



# Let's Take a Look at Your Straw Purchase Avoidance Program

**2023 Firearm Industry  
Compliance Webinar Series**



# Straw Purchase Avoidance Topics For Today's Call

- Define Straw Purchase
- Review Your Program
- Training ideas
- Resources Available
- Sharing

# Straw Purchase Definition

Buying a gun for someone who is prohibited by law from purchasing one or for someone who does not want his or her name associated with the transaction is a "straw purchase"

The background features a series of concentric circles in shades of light blue and grey. A thick, wavy line in a similar color palette starts from the bottom right and curves upwards towards the center, partially overlapping the circles.

# Review Your Program



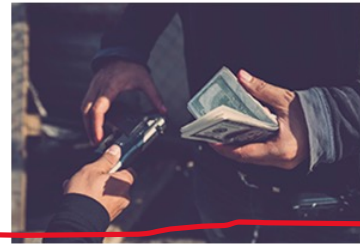
# Reasons to Review Your Straw Purchase Avoidance Program

- It's been a while since you reviewed the content of your program
- Increase in the volume of ATF trace requests
- Time to crime on requests is getting shorter
- Your staff is turning down more possible straw purchase attempts
- Indicators of firearm trafficking

<https://www.atf.gov/firearms/anti-firearms-trafficking-campaign>

## Anti-Firearms Trafficking Campaign

The United States continues to battle the ongoing problem of firearms smuggling at the northern and southern borders. Firearms trafficking occurs when individuals illegally purchase firearms in the United States and smuggle the weapons across the southern U.S. border into Mexico and into other countries. This educational campaign will also educate the public that there is no one face to firearms trafficking and everyone needs to know about these types of crimes and how to report them.



Firearms are trafficked by many different individuals, groups, and criminal enterprises. A large number of firearms are procured in the U.S. by straw purchasing cells operating at the direction of cartels which are then smuggled across the southern U.S. border and into Mexico. Likewise in Canada, a number of organized crime groups fund the purchase and illegal transport of firearms up to Canada.

To combat these issues, ATF launched the Anti-Firearms Trafficking Public Safety Campaign in 2021. The campaign will focus on reducing gun trafficking and stopping illegal gun purchases for prohibited individuals at the border.

# ATF, State Now Locals



## LAWSUIT

### PHILADELPHIA LEADERS FILE LAWSUIT AGAINST 3 LOCAL GUN SHOPS FOR ALLEGED ILLEGAL PURCHASING PRACTICES

The lawsuit claims the three shops have collectively sold at least 158 guns to at least 32 straw purchasers between 2018 and 2022.



*By TaRhonda Thomas*

Tuesday, July 25, 2023 7:08PM ET

[City of Philadelphia sues Tanner's Sports Center, Delia's Gun Shop, Franks Gun Shop for alleged pattern of straw purchases](#) | [6abc.com](#) ([ampproject.org](#))

## What Elected Officials are Saying:

- "We talk about responsibility, who's responsible for the guns flowing through our streets?" asked City Council President Darrell Clarke (D - Dist 5).  
  
"(The gun shops) clearly have not met their level of responsibility to making sure these guns are sold to the right people," he said.
- "Gun stores that are federally licensed are trained and regularly reminded of how to straw purchase," said Alla Lefkowitz, senior director of Affirmative Litigation for Everytown Law. "These indicators (of straw purchases) include bulk purchases of firearms. Buying the same firearm over and over again."

<https://www.everytown.org/press/everytown-announces-10-new-co-chairs-of-mayors-against-illegal-guns-including-mayors-of-new-york-city-kansas-city-tampa-to-step-up-alongside-founding-chair-mike-bloomberg/>

- **NEW YORK** — Today, Mayors Against Illegal Guns, part of Everytown for Gun Safety, announced [10 new co-chairs](#) – the first new co-chairs Mayors Against Illegal Guns has had since its founding in 2006. The new co-chairs join founding chair Mike Bloomberg as leaders of the nonpartisan coalition, and include: **Baltimore, Maryland** Mayor Brandon Scott; **Chattanooga, Tennessee** Mayor Tim Kelly; **Former Columbia, South Carolina** Mayor Steve Benjamin; **Kansas City, Missouri** Mayor Quinton Lucas; **Mount Vernon, New York** Mayor Shawyn Patterson-Howard; **New York, New York** Mayor Eric Adams; **Former Stockton, California** Mayor Michael Tubbs; **St. Louis, Missouri** Mayor Tishaura Jones; **Tampa, Florida** Mayor Jane Castor; and **Tucson, Arizona** Mayor Regina Romero.



# Trace Requests Reminders

1. Transferring a firearm to a prohibited person

2. Failing to conduct a required background check

3. Falsifying records, such as a firearms transaction form

- 4. Failing to respond to a trace request**

5. Refusing to permit ATF to conduct an inspection

Absent extraordinary circumstances, ATF will issue a notice of revocation whenever it determines an FFL has willfully committed a single act of one of the following violations:

[Federal Firearms Licensee Quick Reference and Best Practices Guide | Bureau of Alcohol, Tobacco, Firearms and Explosives \(atf.gov\)](#)

# How Long Do I Have to Respond to Trace Request from ATF

- **What is a licensee's responsibility to respond to a request to trace a firearm?**
- A licensee must provide the requested information immediately and in no event later than 24 hours after receipt of a request by ATF.

[18 U.S.C. 923(g)(7); 27 CFR 478.25a]



# Training Ideas



My Program ?

Written

On-line

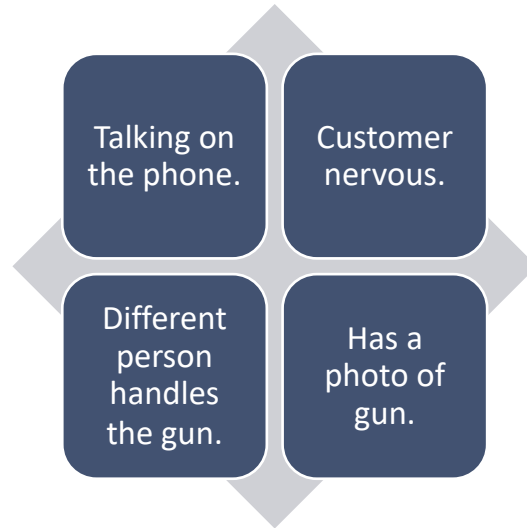
Tribal  
knowledge

Staff turn  
over

Stale needs  
refreshed

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# Clues to Possible Straw Purchase





## Look for the use of Notes or Buying Aids...

The purchaser shouldn't be referencing a note, picture or description when asking to purchase a gun.

Be suspicious of uneducated customers attempting to purchase more than one handgun at a time with little inquiry about the firearms.



## Couples

Be cognizant to couples shopping together in which one person selects the firearm and the second person completes the Form 4473.

Don't accept excuses such as, "I forgot my wallet, so my girlfriend is purchasing it for me."

# Who's Paying

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Be alert to who is paying for the firearm versus who is completing the Form 4473 and NICS.





What caliber are  
you most familiar  
or comfortable  
with?



# Multiple Purchase of Same Firearm

- Dig deeper
- Ask more questions
- Could be over a period
- Could be different persons, same firearm type



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# HOW TO HANDLE A POSSIBLE STRAW PURCHASE

- ☐ Talk to the customer.
- ☐ Ask questions!
- ☐ What do you plan to do with gun?
- ☐ Have you ever shot a gun?
- ☐ Who will be using the gun?
- ☐ Be prepared to say, “No Sale”

“Who are we  
buying a gun  
for today?”



A photograph of a wooden surface with a revolver and several wrapped gifts. The revolver is positioned diagonally, with its handle in the lower right and its barrel pointing towards the upper right. It has a dark metal frame and a light-colored wooden handle. There are four gifts wrapped in red paper with white ribbons. One gift is large and wrapped in white paper with a red ribbon, located in the lower left. Another gift is small and wrapped in red paper with a white ribbon, located in the center. A third gift is wrapped in red paper with a white ribbon, located in the upper left. A fourth gift is wrapped in red paper with a white ribbon, located in the lower right. The text "Guns as Gifts" is overlaid in the center of the image.

# Guns as Gifts



# Guns as Gifts

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If the Customer is the buyer and is buying the firearm with their own money, not at the request of another person, with the intention of giving the gun as a gift – they would then be considered the buyer.

Even if they are not keeping the gun, they are the owner of that firearm until they legally transfer it to the intended recipient.






# Guns as Gifts

When it comes to gifts, it always best to offer a gift card. This ensures the recipient gets to pick out what they actually want and that they are the one to fill out the paperwork and background check.

## **A best practice no matter what, but...**

Some states do require the transfer of a firearm take place so a background check is performed prior to transfer.



**FOLLOW YOUR  
INSTINCTS IF  
YOU ARE NOT  
COMFORTABLE  
WITH SALE  
DON'T DO IT!**



**Remember, you have every right, as well as the responsibility, to deny a firearm transfer to anyone for any reason, even if that reason is “It just doesn’t feel right.”**





Resources Available



<https://www.nssfrealolutions.org/programs/dont-lie/>



**REAL  
SOLUTIONS®**

The firearm industry leads the way in creating safer communities through proven partnerships with law enforcement, elected officials, and community leaders.

**ABOUT**

**OUR PARTNERSHIPS ▼**

**OUR PROGRAMS ▼**

**STAY INFORMED**

**MEDIA INQUIRIES**

***Don't Lie for the Other Guy***



**DON'T LIE**

**FOR THE OTHER GUY™**

**DONTLIE.ORG**

- Almost half of all illegal gun trafficking results from straw person sales.
- Program educates FFL's to identify and deter.
- Raise public awareness that straw purchasing is a serious crime.



**DON'T LIE**  
FOR THE OTHER GUY™

**BUY A GUN  
FOR SOMEONE  
WHO CAN'T**

**BUY 15 YEARS IN JAIL**

**DontLie.Org** | Celebrating 20 Years of Justice

**NSSF**  
The Firearm Industry  
Trade Association



# DON'T LIE

FOR THE OTHER GUY™

*A National Campaign to Prevent the  
Illegal "Straw Purchase" of Firearms*

**NSSF**  
The Firearm Industry  
Trade Association



HOME NEWS HISTORY RETAILER TOOL KIT FAQs QUOTES VIDEOS ABOUT NSSF CONTACT

## FAQ

### What is the Don't Lie for the Other Guy campaign?

A campaign led by the **Bureau of Alcohol, Tobacco, Firearms and Explosives** (ATF), the **National Shooting Sports Foundation** (NSSF) to help ATF to better educate America's firearms retailers on how to detect would-be straw purchasers and to raise public awareness that it is a serious crime to buy a firearm for a prohibited person or for someone who does not otherwise want his or her name associated with the transaction. The campaign was developed by NSSF and ATF in 2000 and has been active in cities around the country.

### How does the campaign work?

The ATF identifies key cities in which to launch the Don't Lie campaign. Firearms retailers in and around the city will receive enhanced training materials on identifying straw purchasers. NSSF leads a public awareness campaign to educate members of the community on what a straw purchase is and the severe penalties associated with attempting such an illegal buy.

## Public Service Announcements

Videos

Radio

Videos





**ATF**

Bureau of Alcohol, Tobacco,  
Firearms and Explosives

WHO WE ARE

WHAT WE DO

RESOURCES



Firearms Home

Tools & Services for Law  
Enforcement >

Tools & Services for Firearms  
Industry >

Rules and Regulations

Firearms Forms

Firearms Licenses

Firearms Publications

Firearms Q&As

## Don't Lie for the Other Guy



The Bureau of Alcohol, Tobacco, Firearms and Explosives has partnered with the National Shooting Sports Foundation (NSSF) — the trade association for the firearms industry — in designing an educational program to assist firearm retailers in the detection and possible deterrence of “straw purchases,” the illegal purchase of a firearm by one person for another. The Department of Justice’s Project Safe Neighborhoods initiative has enhanced the program by providing funding to raise public awareness of the criminality involved in purchasing a firearm for a prohibited person.

The goal of the “Don’t Lie for the Other Guy” program is to reduce firearm straw purchases at the retail level and to educate would-be straw purchasers of the penalties of knowingly participating in an illegal firearm purchase. The denial of guns to prohibited persons is critical to the mission of ATF in preventing violent crime and protecting the nation.

More information about the Don’t Lie for the Other Guy campaign can be found at the campaign website: [www.dontlie.org](http://www.dontlie.org).

- Don’t Lie Customer Post Card [[English](#)] [[Spanish](#)]
- Don’t Lie Poster [[Spanish](#)]
- Don’t Lie Counter Mat [[Spanish](#)]

*Last Reviewed April 26, 2018*

A man in a blue shirt is seen from the back, standing at the head of a conference table. He is gesturing with his right hand, which has a watch on it. Several people are seated around the table, looking towards him. The room has large windows in the background.

# DON'T LIE

FOR THE OTHER GUY™

# Training





**DON'T LIE**  
FOR THE OTHER GUY™

**Genuine  
Purchase  
or Straw?**

The background features a series of concentric circles in shades of light blue and grey. A wavy line, also in these shades, enters from the bottom right and curves upwards towards the center of the circles.

# Sharing



# Who to Notify on Straw Purchase Attempt

- Local Police
- ATF
- Other stores in your chain
- Nearby FFL's
- Other team members in your store



Report Suspicious Activity – Local Law Enforcement



# ATF

Bureau of Alcohol, Tobacco,  
Firearms and Explosives

## ATF Hotline

**Report Illegal Firearms Activity**

[1-800-ATF-GUNS](https://www.atf.gov/hotline) (1-800-283-4867)

# -EVIDENCE-

NAME \_\_\_\_\_

FILE NO. \_\_\_\_\_

EXHIBIT & ITEM NO'S \_\_\_\_\_

INVESTIGATOR & SECTION \_\_\_\_\_

Maintain Evidence – ATF F 4473, CCTV Footage, Etc.



# Tracking & Reporting





Maintain a Denied Purchase Log

# Straw Purchase Avoidance Topics Recap

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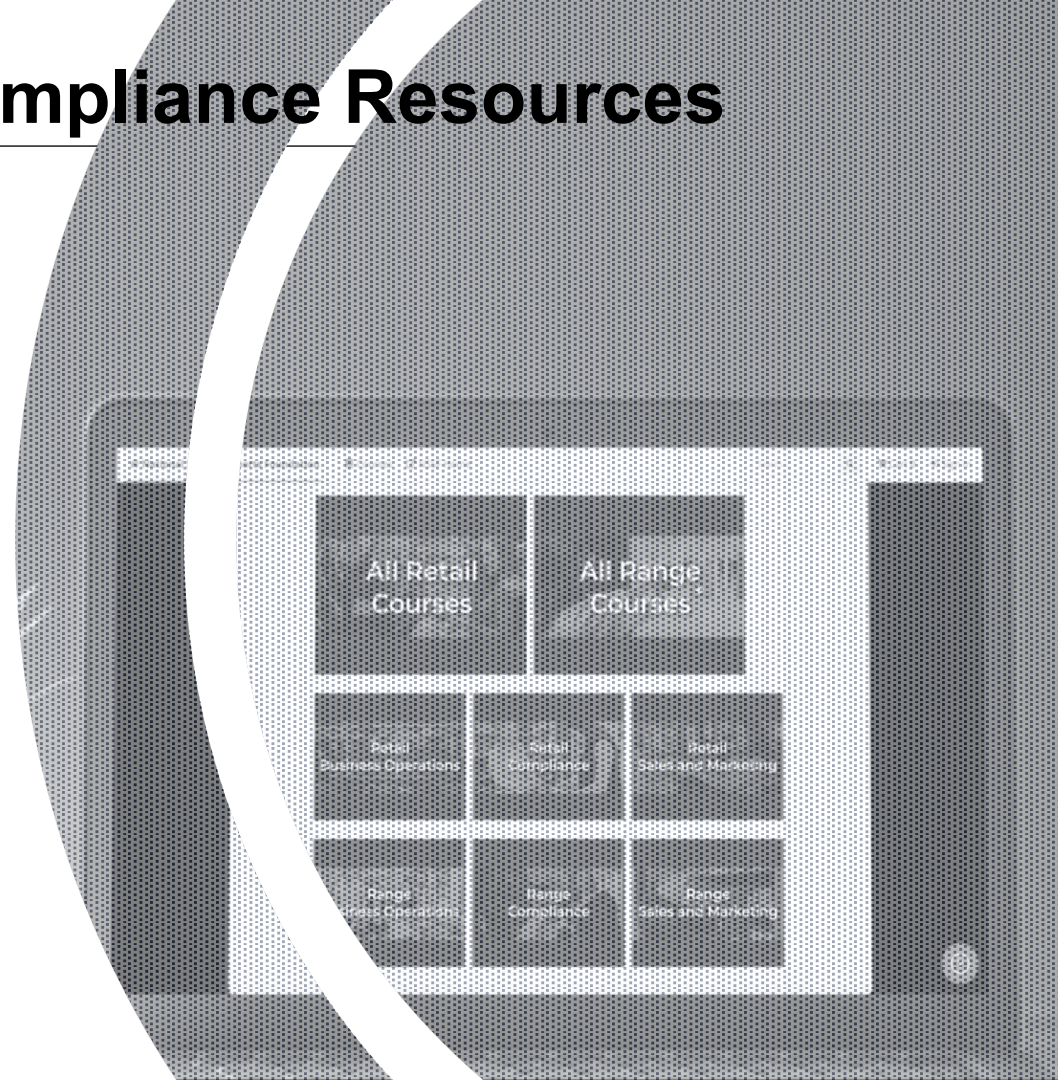
# Additional NSSF Compliance Resources



Industry Compliance courses:

- “Zero Tolerance” Policy
- Winning at ATF Inspections
- Completing the Form 4473
- Multiple Sales Report
- and more

**[NSSF.org/Education](https://nssf.org/Education)**





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