

1140 19th Street, NW Suite 600 Washington, DC 20036 202.822.8200 voice 202.822.8205 fax www.vpc.org web

## **DEADLY EXCEPTIONS**

Gun Manufacturers That Would be Protected by the "Small Business" Cap on Punitive Damages



The Violence Policy Center is a national non-profit educational organization that conducts research and public education on firearms violence and provides information and analysis to policymakers, journalists, grassroots advocates, and the general public. The Center examines the role of firearms in America, analyzes trends and patterns in firearms violence, and explores new ways to reduce firearm-related death and injury.

For more information about this report, please contact Violence Policy Center Director of Federal Policy Kristen Rand at 202-822-8200 x102.

This study was funded with the support of The Center on Crime, Communities & Culture of The Open Society Institute, The George Gund Foundation, The Joyce Foundation, and The John D. and Catherine T. MacArthur Foundation.

Past studies released by the Violence Policy Center include:

- Where Did You Get <u>That Statistic?</u>—A Bibliography and Resource Guide for Advocates Working to Reduce Gun Death and Injury (January 2000)
- The Endgame: Any Settlement of Firearms Litigation Must Address Three Specific Areas of Gun Industry Conduct and Include a Strict Enforcement Mechanism (December 1999)
- Cashing in on the New Millennium: How the Firearms Industry Exploits Y2K Fears to Sell More Guns (December 1999)
- Firearms Production in America—1999 Edition (November 1999)
- When Men Murder Women: An Analysis of 1997 Homicide Data (October 1999)
- Gold Medal Gunslingers: Combat Shooting Targets the Olympic Games (July 1999)
- One Shot, One Kill: Civilian Sales of Military Sniper Rifles (May 1999)
- Start 'Em Young: Recruitment of Kids to the Gun Culture (April 1999)
- License to Kill, <u>and Kidnap</u>, <u>and Rape</u>, <u>and Drive Drunk</u>... (March 1999)
- Who Dies?—A Look at Firearms Death and Injury in America (February 1999)
- Making a Killing: The Business of Guns in America (January 1999)
- Young Guns: How the Gun Lobby Nurtures America's Youth Gun Culture (March 1998)
- Target America: Can the Flood of Foreign Assault Weapons Be Stopped? (March 1998)
- Broken Promises: The Failure of the Trigger Lock "Deal" Between the Gun Industry and the White House (October 1998)
- License to Kill: Arrests Involving Texas Concealed Handgun License Holders (January 1998)
- That Was Then, This is Now: The NRA and the Gun Industry Talk About Assault Weapons—From Both Sides of Their Mouths (December 1997)
- Joe Camel with Feathers: How the NRA with Gun and Tobacco Industry Dollars Uses Its Eddie Eagle Program to Market Guns to Kids (November 1997)
- Cease Fire: A Comprehensive Strategy to Reduce Firearms Violence (Revised, October 1997)
- Kids Shooting Kids: Stories From Across the Nation of Unintentional Shootings Among Children and Youth (March 1997)

Violence Policy Center 1140 19th Street, NW Suite 600 Washington, DC 20036

202-822-8200 phone 202-822-8205 fax www.vpc.org web

<sup>©</sup>February 2000 Violence Policy Center

#### INTRODUCTION

The "Small Business Liability Reform Act," (H.R. 2366 and S. 1185) would limit consumer rights in product liability suits. One component would shield "small businesses" from punitive damages by capping the amount that could be awarded against companies that engage in willful misconduct or conscious, flagrant indifference to safety. "Small business" is defined as a company employing fewer than 25 full-time employees. Under this proposal, punitive damages would be capped at \$250,000 or three times (two times under the Senate legislation) the amount of compensatory damages, whichever is *less*.

In February 2000 the Violence Policy Center (VPC) conducted a telephone survey of firearm manufacturers to determine which companies would stand to benefit from the "small business" cap.

The VPC found that the "small business" cap would protect many manufacturers of assault weapons, Saturday Night Special handguns, and even 50 caliber sniper rifles. Many of these companies have experienced safety-related problems with their products or have been defendants in product liability lawsuits.

The legislation would protect Intratec, the manufacturer of the TEC-DC9 assault pistol, and Hi-Point, maker of the Carbine used in the April 1999 Columbine massacre in Littleton, Colorado.

The legislation would protect gun companies from product liability lawsuits where a firearm contains a safety-related defect, as well as from suits like those filed by cities and counties alleging that the gun industry has engaged in negligent distribution and marketing practices.

## American Derringer Waco, Texas

**Number of Employees:** 

Less than 25

#### PISTOL PRODUCTION HISTORY

| Year | .22 | .25  | .32 | .380  | 9mm   | .45   | Total |
|------|-----|------|-----|-------|-------|-------|-------|
| 1986 | 27  | 2    | 50  | 55    | 1,110 | 1,807 | 3,051 |
| 1987 | 47  | 3    | 57  | 338   | 847   | 1,572 | 2,864 |
| 1988 | 25  | 2    | 43  | 586   | 960   | 1,778 | 3,394 |
| 1989 | 72  |      | 69  | 58    | 903   | 3,475 | 4,577 |
| 1990 | 51  |      | 128 | 82    | 1,829 | 3,302 | 5,392 |
| 1991 | 71  | 11   | 84  | 51    | 3,539 | 4,815 | 8,571 |
| 1992 | 71  | 11   | 84  | 51    | 3,539 | 4,815 | 8,571 |
| 1993 |     |      |     |       |       |       |       |
| 1994 | 108 | 4    | 69  | 1,820 | 515   | 6,951 | 9,467 |
| 1995 | 108 |      | 39  | 40    | 333   | 4,775 | 5,295 |
| 1996 | 91  | 15   | 437 | 935   | 271   | 3,657 | 5,406 |
| 1997 | 30  | _ 11 | 68  | 1,107 | 133   | 2,279 | 3,628 |
| 1998 | 108 | 15   | 363 | 765   | 395   | 1,521 | 3,167 |

- o ATF production reports show duplicate production numbers for 1991 and 1992.
- o Production figures for 1993 are not listed by ATF even though the company states that it manufactured firearms that year.

# DA 38 DOUBLE ACTION DERRINGER™ World's Lightest .357 MAGNUM



CALIBERS .38 Special 9mm Luger .357 MAGNUM (New for 1991)



## WARNING

- If you are a first time hand gun purchaser it is mandatory that you take a firearms safety & handling course for handguns before you use this pistol.
- Never carry a single action derringer (Models 1, 4, 6, 7, 10, 11, L.D., AD, & TX) with the hammer (Firing Pin) resting on a loaded cartridge or in the full cocked position. If you drop any single action pistol with the hammer down on a loaded shell it can fire. Always carry it in the half bock position with the safety engaged! This applies to all double barrel single action derringers.
- Always read instructions before using. Do not load your gun until you are ready to use it.
- All firearms are dangerous weapons. They are not fool proof consumer products or toys and must be kept out of the hands of children.
- 5. All of our derringers are short range defense weapons and/or collector's items. They are not target pistois! It is your responsibility to select the pistoi best suited for your needs. If you have any questions, please feel free to contact the factory.

Labeling itself the "complete headquarters for high quality derringers," American Derringer Corporation offers numerous models of single- and double-action derringers with calibers ranging from .22 rimfire to 10mm. Among the models offered is the Lady Derringer, designed "for the woman who wants a small compact pistol for home or personal protection." Company literature touts one pistol as the "World's Lightest .357 Magnum" while another is labeled "the most powerful pocket pistol ever made." American Derringer also sells shotgun shells manufactured by Winchester that are chambered for .45 Colt/.410 versions of its handguns. The company's brochure promises, "Penetration when fired in a pistol is approximately 700 pages in a telephone book at 10 feet. Has *Double* the stopping power of a .410 Rifled Slug."

At one time American Derringer offered the Stainless Steel Pen Pistol Model 2, which transformed "from a 'PEN' to a legal pistol in 2 seconds." The pen pistol was of such dubious reputation that at the 1992 S.H.O.T. (Shooting, Hunting, Outdoor Trade) Show (the annual trade show for the firearms industry), the event sponsor asked that it be removed from display. The company also sold an ankle holster for the pen gun. According to *Firearms Business*, an industry newsletter, warranty cards shipped with the first pen guns sold by American Derringer attempted to disclaim all warranties with the language "as is, with all faults. The entire risk as to the quality and performance of the product is with the buyer...the buyer assumes the entire risk of all necessary service or repairs." The company abandoned this policy after receiving inquiries from customers.

In an apparent attempt to avoid potential liability, American Derringer's 1992 catalog contained a five-part warning. One of the five points warned buyers, "Never carry a single action derringer...with the hammer (Firing Pin) resting on a loaded cartridge or in the full cocked position. If you drop any single action pistol with the hammer down on a loaded shell it can fire. Always carry it in the half cock position with the safety engaged!! This applies to all double barrel single action derringers." The final warning in the list stated, "All of our derringers are short range defense weapons and/or collector's items. They are not target pistols! It is your responsibility to select the pistol best suited for your needs. If you have any questions, please feel free to contact the factory."

## Barrett Firearms Manufacturing, Inc. Murfreesboro, Tennessee

Number of Employees:

**Approximately 25** 

| Year | Rifle | Shotgun | Total |
|------|-------|---------|-------|
| 1985 | 35    |         | 35    |
| 1986 | 25    |         | 25    |
| 1987 |       |         |       |
| 1988 | 123   |         | 123   |
| 1989 | 158   |         | 158   |
| 1990 | 270   |         | 270   |
| 1991 | 500   |         | 500   |
| 1992 | 237   |         | 237   |
| 1993 | 265   | 1       | 265   |
| 1994 | 800   | ľ       | 800   |
| 1995 | 96    |         | 96    |
| 1996 | 227   |         | 227   |
| 1997 | 60    |         | 60    |
| 1998 | 103   |         | 103   |



Barrett manufactures sniper rifles, a military high-caliber weapon capable of pinpoint shots at distances of up to 2,000 yards. Numerous engagements with 50 caliber sniper rifles during the Gulf War took place at 1,750 yards. From the West Front of the U.S. Capitol, this range would allow accurate firing as far as the Smithsonian Metro station on the National Mall.

The longest-range confirmed sniper kill of the Gulf War was reported to have been made by a Barrett Model 82A1 sniper rifle at a range of 1,800 meters—nearly 2,000 yards, or almost 10 times the maximum effective range of a standard hunting rifle. This same model is available to civilians with no more purchase restrictions than a hunting rifle.

Barrett calls its Model 82A1 "heavy firepower for light infantry" and boasts in its promotional brochure that the rifle "allows sophisticated targets to be destroyed or disabled by a single soldier. Armored personnel carriers, radar dishes, communications vehicles, aircraft...are all vulnerable to the quick strike capability of the Barrett 82A1."

## Calico Light Weapons Systems Sparks, Nevada

Number of Employees:

5

#### PISTOL PRODUCTION HISTORY

| Year  | .22   | .25 | ,32 | .380 | 9mm   | .45 | Total |
|---|-------|-----|-----|------|-------|-----|-------|
| 1989  | 10    |     |     |      | 3,771 |     | 3,781 |
| 1990  | 349   |     |     |      | 532   |     | 881   |
| 1991  | 1,800 |     |     |      | 900   |     | 2,700 |
| 1992  | 675   |     |     |      | 495   |     | 1,170 |
| 1993  | 688   |     |     |      | 676   |     | 1,364 |
| 1994  | 625   |     |     |      | 2,569 |     | 3,194 |
| Less than 175 pistols were produced from 1995 to 1998 |       |     |     |      |       |     |       |

| Year | Rifles | Shotguns | Total |
|------|--------|----------|-------|
| 1989 | 5,826  |          | 5,826 |
| 1990 | 2,136  |          | 2,136 |
| 1991 | 1,900  |          | 1,900 |
| 1992 |        |          |       |
| 1993 | 1,743  |          | 1,743 |
| 1994 | 5,058  |          | 5,058 |
| 1995 | 668    |          | 668   |
| 1996 | 546    |          | 546   |
| 1997 | 154    |          | 154   |
| 1998 | 144    |          | 144   |



Calico's assault weapons line includes pistols and Carbines in 9mm and .22LR. All utilize Calico's unique helical-feed magazine, the "most advanced method for efficiently storing and dispensing ammunition in small arms." The cylindrical magazine can hold up to 100 rounds of ammunition. Calico expresses a commitment to "our 'revolution in firepower.'" Calico's long list of accessories includes: high-capacity ammunition magazines; holsters, slings, carrying cases and brass catchers; scope mounts, "ultra dot" sights and laser sights; a "speed loader" for the helical magazine; stock replacement kits; bipod; and a Calico lapel pin and patch.

Calico's advertisements stress its weapons' high ammunition capacity, durability, and "overwhelming firepower advantage." The company also stresses the alleged suitability of its firearms for sporting use. Ads feature wholesome couples in the outdoors using sporterized versions of Calico assault rifles, noting, "Calico firearms incorporate leading edge technology to make shooting safer, more fun, and easier than ever." A similar ad promises, "Our M-100 broken down will fit just right into your backpack!"

In February 1999, a jury in the Federal District Court in Brooklyn found Calico (along with five other gun manufacturers) negligent in its marketing and distribution practices, and that those practices contributed to illegal gun trafficking into the state of New York.

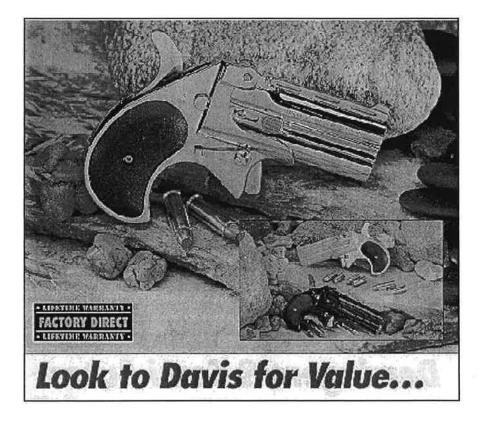
## Davis Industries Chino, California

Number of Employees:

15

PISTOL PRODUCTION HISTORY

| Year | .22    | .25   | .32    | .380    | 9mm    | .45 | Total   |
|------|--------|-------|--------|---------|--------|-----|---------|
| 1986 | 21,286 | 4,060 | 8,034  |         |        |     | 33,380  |
| 1987 | 24,557 | 3,525 | 36,316 |         |        |     | 64,398  |
| 1988 | 27,215 | 2,901 | 56,317 |         |        |     | 86,433  |
| 1989 | 26,618 | 2,818 | 54,894 | 19,919  |        |     | 104,249 |
| 1990 | 28,492 | 3,770 | 40,888 | 70,102  |        |     | 143,252 |
| 1991 | 29,915 | 2,886 | 37,459 | 100,816 |        |     | 171,076 |
| 1992 | 37,114 | 3,532 | 38,126 | 109,007 |        |     | 187,779 |
| 1993 | 43,501 | 4,465 | 31,729 | 98,576  |        |     | 178,271 |
| 1994 | 21,124 | 1,075 | 13,032 | 31,380  | 18,513 |     | 85,124  |
| 1995 | 11,283 | 281   | 3,959  | 26,866  | 2,782  |     | 45,171  |
| 1996 | 10,013 | 614   | 4,696  | 22,099  | 1,671  |     | 39,093  |
| 1997 | 9,024  | 547   | 4,874  | 20,321  | 1,859  |     | 36,625  |
| 1998 | 8,537  | 360   | 4,822  | 17,947  | 1,642  |     | 33,308  |



Davis Industries is one of six companies in southern Califonia known for manufacturing the majority of Saturday Night Special handguns, or "junk guns," in the United States. In her 1992 Wall Street Journal article, reporter Alix Freedman noted that Davis Industries was founded in 1982 by Jim Davis and his wife Gail. Gail Davis is the daughter of Saturday Night Special patriarch George Jennings. Wrote Freedman, "Low costs and high production are key....The popular Davis derringers account for about 25 percent of Davis's annual production...and they pay off all overhead, letting Jim Davis make pure profit from the rest of the product line."

According to its promotional material, dealers, "Look to Davis for value....Davis Industries has been offering Americans one of the finest selections of affordable arms for personal protection for over ten years now." Davis handguns are made of an inexpensive die-cast zinc alloy and are sold at low prices—at or below \$100. Davis' "smaller than palm-sized" .22, .25, and .32 Standard Series models are "handy little spitfires [that] list for just under \$70!" The *Journal* reported that the Davis .380 pistol had a production cost of \$15, a wholesale price of \$55, a dealer price of \$63 to \$68, a retail price of \$95 to \$100, and an illegal street price of \$150 to \$600. One advertisement aimed at dealers states, "More than ever, Americans want value. They don't mind paying a fair price for quality goods—but the goods have to deliver on their promise…every Davis gun is priced to let you maintain a full profit markup and still give your customers a terrific deal. That's Value with a capital 'V.'"

For women's self-defense needs, the company claims, "Davis protects day and night." Davis anchors its ads with supposed symbols of feminine prestige and moral values—pearls, wedding rings, money, and even the Bill of Rights. One ad features sparkling, small caliber pistols as the safeguard for one's "Precious Possessions." Another advertisement warns women: "What with all the crime in the streets these days, a woman needs a body-guard more than ever."

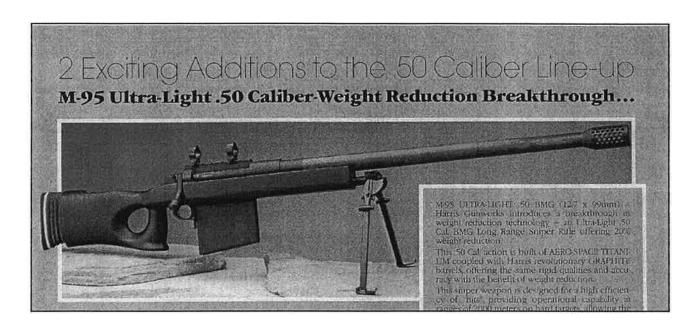
In 1995 Davis settled a product liability lawsuit brought by a first-time gun owner whose Davis P-380 pistol exploded while he was practicing with his new weapon. The man's hand was injured and a shell casing fragment lodged in his eye, requiring surgery. Davis settled for \$40,000.

## Harris Gunworks Phoenix, Arizona

Number of Employees:

4

| Year | Rifle | Shotguns | Total |
|------|-------|----------|-------|
| 1998 | 53    |          | 53    |



Harris Gunworks manufactures sniper rifles, a military high-caliber weapon capable of pinpoint shots at distances of up to 2,000 yards. Numerous engagements with 50 caliber sniper rifles during the Gulf War took place at 1,750 yards. From the West Front of the U.S. Capitol, this range would allow accurate firing as far as the Smithsonian Metro station on the National Mall.

Harris Gunworks markets several different models of 50 caliber sniper rifles. Its 1999 catalog announced "2 exciting additions to the 50 caliber line-up" including the M-95 Ultra-light "designed for a high efficiency of 'hits' providing operational capability at ranges of 2000 meters on hard targets, allowing the engagement of fast moving vehicles, helicopters, etc. with greater portability."

The M87 comes in three variants (single shot, repeating, and folding stock butt). The M92 is a short stock or "bullpup" configuration of the weapon.

## **Hi-Point Firearms (Beemiller)**Mansfield, Ohio

Number of Employees:

Less than 25

#### PISTOL PRODUCTION HISTORY

| Year | .22 | .25 | ,32 | ,380  | 9mm    | .45   | Total  |
|------|-----|-----|-----|-------|--------|-------|--------|
| 1993 |     |     |     |       | 32,221 |       | 32,221 |
| 1994 |     |     |     | 4,569 | 20,659 | 27    | 25,228 |
| 1995 |     |     |     | 2,960 | 11,360 |       | 14,320 |
| 1996 |     |     |     | 6,900 | 14,015 |       | 20,915 |
| 1997 |     |     |     | 6,940 | 12,966 |       | 19,906 |
| 1998 |     |     |     | 6,120 | 11,103 | 6,270 | 23,493 |

| Year | Rifle  | Shotgun | Total  |
|------|--------|---------|--------|
| 1996 | 8,700  |         | 8,700  |
| 1997 | 25,100 |         | 25,100 |
| 1998 | 28,642 |         | 28,642 |



Hi-Point Firearms manufactures semiautomatic handguns and a 9mm Carbine assault rifle. The Carbine was one of the guns used in the April 1999 massacre at Columbine High School in Littleton, Colorado.

Hi-Point touts the Carbine, which retails for \$179, as the "Hottest gun since the SKS!" A 1999 flyer advises, "Don't Be Discouraged by the 'Gun Snobs.' You know who we're talking about. Just because the price is low does not mean it isn't accurate! So don't be intimidated by the 'Gun Snobs' who believe that a gun has to be expensive to shoot well." In the same flyer, ad copy for the Hi-Point .45 pistol, which retails for \$148.95, states, "It is the most powerful caliber we manufacture! Whether it's Bad Guys or Bowling Pins, you can knock 'em down and keep 'em down with this heavy hitter."

## Intratec (Navegar) Miami, Florida

Number of Employees:

Less than 25

#### PISTOL PRODUCTION HISTORY

| Year | .22    | .25   | .32 | .380 | 9mm    | .45   | Total   |
|------|--------|-------|-----|------|--------|-------|---------|
| 1980 |        |       |     |      | 4      |       | 4       |
| 1981 |        |       |     |      | 2,995  |       | 2,995   |
| 1982 |        |       |     |      | 4,626  |       | 4,626   |
| 1983 |        |       |     |      | 1,562  |       | 1,562   |
| 1984 |        |       |     |      | 9,671  |       | 9,671   |
| 1985 |        |       |     |      | 4,572  | 1     | 4,572   |
| 1986 |        |       |     |      | 13,535 | ļ.    | 13,535  |
| 1987 |        |       |     |      | 14,725 | 74    | 14,725  |
| 1988 | 5,286  |       |     |      | 13,770 |       | 19,056  |
| 1989 | 15,821 |       |     |      | 15,837 | l l   | 31,658  |
| 1990 | 5,694  |       |     |      | 11,991 | - 1   | 17,685  |
| 1991 | 17,006 | 2,387 |     |      | 14,383 |       | 33,776  |
| 1992 | 12,781 | 7,017 |     |      | 22,775 |       | 42,573  |
| 1993 | 16,341 | 1,621 |     |      | 35,261 |       | 53,223  |
| 1994 | 27,580 |       |     |      | 75,102 |       | 102,682 |
| 1995 | 3,296  | 49    |     |      | 9,584  | 1,301 | 14,230  |
| 1996 | 2,679  | 262   |     | 328  | 5,820  | 949   | 10,038  |
| 1997 | 1,469  | 581   |     | 156  | 7,534  | 201   | 9,941   |
| 1998 | 1,836  | 847   |     | 86   | 12,545 | 381   | 15,695  |



Intratec is best known for its inexpensive assault pistols, most notably the TEC-9, TEC-DC9 and the AB-10. The TEC-DC9 was one of the guns used in the 1999 massacre at Columbine High School in Littleton, Colorado. The 1994 crime bill banned the TEC-9 and the TEC-DC9 by name. But, following enactment of the ban, Intratec retooled its product line to follow the letter, but certainly not the spirit, of the law. The company began producing the AB-10, a slightly modified version of the TEC-DC9 that was technically legal under the law (AB stands for "after ban"). Intratec sells the gun with a preban 32-round ammunition magazine despite the fact that production of ammunition magazines holding more than 10 rounds was also banned in 1994. At the same time the company began marketing a new line of Saturday Night Special handguns, or "junk guns," promising its customers, "The Legend Continues.... The "Pro 'TEC' tor Series" of Saturday Night Specials features two double-action pistols, the .25 ACP Protec-25 and the .22 LR Protec-22. The June 1995 issue of *Gun Tests* magazine—which views itself as the Consumer Reports of guns—called the Protec-25 "a nightmare," citing its lack of any safety device and repeated malfunctioning. Intratec also offers the "'Cat'egory Series" of small, powerful handguns. Promising "Hurricane Force," the pistols come in 9mm, .380, .40, and .45. The 'Cat'egory-9 9mm is described in 1995 dealer copy as, "The first 9mm that fits in the palm of your hand."

Notorious for its willingness to cater to the criminal market, Intratec's dealer advertising copy has bragged that its guns are "as tough as your toughest customers." The 1994 dealer copy for the TEC-DC9 promised that the assault pistol was "ideal for self-defense or recreation" and "does not give up one ounce of gutsy performance and reliability to any other gun on the market. "Intratec is not subtle in its pitch for the male market. Up until 1995 the company offered a wall calendar featuring its handguns held by pouty-lipped models in various stages of undress. The 1994 calendar displayed a semi-nude model on all fours holding an assault pistol. An advertising flat for the "Scorpion Series" Tec-22 featured the pistol posed majestically in front of a raging fire. A scorpion poised to strike crawls alongside the weapon. The text reads: "A 30-round magazine is standard and ready to be 'jungle clipped' with a second mag. for 60 rounds of immediate firepower....The TEC-22. It's fun. It's affordable. And it's hot." Other advertising copy for the Tec-22 promised, "Only your imagination limits your fun!"

In April 1991 the National Rifle Association's *American Rifleman* magazine ran a notice for owners of Intratec's TEC-22 Scorpion, advising them that "a flawed part may cause these guns to function full automatic," and that the guns could be returned to the factory for free modifications. The company issued no recall for the weapon. In 1995 Intratec issued a recall of its 'Cat'egory pistols. The guns' slides were defective and presented a risk of serious injury.

In September 1999 the California Court of Appeal ruled that Intratec could be held liable for damages resulting from a 1993 mass shooting at a San Francisco law firm. The court held that firearm manufacturers have a duty not to increase the lethality of their weapons. The court's opinion cited Intratec's marketing of the TEC-DC9 (the same weapon used in the Columbine massacre) that emphasizes high fire-power, a threaded barrel for the easy attachment of a silencer, and the gun's "excellent resistance to fingerprints." The court pointed out that Intratec's "officers were aware of reports in the media and Bureau of Alcohol, Tobacco and Firearms data showing that the high firepower, low price, concealability, and certain other characteristics of the TEC-DC9 made it the 'weapon of choice' of certain types of criminals...."

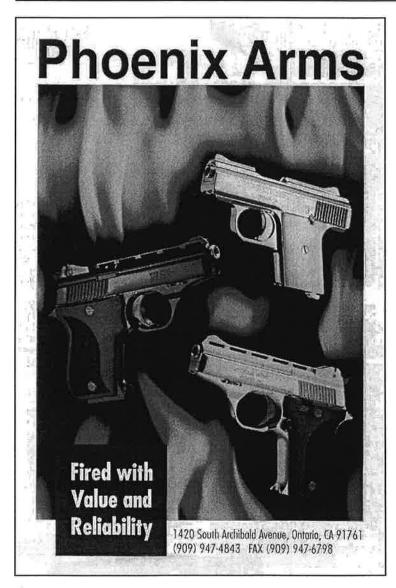
## Phoenix Arms Ontario, California

Number of Employees:

15

#### PISTOL PRODUCTION HISTORY

| Year | .22    | .25    | .32 | .380 | 9mm | .45 | Total  |
|------|--------|--------|-----|------|-----|-----|--------|
| 1992 |        | 67,824 |     |      |     |     | 67,824 |
| 1993 | 5,761  | 93,860 |     |      |     |     | 99,621 |
| 1994 | 35,461 | 26,148 |     |      |     |     | 61,609 |
| 1995 | 32,719 | 15,662 |     |      |     |     | 48,381 |
| 1996 | 29,913 | 11,730 |     |      |     |     | 41,643 |
| 1997 | 27,405 | 15,680 |     |      |     |     | 43,085 |



Phoenix Arms is one of the six "Ring of Fire" companies that produce the majority of Saturday Night Special handguns, or "junk guns," in the United States. As detailed in a 1992 article by Wall Street Journal reporter Alix Freedman, in 1970 George Jennings produced a cheap .25 pistol and founded Raven Arms. Twenty-one years later, in November 1991, a fire destroyed the Raven Arms factory. George Jennings retired and sold the tooling from Raven Arms to the aptly named Phoenix Arms. Phoenix was owned in equal shares by his son Bruce's ex-wife and children; four of his daughter's children; and by Raven's former general manager. The mainstay of the new company is still the .25 Raven model. Phoenix also sells larger .25 and .22 pistols "[d]esigned for personal protection as well as sport and target shooting."

Like its predecessor, Phoenix pistols are cheap. The Model Raven sells for around \$80 and the larger pistols list for \$100. An ad in the September 1994 issue of *American Firearms Industry* for the newer, high-capacity pistols promised, "Protection, Peace of Mind and Self-Confidence under \$100." The December 1994 issue of *Shooting Industry* featured a four-page color ad headlined, "Discreet Personal Protection." The ad read, "Building the best, most affordable compact semi-automatic pistols on the market is no small task, but that's what Phoenix Arms has done with its line of highly concealable defense handguns."

As the result of its small size, the Raven would fail the "sporting purposes" test that is applied to imported, but not domestically produced, handguns.

In February 1999, a jury in the Federal District Court in Brooklyn found Phoenix (along with eight other gun manufacturers) negligent in its marketing and distribution practices and that those practices were the proximate cause of shootings that took place in the New York area. The jury determined that Phoenix's marketing and distribution practices fostered illegal gun trafficking into the state of New York.

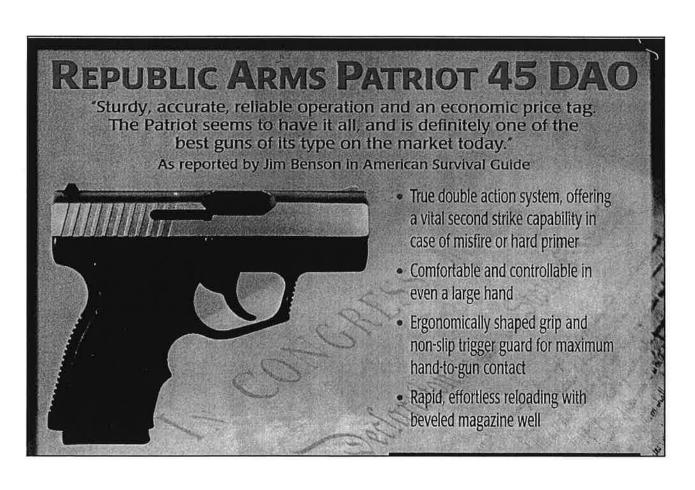
## Republic Arms, Inc. Chino, California

Number of Employees:

Less than 25

#### PISTOL PRODUCTION HISTORY

| Year | .22 | 25 | .32 | .380 | 9mm | .45 | Total |
|------|-----|----|-----|------|-----|-----|-------|
| 1998 |     |    |     |      |     | 857 | 857   |



Republic Arms is owned by Jim Davis, founder and owner of "junk gun" maker Davis Industries. (For more information on Davis Industries see p. 7) Republic manufactures the .45 Patriot pistol which sells to dealers for \$198.

In their most recent advertising flyer Republic Arms stresses the light weight and concealability of the Patriot stating, "No larger than most .380s and lighter than most .32s, the new ultra-compact Republic Arms patriot Model packs 6+1 rounds of potent 45 ACP firepower....For those who require a lightweight, readily concealable and easily controllable .45 ACP handgun at a truly affordable price, the Patriot Model .45 is the ideal solution."

## The Robar Companies, Inc. Phoenix, Arizona

Number of Employees:

20

| Year | Rifles | Shotguns | Total |
|------|--------|----------|-------|
| 1998 | 83     |          | 83    |



Robar manufactures sniper rifles, a military high-caliber weapon capable of pinpoint shots at distances of up to 2,000 yards. Numerous engagements with 50 caliber sniper rifles during the Gulf War took place at 1,750 yards. From the West Front of the U.S. Capitol, this range would allow accurate firing as far as the Smithsonian Metro station on the National Mall.

Robar currently markets two 50 caliber sniper rifles, the RC50 and the RC50-F, and bills itself as "internationally recognized as a world leader in precision sniper weapons." The RC50-F features a "unique two stage hinge system allowing the butt stock assembly to be fully folded flush with the rest of the gun." Both the RC50 and RC50-F come with a five-round detachable magazine, are available in four custom camouflage finishes, and are touted as "the lightest .50 caliber rifles available today."

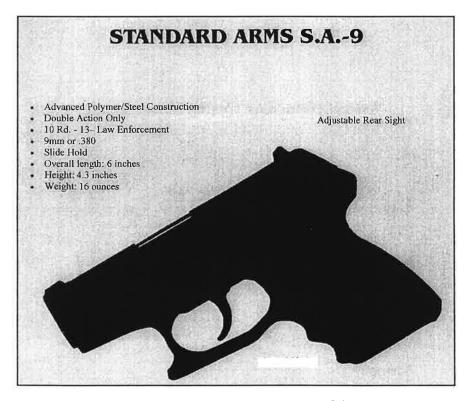
## Standard Arms (formerly Lorcin Engineering) Reno, Nevada

Number of Employees:

Less than 25

PISTOL PRODUCTION HISTORY (As Lorcin Engineering)

| Year | ,,22   | .25     | ,32   | .380    | 9mm    | .45 | Total   |
|------|--------|---------|-------|---------|--------|-----|---------|
| 1989 |        | 15,710  |       |         |        |     | 15,710  |
| 1990 |        | 30,216  |       |         |        |     | 30,216  |
| 1991 |        | 53,459  |       |         |        |     | 53,459  |
| 1992 |        | 105,901 | 2,910 | 78,950  |        |     | 187,761 |
| 1993 | 33,524 | 93,444  | 8,795 | 205,480 |        |     | 341,243 |
| 1994 | 12,098 | 18,310  | 1,980 | 85,140  | 33,680 |     | 151,208 |
| 1995 | 5,020  | 12,032  | 2,795 | 47,362  | 16,254 |     | 83,463  |
| 1996 | 7,124  | 15,656  | 4,777 | 41,292  | 18,648 |     | 87,497  |
| 1997 | 8,204  | 12,524  | 5,740 | 38,035  | 27,530 |     | 92,033  |
| 1998 | 6,659  | 9,729   | 5,016 | 32,966  | 24,880 |     | 79,250  |



Standard Arms is the new corporate identity of Lorcin Engineering. In 1993, Lorcin was the number one pistol manufacturer in America, churning out 341,243 guns. Many of Lorcin's handguns are of such poor quality they would be ineligible for importation under the Bureau of Alcohol, Tobacco and Firearms' (ATF) "sporting purposes" test. Lorcin's .380 pistol regularly tops the list of all guns traced to crime by ATF.

On October 17, 1996, Lorcin Engineering, Inc. filed for Chapter 11 bankruptcy protection. At the time, 18 product liability, personal injury, or wrongful death claims were pending against the company. It is estimated that these cases represented \$32 million in claims.

One of the pending lawsuits was *Hamilton v. Accu-Tek*, a New York case alleging that many handgun manufacturers had engaged in negligent distribution and marketing practices. Subsequent to Lorcin filing for bankruptcy protection, the plaintiffs in the *Hamilton* case intervened in the bankruptcy proceeding as creditors. The bankruptcy judge ruled that the plaintiffs had failed to establish that Lorcin had a legal duty to the plaintiffs and disallowed their claims. The judge in the New York case allowed the claims of the plaintiffs to go to trial against the remaining defendants. On February 11, 1999, a jury found that 15 of those remaining defendants were negligent in their distribution practices.

In January 1997 Lorcin emerged from bankruptcy. In August 1998 Lorcin went out of business with an additional 22 lawsuits filed by cities and counties pending against it. Lorcin founder Jim Waldorf opened Standard Arms, in Nevada, at the end of 1999.

| K. |  |  |  |
|----|--|--|--|
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
| v  |  |  |  |
| E& |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |
|    |  |  |  |