



SURVEY METHOD

Six options were considered in this survey. Each respondent was called and instructed that they would have a proposed solution explained to them and they were to rate a Yes or No on whether or not the solution would be acceptable to them to allow their business and practice to continue. The respondents were asked to estimate an expected loss in revenue. All respondent data was recorded, no respondents entries were omitted.

25 businesses were surveyed over the phone. Of those 25 businesses:

- 15 were located in Ontario
- 5 were located in Quebec
- 1 was located in the Maritime Provinces
- 1 was located in British Columbia
- 1 was located in Saskatchewan
- 1 was located in Winnipeg
- 1 was located in Alberta
- 3 were mixed retail (primary business is not solely airsoft)
- 11 were either field ProShops or affiliated with a field

PROVISION 1: 18+ AT POINT OF SALE

Federal 18+ requirement at point of sale, minors can use under adult supervision.

- 100% of surveyed businesses accept this provision
- Average expected revenue loss is less than 1%

Some provinces already require this. All dedicated airsoft businesses specified that this was already the case for them for in store sales, regardless of provincial law. Only some mixed retail outlets reported otherwise. Businesses involved in fields report that this is already an insurance requirement.

PROVISION 2: SAFETY WARNING AND LIABILITY WAIVERS

Airsoft devices would require cigarette style warning labels at the point of sale with graphic depiction of potential injuries if used improperly, with warnings on potential police responses if used irresponsibly. Point of sale would require a read through and signature on a legal document acknowledging the risks and liabilities of ownership.

- 100% of surveyed businesses accept this provision
- Average expected revenue loss is 2%

Businesses have no issue with this as most report that paper and verbal warning are already in place, however graphic images may scare some parents away from purchasing for their children to use, and a legal document may ward off some customers. All businesses report they are more than willing to comply with this provision.



PROVISION 3: FEDERAL LEVEL BASIC TRANSPORT LAWS

Airsoft devices would be federally required to be transported in opaque "gun bag" or "gun case" style containers. They would not be able to be transported in public or in public view in a garbage bag, backpack, guitar case, etc.

- 100% of surveyed businesses accept this provision
- Average expected revenue loss is 1%

Most businesses report that this is already recommended to all customers and enforced by employees. Many businesses have a "no gun bag no service" rule. Most businesses see this as a net positive for the sport, and mention that the added gun bag sales may make up for any potential revenue loss from a gun bag requirement. It would then become important to consider whether or not a factory cardboard box would meet these requirements for transport, as with real firearms often the shipping container for the firearm meets a requirement for shipping, but does not meet the requirement for storage and transport. Clarification here is required.

PROVISION 4: COLOURED TIP

Airsoft devices would be required to have a non removable brightly coloured tip to be permanently affixed.

- 96% of surveyed businesses accept this provision
- Average expected revenue loss is 9%

Most businesses would accept this provision in order to allow the sport to survive, as it is relatively simple to implement and does not have as significant an effect on the airsoft gaming community. However, a significant number of respondents echoed that this does not solve any law enforcement concerns over misidentification due to spray paint, etc. Some niche businesses that specialize in concealment within airsoft identified an orange tip as completely against the mantra of their field craft and expressed additional concern. This also does not address the concerns of the film industry. Businesses involved with fields show less concern than retail only businesses.

PROVISION 5: 50% BRIGHT MARKINGS ON AIRSOFT DEVICES

Airsoft devices would have 50% of the external appearance brightly coloured such as bright orange or neon green in whole or in bands/stripes. Painting over these markings would not be legal.

- 20% of surveyed businesses accept this provision
- 0% of surveyed retail only businesses accept this provision
- Average expected revenue loss is 62%

Of the 20% of businesses that accepted the provision, all were businesses that either operated or were in some way affiliated with a field. All retail only outlets reported that this provision is not acceptable to allow their business to continue to operate. The reason for this would be that retail only outlets would see a significant drop in sales, forcing most of them to close. However some fields would generate enough revenue from players that own pre-provision airsoft devices that they believe the provision may allow their businesses to continue to exist, as these businesses are able to generate revenue from existing sales whereas retail only businesses must generate revenue from new sales.

Another concern from businesses is the availability of brightly coloured devices, where high end niche retailers would suffer more damage to their business as the only available brightly coloured devices are of extremely low quality. The products required to meet these provisions and adequately serve the remainder of the market currently do not exist, and there is extreme market hesitancy to adopt these provisions due to lack of clarity and



volatility in the legal requirements for airsoft devices. This also does not address the concerns of the film industry.

PROVISION 6: TWO TIER SELF GOVERNANCE PERMIT SYSTEM

A two tier system would involve a first tier where anyone over 18 may purchase an airsoft device with bright markings. The second tier would involve an industry self governing body representing players and businesses, responsible for self funding and record keeping of individuals who meet requirements for ownership of a fully coloured airsoft device. Individuals looking at purchasing a fully coloured airsoft device must obtain a membership at a club to justify legitimate use, and pass a police background check for violent crime or weapons prohibitions to obtain a permit.

- 76% of surveyed businesses accept this provision
- Average expected revenue loss is 33%

Most businesses accept this provision, however the way this would affect each individual business would vary greatly. Some report only minor expected losses like 5% whereas others are as high as 75%. This is due to the variability in the quality of the implementation of such a system. There are such concerns such as obtaining a permit taking an extended period of time, maybe a year or more, such as some cases within the government funded Canadian Firearms Program. After which, new customers would mostly lose interest in entering the sport.

There is less concern in some small, high end niche businesses as their customer bases are mostly repeat customers that are heavily invested in the sport and would likely have no problems going through the process to obtain a Tier 2 Permit. On the contrary, this would have a significant impact on businesses that operate reaching a larger customer base that may not be repeat, dedicated hobbyists. This would dissuade casual, incidental, and impulse purchases that many businesses rely on. Larger businesses operating on this model mostly report this as acceptable, however smaller ones report that this would force them out of business as the capital required to maintain products for two tiers would push them out of business in favour of larger businesses with more capital.

CONCLUSION

Businesses believe that access control measures (**age restrictions on purchase**), education (**warning labels and point-of-sale waivers**), and safety measures (**proper transport rules**) would be the most effective solutions to public safety problems, and would have a minimal (less than 2%) impact on business.

The only provision fully rejected by the respondents is a 50%+ colouration proposal, as this would cause over 60% revenue loss.