



August 15, 2007

John Carlson, Jr.
Executive Director
California Fish and Game Commission
PO Box 944209
Sacramento, CA 94244

Re: CA Fish and Game Information Request

Dear Director Carlson:

I am writing on behalf of the California Association of Firearms Retailers (CAFR), a California non-profit trade association of the state's 2,216 licensed firearms retailers. We recently received a copy of your Aug 2, 2007 letter seeking certain information in advance of your August 27th Special Meeting regarding non-lead hunting ammunition.

CAFR welcomes this opportunity to explain why we oppose proposals to ban the use of traditional hunting ammunition for big game and varmint hunting currently being advocated for before the Commission. Many of the reasons CAFR opposes those efforts are articulated in joint letter dated July 5, 2007 to which CAFR was a signatory along with other conservation groups. CAFR is deeply concerned that banning traditional hunting ammunition will have a substantial adverse economic impact on many firearms retailers in the state, most of which are small "mom-n-pop" businesses, due to a significant reduction in hunting that surveys show will occur if traditional ammunition is banned and/or hunters are forced to use substantially more expensive and less available alternative ammunition.

CAFR does support the science-based voluntary measures outlined in the July 5th letter. These measures are supported by a large majority of the sportsmen community (73% of hunters). Our members offer a direct communication channel to sportsmen that could be used to help educate hunters about these voluntary measures. California firearms retailers would welcome the opportunity to work with the Department and the Commission to help educate hunters – our customers – about these voluntary measures.

In your letter you inquire as to the ability of California firearms retailers to "respond to an increase in non-lead bullet demand." It is not possible for CAFR to provide a detailed response to that question. The answer depends on the extent of consumer demand and the availability and cost of such products in the marketplace. As we discussed above, based on survey results that suggest almost 25% of California hunters will stop hunting, hunt less frequently, or hunt outside California, we are very concerned that banning traditional hunting ammunition will result in a notable decrease in consumer demand for ammunition, including "non-lead ammunition." We do know that non-lead ammunition

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is only available in limited quantities and calibers and is considerably more expensive than traditional hunting ammunition. The price of non-lead ammunition will continue to rise as the cost of copper, which is used as the projectile in non-lead ammunition, continues to increase.

Many of the other specific questions for which you seek information we would direct you to the ammunition industry's trade associations, namely the Sporting Arms and Ammunition Manufacturers' Institute (SAAMI) or the National Shooting Sports Foundation (NSSF), for more detailed information than CAFR can provide. Thank you for the opportunity to express our concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Marc Halcon". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Marc Halcon
President, California Association of Firearms Retailers

cc: Ryan Broddrick, Director, California Department of Fish & Game