

**Table 2. Countermarketing and Demarketing Safeguards: Type of Safeguard**

| <b>Six Pathways of Diversion/Safeguard</b>   | <b>Participation Rate</b> |
|--|---------------------------|
| <b>1. Unscrupulous/Corrupt Dealers</b>   |                           |
| <i>Manufacturers ...</i>   |                           |
| •Analyzes trace information to identify in any way problem distributors or dealers.                  | 9.4%                      |
| •Has stopped, would not sell, or would stop selling to indicted dealers.                             | 6.3%                      |
| <i>Distributors ...</i>  |                           |
| •Analyzes trace information to identify in any way problem distributors or dealers.                  | 13.3%                     |
| •Has stopped, would not sell, or would stop selling to indicted dealers.                             | 23.3%                     |
| <b>2. Nonstore/Nonstocking Dealers</b>   |                           |
| <i>Manufacturers ...</i>   |                           |
| •Requires that distributors sell to dealers who, in turn, only sell to storefront place of business. | 21.8%                     |
| •Requires direct dealers or program dealers to have storefront place of business.                    | 25.0%                     |
| <i>Distributors ...</i>  |                           |
| •Requires that their dealers operate from a storefront place of business.                            | 23.3%                     |
| <b>3. Gun Shows</b>  |                           |
| <i>Manufacturers ...</i>   |                           |
| •Restricts their distributors from selling at gun shows.   | 15.6%                     |
| •Restricts their distributors from selling to dealers who, in turn, sell at gun shows.               | 6.3%                      |
| •Restricts their direct or program dealers from selling at gun shows.                                | 9.4%                      |
| <i>Distributors ...</i>  |                           |
| •Restricts their dealers from selling at gun shows.  | 3.3%                      |
| <b>4. Straw Purchases</b>  |                           |
| <i>Manufacturers ...</i>   |                           |
| •Has disseminated materials on straw purchase to others in their distribution system.                | 18.7%                     |
| •Has trained others in their distribution system on straw purchases.                                 | 9.4%                      |
| <i>Distributors ...</i>  |                           |
| •Has disseminated materials on straw purchase to dealers.  | 13.3%                     |
| •Has trained dealer on straw purchases.  | 13.3%                     |
| <b>5. Multiple Sales</b>   |                           |
| <i>Manufacturers ...</i>   |                           |
| •Limits multiple sales in their distribution system.   | .0%                       |
| •Attempts to obtain information from members in their distribution system about multiple sales.      | .0%                       |
| <i>Distributors ...</i>  |                           |
| •Limits dealer multiple sales.   | .0%                       |
| •Attempts to obtain information from dealers about multiple sales.                                   | .0%                       |
| <b>6. Thefts</b>   |                           |
| <i>Manufacturers ...</i>   |                           |
| •Requires members in their distribution system to take measures to prevent theft.                    | 6.3%                      |
| •Requires that members in their distribution system report incidents of thefts to them.              | 3.1%                      |
| <i>Distributors ...</i>  |                           |
| •Requires dealers to take measures to prevent theft.   | .0%                       |
| •Requires that dealers report incidents of thefts to them.   | .0%                       |