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JOURNAL

'BORN INTO THE GUN BIZ'

Charlie Brown
& The MKS
Supply Story

ALSO INSIDE

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Tactics For Ruddy Elk

GUNNING FOR BILLY DIXON

Trying For Bison
Hunter's Famed
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'SAY HELLO TO MY (OTHER) LITTLE FRIEND!'

The History Of The MAC-10

CASE CLEANER REVIEW

Frankford Arsenal's Rotary
Tumbler Lite System

AUGUST 2020 \$4.99



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DEMAND, MEET MKS SUPPLY

Under owner Charlie Brown's leadership, the Ohio-based company now markets and distributes for three major firearms and ammo brands.

STORY BY JIM DICKSON
PHOTOS BY MKS SUPPLY

MKS Supply is a reliable distributor that represents three important gun and ammo companies. While that portfolio today includes Barnaul Ammunition and Inland Manufacturing, it all began with Hi-Point Firearms back in 1986.

That's when MKS Supply was founded by the three owners of Ashland Shooting Supplies to market the very first Hi-Point 9mm pistol.

At that time, Hi-Point was still Stallard Arms. It would be renamed a couple of years later. Hi-Point was built by the late Tom Deeb and this 9mm pistol was their only product at that time, but .380, .40, and .45 ACP pistols were soon added. The guns were all made with an aluminum alloy frame until 1994, when Hi-Point became the first American gun company to make a polymer-frame pistol.

In late 1995, they came out with a 9mm carbine. With the Clinton assault weapon ban in place, it had only a 10-round magazine. Over the next few years, the carbine came out in .40 and .45 caliber. Deeb then sold Hi-Point to his chief designer and mold maker, Michael Strassell, in 2014.

Meanwhile, Charlie Brown had been managing MKS Supply since 1993 and bought the company in early 2000. In addition to Hi-Point, MKS Supply began distributing Inland Manufacturing's guns around 2010, and importing and distributing Barnaul ammo in 2017. In 2020, Barnaul ammo imports are expected to be over 50 million rounds.

More on Brown later, but first a

Charlie Brown, owner of MKS Supply, holds a carbine made by Hi-Point Firearms, one of three gun and ammo manufacturers whose wares his company represents and distributes.





Brown, here firing a Hi-Point 9mm, was "born into the gun business," getting his start at his grandfather and father's Ohio shooting range.

word on MKS Supply. The company only works with select manufacturers, becoming the sales and marketing side of the companies they work with. They do all the sales, ads, dealer and distributor support, and they work with writers of sporting publications. This allows the manufacturers to invent and make products, free of those worries and distractions.

BROWN WAS BORN into the gun business. In 1953, his grandfather and his father David opened the first outdoor "pay to shoot range" in Ohio. Called the Miami Valley Shooting Grounds, it had a 25-, 50- and 100-yard range. They put Brown to work there, sweeping brass, repairing target frames, setting up the trap for the clay bird shooters, and loading boxes of .38 Special for a nickel a box. As he grew older, he worked behind the sales counter and also did some minor gunsmithing.

In the early 1970s, the family sold

the range and gun shop, but after three years they opened another retail shop called The Outdoorsman, but without a range. At 16, Brown ran the shop and set up archery ranges and a camping department during the summer, while his father went to Canada for his annual three-month vacation.

Brown went to the University of Cincinnati, where he double-majored in marketing and management. He was in the co-op program and worked for sporting goods distributor Outdoor Sports Headquarters in the telemarketing department. He graduated from college in 1983 and went to work as an outside traveling sales rep for Outdoor Sports and worked there until 1989, when he took a job with Faber Brothers, another sports distributor in Chicago. In 1993, he was approached to run MKS Supply and took the job.

Brown is an NRA Life Member and Endowment Member. He shot trap at the Grand American as a

sub-junior and junior shooter. He is one of the founding members of the Heritage Foundation, now known as NSSF, received the Vincent Shiel Sportsmen's Heritage Award in 2016, participates in local shoots of all disciplines, and is probably one of the last people in the industry who has lived on all sides of the gun business – manufacturing, wholesale and retail. Having known Brown for quite some time, I might also add that he is one of the nicest guys in the gun business. I sure don't say that about everybody.

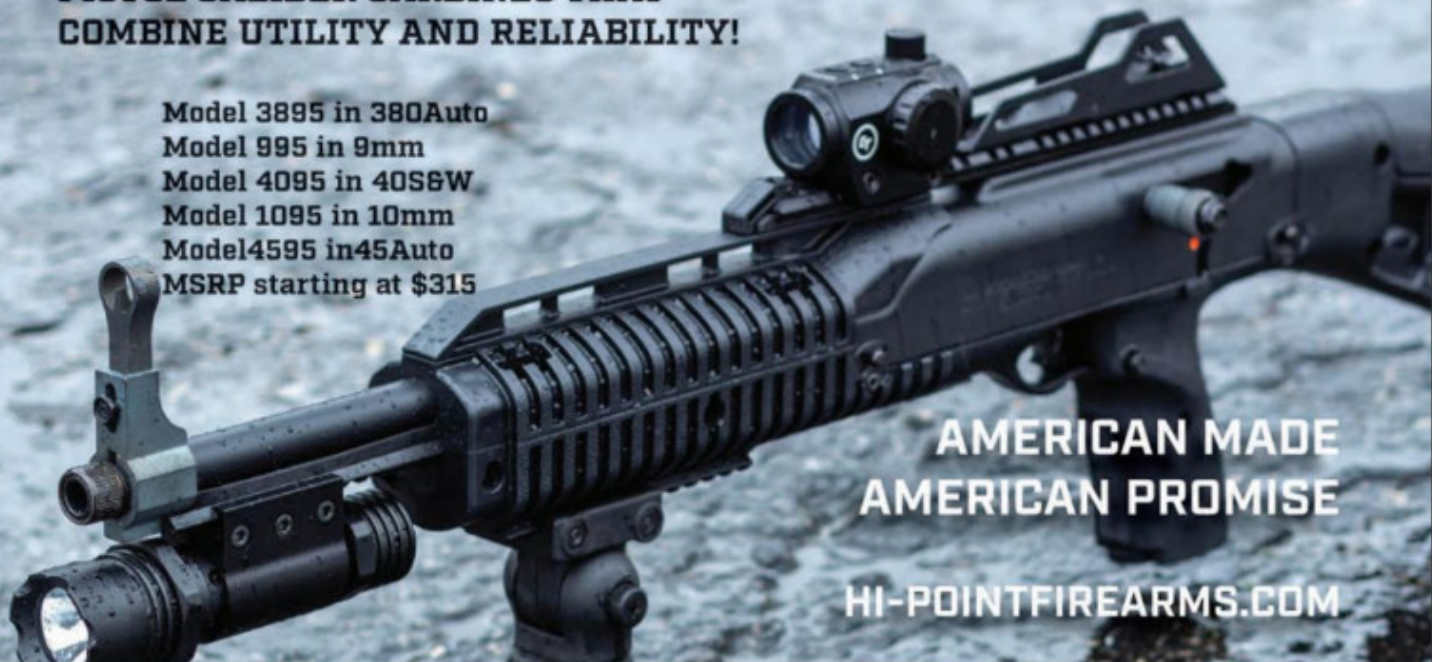
Under his leadership, MKS Supply has grown to a 12,000-square-foot warehouse with seven attached offices. When Brown is not working at his desk, he can often be found helping load or unload the trucks as they come. MKS Supply will not take on a new company unless they think it is a good fit for them, thus ensuring that they deliver top performance. They are dedicated to the companies they represent and the customers they serve.



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Based in the western Ohio city of Dayton, MKS Supply has grown under Brown and now operates out of a 12,000-square-foot warehouse. When the boss isn't at his desk, "he can often be found helping load or unload the trucks as they come," writes author Jim Dickson, who also calls Brown "one of the nicest guys in the gun business."



shot Liberator Derringer and silencers in .22-caliber, .30-caliber and 9mm round out Inland's product line. All of the Inland products are very well made and accurate.

And Hi-Point Firearms are also distributed by MKS Supply. These are noteworthy because they are reliable, quality guns at extremely low prices. The extensive use of plastics and the most inexpensive-to-make designs enable them to provide serviceable, if somewhat big and bulky, guns to people who cannot afford an M1 carbine or an M1911A1 pistol. The extensive use of polymer plastics in their guns' construction enables them to offer many different camouflage finishes. They make a carbine in 9mm, .40 S&W, 10mm, and .45 ACP. They also make pistols in all these calibers, as well as .380. Their list of options and accessories just grows and grows.

Kind of like MKS Supply. ★

Editor's note: For more information, visit mkssupply.com.



A group of Barnaul's super-accurate polymer-coated steel-cased ammunition.



Barnaul's 115-grain FMJ 9mm is one load that works extremely well in Luger pistols. The Luger needs a different recoil impulse than Browning-type automatic pistols, but most 9mm is made for the Browning-type guns today. In addition, many loads are an incorrect overall length for the Luger and won't feed well through its steeply inclined magazine.

make the 7.62x54mmR ammo for the Mosin-Nagant rifle in 1891. In World War II, they made 1.8 billion rounds of ammo. That's more than was shot in the entire war.

Today Barnaul has a 4-acre factory under one roof with 5,000 employees. They are fanatical about quality, and they keep the prices down with high volume production and the use of polymer-coated steel cases instead of brass. These are perfectly safe for the gun and the only drawback is that most

THOSE COMPANIES INCLUDE

Russia-based Barnaul, which makes some of the highest-quality ammunition in the world. All of their ammo is expected to shoot inside ½

inch at 100 yards when fired from the 2-inch-diameter test barrels they bought in the Czech Republic. Founded during the reign of the tsar, Barnaul was the first factory to



Inland Manufacturing makes the World War II M1 carbine to the final Mil-Specs. The M1 carbine had the most hits on enemy soldiers per number of rounds fired of any American weapon issued before or since. A true all-around rifle, it works on small, medium and big game without ruining a lot of meat. Incredibly easy to hit with, light and compact, it is the ultimate bug-out and survival rifle.



Inland also makes this highly efficient silencer for .22, .30 and .45 ACP guns.

Inland's M1911A1 is perhaps the finest M1911A1 in current production. They are extremely accurate yet loose enough to work in combat conditions, unlike many M1911s made today.

