9,999
Australia	46,517	0	0	0	0	0	0	0	634,250	0
Thailand	45,981	26,350	0	0	26,350	0	0	26,350	19,631	0
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	0	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
Grand Total	12,032,435	90,544	401,433	271,551	494,434	3,539,740	2,586,930	1,442,388	6,211,925	4,378,122
Percent of All U.S. Exports	99.04%	79.91%	100.00%	100.00%	92.17%	99.52%	99.44%	95.56%	99.73%	99.27%

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EasyExport Insights™

MUZZLE-LOADING FIREARMS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	3,422,902	37,078	183,901	94,988	378,741	819,580	865,131	791,301	1,326,660	1,304,941
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	0	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
Germany	25,301	0	2,755	0	4,400	13,612	0	4,400	20,901	0
Czech Republic	24,862	0	13,420	0	6,162	13,420	0	11,442	13,420	0
Mexico	21,766	0	0	14,632	0	0	14,632	0	7,134	14,632
South Africa	14,436	0	0	0	0	3,748	0	4,998	3,748	5,690
Austria	9,250	0	0	0	0	0	0	0	0	9,250
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
Australia	7,064	0	7,064	0	0	7,064	0	0	7,064	0
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
Argentina	3,785	3,785	0	0	0	0	0	3,785	0	0
Brazil	3,780	0	0	0	0	0	0	0	3,780	0
Chile	3,602	0	0	0	0	0	0	0	0	3,602
Jordan	3,551	0	0	0	0	0	0	3,551	0	0
Grand Total	4,975,864	40,863	207,140	109,620	420,804	931,674	1,056,368	876,320	2,535,550	1,563,994
Percent of All U.S. Exports	99.82%	100.00%	100.00%	100.00%	91.15%	100.00%	100.00%	99.36%	99.86%	100.00%

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EasyExport Insights™

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

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	43,464,523	1,870,127	1,324,857	1,252,025	10,136,312	7,737,742	8,177,547	14,656,999	13,339,706	15,467,818
United Kingdom	10,400,981	292,833	223,084	450,732	2,276,999	1,756,161	1,748,070	3,576,278	2,741,239	4,083,464
Germany	8,581,922	81,466	304,202	73,942	1,232,782	1,717,240	1,876,258	2,151,829	2,538,686	3,891,407
Taiwan	5,749,726	227,735	23,022	40,740	1,278,604	2,090,669	403,795	2,787,021	2,451,974	510,731
Mexico	4,805,904	9,249	122,504	113,410	1,149,311	862,037	563,109	2,283,846	1,439,601	1,082,457
France	4,731,219	47,923	89,316	235,973	835,914	1,041,846	1,042,793	1,802,986	1,464,565	1,463,668
Australia	4,211,531	133,260	44,860	65,418	1,128,496	464,099	700,218	1,576,047	880,660	1,754,824
Poland	3,652,825	49,336	73,803	45,077	759,912	768,598	280,867	1,221,869	1,153,845	1,277,111
South Africa	3,461,178	71,294	18,674	390,621	400,250	437,699	1,250,340	684,310	892,155	1,884,713
Spain	3,077,716	64,642	145,850	0	705,853	817,187	458,712	881,022	1,119,864	1,076,830
Colombia	2,846,060	34,798	0	0	354,953	296,506	248,860	1,678,448	638,779	528,833
Chile	2,774,472	10,438	140,765	178,338	538,670	580,288	362,475	907,191	1,119,705	747,576
Belgium	2,647,400	107,189	0	193,726	328,877	533,959	903,901	448,079	1,199,185	1,000,136
Korea, South	2,224,477	11,279	38,031	16,081	63,216	278,814	110,019	650,057	995,186	579,234
Brazil	1,722,727	75,304	2,995	0	414,579	239,514	290,706	743,341	595,938	383,448
Netherlands	1,668,744	180,969	16,068	135,486	525,677	237,220	291,118	702,965	469,924	495,855
New Zealand	1,644,402	0	45,507	40,425	168,558	364,349	394,465	383,435	626,381	634,586
Sweden	1,458,273	0	32,712	17,440	222,344	362,113	232,311	387,816	599,267	471,190
Panama	1,385,930	176,550	7,772	6,355	343,350	301,472	183,977	407,575	464,467	513,888
Finland	1,298,953	15,988	5,775	184,254	191,956	361,598	412,410	272,285	424,241	602,427
Switzerland	1,259,790	22,455	12,769	14,045	212,125	227,352	355,670	328,925	411,617	519,248
Israel	1,232,467	40,692	19,412	51,632	158,694	186,517	255,539	279,460	316,214	636,793
China	1,144,990	0	40,108	55,213	8,592	516,351	288,309	176,100	631,828	337,062
Argentina	1,132,096	0	4,700	31,601	113,050	108,702	572,043	132,090	161,017	838,989
Italy	1,082,010	0	61,671	20,032	76,438	271,925	295,120	140,526	412,099	529,385
Grand Total	117,660,316	3,523,527	2,798,457	3,612,566	23,625,512	22,559,958	21,698,632	39,260,500	37,088,143	41,311,673
Percent of All U.S. Exports	85.38%	88.51%	87.84%	81.58%	86.93%	86.34%	83.24%	85.58%	85.37%	85.20%

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TELESCOPIC SIGHTS FOR RIFLES (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	61,306,790	1,656,079	1,715,044	1,626,265	11,635,091	14,068,439	14,000,345	18,009,037	21,953,873	21,343,880
Australia	24,359,331	437,916	443,203	789,561	3,794,975	5,170,053	5,753,929	6,031,852	8,650,275	9,677,204
Germany	18,032,468	307,759	1,234,148	136,021	2,969,081	4,697,621	2,846,954	4,994,987	7,864,894	5,172,587
Netherlands	17,485,709	281,204	353,047	456,969	2,840,747	3,534,547	3,285,860	5,601,404	5,615,459	6,268,846
New Zealand	14,166,867	253,400	140,425	228,516	1,375,037	1,605,141	2,043,428	2,514,383	2,821,281	8,831,203
South Africa	11,545,236	395,921	380,289	567,246	1,421,840	2,326,307	3,444,805	3,282,250	3,737,377	4,525,609
United Kingdom	9,437,421	130,769	223,502	421,172	1,559,765	1,707,462	2,578,298	2,411,130	2,803,616	4,222,675
Philippines	8,565,687	0	29,084	345,078	1,119,704	3,273,196	765,355	3,830,382	3,774,835	960,470
Japan	6,354,481	99,998	68,071	42,715	1,234,779	1,449,769	858,345	2,402,326	2,749,064	1,203,091
France	6,050,658	258,869	165,515	84,660	1,290,669	1,581,727	1,427,549	2,035,394	2,012,433	2,002,831
United Arab Emirates	5,821,355	40,557	126,006	2,808,306	1,276,341	800,158	3,035,511	1,653,733	893,132	3,274,490
Italy	5,108,897	140,572	70,663	193,632	844,696	1,096,857	1,024,174	1,563,250	2,058,152	1,487,495
Sweden	4,673,144	67,622	150,650	95,145	961,472	890,548	891,797	1,699,951	1,484,014	1,489,179
Saudi Arabia	4,591,858	9,481	57,570	50,770	109,657	642,933	3,660,991	228,150	693,528	3,670,180
Poland	3,604,964	144,282	165,658	44,398	646,728	796,215	602,261	1,117,531	1,294,013	1,193,420
Austria	3,180,374	29,764	23,805	39,768	323,209	639,382	800,594	864,186	1,085,494	1,230,694
Israel	2,830,814	15,065	5,432	0	1,237,498	122,759	276,707	2,117,696	252,263	460,855
Ukraine	2,528,781	420,786	25,745	0	543,109	1,184,678	123,059	896,255	1,394,136	238,390
Norway	2,359,573	75,362	96,777	60,784	411,219	551,007	549,915	600,453	833,403	925,717
China	2,280,052	426,370	10,948	10,378	1,375,938	213,622	447,321	1,448,574	278,040	553,438
Spain	2,256,449	115,870	35,602	82,477	409,716	859,921	321,467	595,647	1,114,729	546,073
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	0	0	0	401,151	1,355,325	7,119	411,170	1,554,619	14,035
Finland	1,977,375	69,540	47,590	53,364	396,091	562,663	357,160	566,422	769,094	641,859
Denmark	1,696,281	150,541	30,101	26,757	363,595	216,660	344,373	589,548	483,256	623,477
Grand Total	224,238,710	5,527,727	5,598,875	8,163,982	39,975,658	49,371,144	50,014,577	66,918,618	76,195,134	81,124,958
Percent of All U.S. Exports	88.80%	83.41%	91.23%	88.50%	86.78%	90.19%	91.15%	87.31%	88.55%	90.31%

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EasyExport Insights™

BINOCULARS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Australia	137,160,664	2,412,057	4,217,389	4,162,424	30,508,401	23,808,423	29,884,224	39,528,986	46,929,622	50,702,056
Saudi Arabia	86,487,670	15,867	100,666	180,000	209,616	18,456,620	8,400,925	22,078,647	55,691,712	8,717,311
Canada	30,101,997	1,120,865	691,513	815,748	5,089,854	5,357,594	6,008,735	10,507,613	9,950,493	9,643,891
United Arab Emirates	14,827,205	3,093	0	0	56,195	31,806	4,793,168	3,574,055	425,075	10,828,075
Germany	14,094,488	288,272	618,070	183,475	1,881,623	2,050,296	1,165,301	7,398,242	2,796,299	3,899,947
Netherlands	9,385,282	159,218	118,300	79,697	827,447	3,535,158	747,349	1,499,663	6,414,531	1,471,088
Ukraine	8,669,343	0	0	0	54,116	2,151,325	1,697,079	62,494	6,898,233	1,708,616
Turkey	8,263,825	0	0	0	39,734	362,292	4,097,274	996,077	414,828	6,852,920
Italy	6,074,907	50,792	69,418	22,834	1,402,438	1,894,920	553,448	2,655,025	2,808,207	611,675
Lithuania	4,965,997	254,017	0	152,400	1,002,041	407,326	802,651	1,914,937	1,366,824	1,684,236
Korea, South	4,619,839	1,118,614	20,841	26,691	2,052,765	836,487	1,213,644	2,242,453	993,408	1,383,978
France	4,515,882	208,980	94,182	257,853	1,009,681	1,307,629	1,207,003	1,387,032	1,539,441	1,589,409
United Kingdom	4,441,331	77,605	167,854	23,700	908,460	585,180	1,112,074	1,518,085	1,133,033	1,790,213
Tunisia	4,379,126	0	0	0	0	0	0	18,144	0	4,360,982
Poland	2,922,491	106,775	44,814	11,069	612,237	208,726	85,269	2,339,967	437,392	145,132
Switzerland	2,831,164	13,822	44,818	0	117,997	157,110	6,166	386,335	2,373,360	71,469
Vietnam	2,767,093	14,121	0	0	19,946	2,485,650	165,198	28,471	2,548,044	190,578
Norway	2,746,811	64,071	17,305	78,217	371,848	405,692	804,057	1,108,264	628,767	1,009,780
Mexico	2,476,323	20,713	20,019	14,060	170,904	149,254	153,933	294,720	286,711	1,894,892
New Zealand	2,344,542	24,333	44,040	44,347	272,756	398,036	238,244	674,743	1,072,040	597,759
Sweden	2,335,660	23,352	168,666	48,405	419,238	782,242	407,438	670,915	1,058,520	606,225
Bahrain	2,162,934	0	0	0	11,648	0	0	2,160,065	0	2,869
South Africa	2,143,610	58,982	88,788	101,441	198,016	534,872	559,759	775,378	733,450	634,782
Latvia	1,871,181	0	0	0	1,292,970	51,941	234,128	1,292,970	51,941	526,270
Denmark	1,692,118	54,076	27,562	17,615	1,122,507	214,014	143,756	1,225,123	252,294	214,701
Grand Total	364,281,483	6,089,625	6,554,245	6,219,976	49,652,438	66,172,593	64,480,823	106,338,404	146,804,225	111,138,854
Percent of All U.S. Exports	93.48%	94.05%	91.07%	96.32%	92.77%	92.76%	93.00%	93.34%	93.95%	92.98%

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EasyExport Insights™

PARTS FOR REVOLVERS AND PISTOLS (US Dollars)

JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	22,310,910	212,699	430,950	2,239,475	5,415,034	3,902,483	5,684,093	6,963,196	6,711,687	8,636,027
Israel	5,222,307	111,567	44,111	698,486	460,355	453,351	2,118,877	1,019,668	1,245,346	2,957,293
Germany	4,504,553	215,493	58,856	191,983	952,030	805,758	876,803	1,340,162	1,431,919	1,732,472
Thailand	4,216,458	105,055	36,434	351,568	567,643	540,037	722,260	838,871	2,530,460	847,127
Philippines	3,880,328	206,285	30,136	86,441	476,036	725,817	603,073	789,456	1,964,743	1,126,129
Japan	3,135,390	4,881	17,192	36,713	130,616	235,913	307,382	953,376	1,387,829	794,185
Turkey	2,684,396	0	690,942	33,088	7,947	1,896,143	33,088	7,947	2,599,371	77,078
Singapore	2,416,012	0	0	125,402	2,776	92,528	185,011	2,776	2,221,003	192,233
Austria	2,344,799	79,740	171,699	5,854	436,989	691,848	527,469	770,180	858,763	715,856
Croatia	2,281,205	225,323	223,625	36,280	1,272,009	322,013	148,290	1,552,822	539,643	188,740
Australia	2,278,882	119,266	28,340	27,598	517,033	309,851	481,529	825,938	803,858	649,086
Colombia	2,207,905	0	274,356	0	3,382	289,833	1,249,023	11,062	597,052	1,599,791
Italy	1,718,297	9,819	2,718	54,373	155,646	230,116	345,583	269,779	443,276	1,005,242
United Arab Emirates	1,392,276	0	7,572	146,547	128,659	49,697	354,312	194,346	320,115	877,815
France	1,200,015	20,809	36,311	31,378	119,654	159,477	423,486	227,617	289,960	682,438
Indonesia	974,865	0	0	0	117,507	65,471	65,781	150,992	86,834	737,039
Mexico	933,781	5,549	2,736	0	119,025	190,404	377,359	256,700	289,108	387,973
Qatar	904,957	0	0	0	509,490	26,554	0	862,170	42,787	0
Switzerland	797,586	12,482	11,006	19,993	102,449	161,914	204,376	177,743	309,452	310,391
South Africa	754,844	21,659	22,521	9,024	83,326	105,669	119,362	191,757	305,550	257,537
Hong Kong	658,986	0	0	8,073	21,216	249,399	32,954	21,216	570,330	67,440
Sweden	637,139	34,413	13,107	12,119	215,647	64,189	153,284	294,180	161,697	181,262
Brazil	601,534	6,600	98,735	176,040	28,820	135,756	182,364	92,613	302,225	206,696
Czech Republic	561,538	0	0	11,215	76,480	112,665	99,513	216,713	200,916	143,909
Denmark	560,618	0	0	15,996	125,914	18,330	49,949	366,418	83,617	110,583
Grand Total	69,179,581	1,391,640	2,201,347	4,317,646	12,045,683	11,835,216	15,345,221	18,397,698	26,297,541	24,484,342
Percent of All U.S. Exports	90.51%	84.48%	92.83%	91.16%	91.65%	90.65%	92.31%	89.18%	91.36%	90.63%

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PARTS FOR SPORTING RIFLES AND SHOTGUNS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Canada	60,679,819	1,560,898	1,468,301	1,770,144	12,782,044	12,503,238	12,948,670	19,841,290	20,562,900	20,275,629
Australia	23,038,373	393,030	621,053	585,006	2,994,484	4,569,347	5,479,682	6,083,587	7,981,941	8,972,845
Saudi Arabia	20,255,762	31,651	0	3,173,097	120,590	11,149,398	3,224,289	188,090	16,805,056	3,262,616
Mexico	15,379,795	342,430	255,116	420,772	2,819,708	2,140,215	4,201,559	3,921,348	4,050,755	7,407,692
Germany	11,506,192	328,476	274,216	291,704	1,967,928	2,542,716	1,924,863	3,482,482	4,366,982	3,656,728
United Kingdom	7,321,895	159,230	177,959	138,981	1,436,074	1,276,958	1,518,578	2,466,511	2,175,621	2,679,763
Japan	7,098,677	116,643	199,417	159,534	1,397,206	1,562,020	1,228,060	2,448,405	2,678,748	1,971,524
Portugal	6,567,303	45,804	78,032	81,029	807,538	1,084,934	2,653,236	1,056,154	1,722,565	3,788,584
France	6,198,535	71,416	277,992	219,061	947,267	1,844,286	1,148,774	1,720,611	2,629,907	1,848,017
Switzerland	5,971,790	274,660	237,770	46,451	1,005,725	1,300,473	619,451	1,891,727	2,024,731	2,055,332
Italy	4,528,953	193,587	41,308	64,796	811,213	859,409	623,331	1,550,553	1,588,525	1,389,875
South Africa	4,434,367	60,370	27,415	156,011	485,021	832,795	764,908	834,957	2,231,535	1,367,875
Sweden	3,841,757	80,685	168,063	100,885	791,994	951,100	786,936	1,230,499	1,305,040	1,306,218
United Arab Emirates	3,809,785	9,360	45,208	803,260	67,211	746,543	1,634,098	430,369	913,867	2,465,549
New Zealand	3,650,822	128,222	134,835	101,425	509,794	329,933	950,405	1,253,267	852,936	1,544,619
Ukraine	3,542,336	174,498	7,035	118,306	710,791	507,871	859,888	1,310,355	1,132,240	1,099,741
Thailand	2,973,543	95,192	27,130	30,605	1,867,537	638,175	158,312	1,968,584	756,837	248,122
Netherlands	2,833,709	31,881	3,255	155,737	181,842	205,706	844,114	655,738	911,853	1,266,118
Norway	2,765,141	54,936	35,872	81,042	621,401	597,799	483,991	877,427	943,585	944,129
Spain	2,488,827	123,363	37,596	38,485	362,370	328,428	726,306	609,305	777,922	1,101,600
Finland	2,363,763	47,135	111,789	73,727	423,018	553,419	555,935	695,238	837,430	831,095
Austria	2,357,066	42,492	84,855	42,942	291,524	413,892	514,075	887,437	731,920	737,709
Czech Republic	2,177,559	32,402	10,365	23,747	271,969	328,175	478,352	570,867	672,574	934,118
Poland	1,808,806	56,887	15,086	85,817	308,435	176,301	308,247	620,496	671,368	516,942
Israel	1,621,577	19,600	10,099	0	66,841	1,289,672	48,238	132,271	1,325,610	163,696
Grand Total	209,216,152	4,474,848	4,349,767	8,762,564	34,049,525	48,732,803	44,684,298	56,727,568	80,652,448	71,836,136
Percent of All U.S. Exports	92.02%	91.44%	85.08%	94.73%	90.00%	92.93%	93.29%	89.25%	93.70%	92.41%

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PARTS FOR MILITARY RIFLES (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Israel	12,657,248	7,853	205,786	2,553,371	602,146	2,270,150	5,187,872	1,250,198	3,513,133	7,893,917
Australia	11,812,114	109,581	3,488,421	100,318	1,857,663	5,296,532	1,908,885	2,586,843	6,332,990	2,892,281
Netherlands	8,084,814	3,319	97,091	30,745	2,493,672	2,003,396	1,329,980	3,799,196	2,775,499	1,510,119
Mexico	7,268,889	0	62,620	0	268,467	127,936	3,201,925	1,029,253	162,625	6,077,011
Germany	5,917,364	541,885	11,488	99,462	2,309,702	393,359	1,679,710	2,981,295	1,093,426	1,842,643
United Arab Emirates	5,471,636	0	12,167	0	46,717	986,723	551,756	54,817	1,095,101	4,321,718
Thailand	5,054,449	132,990	0	39,920	1,151,613	241,467	63,785	3,425,237	413,440	1,215,772
Ukraine	3,367,086	106,235	79,646	0	497,734	166,884	207,499	719,119	357,080	2,290,887
Sweden	2,581,005	3,550	615,534	0	214,363	1,100,449	294,546	753,657	1,380,779	446,569
United Kingdom	2,524,821	22,239	10,378	132,221	585,775	604,753	388,564	789,962	918,409	816,450
Estonia	2,468,825	0	0	6,930	1,686,485	11,465	10,677	2,364,663	39,775	64,387
Denmark	2,151,265	5,190	41,010	19,834	547,090	237,765	451,317	989,749	405,645	755,871
New Zealand	1,939,592	0	0	56,563	93,451	649,088	1,108,484	120,749	662,741	1,156,102
Austria	1,735,668	0	0	209,300	18,091	63,569	1,008,723	36,055	681,196	1,018,417
Korea, South	1,586,530	11,947	0	0	129,863	595,432	342,406	328,457	886,885	371,188
France	1,569,020	87,926	30,164	11,217	298,907	408,285	205,701	538,060	650,567	380,393
Indonesia	1,556,525	0	0	46,430	47,780	28,828	63,769	176,149	104,657	1,275,719
Bahrain	1,443,585	0	0	0	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	1,372,680	10,618	0	3,250	64,540	4,267	856,583	86,170	190,139	1,096,371
Belgium	1,364,648	269,545	22,914	0	356,084	597,135	45,055	478,154	810,846	75,648
Finland	1,327,409	4,599	4,992	0	46,169	326,879	572,090	51,539	696,401	579,469
Poland	1,218,151	0	0	9,535	176,586	159,736	47,799	319,439	499,792	398,920
Italy	1,135,990	21,904	0	0	145,962	152,358	132,448	283,349	580,895	271,746
Turkey	1,060,722	0	0	122,959	15,500	38,816	173,497	57,597	713,360	289,765
Grand Total	88,089,621	1,339,381	4,682,211	3,442,055	13,740,682	16,500,410	21,148,092	23,860,391	25,058,897	39,170,333
Percent of All U.S. Exports	89.10%	86.10%	94.15%	95.38%	83.39%	88.91%	92.65%	86.26%	86.97%	92.40%

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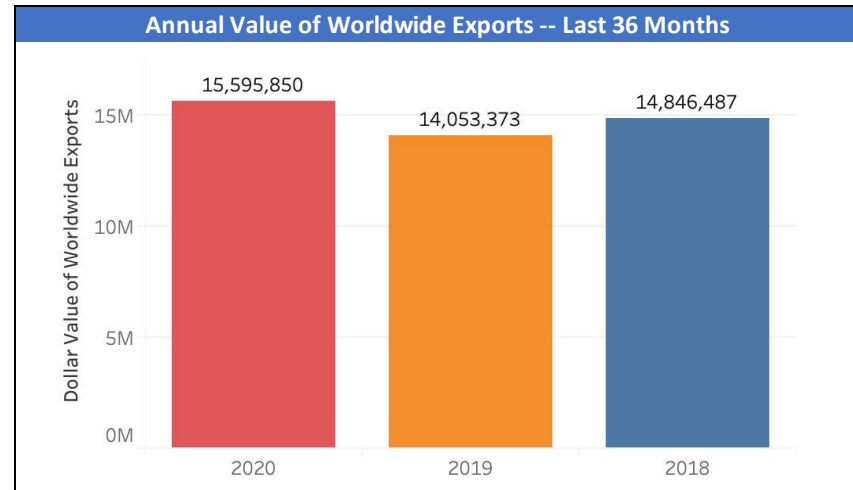
PARTS FOR MILITARY SHOTGUNS (US Dollars) JULY 2020

Top 25 Countries	Trailing 36 Mo Aug 17 - July 20	Current Month			Year to Date			Trailing 12 Months		
		2020	2019	2018	2020	2019	2018	2020	2019	2018
Turkey	450,119	0	0	0	0	373,915	0	12,794	437,325	0
Japan	102,452	0	0	0	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	0	0	0	14,797	0	0	29,822
Norway	18,782	0	0	0	0	0	0	13,695	0	5,087
Korea, South	17,892	0	0	0	17,892	0	0	17,892	0	0
United Kingdom	17,709	0	0	0	0	0	17,709	0	0	17,709
Sweden	17,646	0	0	17,646	0	0	17,646	0	0	17,646
Jordan	17,327	0	0	0	0	17,327	0	0	17,327	0
Australia	11,970	0	0	0	0	0	11,970	0	0	11,970
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	843,708	0	0	17,646	17,892	458,484	90,268	77,227	572,599	193,882
Percent of All U.S. Exports	100.00%	No Exports	No Exports	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

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SPOTLIGHT ON SHOTGUNS JULY 2020

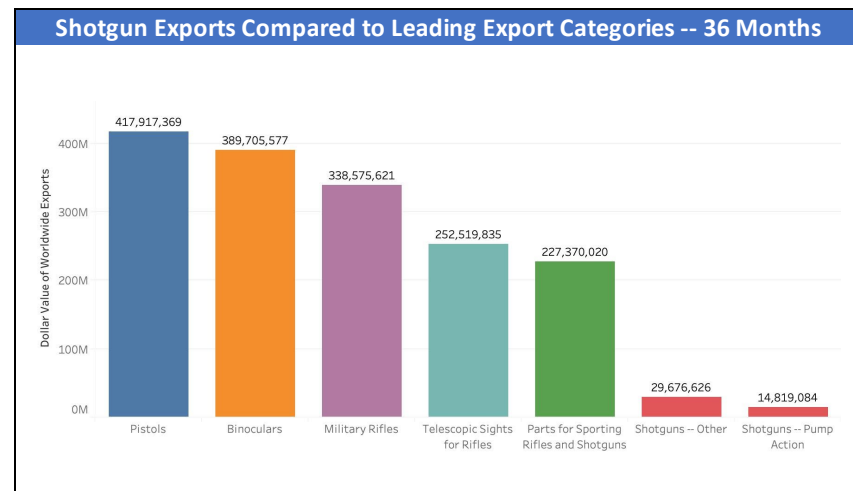
U.S. Export Controls	
ECCN	0A502
Schedule B No.	9303.20.0030, 9303.20.0035
Is export license required? (Based on barrel length and destination country)	If < 18", license is always req'd; If ≥ 18", no license req'd for export to 30 countries. License req'd for the others.
LVS exception available?	Not for complete firearms, only major parts
Is import permit required?	Most countries require import permits for complete shotguns
AES filing required?	(i) If export license is req'd, (ii) if barrel length is < 18", (iii) if > \$2,500 of a single Sched No.
Shipping restrictions:	Small int'l shipments difficult to most destinations; treated like other firearms



10 Best Markets for Future Growth (Includes Combo Rifles)

Country	Score	Avg All Imports	Avg US Imports	US % of Imports	Maximum Avg Tariff	Cost to Import
Canada	87.5	\$32,053,630	\$10,435,656	32.60%	0%	\$335
UK	39.2	\$38,072,971	\$431,751	1.10%	3.2%	\$0
Singapore	37.8	\$255,664	\$234,598	91.80%	0%	\$260
Costa Rica	36.9	\$33,230	\$33,230	100%	0%	\$495
Germany	36.7	\$13,711,818	\$607,896	4.40%	3.2%	\$0
Chile	35.9	\$898,366	\$220,974	24.60%	0%	\$340
Portugal	35.8	\$1,557,931	\$620,705	39.80%	3.2%	\$0
France	35.7	\$25,901,243	\$348,310	1.30%	3.2%	\$0
Australia	35.6	\$11,634,878	\$0	0%	0%	\$639
Iceland	35.1	\$482,865	\$46,768	9.70%	0%	\$365

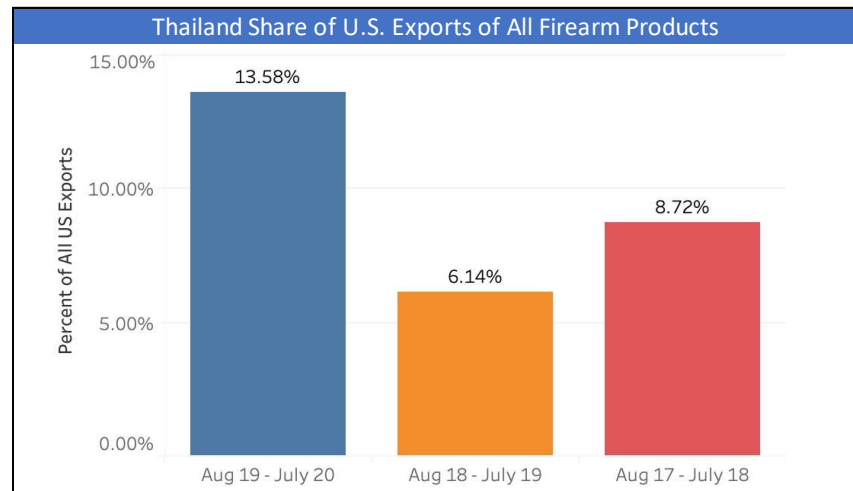
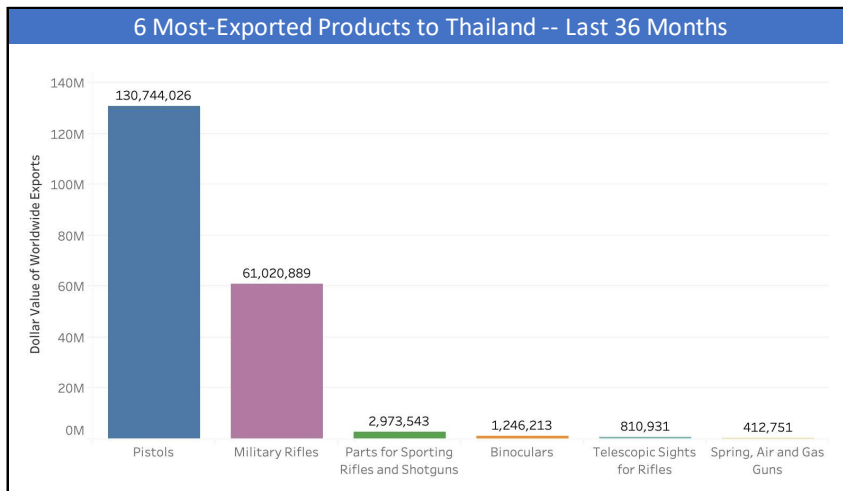
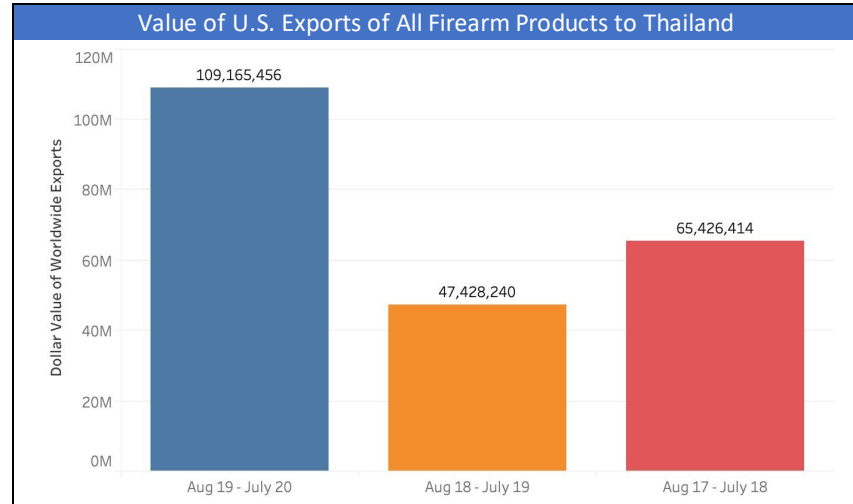
[Learn more about results displayed in this table](#)



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SPOTLIGHT ON THAILAND JULY 2020

Export-Import Controls	
EasyExport Primary Country	Yes
Export license required for sporting shotguns?	Yes
Export license req'd for optics?	Yes
Gun parts requiring import permit	Barrels, Receivers, Frames, Breech mechanisms, Triggers, Cylinders, Magazines, Action parts, Sound suppressors
Optics requiring import permit	N/A. Import permit not required.
Exempt from duties and VAT	No import permit and value < 1,500 THB
Duty -- Guns, parts, bayonets	40%
Duty -- Optics	35%
VAT	7%



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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. The table in this issue, in particular, merits further scrutiny before acting on it.

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.

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