



DECEMBER 2014

# PARTNER UPDATE

## PRODUCT DEMONSTRATIONS IN BULGARIA & HUNGARY



Wow! What a great couple of events that B&T just finished. There were three different events in two countries where we demonstrated the the B&T product line to over 100 operators and decision makers of many different services. The organizers were for Bulgarian Arms & Defense Systems Ltd. and for Hungary, REINTEX KFT. The sales teams of each company have organized and executed the event beautifully. The quality and planning of these are on the highest levels of professionalism equal to anything that we have seen anywhere in the world.

The Bulgaria pressie was on 16 October and was held just outside Sofia at the range of the special forces. There were about 40 persons present from all areas of the professional community in Bulgaria. This included the Police SWAT team, National Intelligence Service, National Customs Agency, National Protection Service and even the logistics department of the army to name a few. The demo started at 10h00 because the range was about an hour from Sofia. The classroom part went for about 2 hours because everything was translated in Bulgarian. This way everyone would hear the B&T message. After a quick break for some sandwiches and coffee it was off to the firing line where all weapons were fired to the shooters satisfaction. The APC556 and VP9 were two of the favorite weapons among the participants.

The Hungarian event was just a few weeks later but was spread out over three days for two different events, the MOD, MOI and other qualified specialized users such as the Presidential Security and TEK National Anti-Terror Group. The first presentation was held on a Hungarian Army shooting range. The second presentation was held two days later about 200 kms from the first in the opposite side of the country. This was a private range that REINTEX rented out for the occasion and thus gave us a bit more flexibility on what we shot and at what ranges. The scenario was the same as in Bulgaria, 2 hours of classroom work with plenty of cigarette breaks, lunch and then to the firing line.

One of the more interesting parts was when the special forces pull out their MINIMI machine guns and mounted a ROTEX suppressor on it and fired it just next to another MINIMI without a ROTEX. The reduction was really amazing and the entire group was impressed.

In both countries most of the weapons were fired almost exclusively with suppressor and without hearing protection. Normal ear plugs were not needed so the demonstrator could explain all of the fine features to the attendees without having to scream like a wildman on crack to get his point across.

Special thanks needs to out to Kalin with Bulgarian Arms & Defense Systems Ltd. and Ákos from REINTEX for doing all the heavy lifting (and gun cleaning) for the demos. Bravo Boys! it was a pleasure working with you...

## SPEED LOADER

We are proud to introduce the B&T Speed Loader for the MP9/APC9 and the MP5. This easy to use device will enable any operator to quickly load a 30-rnd magazine in less than 15 seconds. This means more time shooting and less time loading. It also works well loading magazine while wearing heavy winter gloves. To get an idea of how it works just click [here](#) and through the wonder of modern technology you can see first hand how well it works.

Ossi, our Suppressor Manager and Flash our Quality Control Manager thought up the idea and worked with production to get it just right. All of us here think it one of the great technological advancements of humanity right after splitting the atom and the creation of Nutella as a breakfast food condiment. The details are:

BT-231229 Loading Tool MP9 & APC9  
BT-231230 Loading Tool MP5

## LOCAL BOY MAKES GOOD

Michel (Mischu) Schmocker a ten-year employee of B&T has been promoted to Team Leader Assembly and a place on the Company Management Team. In the past Mischu was the team leader for the assembly of the MP9 and APC products. In this new position he will manage all persons who will conduct the assembly of everything B&T produces. This includes Suppressors, Accessories and all the weapons. Mischu started with B&T in 2003 to do the assembly of the MP9.

Since then he has gone back to school and earned a diploma in Economic NDS HF which is equivalent to a BA in Business Administration. Everyone who knows Mischu sees how he has matured into a very organized manager of persons and resources. It is Mischu who will review the orders on hand, projected orders and makes sure that the production department is making what the sales department is selling so we can maintain our excellent reputation for quick delivery. It is a job that keeps him busy all the time and we are happy that the company has promoted from within the organization.

He is a credit to us all and just a real nice guy...



## WORLD.GUNS.RU

Max Popenker the editor and founder of website Modern Firearms ([www.world.guns.ru](http://www.world.guns.ru)) visited B&T in October. If any reader has ever needed authoritative information about any type of military weapon either current and popular or obscure and ancient the odds are excellent that this was the website you would turn to. The site was started in 1999 and now has over 1000 entries (in each in version, English and Russian). In fact every day the site has more forty thousand hits from around the world. That we find rather impressive.

Max has a rather interesting background, was born Leningrad (St. Petersburg), graduated from St. Petersburg State Technical University and then served in the then Soviet Army as a officer in the Air Defense Forces (PVO). Max had his finger on the button of SAM missile battery to defend the Motherland if Mathias Rust ever made the mistake of trying to fly his Cessna back to Red Square.

While in Thun he examined and fired the APC family of weapons and seemed impressed with the APC556 and the light recoil thanks to the hydraulic buffer. Go to his posting on the Firearms Blog. <http://www.thefirearmblog.com/blog/2014/10/08/green-alps-blue-lakes-fine-guns-brief-report-bt-ag-facility-thun-switzerland/>

Max is extremely knowledgeable and possesses an excellent command of English to include a rather large technical vocabulary. Max is now an IT consultant in St. Petersburg and spends hours on his website so all of us in the industry have a reliable source to turn to when a technical question is asked. Max we admire your work!



## UPCOMING EVENTS



### SHOT Show 20-23 January 2015 Las Vegas

B&T US partner B&T USA, will be exhibiting its latest US compliant products at the The Shooting, Hunting and Outdoor Trade Show (SHOT Show) and Conference in Las Vegas from the 14th to 17th Jan 2014. It is still the largest and most comprehensive trade show for the shooting sports, hunting and law enforcement industries.



### INFORCETAC/IWA Nürnberg Germany 4-9 MARCH 2015

Enforce Tac opens its doors in Nuremberg on 4 – 5 March 2015 and IWA follows 6-9. B&T will be there in all of it's glory to show at least four new products. We expect a busy show for us all.

### B&T Police Days 9-10 June 2015

Yes, it is almost that time again to book your tickets, pack your bags and prepare for the majestic mountains and scenery of Switzerland. The B&T Partner Meeting and Police Days dates have been confirmed so please mark your calendars and expect an official invitation in the coming weeks with more exciting details. It is always a good event so don't miss it.

## MEET THE AUSLÄNDER



This month we visit with our latest guest worker who has found his way to Thun, Ralph Wilhelm. Ralph is originally from Wiesbaden, Germany and has worked extensively in the firearms industry since the mid-90s, so his expertise and experience is welcomed by everyone.

His responsibilities are with sales support and marketing. It is thanks to Ralph that the profile of B&T is improving a great deal. Ralph is still working on getting his wife and private gun collection to Switzerland (not necessarily in that order) so he is not 100% moved on yet but it is happening fast.

He likes living in Switzerland and has found a wonderful apartment in the mountains not far from the picturesque village of Aeschi, where now several of the B&T Ausländer are living. It's almost like a little B&T ghetto.

Ralph is also looking after our media presence in the industry by inviting and hosting various journalists to come to Thun and to write articles on B&T products. Since he started we have had major articles in eleven major gun magazines in seven different languages. This type of industry profile is priceless as we all know that most people who read gun magazine don't believe the ads say anyhow.

When he is not working hard on the pictures for the webpage he has a wide variety of other interests. For example he has published over 400 articles in various gun magazines in the world and has written a book, "Moderne Handwaffen der Bundeswehr" (Modern Small Arms of the German Army).

When he is not writing, he is a sport parachute jumper (member of the German national 4-way team) with over 2500 jumps, a technical SCUBA diver and an avid mountain biker. It is amazing he can get accident insurance. He used to actively shoot IPSC and has shot in 3 IPSC world championships, one as part of the German team.

This part of the Partner Update will be coming to an end soon as we are just running out of foreigners here at B&T. Ever since the last Swiss election when there has been a cap on migrant labor. This means that B&T is forced to find local Swiss personal first before we can reach outside the country for new staff. We will however begin another topic, "**Rendez-vous mit dâ Schwyzer...**" where we will get to know the locals and in reality there are some rather interesting people here, so stay tuned...



# HONEST KARL'S NEAR NEW SUBMACHINE GUNS...



Rarely do we ever have a chance to sell used Submachine Guns here at B&T. We normally only sell new freshly produced Submachine Guns but today is your lucky day my friends...

Here at Honest Karl's Near New Submachine Gun Emporium we can offer you for a limited time only ten (10), yes ten used MP9Ns that were returned from a field trial from the Swiss Army. The guns were the ones used in the evaluation by the army and have been returned to us. Thanks to this evaluation the Army has decided to adopt the MP9 but it will be called the MP14 in keeping with their logistic system. The guns have not been fired more than one thousand rounds but do have some minor scratches on the surface from the handling trials. These scratches appear on the Aimpoint sight mostly and a bit on the corners of the guns and some magazine. Some of these guns however look brand new. The guns have been overhauled and inspected, right here at the B&T factory by our highly trained and extremely conscience MP9 production group who have declared these to be Grade A, Number One. I am tempted to say that these guns were only fired on Sundays by little old ladies during Feldschiessen but that would be untrue.

We would however sell these in the shop or to any number of employees who would like a good deal on an MP9N but these are not semi-automatic guns but select fire MP9N and thus are registered as war weapons. The extra paperwork is a big hassle in most cantons in Switzerland.

- Each gun comes with a full accessory kit of:
- 1 pc. B&T machine pistol MP9-N cal. 9mm Para
  - Aimpoint® Micro TL-1
  - ambidextrous safety & magazine release
  - firing pin safety
  - 3x magazine 15/30 rounds
  - Top & side-rail NAR
  - Cleaning kit, sling, case & manual

The normal distributor price is Euro 1'255.00 but for a limited time only as long as these ten guns are available the price will be Euro 777.00. That is a huge saving and if you see customer requiring sample guns to trial in the near future now is the time to order. The retail price for an Aimpoint TL-1 alone is between Euro 600.00 to 700.00.

Once these guns are sold the offer will not be made again. This is a one-time offer and a really good deal. I would get one myself but I already have one.



# DR. Z'S FEEL GOOD PAGE

## INDONESIAN NAVY ACCEPTANCE

The Indonesian Navy and MOD visited B&T recently for the final acceptance of a sizable order of MP9 for the TNI and TNI-AK (Navy). This was the second order in three years that we have had from Indonesia as the MP9 gains more and more acceptance among the user community. This is very gratifying considering that the Indonesian Navy is one of the largest in Asia after China and North Korea. Neither of which are fair comparisons as we feel China is huge and the North Korean are just plain crazy. The MP9s will be used for close protection, anti-piracy, and something they do a lot of, boarding teams. The MP9s already in service are getting a lot of use and we expect that we will be getting a request for a full blown Armorer's Course and order for spare parts soon.

## KENYA DEFENSE FORCE ACCEPTANCE

The Kenya Defense Forces visited B&T for the acceptance of a quantity of SPR300 Rifles. This order was the second order for product that B&T was able to service in as many years. B&T was amazed how smooth and efficient the entire transaction passed. There seems to be a sense of purpose these days with the KDF as they re-equip various units of the entire force.

## ICELANDIC POLICE ADOPT THE GLO6

Thanks to B&T partner in Reykjavík Iceland, Kjartan Lorange of Veiðihúsið Sakka ehf (yes that is spelled correctly) the Icelandic Police have adopted the GLO6 and the SIR for public order use. We at B&T never really knew that there was a public order problem in Iceland. At first we all thought the police would use it to keep seal lions off the runways of Reykjanesbær Airport but we were wrong. There seems that there are riots sometimes after all. So the next time you have a layover Reykjavík don't start a drunken brawl or you will get a taste of Icelandic hospitality in the form of a SIR.

## LITHUANIA AND THE APC9

B&T has recently been awarded a contract for a nice quantity of APC9 Submachine Guns. The process took over a year but after a demo was presented, tests were made, the budget was allocated, the tender documents were properly filled out and the contract was finally signed. The order was placed by the Weaponary Fund for the Lithuanian Public Order Police.

## BELGIUM AND THE APC9

The B&T partner in Belgium A6 continues to sell more and more APC9 carbines to various Belgian police agencies. Marc DeLeener is really working hard getting the word out and it is really showing. In the last three months he has put in orders for three different police services. The Belgian Federal and Local Police are beginning to retire their obsolete collective weapons and seem to be flocking to the APC9. Most of the cases these old weapons are UZIs, AUGs and even some MP5s. A6 has been right there to present and demonstrate the many features of the APC9. It is important to note here that he is not having this success without competition. The competition in Belgium is very strong and rather annoying. It is never a simple matter to show and sell. It is a dog fight everytime but Marc to his credit is putting up a good fight and seems to be winning everytime and it is showing in the orders. He really deserves a lot of recognition for his good work here. These small initial small orders are critical because the Federal Police plan to open a tender in 2015 for a new collective weapons for the entire service. This could be thousand of units and the more the APC9 is known in the market the better.

He is also working hard on another very critical service which we hope that we will be able to announce in the next Partner Update. This is will be a coup when we can announce it...

# SLOVAKIA AND THE APC9

In a recent excellent example of how to make a deal happen, Erik Vransky of the B&T partner ERIK in Bratislava Slovakia (not Slovenia, that is another country) was recently awarded a tender for 580 APC9 Submachine Guns for the Slovak Police. This award is an excellent example how hard work will pay off.



Erik presented the APC9 to the customer early enough so the benefits of the product could be well understood early in the process. Finally when it came to dealing with the people in charge he made it clear the APC9 is a Swiss quality product that has already been adopted in neighbouring Austria by the COBRA so Slovakia would be in good company on a European level. No chance of being embarrassed by later problems.

Understanding the competition well, Erik knew what their arguments were. By simply stating that it was cheaper was no argument at all.

Finally there is another aspect that was important here. That is having close contact with the factory and being able to get Karl on the phone 24/7 if a decision had to be made.

The message here to all our other partners is clear. **The APC9 sells.** Recent victories in just the last quarter of 2014 in Lithuania, Belgium, Switzerland and now Slovakia proves this fact without a doubt. The gun is able to outsell the MP5, UMP and the Evo III.

Order samples now and get this product in front of customer early in 2015.

# BASEL LANDSCHAFT AND THE APC9



Here we go again, sales of the APC9 continue to grow as another well-known police agency has decided to retire their long used and obsolete MP5s in favor of the new and modern APC9. "We have had contact in the past with other teams outside Switzerland and found out that the COBRA in Austria has adopted the APC9, said Jean-Claude Egli, Team spokesman. "We were impressed that they conducted a 10,000 round torture test and had zero, broken parts, failures to feed or eject without cleaning on the weapon. That really impressed us."

B&T does not recommend that type of abuse of any weapon but it is nice to hear that when one of our products were put under such a torture test it exceeded any expectations.

This order was for use by the special teams of the Basel Canton. The weapon is unique because it will also have the same Helmet Stock as was procured by the COBRA in Austria.

# LIGHTING SPEED EXPORT LICENSE

In another amazing first SECO the Swiss authority for the licensing of war material approved a license in Europe in only 6 minutes.

This is fast and was not because of a request to expedite the application but the result of the new online license application procedure which was recently imposed. Of course not all future requests can be expected to have such treatment. The license was to an existing customer in a country that is in the EU and a signatory of the Wassenaar Arrangement on the Arms Trade Treaty. All the stars aligned with this order but we have noticed a distinct decrease in the time of returned of applications to many other countries. Remember this next a customer wants to order something from the US and has to wait for months for a DSP83 and to submit to the draconian ITAR regulations.

The next page is a chart we produced that compares the MP9, APC9 and the new P26 carbine. There will be more details in the next Partner Update about the P26 but this will give you an idea of where it fits into product line.



# MP9 - APC9 - P26

## COMPARATIVE SPECIFICATIONS



Caliber	9 x 19 mm	9 x 19 mm , .40 cal.	9 x 19 mm
Magazine capacity	15, 20, 25 & 30	15, 20, 25 & 30	15, 20, 25 & 30
Function	Locked Rotating Barrel	Blowback / Hydraulic Buffer	Blowback
	Closed Bolt	Closed Bolt	Closed Bolt
	Bolt remains open after last shot	Bolt remains open after last shot	Bolt remains open after last shot
Barrel length	140 mm	175 mm	175 mm
Weight empty w/ optic, all rails, handgrip	1.44 kg	2.5 kg	2.3 kg
Length open	523 mm	600 mm	631 mm
Length closed	303 mm	385 mm	401 mm
Mechanical sight radius	190 mm	256 mm	280 mm
Top and bottom rails	Yes	Yes	Yes
Adjustable stock and Stock pull*	N/A	320-350 mm	N/A
Sighting system	Aimpoint TL1 & back-up	Aimpoint TL1 & back-up	Aimpoint TL1 & back-up
Rate of fire	1100 rpm	900 rpm	NA
Simunition Blue Gun	Yes	Yes	Yes
Red manipulation gun	Yes	Yes	Yes
Folding stock	Yes	Yes	Yes
Maximum effective range	100 meters	100 meters	100 meters
Trigger Pull	4.5 kg	2.9 kg	2.9 kg
Suppressor Interface	Yes, MP9 3-lug type	Yes, APC9 3-lug type	Yes, APC9 3-lug type
Ambidextrous safety and selector	Yes	Yes	Yes
Ambidextrous magazine release	Yes	Yes	Yes
Year of development	2003	2012	2014
Accessories included	One each 15 rnd mag.	One each 15 rnd mag.	One each 15 rnd mag.
	Two each 30 rnd mags.	Two each 30 rnd mags.	Two each 30 rnd mags.
	Aimpoint TL1	Aimpoint TL1	Aimpoint TL1
	Optic Rail	Optic Rail	Optic Rail
	Cleaning Kit	Cleaning Kit	Cleaning Kit
	Single Point Sling	Single Point Sling	Single Point Sling

The B&T family of carbines share many common characteristics. The most notable is that the 15, 20, 25 and 30 round polymer magazines all fit the three different gun models.  
All guns come with an Aimpoint T1 Red-Dot Optic Sight as the standard sighting system.

\* Stock Pull is the distance from the end of the stock to the trigger.

This is important because many operators today will wear ballistic vest, armor plates and lead bearing vests which will inhibit the correct manipulation and shouldering of the weapon.



# I AM SO DISAPPOINTED...



Sometimes, I must admit that I am just too trusting with other companies in this industry. I see almost all the other producers in the industry as colleagues not as competition. We might compete in some markets but we also cooperate on some products. There is plenty of business in the world so all of us can make a good living at what we are good at. This is why I tend to look favorably at companies trying to make it in the trade with a new product. This was the case with Arsenal and their Strike One Pistol. It was as it turned out one of the biggest mistakes of my professional life.

In short, I saw the Strike One Pistol at the 2012 EXA show in Brescia and decided to order 50 pieces for the new B&T shop that we were building up. I was so stupid I even paid for all 50 pieces in advance even before having the opportunity to test fire the gun.

The total amount paid was € 26K. After many months of sending emails, making phone calls and being very patient the first 25 pieces were delivered almost one year from when we sent our money. Many persons here were keen to see this new gun. The guns arrived and we immediately took 3 units to our range for a test fire. All three failed after 5 to 20

rounds shot. We were shocked! We know how guns work and disassembled the guns to discover the problem.

I will not go into all the technical details but one of the technical "issues" causing the failures is that the disconnect-spring falls off the position in the polymer part of the frame. The firing-pin spring is too weak and the frame and slide are so tight that one needs a big rubber mallet to disassemble the gun! I understand how first production guns are and decided to give them a chance. I sent close to 20 emails to the director Nicola Bandini and made various calls to get the problem either fixed and our money back. Besides some promises to send us the "working" new parts for the 25 delivered pistols and returning to B&T the 13K for the yet undelivered 25 pistols - only last week we received 5K of our money back and nothing more...

At least the whole experience was not a total loss. We were able to make the guns into a very innovative **Boat Anchor** and offer it to the Swiss Navy for the new Stealth Aircraft Carrier that patrols the lakes. At least for this purpose these things will work perfectly.

Our advice to all partners in the industry is, stay away... You do so at your own risk!

Now on the something on the positive side... I want to send out my special thanks this time to some of our partners around the world who have made some special efforts with B&T over the last few months. First of all to Reintex and Bulgarian Arms & Defense Systems Ltd. who made some excellent product demonstrations. Others are Alexander from Armatech, Peter Lau from Indonesia and the boys from SOG for coming to Thun with their customers. We also had visitors from Oman, Croatia, Greece, Korea and Kenya. We are very grateful that you could take the time to visit us here. We know that it is a long way but we tried to make it worth your time.

Our goal is to be the best and most responsive company in the industry not the biggest. Happy holidays to you all.

BTW, the Tiger season started and after 19 games we are in first place, 14 points ahead of the second place team. Thank you for asking...

**Karl Brügger**