

HOT BRASS

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So you want to be a Gunsmith in your home?

So did I, here's how I did it . . .

By Timothy Foor, AGI Gunsmithing Student and GCA Member

After watching numerous webcasts and reading all the great AGI material on getting an FFL, I thought it would be beneficial to share my experience and maybe encourage some of you out there.

As background, I am taking the Enhanced Master program with AGI. I am being funded and supported by the VA Vocational Rehabilitation and Employment Program. If you are a veteran and you haven't talked to VA about the educational benefits that are available, you should. I'll save the details of that for another article. At any rate, back to the story . . .



**The COMPLETE
AGI Turnkey
Gunsmithing
System that Tim
is talking about.**

I reviewed all the AGI material in the FFL and Business Success packets. The material was quite helpful and easy to understand and follow. The first thing I did was to gather all the information on the requirements for the permitting of a home based business for the Township where I live. I think most small governments now have their information on a website. I found all the relevant regulations and restrictions clearly listed on their site.

With that information I drafted a letter to accompany my application for a local permit for a "no impact" home based business. I used the letter provided in the FFL packet as a guide and added some of my own twists. From the letter provided in the packet, I used information on the number of home based gunsmith businesses in the US, the existence of other "no impact" home base businesses already in the Township; like Avon, Amway, etc..., and the need to keep my business activities out of the public record for the security and safety of neighbors and my family. By including this info, I answered every regulation and restriction specifically in that letter.

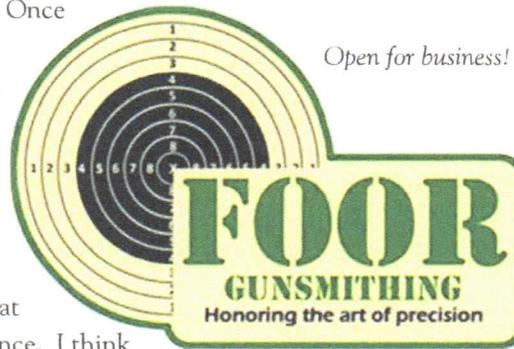
I answered any possible question they might have in the letter to avoid additional follow up discussions. Things like projected hours of operation, foot traffic, parking,

advertising and signage, waste materials, space requirements, and supporting licenses; like FFL and State Licensing to name a few. I offered to provide a copy of my business plan if it was needed. The letter also included what actions I would take if approved to meet any further requirements. These included State business licenses, use and sales tax requirements, coordination with local law enforcement, etc . . . Again, I tried to think of all the possible barriers and have a pre-planned answer for them. I firmly believe all these things demonstrated I was well prepared, planned, and clear on all the requirements to start and operate this business.

The effort in drafting a well thought out letter paid off and I was granted a permit within 10 working days, not a single question was asked. I was prepared to attend hearings and meetings on the permit and I would recommend drafting a similar plan. I never needed it, but I was ready. This was only the start, but a very positive one. The next hurdle was the FFL. Once again, the material from AGI was extremely helpful and I followed all the instructions to the letter.

I applied for my FFL and within 21 days, I was contacted for an on-site interview. I met with the BATFE agent for over 3 hours; I was fearful at first, but it was an excellent experience. I think my success was due to my attitude. I was straightforward, honest, and demonstrated personal integrity. He showed me all the paperwork and answered all my questions.

Here again, preparation was important. I had looked over much of the online material from their website and had some questions already prepared when he arrived. This made the discussion flow much better and I think he appreciated my efforts. Within 14 days of the interview, I had my FFL hanging on the wall of my shop.



There was one issue that came up I wasn't prepared for and this might help someone else. My intent was to start my business as a Single Owner LLC. When I filled out the FFL application I didn't understand the entry on the form and my entry translated to a Sole Proprietorship. The issue was, once you apply; that's what you get. If I wanted to go through with the LLC, I would have had to cancel my application and reapply as an LLC. As it was, I went ahead with the Sole Proprietorship for the business and have made the necessary adjustments in my business plan to reflect this change. I will reapply for a new FFL at the time when the business outgrows the home and I move to a commercial space. That being said, the whole process was not as bad as I had imagined and nothing like the horror stories that are out there.

After I received my FFL I had to go the State and get licensed there. After you have your FFL in hand, the rest of the state agencies are pretty easy to work with. I had no issues applying for and being granted all the various permits and licenses for operating a business in my State.

Well here I am. I'm opening my business in the middle of October and all my major initial licensing fears are over. I'm hoping to add some more of my experiences in future articles. See you then . . .



Meet the Owner— Timothy J. Foor, Sr.

I'm a man of simple beginnings, raised on a family farm in Southwestern Pennsylvania along the Monongahela River, 30 miles south of Pittsburgh. Hunting and guns were always part of my life. We would hunt and shoot on a regular basis and my love of guns and the shooting sports has never stopped.

After high school, with a young family, I set my sights on a career in engineering and attended a private technical school for two years. My first job was as an Engineering Drafter. My love of mechanics was evident and I excelled in my field for the next 15 years. During that time I also worked as a machinist for a major aircraft company and was the Drafting Supervisor for a Fortune 500 electronics firm.

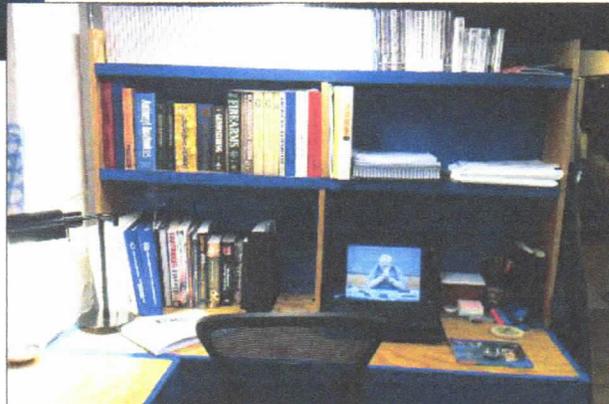
Along with my love of mechanics and engineering, I found a career in the military. I joined the National Guard and moved through the ranks from Private to Captain. I was an infantry officer and enjoyed time spent with all the weapons systems of an Infantry Battalion.

As an officer, I was required to obtain a degree. I attended junior college for an Associates Degree in Business Administration, following that with a Bachelor of Science degree from a private local college.



I had an opportunity to take a full time position with the National Guard and was promoted to the rank of Major and served in several positions at the Battalion, Brigade, and Division levels. While on active duty, I had two combat deployments, one to Kosovo and one to Iraq. I retired as a Lieutenant Colonel after 33 years of service. In my career I was awarded the Legion of Merit, Bronze Star, Meritorious Service Medal, Humanitarian Service Medal, and the Kosovo and Iraq Campaign Medals.

Following my retirement I wanted to follow my lifelong dream to start my own business. With my education and experience in engineering, mechanics, and business; and along with my lifelong love of guns, I



decided to open a small gunsmith shop. To prepare, I completed courses with the American Gunsmith Institute, worked with the Veteran's Administration, and local SBDC to get where I am today.

My goals and mission statements provide my customers with the essence of my business philosophy and vision. I hope you take the time to learn more about my company and what we can do to meet your firearm needs.

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HONORING THE ART OF PRECISION

PROVIDING SUPERIOR CRAFTSMANSHIP AND EXCEPTIONAL
CUSTOMER SERVICE TO GUN OWNERS AND SPORTSMEN
IN NORTHWESTERN PENNSYLVANIA

Foor Gunsmithing provides consistently superior craftsmanship and exceptional customer service to meet the expectations and desires of firearms owners and sportsmen in Northwestern Pennsylvania, by executing quality firearm repair, maintenance, accurization, performance enhancements, customization, and restoration.

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