



IWA OutdoorClassics 2014

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#1 Meeting Place for the Hunting and Sport Shooting Industry

Get ready and gear up for the [IWA & OutdoorClassics 2014](#), the largest international trade fair for hunting and sport shooting equipment, knives, outdoor articles and accessories, taking place **March 7 to 10, in Nuremberg, Germany**. In 2013, some 1,209 exhibitors from 50 countries presented their products and services to 38,265 trade visitors from over 100 countries. Three out of four companies came from abroad. With close to 200 exhibitors, the United States once again had the second largest presence after Germany. U.S. products received a lot of interest from various European, Middle Eastern and Asian countries. **IWA 2014** will cater to a large audience of buyers, two thirds of them from outside of Germany, turning the show into the number one international meeting place for the hunting and sport shooting industry and an ideal platform to connect with U.S. manufacturers. **IWA 2014** will feature the following product segments:

- Guns, gun components and machining
- Bows and crossbows
- Ammunition and reloading
- Hunting optics and outdoor electronics
- Knives
- Apparel, gifts and general outdoor articles
- Hunting and sport shooting accessories
- Personal security devices
- Trade information
- Guns, ammunition, optics, knives, apparel, equipment and training for law enforcement agencies

Moreover, [Enforce Tac 2014](#), the international exhibition & conference for law enforcement, security and tactical solutions, will be held prior to **IWA 2014** from **March 5 to 6**.

Matching International Buyers with U.S. Companies

This year, the United States will continue its strong performance at IWA by providing the largest contingent of foreign exhibitors. The list of the U.S. exhibitors is available for download here: [U.S. Exhibitors at IWA 2014](#). The U.S. Commercial Service stands ready to put them in touch with international buyers and distributors. A special focus is on the U.S. companies that are participating in the **Exhibitor Support Program (ESP) & International Promotion Program (IPP)**. They are looking for buyers and partners from all over Europe and beyond.

The IWA 2014 ESP & IPP participants are listed below. Please select the companies that you are interested in, provide your contact information by email to commercial specialist Moritz Holst (moritz.holst@NOSPAMtrade.gov) and the U.S. Commercial Service will help you to get in touch with them. If you would like to receive further assistance, we can also facilitate an introduction to these companies!

Advanced Technology International (ATI), Cedarburg, Wisconsin, booth 5-133

<http://www.atigunstocks.com>

ATI is the premier manufacturer of leading-edge rifle stocks, shotgun stocks, and accessories for a wide variety of firearms. They also have other accessories like scope mounts, cheek rests, butt pads, forends (from aluminum and glass filled nylon), picatinny rails, heat shields. ATI's strength is in aftermarket replacement stocks that are made of glass filled nylon. They are seeking and adding new manufacturers to their line every year. Rifle stocks require an Export License from the U.S. Department of State, whereas all of ATI's shotgun accessories (including shotgun stocks) have been marked as EAR99 by the U.S. Department of Commerce and are NLR ("No License Required"). Everything is manufactured in the USA at ATI's ISO-certified facility in Milwaukee, Wisconsin.

Looking for: Distributors/representatives, wholesalers, retailers in Austria, France, Spain, Russia, and Turkey.

Blade-Tech Industries, Puyallup, Washington, booth 9-555

<http://www.blade-tech.com>

Blade-Tech Industries is a leading manufacturer of custom, production

thermoplastic, injection molded tactical holsters, knife sheaths and magazine pouches.

Looking for: Distributors/representatives and wholesalers.

Brownell's, Inc., Montezuma, Iowa, booth 7-630

<http://www.brownells.com>

Founded in 1939, Brownells is a family-owned company that supplies more than 82,000 firearms parts, accessories, reloading components, gunsmithing tools, and ammunition to armorers, gunsmiths, the military, and shooters worldwide. There are no minimum order sizes or return/exchange fees. Brownells, at IWA for the second time, wants to use the show to grow its distributor and retailer base.

Looking for: Distributors/representatives and retailers.

Christensen Arms, Gunnison, Utah, booth 5-210

<http://www.christensenarms.com>

Christensen Arms designs, manufactures and distributes the highest quality firearms encompassing 1911 Pistols, Bolt Action and AR-15 platform based rifles. Their cutting edge carbon fiber technology and attention to detail brings innovation, uniqueness and exclusivity to the firearms industry. In addition, Christensen Arms offers vast resources in the design and construction of high tech carbon fiber products.

Looking for: Meetings with potential distributors and dealers to secure an avenue of importation and distribution in as many European markets as possible; also with potential sales representatives who can further assist their overseas distribution and sales efforts.

Crossfire Elite, Inc., Nampa, Idaho

<http://www.crossfiregear.com>

Crossfire Elite is a manufacturer of high quality ballistic nylon holsters and shooting gear, including range bags, rifle cases, tactical cases and accessories, with applications for personal, military and law enforcement. Their products solve real problems that hunters and shooters are faced with, for example, things such as spring loaded retention straps that spring out of the way when it is time to re-holster your firearm. All products are designed, tested and made in Nampa, Idaho, USA!

Looking for: Distributors/representatives, wholesalers, retailers.

Epilog Laser, Golden, Colorado, booth 6-304

<http://www.epiloglaser.com>

In business since 1988, Epilog Laser has worked hard to become a leader in the laser engraving, cutting and marking industry. They are known as innovators and problem solvers. The company designs and manufactures the highest-quality laser systems, at its Golden, Colorado, headquarters. In

2008, Epilog launched the industry's first low-cost entry-level CO2 laser engraving system, the Epilog Zing Laser, to bring their technology to an even wider audience. Epilog's systems are used around the globe in multiple markets for countless applications.

Looking for: Retailers and end users. Epilog's German partner is Franz Hagemann (cameo).

EZE-LAP Diamond Products, Carson City, Nevada, booth 5-110

<http://www.eze-lap.com>

EZE-LAP manufactures a wide variety of diamond coated sharpening tools for the outdoors, machine tool, woodworking, lawn & garden, culinary and food service, DIY, houseware and hardware industries. As a pioneer and originator of diamond sharpeners since the early 1970's, their unique diamond process and modern technology allows EZE-LAP to produce cost-competitive quality diamond products.

Looking for: Distributors/representatives, wholesalers, retailers in France, Italy Spain & Eastern Europe.

Fox River Mills, Osage, Iowa, booth 5-118

<http://www.foxsox.com>

Since its beginning in the Fox River Valley of Appleton, Wisconsin, in 1900, Fox River Mills, Inc. (now based in Osage, Iowa) has been committed to producing quality knitted socks and handwear. Fox River was founded on the principle of offering a superior product with great service at a fair price. Today, Fox River Mills is one of the leading outdoor, athletic, and lifestyle sock manufacturers in the world. AT IWA 2014, Fox River will present its all "Made in USA" collection of socks, liners and hand-wear for sport, outdoor, hunting, walking, everyday, diabetic, military, snowboard and ski, work.

Looking for: Distributors/representatives, wholesalers, retailers.

G96 Products, Paterson, New Jersey, booth 5-202

<http://www.g96.com>

G96 is a trusted name in gun lubricants and cleaning products. The company's products are used worldwide by many Federal, State and Local government, law enforcement, military and security personnel but also by recreational hunters and shooters. For example, G96 Synthetic CLP Gun Oil is approved for use by the U.S. Army for cleaning, lubricating and preservation of both small and large caliber weapons and weapons systems (MIL-PRF-63460E & NATO S-758). G96's product range includes gun lubricants, solvents, bluing compounds, stock finishes, fabric and leather waterproofing, lens cleaners and treated cloths.

Looking for: Distributors/representatives, wholesalers, retailers.

National Shooting Sports Foundation, Newtown, Connecticut, booth 5-130

<http://www.nssf.org>; <http://www.shotshow.org>

The National Shooting Sports Foundation (NSSF) will be present at the IWA 2014 to promote the SHOT Show 2015, taking place January 20-23, at the Sands Expo and Convention Center in Las Vegas. As a prestigious trade association for the firearms and ammunition industry in the United States, NSSF is working to promote, protect and preserve hunting and the shooting sports. Formed in 1961, NSSF has a membership of more than 5,500 manufacturers, distributors, firearms retailers, shooting ranges, sportsmen's organizations and publishers. IWA is the ideal platform for NSSF to broaden its international standing and to promote the SHOT Show to hunters & sport shooters, as well as government, law enforcement and security personnel from all over Europe and beyond.

Looking for: Exhibitors and trade visitors to the SHOT Show 2015.

Pro-Shot Products, Taylorville, Illinois, booth 5-116

<http://www.proshotproducts.com>

In 1982, John E. Damarin, started Pro-Shot Products with one goal: To make firearms cleaning faster and easier! Pro-Shot would manufacture innovative and superior quality products for the avid sportsman at an affordable price at his home state of Illinois. Today, Pro-Shot accessories are offered through an extensive network of retailers in North America and around the globe. They are used by Olympic shooters, law enforcement, special forces, and armies to clean their firearms for flawless operation and accuracy.

Looking for: Wholesalers and retailers.

The Safariland Group, Jacksonville, Florida, booth 5-130

<http://www.safariland.com>

This year marks the 50th anniversary of The Safariland Group, a company with a rich heritage in the law enforcement and sporting markets. Since 1964, Safariland has developed into a group of highly recognized and well-respected brands which are renowned for their innovation and quality. Their creed is: "Together, We Save Lives." Their products include armor systems, body armor, tactical armor, patrol bikes, duty gear, firearms accessories, survivability systems, protective gear, less lethal, forensics, communications, and training material. Customers know them under leading brand names such as ABA, Bianchi, Break Free, Forensics Source, Hatch, Monadnock, PROTECH Tactical, Safariland Duty Gear and Defense Technology, and Second Chance.

Looking for: Distributors/representatives, wholesalers, retailers.

Samson Mfg., Keene, New Hampshire, booth 9-612

<http://www.samson-mfg.com>

Samson Manufacturing aims to provide its customers with the highest quality machined products at reasonable prices. Over the past 22 years, the company has worked with a vast array of clients from many different industries. This led to a specialization in tactical quality firearms accessories including the Quick Flip mount for Aimpoint 3X and more. Samson puts a strong emphasis on quality control and meeting the design needs of its customers.

Looking for: Distributors/representatives, wholesalers, retailers.

Utica Cutlery Company, Utica, New York, booth 5-112

<http://www.kutmaster.com>

Building on a 100-year history, Utica's Kutmaster division manufactures and imports a wide range of pocket, lockback, fixed blade, and liner lock knives. Kutmaster holds patents on several multi purpose tools which are manufactured in Utica, New York. In addition to folding knives, a wide array of cutlery and picnic sets are offered in both set and kit configurations. The Kutmaster division services the sporting goods sector, as well as the hardware and advertising specialty industries. A number of products are manufactured in upstate New York under private label arrangements for a wide range of customers.

Looking for: Distributors/representatives, wholesalers, retailers.

Your U.S. Commercial Service Contact

At the show, hunting & sport shooting specialist Moritz Holst and other specialists will be working out of our **Business Information Office (BIO)** in the **USA Pavilion (hall 5, booth 134)** to connect U.S. exhibitors with potential buyers and partners from all over the world. Should one of your goals be to get in touch with U.S. exhibitors, then definitely let us know. Moritz will assist you in any way possible. To request additional support leading up to **IWA 2014, or to receive advice on the German market, please contact:**

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For more information on **IWA 2014** please visit the organizer's website
<http://www.iwa.info/en>.