



Results of the 2003

NAFR Retailer Survey

The National Association of Firearms Retailers conducted a nationwide survey to determine what percentage of retailers use a electronic bound book or computerized record keeping in meeting the ATF requirements for acquisition and disposition of firearms.

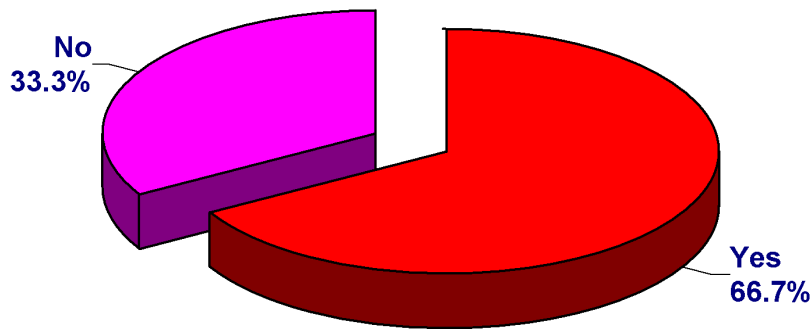
The results of the survey were very encouraging in clearly showing that a large percentage of firearms retailers now using a manual bound book would consider converting to a easy to use computerized system.

Methodology: A survey consisting of 10 questions was sent to NAFR members. The questionnaire consisted of 2 sections. *Section 1* was designed for those that maintain a manual process of tracking the acquisition and disposition of firearms. *Section 2* was designed for those retailers currently using a firearm tracking software package. Only one section was filled out per respondent. Results are based on a 4% response rate.

SECTION 1

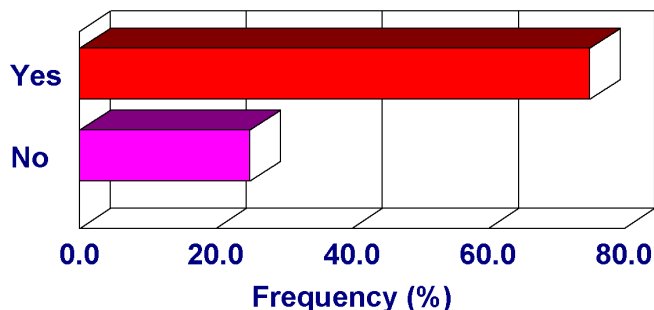
Question #1: Do you currently keep and use a manual bound book, handwriting each acquisition and disposition of firearms?

67% of retailers keep a manual bound book of each acquisition and disposition of a firearm



Question #2: If you are using a manual bound book system, would you consider using a computerized program that would track the acquisition and disposition of firearms for ATF requirements?

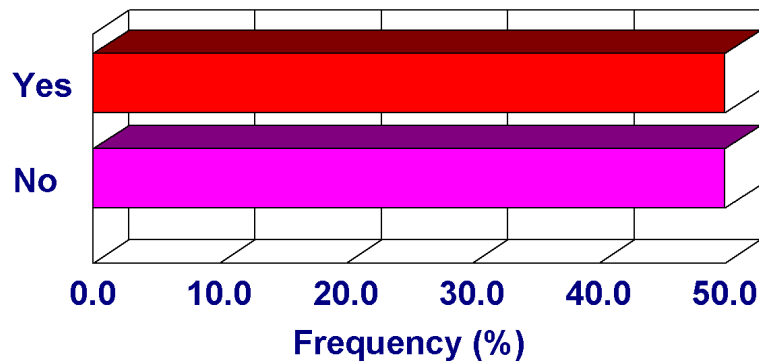
3 out of 4 retailers would consider using a computerized tracking program



SECTION 1 (continued)

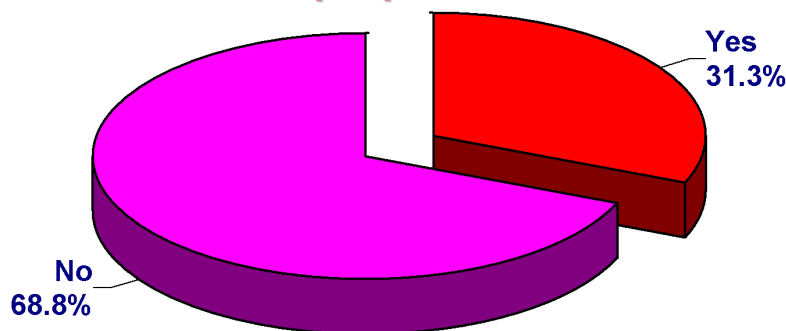
Question #3: Do you currently keep an electronic bound book, entering each firearm acquisition and disposition into a computer?

Of those retailers keeping a manual book, half also keep an electronic record of firearm acquisition and disposition



Question #4: Do you have a point of sale system and does it track acquisition and disposition of firearms for inventory purposes?

3 out of 10 retailers (31%) have a point of sale system that tracks firearm acquisition and disposition for inventory purposes



Question #5: Choose the features that would be important to you in selecting a computerized program to track the acquisition and disposition of firearms (Check all that apply)

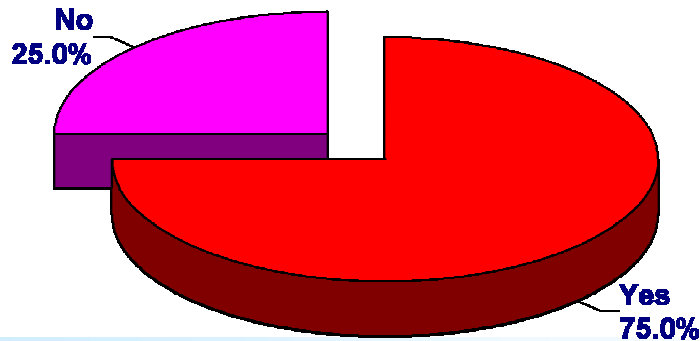
In selecting features for a computerized tracking system, 100% of retailers stated it should have ATF approval for eliminating the need for handwritten book entries.

	Percents	0 Percents 100
Approval from ATF	100.0%	
Barcode scanning of serial # or UPC code	71.4%	
Portable device usage to complete inventory	64.3%	
Acquisition of firearms with a portable device	50.0%	
Printing of price tags	57.1%	
Other	7.1%	

SECTION 1 *(continued)*

Question #6: Do you currently own a business computer that is less than 2 years old?

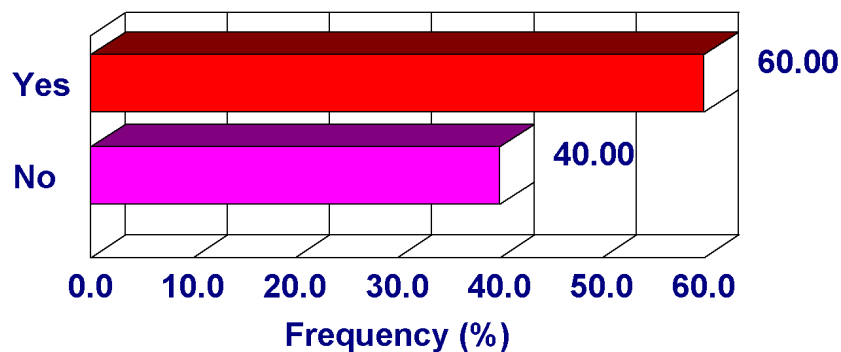
Three out of 4 retailers own a business computer less than 2 years old



SECTION 2

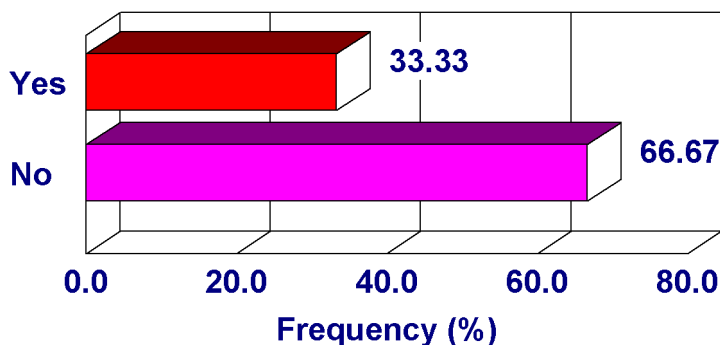
Question #7: Are you using a firearm tracking software application **developed by a software vendor**?

Of those who are not keeping a manual bound book of each acquisition and disposition of a firearm; 60% are using a tracking software application developed by a software vendor.



Question #8: Are you using a firearm-tracking program developed in-house?

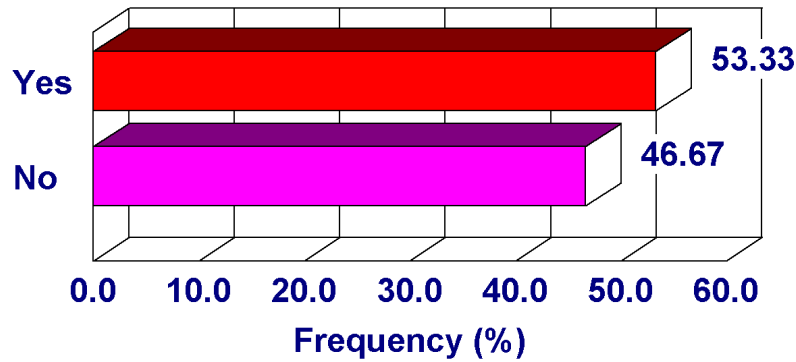
Of those who are not keeping a manual bound book of each acquisition and disposition of a firearm; 33% are using a tracking software application developed in-house.



SECTION 2 *(continued)*

Question #9: Does your current Point of Sale / Inventory system track the acquisition / disposition of firearms?

More than half (53%) of the current Point-of-Sale / Inventory systems track the acquisition and disposition of firearms.



Question #10: Would you consider replacing your current firearm tracking software?

Almost half (47%) of all retailers using computerized tracking software would consider replacing their current program

