



Violence Policy Center

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"Small" Favors

**A Sampling of Assault Weapon and Saturday Night
Special Manufacturers That Would be
Protected by the Product Liability Bill's
"Small Business" Cap on Punitive Damages**



JUNE 1998 (Revised edition)

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.

Past studies released by the Violence Policy Center include:

- *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)
- *Where Did You Get That Statistic?—A Firearms and Firearms Violence Bibliography and Research Guide for Advocates Working to Reduce Firearms Violence* (February 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)
- *Who Dies?—A Look at Firearms Death and Injury in America* (August 1997)
- *Kids Shooting Kids: Stories From Across the Nation of Unintentional Shootings Among Children and Youth* (March 1997)
- *Concealing the Risk: Real World Effects of Lax Concealed Weapons Laws* (August 1996)
- *Gun Shows in America: Tupperware® Parties for Criminals* (July 1996)
- *Lawyers, Guns, and Money: The Impact of Tort Restrictions on Firearms Safety and Gun Control* (March 1996)
- *More Gun Dealers Than Gas Stations: A Study of Federally Licensed Firearms Dealers in America* (December 1992)

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INTRODUCTION

Proposals are pending in Congress to 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 conscious, flagrant indifference to safety. "Small business" is defined as a company employing fewer than 25 full-time employees and having annual revenues of \$5,000,000 or less. Under this proposal, punitive damages would be capped at \$250,000 or two times the amount of compensatory damages, whichever is less.

In September 1997 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 and Saturday Night Special handguns, many of which have experience safety-related problems with their products or have been defendants in product liability lawsuits.

The VPC was able to obtain information regarding the number of people employed by each company. However, when asked to provide an estimate of annual revenue, every company declined to give such an estimate. The Violence Policy Center, therefore, compared their products, annual production, and employee levels to a comparable firearms company, Lorcin Engineering, for which annual revenue figures are available because the company is currently in bankruptcy proceedings. In 1995, Lorcin had 26 employees, manufactured 151,208 pistols, and had gross sales of \$4,564,270.51. The company sold products that are comparable— and in some cases almost identical—to the companies included in this analysis.

In 1995, Lorcin was the fifth largest producer of handguns in America, behind Smith & Wesson, Sturm, Ruger & Co., Beretta, and Colt. The company's .380 pistol is number one on the list of guns traced to crime scenes by the Bureau of Alcohol, Tobacco and Firearms. Lorcin filed for bankruptcy to protect itself from product liability suits filed by injured consumers. According to court documents, Lorcin currently has 17 liability suits pending against it.

Using Lorcin as a benchmark, the VPC estimates that the companies included in "*Small Favors*" would fall well within the \$5,000,000 limit on annual revenues.

AA Arms

Monroe, North Carolina

Number of Employees:

3

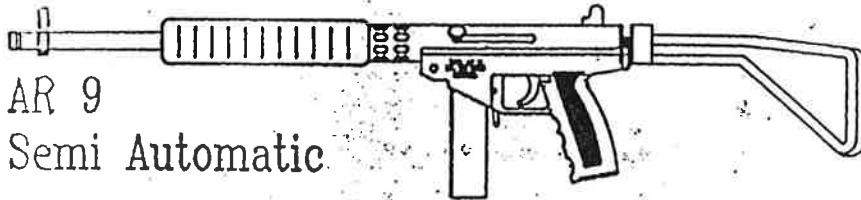
Estimated Annual Revenue:

Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1990					5,745		5,745
1991					4,152		4,152
1992					5,732		5,732
1993					6,006		6,006
1994					17,280		17,280

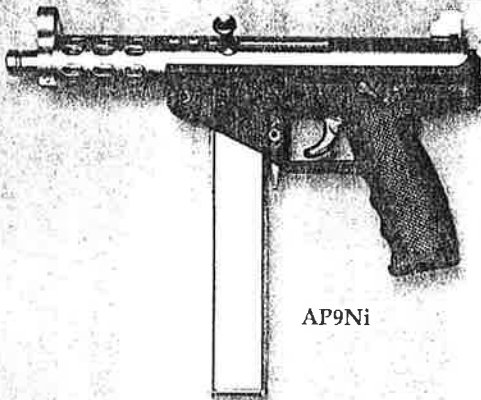
A. A. Arms Inc.



- * 9 mm Caliber Carbine
- * 20 Rd. Magazine
- * 16.25" Barrel Length, 32" Overall Length
- * Ventilated Barrel Shroud

- * Blue or Nickel Barrel, Shroud and Sights
- * Adjustable Front Sight
- * Folding Stock
- * Weight 6 lbs.

A.A.ARMS INC. 9mm AP/AR FIREARM SERIES



Company Facts:

AA Arms Inc. manufactured pistols and rifles—the majority of which were eventually prohibited from civilian sale under 1994's federal assault weapons ban. Following the ban, the company continued to sell limited quantities of pre-ban weapons—including the AP9 assault pistol and high-capacity (30-round) ammunition magazines. The only post-ban gun that AA Arms continued to manufacture was the AP9 MINI model. Today the company sells assault weapon accessories including: flash suppressors, barrel shrouds, and barrel extensions.

American Arms, Inc N. Kansas City, Missouri

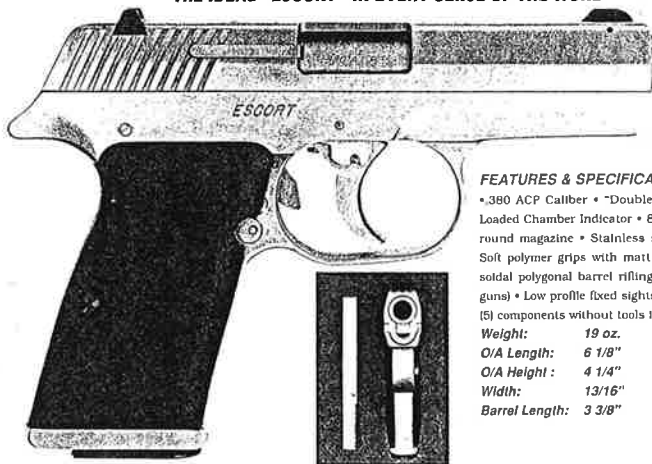
Number of Employees: 10
Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1990	12,275	1			2		12,278
1991	4,478	1,926					6,404
1992	2,089				1		2,090
1993	3,161						3,161
1994	3,870	3		45			3,918
1995	1,474	5		558			2,037

AMERICAN ARMS ESCORT

THE THINNEST, FLATTEST, SMOOTHEST .380 ACP
THE IDEAL "ESCORT" IN EVERY SENSE OF THE WORD



SHOWN
IN
ACTUAL
SIZE

FEATURES & SPECIFICATIONS:

- .380 ACP Caliber • "Double Action Only" (DAO) •
- Loaded Chamber Indicator • 8 Round Capacity with 7
- round magazine • Stainless steel with matt finish •
- Soft polymer grips with matt finish • Patented sinusoidal polygonal barrel rifling (type used in machine guns) • Low profile fixed sights • Disassemble into five (5) components without tools in less than one minute
- Weight: 19 oz.
- O/A Length: 6 1/8"
- O/A Height: 4 1/4"
- Width: 1 3/16"
- Barrel Length: 3 3/8"



SPAS-12

A unique shotgun that will function as either a gas operated auto-loading or pump action shotgun, by simply engaging the action selector button located on the fore-arm. **Features & Specifications:** 12 ga. 21 1/2" barrel • 2 3/4" chamber • all metal parts with matted phosphatized and/or anodized finishes • synthetic stock and fore-arm • dual safety systems • tubular magazine with 5 round capacity and cut off • aperture rear and blade front sights • cylinder bore (barrel threaded to fit optional SPAS chokes) • weight 8 3/4 lbs. • overall length - 41".



SPECTRE

Striker fired double action (only) auto loading pistol chambered for 9mm PARA. 40 S & W. or .45 ACP. **Features & Specifications:** triple action blow back with closed bolt firing • decocking lever • 6" barrel with patented "sinusoidal" polygonal rifling • steel frame with nylon grips • fixed "U" notch rear and windage/elevation adjustable front sights • overall length - 13 3/4" • weight - 4 lbs. 8 oz. • width 1 3/8"

Company Facts:

American Arms manufactures and imports firearms, including: standard shotguns and pistols; muzzleloading rifles; replica single-action and black powder revolvers; and, at one time, an assault pistol and two assault shotguns. Assault firearms imported by the company in the past as part of its "Security Series" included the SPAS-12 shotgun, LAW-12 shotgun, and SPECTRE pistol. Importation eventually ceased as the result of application of the federal Gun Control Act's "sporting purposes" test to the weapons by the federal Bureau of Alcohol, Tobacco and Firearms. The catalog copy for the weapons noted that the guns were "adaptable to a wide range of uses from the obvious of law enforcement and personal defense to the not so obvious of competitive shooting matches. These firearms, while very fearsome and aggressive in appearance, function like any other self-loading or pump action firearm. Comparing the...Security Series firearms to their military counterparts is like comparing a NASCAR race car to your personal automobile—they may look the same but that is where the similarity ends. The true advantage...is their proven reliability, durability and functional performance....When you do not have a second chance, you must rely on and demand proven performance and unquestionable reliability."

In 1991, the company issued a recall of SPAS-12, SAS-12, and LAW-12 shotguns because the guns present a risk of accidental discharge.

Since 1995 American Arms has manufactured its Escort .380 pistol, billed as "[t]he ideal 'escort' in every sense of the word." To demonstrate the compact size of the Escort pistol, the 1997 catalog features a front shot of the handgun next to a cigarette.

NOTICE AND SAFETY WARNING

To All Owners of Franchi Model SPAS 12, SAS 12 and LAW 12 Shotguns Your Shotgun May Fire When You Take It "Off Safe" !!!

A limited number of SPAS-12, SAS-12 and LAW-12 shotguns, formerly imported by the bankrupt F.I.E. Corporation, may accidentally fire when the "CARRY SAFETY" (*the large rotating safety lever located on the right front side of the trigger guard*) is rotated from the "ON SAFE" to the "OFF SAFE" position.

Franchi urges all owners to immediately cease all use of these shotguns. Carefully unload the chamber and magazine, with the muzzle pointed in a safe direction, and return the shotgun to American Arms, Inc.

American Arms, Inc., the Franchi factory authorized service center, will replace the potentially *defective rotating lever safety system* with a new push button cross bolt safety system. The service work, replacement safety system, and shipping are **FREE OF CHARGE**.

Send your shotgun carefully packed and insured via the United Parcel Service Company to:

AMERICAN ARMS, INC.

Franchi Recall

715 E. Armour Rd.

N. Kansas City, MO 64116

If you require additional information or have any questions on this recall, call

(816) 474-3161

American Derringer

Waco, Texas

Number of Employees: 8
 Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
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

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



MODEL 2 STEEL "PEN" PISTOL

*Transforms From A "Pen" To A
 Legal Pistol In 2 Seconds*

This new patented Pen Pistol transforms from a pen to a Legal Pistol in 2 seconds. This pistol cannot be fired in its "Pen" configuration. To transform this "Pen" into a pistol all you have to do is pull it apart and bend it 80 degrees to form a pistol.



SPECIFICATIONS	
Material	High Strength Stainless Steel and Ordnance Steel
Caliber	.25 Auto Available 1992, .22 Long Rifle Available 1993, .32 Auto Available 1993
Length in "Pen" Form	5.6 inches
Length in Pistol Form	4.2 inches
Barrel Length	2 inches
Diameter	From 5/8 to 1/2 inch
Weight	5 oz.
Action	Locks on Opening
Safety	Firing Pin Block, Grip Safety

MADE
 IN
 USA

Specifications subject to change without notice

WARNING

1. 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.
2. 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 cock position with the safety engaged!! This applies to all double barrel single action derringers.
3. Always read instructions before using. Do not load your gun until you are ready to use it.
4. 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 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.

Company Facts:

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."

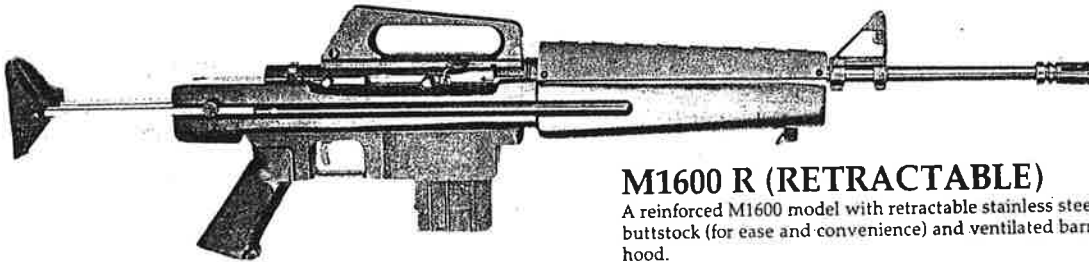
Armscorp of America, Inc.

Baltimore, Maryland

Number of Employees: Less than 25
Estimated Annual Revenue: Refused to release information

RIFLE AND SHOTGUN PRODUCTION HISTORY

Year	Rifle	Shotgun	Total
1994	3,251		3,251
1995	289		289



M1600 R (RETRACTABLE)

A reinforced M1600 model with retractable stainless steel buttstock (for ease and convenience) and ventilated barrel hood.



M AK47/22

Very much like the Russian counterpart in appearance, complete with cleaning rod. The protected front post with open U-notch tangent rear provides fast acquisition in short range shooting.



M AK47/22 F (FOLDING)

The folding model has a convenient buttstock that easily folds for compactness, quick action and easy handling. While in the "extended mode", it has all the advantages of a solid stock, providing proper cheek support and correct balance.

Company Facts:

The 1995 Armscorp catalog offers a full line of pre-ban, semi-automatic assault rifles. The front cover of the 1995 brochure notes, "We're NOT playing around when we promise you and your customer(s) the quality they deserve time after time. Fact is, Armscorp surrenders the gutsiest guarantees in this industry. No holes [sic] barred. And talking about 'no holes barred,' we guarantee 1" MOA on our M14 competition and M21 match rifles. Armscorp is right on target for customers who are serious about their 'business' and dealers who care about their customer." Armscorp also offers a wide selection of tee-shirts and bumper stickers with slogans like: "I believe in Capital Punishment—Everyone In the Capital Should Be Punished."

Auto-Ordinance

West Hurley, New York

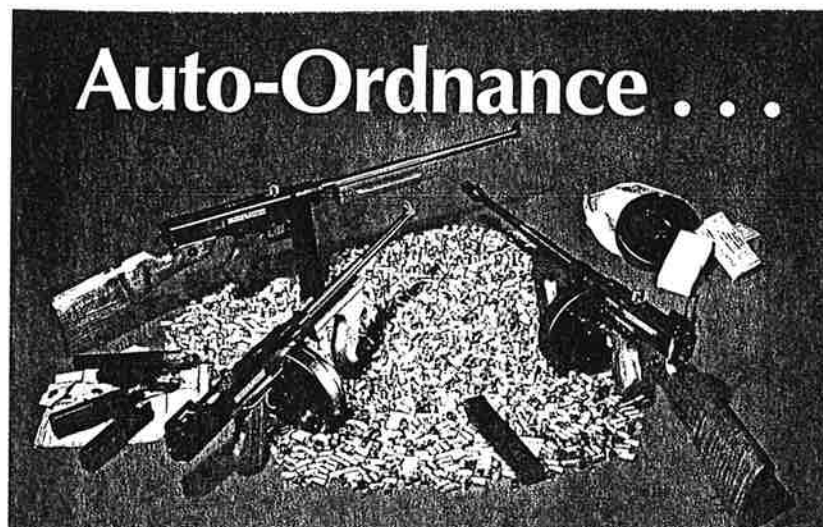
Number of Employees: 10
Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1990					387	7,437	7,824
1991					321	10,485	10,806
1992					600	9,145	9,745
1993					650	6,714	7,364
1994					233	8,963	9,196
1995					116	5,212	5,328

RIFLE AND SHOTGUN PRODUCTION HISTORY

Year	Rifle	Shotgun	Total
1990	2,010		2,010
1991	1,508		1,508
1992	1,631		1,631
1993	1,458		1,458
1994	2,456		2,456
1995	2,834		2,834



Company Facts:

Owners of the "Thompson" trademark, Auto-Ordnance manufactures semi-automatic versions of the infamous "Tommy Gun" as well as a line of pistols. The company also offers a wide variety of Tommy Gun accessories such as pre-ban 50-round and 100-round drum ammunition magazines and a violin carrying case that accommodates one gun, one drum, extra magazines, and "will capture the attention (and envy) of all who see it." The Thompson 1911 pistol is available in several calibers including .45 and 9mm.

Ads for Auto-Ordnance firearms invariably feature the trademark Thompson logo, an outline of a bullet with "Thompson" handwritten across it. An ad for its 1911 pistols in the June 1995 issue of *American Firearms Industry* magazine claimed, "Over 2½ million Thompsons sold since 1921."

Calico Light Weapons Systems

Bakersfield, California

Number of Employees: Less than 25
Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
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

RIFLE AND SHOTGUN PRODUCTION HISTORY

Year	Rifle	Shotgun	Total
1990	2,136		2,136
1991	1,900		1,900
1992			
1993	1,743		1,743
1994	5,058		5,058
1995	668		668

“NEW FOR 1996”

POST-BAN REBIRTH OF .22 CARBINE M-100FS



Company Facts:

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 various 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!"

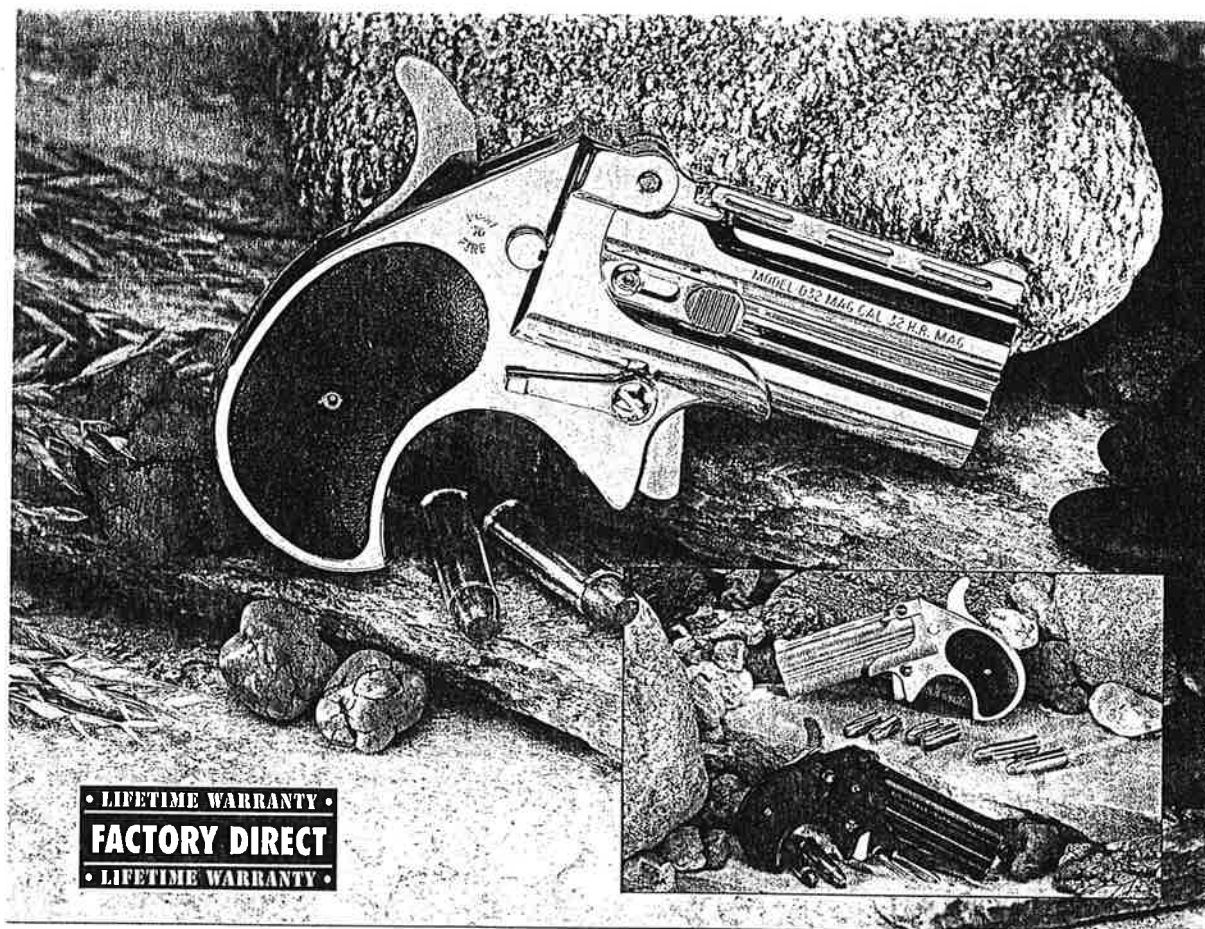
Davis Industries

Chino, California

Number of Employees: 15
 Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
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



Look to Davis for Value...

Company Facts:

Davis Industries is one of six companies in southern California 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 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 gun. The man's hand was injured and a shell casing fragment lodged in his eye, requiring surgery. Davis settled for \$40,000.

Gibbs Rifle Company, Inc.

Martinsburg, West Virginia

Number of Employees: 14 to 15
Estimated Annual Revenue: Refused to release information

RIFLE AND SHOTGUN PRODUCTION HISTORY

Year	Rifle	Shotgun	Total
1991	528		528
1992	3,487		3,487
1993	312		312

M-85 SNIPER SYSTEM

"Having carried out comprehensive tests over a period of two weeks, taking into consideration every aspect of each weapon, the board recommends the Parker-Hale M-85 as a suitable sniper rifle for the infantry..."

Evaluation of M-85 Sniper rifle
by the Technical Evaluation Board
Armed Forces of Sri Lanka

The M-85 Sniper rifle has proven to be one of the finest and most reliable weapons in the world today. Fielded by the elite British S.A.S., it is also issued to the armed forces of many other Commonwealth countries. Other nations worldwide have also adopted this system. Chambered for the 7.62 x 51 NATO cartridge, the M-85 features a 10-round M-14 type detachable magazine, palm stop with rail and a collapsible, quick-detach bipod. A variety of patterns are offered for the McMillan fiberglass stock to make the M-85 adaptable to any terrain. The stocks are available in NATO Green, Desert Camo, Urban Camo, Night Black, Jungle Camo and Arctic Camo. The length of pull of the stock can be adjusted by the removal or addition of extenders at the buttplate. The rifle comes complete with a front sight that is adjustable for windage and an elevation adjustable rear sight that folds down into the receiver when not in use.



Weight (with scope): 12 lbs. 6 oz.
Barrel length: 24"
Calibre: 7.62 NATO (.308 Win.)

Magazine capacity: 10 rounds
Overall length: 45"
Mod. No. PHS085 (Telescopic sight not included)
Optional A.R.M.S. throw lever rings.
Mod. No. TLR001

Company Facts:

Founded in 1991, the Gibbs Rifle Company describes itself as "Americas [sic] newest firearms company." The company originally produced sporting and target rifles under the names Parker-Hale, Midland, and Enfield—the rights to which Gibbs had purchased from Parker-Hale, Ltd. of Great Britain. The company attributes the "reasonable cost to the consumer" of Gibbs firearms to the "large amount of assistance from the West Virginia government" in establishing the company. The Gibbs Rifle Company recently stopped producing rifles to become the "Exclusive North-American agent for Mauser-Werke Oberndorf Waffensysteme (Mauser) rifles from Oberndorf, Germany." Gibbs continues to offer military surplus rifles, pistols, and revolvers.

Prior to 1994, Gibbs Rifle Company produced the .308 Win. and .243 Win. Parker-Hale M-85 Sniper rifle. The Sniper rifle featured a 10-round detachable ammunition magazine, collapsible bipod, and stocks available in "NATO Green, Desert Camo, Urban Camo, Night Black, Jungle Camo, and Arctic Camo." The company's 1993 catalog featured the M-85 sniper rifle, promising that "[r]efinement of the M-85, as well as development of new sniper systems are planned for the future."

Intratec (Navegar)

Miami, Florida

Number of Employees:

15

Estimated Annual Revenue:

Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1990	5,694				11,991		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

Quality
Performance
Price
Value

YOU CAN AFFORD

FROM
9MM POWER
THAT WILL
FIT IN THE
PALM OF
YOUR
HAND TO OUR
FULL SIZE
32 ROUND*
AB-10

AB-10 9mm with 32 Round Magazine

Cat. 9, 9mm 7 + 1 Capacity

CAT-9/380 Auto 7 + 1 Capacity

Sport-22 with 10-Round Magazine

Protect-2500 8 round capacity

Quality and performance. It's what shooters have come to expect from Intratec firearms and with good reason. That's because each of these American made pistols utilize the finest materials, built to exacting standards, and are available in a selection of sizes and calibers to satisfy even the most demanding customers.

Best of all - only Intratec offers this high quality at the most affordable price on the market today. See for yourself - check out the full Intratec firearms line at your Sporting Goods Dealer.

*32 round magazine for the Models AB-10 and AB-10 Stainless Steel are available only while existing supplies last.

You may order accessories for your Intratec firearm directly from the factory. Major credit cards accepted.

Write for a free catalog
Intratec, 12405 S.W. 130th Street - Miami, Florida 33186
<http://amfire.com/intratec.html>

INTRATEC
FIREARMS

Company Facts:

Intratec is best known for its inexpensive assault pistols, most notably the TEC-9 and its variants. Prior to the 1994 federal assault weapons ban, Intratec offered six models of its TEC-DC9 assault pistol (originally designated the TEC-9, Intratec renamed the weapon to circumvent a 1989 California assault weapons ban that restricted weapons by name). Intratec also offered its "Scorpion Series" of 22 caliber assault pistols. Both the TEC and Scorpion pistols accept high-capacity detachable ammunition magazines. Following enactment of the federal assault weapons ban (which forbids the future production of both the Scorpion and TEC-DC9), Intratec retooled its product line to follow the letter, but certainly not the spirit, of the law. The 1995 catalog featured a sporterized version of the Scorpion which lacked a threaded barrel but could still accept a high-capacity detachable ammunition magazine. The company also 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 pre-ban 32-round ammunition magazine. 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 read: "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 May 1997 California Superior Court Judge James L. Warren dismissed a lawsuit against Navegar, Inc., doing business as Intratec, by the survivors of four of the victims killed in a 1993 shooting at the San Francisco office of the law firm of Pettit & Martin. The lawsuit alleged that Intratec was negligent in selling its TEC-DC9 assault pistol to the public since the weapon lacked a legitimate purpose. The suit further alleged that making the TEC-DC9 available for sale to the general public constituted an abnormally dangerous activity justifying strict liability, and that Intratec caused intentional infliction of emotional distress. The suit sought punitive damages from Intratec. The ruling is being appealed.

Intratec is a defendant in a lawsuit filed May 9, 1998 by parents of Chicago murder victims. The suit alleges that Intratec marketed its products to criminals.

Phoenix Arms

Ontario, California

Number of Employees: 18

Estimated Annual Revenue: Refused to release information

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



Company Facts:

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.

MAC/SWD/Cobray

Avondale, Georgia

Number of Employees: 4
 Estimated Annual Revenue: Refused to release information

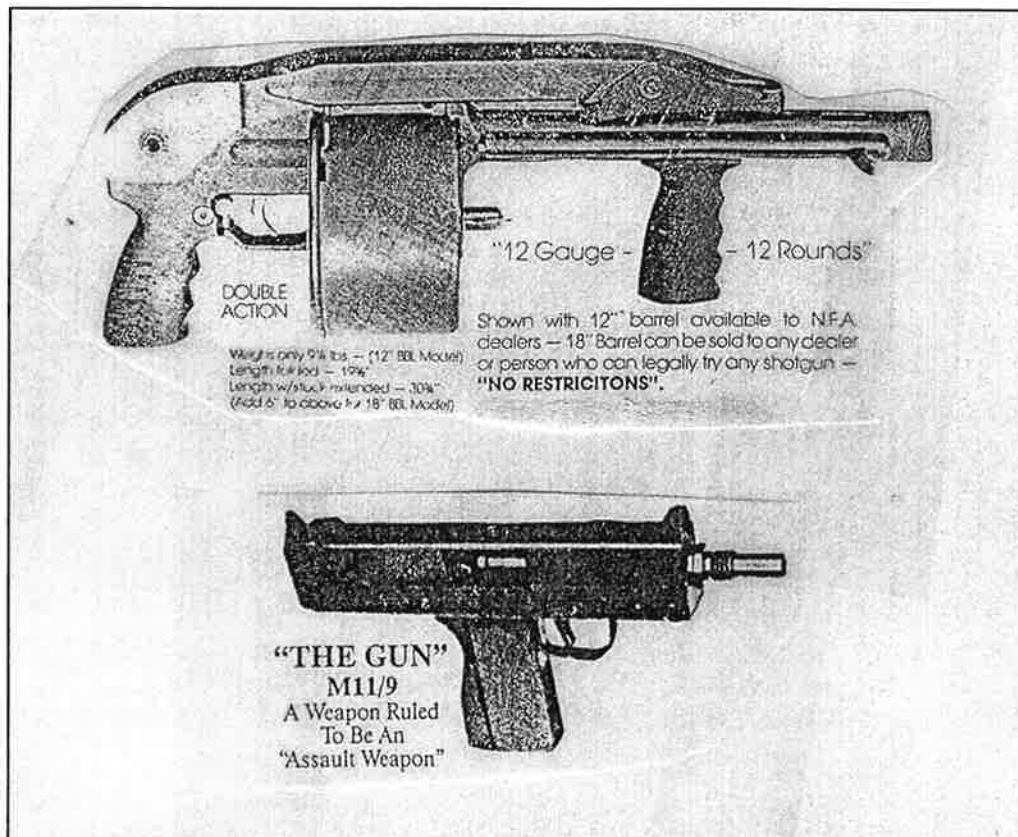
PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1993				600	1,800	11,426	13,826
1994	2			3,506	14,380	40,681	58,569
1995				577	4,059	31,075	35,711

RIFLE AND SHOTGUN PRODUCTION HISTORY

Year	Rifle	Shotgun	Total
1993	150	489	639
1994	1,337	3,894	5,231
1995	396	2,239	2,635

o Most recent figures for Wayne E. Daniel



DOUBLE ACTION

"12 Gauge - 12 Rounds"

Shown with 12" barrel available to NFA dealers - 18" Barrel can be sold to any dealer or person who can legally try any shotgun - "NO RESTRICTONS".

Weight only 9 1/2 lbs. - (12" BBL Model)
 Length folded - 19"
 Length w/stuck extended - 30"
 (Add 6" to above for 18" BBL Model)

"THE GUN"
 M11/9
 A Weapon Ruled
 To Be An
 "Assault Weapon"

Company Facts:

According to a 1989 article by Ron Taylor in the *Atlanta Journal-Constitution*, the history of SWD, Inc. begins in 1978 with the acquisition of Military Armament Corporation's parent company, RPB, and the rights to the MAC-10 fully automatic assault pistol by Wayne Daniel and his partner John Carpenter. Carpenter was soon convicted of trying to bribe a prosecutor to get him to drop a drug charge against a client. Two other partners in the company were accused of smuggling more than two tons of marijuana into Florida. One fled the country; the other was sentenced to 30 years.

Wayne Daniel went on to manufacture a semi-automatic version of the MAC-10, which led to his first confrontation with the federal Bureau of Alcohol, Tobacco and Firearms (ATF). The agency approved the assault pistol, but reassessed its position following reports that it was easily converted to full-auto. In 1982 ATF banned it. Daniel sued and lost. At the end of the dispute, Daniel dissolved RPB and created SWD, Inc. and placed it in the hands of his ex-wife Sylvia. SWD is an acronym for Sylvia and Wayne Daniel.

In 1985 the Daniels were indicted on 12 charges of illegally selling parts to manufacture silencers for submachine guns. The Daniels were eventually fined \$1,400 after pleading no contest to misdemeanor charges of not paying proper taxes on the parts.

Ads for the MAC-11 dubbed it "The Gun That Made the '80s Roar." The gun was cheap—\$200 to \$300—easy to conceal, and could be fitted with a 32-round magazine. SWD also manufactured the Street Sweeper, a 12-gauge, semi-automatic, 12-round, revolving cylinder shotgun—complete with folding stock and pistol grips. One ad for the gun warned, "It's a Jungle Out There! There Is A Disease And We've Got The Cure." For only \$395 the ad advised, "Make you [sic] streets safe and clean with the help of 'The Street Sweeper'!"

MAC/SWD/Cobray were sued in 1998 by a man who suffered severe injuries when a shell manufactured and sold by Cobray exploded when the victim fired a MAC/SWD/Cobray flare launcher.

Sundance Valencia, California

Number of Employees: 3 to 4
Estimated Annual Revenue: Refused to release information

PISTOL PRODUCTION HISTORY

Year	.22	.25	.32	.380	9mm	.45	Total
1990		8,848					8,848
1991		14,398					14,398
1992		17,757					17,757
1993		22,118					22,118



Voted **Best Buy** for **1995** in *Guns & Ammo Magazine*.
The **Laser 25** and **Lady Laser** open a complete new
market to the industry.

Company Facts:

Sundance Industries of Valencia, California is one of the six "Ring of Fire" companies that manufacture the majority of Saturday Night Specials, or "junk guns," in the United States. In 1992 *Wall Street Journal* reporter Alix Freedman reported that Sundance was founded in 1989 by a nephew of George Jennings—founder of Raven Industries and patriarch of the Jennings family Saturday Night Special cartel. Sundance Industries sells clones of the Raven .25.

Garen Wintemute, MD, MPH, author of *Ring of Fire: The Handgun Makers of Southern California*, notes that Sundance produces two .25 pistols, the A-25 and the BOA—retailing at \$80 and \$95 respectively. Marketing is primarily limited to the company catalog, which features a Western theme. The Sundance logo is a 10-gallon hat resting on a pair of cowboy boots and a gun belt. Wintemute states, "The one gun in the logo is a stylized revolver, a gun Sundance does not make."

The Sundance catalog promotes the BOA as "the only inexpensive pistol made in America with a grip safety." Despite Sundance's marketing, Wintemute notes, "*Gun Tests* reviewers were concerned that, given its suboptimal design, the grip safety might increase unintended shootings by creating a false sense of security." In 1995 Sundance introduced the "Lady Laser"—the first Saturday Night Special with an integral laser sight. The pistol is marketed to women as "the ultimate defensive weapon, specifically designed for the protection of women in today's hostile environment." One ad shows the gun surrounded by a string of diamonds on a pink satin background, and promises that the Lady Laser is, "Easy to carry anywhere, even when jogging or in a small evening handbag!" According to Sundance literature, "The LADY LASER and LASER-25 open a complete new market to the industry. Our market research has shown that the unique features of the LADY LASER appeal to women who desire the protection of a handgun but were previously afraid to handle large caliber weapons that were difficult to carry, shoot and required extensive practice to shoot accurately."