

*Thank You for a Record Year*

**AFSL**

*Over*

**7.8 Million**

**CASES TESTED**

*Welcome*

To Our New Partner in Testing, BV



[www.AFSL.org](http://www.AFSL.org)

# AFSL GENERAL MEMBERSHIP MEETING

Thursday, October 8, 2015; 2:00 PM – 4:00 PM

Aspen Ballroom, Grand Hyatt Hotel

Denver, CO

## A G E N D A

- I. Report from the Board of Directors ..... Michael Collar, President
- II. Election of Directors ..... John Rogers, Executive Director
- III. Financial Report ..... Tad Trout, Treasurer
- IV. Introduction of New Contract Testing Laboratory Bureau Veritas
- V. Report on Consumer Fireworks Testing Program .... John Rogers
  - A. Summary of Test Results.
  - B. New Standards Approved by the Board

### Break

- C. Summary of Audits Conducted at Importer Warehouses
- VI. Report on Display Fireworks Testing Program..... John Rogers
- VII. Election Results
- VIII. Closing Remarks ..... Michael Collar, President



## AFSL – AN OVERVIEW

The American Fireworks Standards Laboratory (AFSL) is an independent, not-for-profit membership association organized in 1989 to improve the safety and compliance with mandatory and voluntary requirements for fireworks distributed in the U.S. marketplace. Participation in the AFSL program is voluntary, and is available to all U.S. importers and Hong Kong/China shippers that sign a participation agreement with AFSL. China factories, though technically not AFSL members, participate in the program by making available shipments of fireworks for evaluation and certification. AFSL currently has listed more than 800 factories in China that provide products that are tested and certified on behalf of U.S. importer participants. AFSL is funded through the payment of a quality improvement fee by U.S. importers for each case of fireworks imported under the program. Services provided include:

- ❖ Developing voluntary standards for both consumer and display fireworks that incorporate existing mandatory regulations of the Consumer Product Safety Commission (CPSC), U.S. Department of Transportation (DOT), Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF), and other appropriate voluntary standards;
- ❖ Conducting industry-wide training seminars for manufacturers, related industries, and industry associations in China and working directly with individual manufacturers to assure that the industry is fully aware of requirements that fireworks exported to the U.S. must meet;
- ❖ Performing on-site quality improvement and product evaluation reviews to determine if fireworks shipments comply with the appropriate mandatory regulations and voluntary standards. All product evaluations are conducted by an independent, world-renowned testing laboratory, Bureau Veritas, under a contract with AFSL. Shipments that meet all criteria are identified by the application of a high-security certification sticker and a Lot identification stamp on each shipping carton.



Consumer Fireworks Certification Sticker



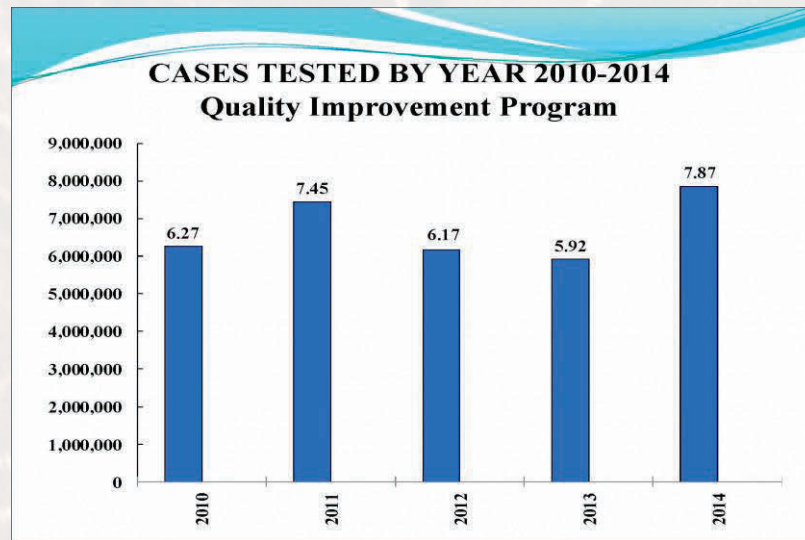
Display Fireworks Certification Sticker



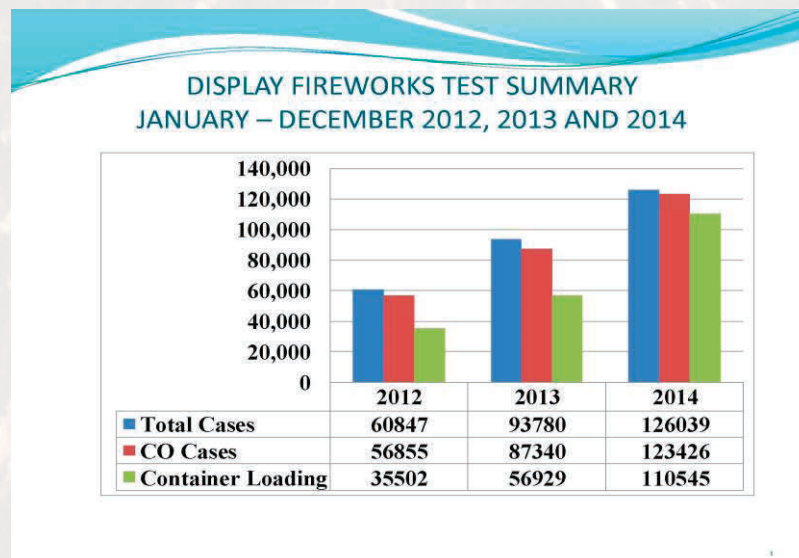
## **RECORD TESTING VOLUME SET IN 2014; EXPECTED TO CONTINUE INTO 2015.**

AFSL tested a record 7.87 million cases of fireworks under the consumer fireworks testing program in 2014, exceeding the previous record of 7.4 million cases in 2011. This represents approximately 33,500 lots of fireworks tested at more than 400 factories in China. The chart below shows the year-by-year testing volume expressed in shipping cases. In addition, the compliance rate reached 93%, which matches the previous high.

While some of the unexpected increase results from the addition of new members to the program, the main reason for the increase is a robust selling season in 2014. The 4th of July holiday fell on a Friday last year, creating a three-day holiday weekend, which always boosts sales. Further, there were no unexpected bad weather patterns, which can dramatically reduce the number of sales.

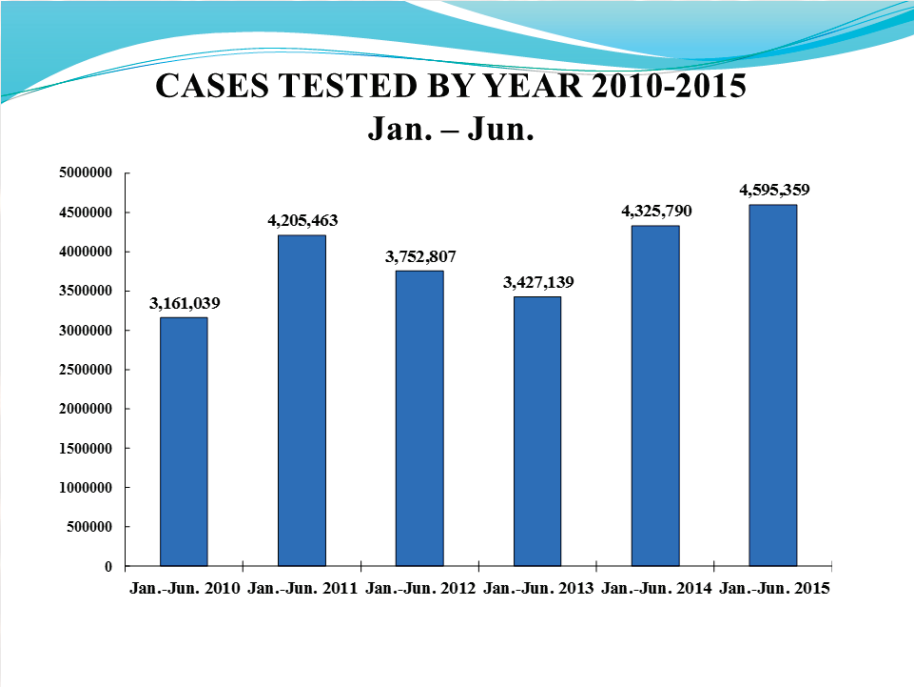


The number of cases tested under the display program also increased in 2014. While shipments submitted for testing continue to lag behind expected levels, AFSL is hopeful that more importers will have shipments certified in 2015 in order to maintain the program.



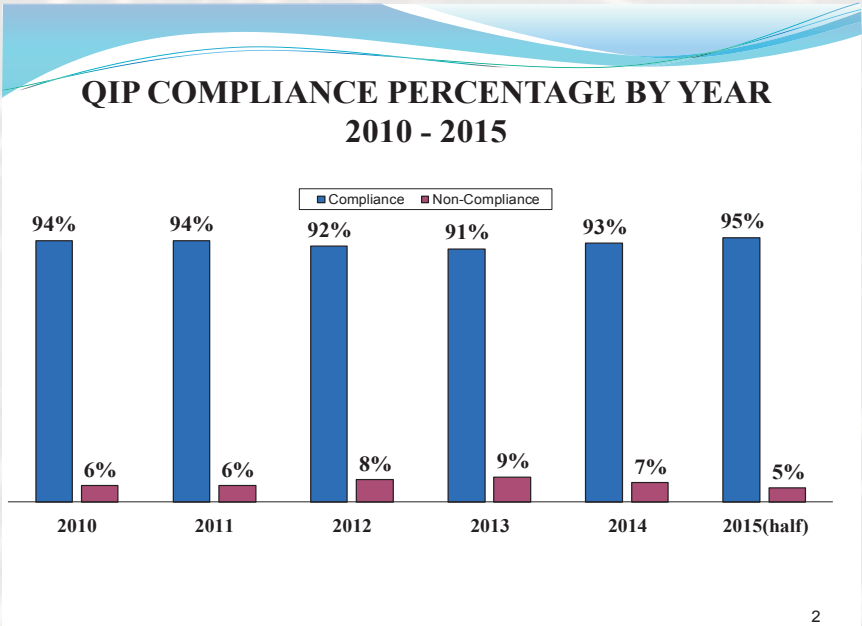


The surge in testing volume is expected to continue through 2015. Record sales appear to have continued through the 2015 Fourth of July holiday. Many importers report inventories are depleted and they are struggling to re-stock inventories for the 2016 selling season. The table below shows the half-year comparisons for the past 5 years.



### IMPROVEMENTS IN COMPLIANCE

The AFSL Program has had a dramatic impact on the compliance of fireworks shipped to the U.S. market. In 1994, the first year of testing, only 64% of shipments tested complied with the AFSL Standards. The chart below shows the level of compliance has remained above 90% for the past five years.







## **AFSL BOARD OF DIRECTORS**



**Joel Anderson**  
**Director Emeritus**



**Michael Cartolano**



**Thomas Chan**



**Chi-Kay Cheung**



**Michael Collar**  
**President**



**John Conkling**  
**Technical Adviser**



**Chester Davis**



**Phil Grucci**



**Michael Ingram**  
**Vice President**



**Mick Marietta**



**Charles Shivery**  
**Secretary**



**Tad Trout**  
**Treasurer**



**Joe Wan**

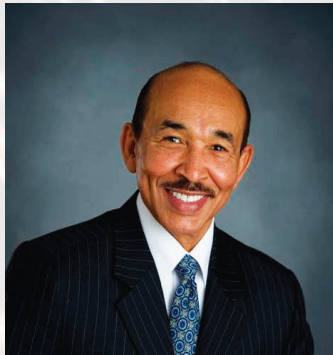


**Alan Zoldan**  
**Member at Large**





## **AFSL STAFF**



**John Rogers**  
**Executive Director**



**Quin Dodd**  
**General Counsel**



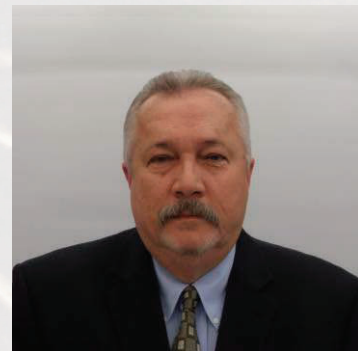
**Jieli Tan**  
**Office Manager**



**William Zhou**  
**China Operations Manager**



**Tony Gong**  
**Auditor**



**Jerry Wingard**  
**Project Manager**



## AFSL Consumer Standards Committee

AFSL Standards for Consumer Fireworks are developed by a Standards Committee appointed by the Board and comprised of technical experts; representatives that manufacture, import, distribute, or retail fireworks; federal and state agencies that regulate the safety of fireworks, the insurance industry; and consumers. Consumer Fireworks Standards Committee Members:



John Rogers, Michael Marietta, Chi-Kay Cheung, Neal Gasser, Thomas Dewille, Tim Brainerd, Jesse Barrera, John Conkling, Christopher Musto, Dennis Bergquist, Sally Wilson, John Stringer, Jerry Wingard, Gary Martin, and Vallary Maxey. Not shown: Anne Craigmyle, Thomas Hardison, George Hollingsworth, Harpreet K. Singh and Demar Granados.

## AFSL Display Standards Committee

The AFSL Display Fireworks Standards Committee is appointed by the Board of Directors, and is comprised of technical experts; representatives that manufacture, import, distribute, or use display fireworks; federal and state agencies that regulate the safety of fireworks; a representative of the insurance industry; a representative of the packaging industry; and warehousing and transportation representatives. Display Fireworks Standards Committee Members:

Robert, Kellner, Display Industry Representative  
James Burnett, Display Industry Representative  
Bob Deng, Display Industry Representative  
Michael O'Lena, BATF  
Graham Walsh, Technical Expert  
John Rogers, Committee Chairman

Stephen Pelkey, Display Industry Representative  
Stephen Vitale, Display Industry Representative  
Robert Foti, Display Industry Representative  
Yulu Hu, Shipping Lines  
Eric Treend, Insurance Industry



## AFSL MEMBERSHIP LIST

### CONSUMER FIREWORKS MEMBERS (U.S. IMPORTERS)

1	<i>Advanced Technique Fireworks, Inc., Goshen, KY</i>	38	<i>Dahlia Group LLC DBA Wild Dragon New Castle, PA</i>
2	<i>Alamo Fireworks, Inc., China Grove, TX</i>	39	<i>Dapkus Fireworks Inc., Portland, CT</i>
3	<i>All Events Inc. DBA Robbies Fireworks, Jackson, MS</i>	40	<i>Dynamite Fireworks, Seymour, MO</i>
4	<i>All Star Fireworks, Mitchell SD</i>	41	<i>Eagle Fireworks, Inc., Kent, WA</i>
5	<i>American Fireworks Co., Inc., Durant, OK</i>	42	<i>Eagle Fireworks, Inc., Marietta, OH</i>
6	<i>American Fireworks Co., Inc., Walls, MS</i>	43	<i>Elkton Sparkler Co., Inc., North East, MD</i>
7	<i>American Packaging LLC, Kansas City, MO</i>	44	<i>Enigma Fireworks Inc., Springfield, VA</i>
8	<i>American Promotional Events, Inc.-East, Florence, AL</i>	45	<i>Extreme Pyro Fireworks, LLC, Gulfport, MS</i>
9	<i>American Promotional Events, Inc.- Northwest, Tacoma, WA</i>	46	<i>Fat City, Inc., Meridian, ID</i>
10	<i>American Promotional Events, Inc.- Texas, L.P., Lubbock, TX</i>	47	<i>Fireball Fireworks, Clearwater, FL</i>
11	<i>American Promotional Events, Inc.- West, Fullerton, CA</i>	48	<i>Fireworks &amp; More, dba Fireworks Outlet, Baldwin, WI</i>
12	<i>America's Thunder Fireworks, LLC, Shepherdsville, KY</i>	49	<i>Fireworks Empire, Afton, TN</i>
13	<i>American Thunder Fireworks Inc., North Reading, MA</i>	50	<i>Fireworks Importing, Inc., St. Joseph, MO</i>
14	<i>Animo Hut Productions, Inc., Claremore, OK</i>	51	<i>Fireworks of Alabama, Inc., Adamsville, AL</i>
15	<i>Arrow Fireworks LLC, Yelm, WA</i>	52	<i>Fireworks Over America, Springfield, MO</i>
16	<i>Atlas Importers, Inc., Marion, SC</i>	53	<i>Flash Fireworks, Derby, KS</i>
17	<i>Atlas PyroVision Entertainment Group, Inc., Jaffrey, NH</i>	54	<i>Flashing Thunder Fireworks, Mitchell, IA</i>
18	<i>Atomic Fireworks Inc. of Arkansas, West Memphis, AR</i>	55	<i>Flying Phoenix Corp., Riverton, WY</i>
19	<i>B.J. Alan Company, Youngstown, OH</i>	56	<i>Four Seasons Fireworks/Darrow Ventures Inc., Winter Springs, FL</i>
20	<i>Bellino Fireworks Inc., Papillion, NE</i>	57	<i>Freedom First Fireworks, Chuckey, TN</i>
21	<i>Bethany Sales Co. Inc., Bethany, IL</i>	58	<i>Galaxy Fireworks, Inc., Tampa, FL</i>
22	<i>Big's Fireworks LLC, Edgewood, TX</i>	59	<i>Garrett's Worldwide Enterprises, LLC, Eudora, KS</i>
23	<i>Boom Town Fireworks, Inc., Dyer, IN</i>	60	<i>Generous Jerry's F.W. Inc., Grand Forks, ND</i>
24	<i>Brick House Imports LLC, Marysville, WA</i>	61	<i>Hale Fireworks, LLC, Buffalo, MO</i>
25	<i>Burda Brothers, Inc., Monroe, MI</i>	62	<i>Half Price Fireworks Inc., Harrison, OH</i>
26	<i>Burt's Fireworks, Inc., Eagleville, MO</i>	63	<i>Hamburg Fireworks Display Inc., Lancaster, OH</i>
27	<i>Capital Pyro LLC, Taylorville, IL</i>	64	<i>Heartland Associates, Columbia, PA</i>
28	<i>Cassorla Bros, Inc., Battle Mountain, NV</i>	65	<i>Herbie Famous Fireworks, Inc. T/A South Carolina Distributors, Cherokee Falls, SC</i>
29	<i>C-H Wholesale Fireworks, Inc., Muskogee, OK</i>	66	<i>Hisle Enterprises, LLC, Evansville, IN</i>
30	<i>Ches-Lee Enterprises, Bastrop, TX</i>	67	<i>International Fireworks Mfg. Co., Douglassville, PA</i>
31	<i>Coach's Fireworks LLC, Magnolia, TX</i>	68	<i>Island Fireworks Company, Hager City, WI</i>
32	<i>Consigned Sales, Inc., Grandview, MO</i>	69	<i>J. K. Marketing, LLC, Rexburg, ID</i>
34	<i>Cornellier Fireworks Co., Ltd., Beloit, WI</i>	70	<i>Jake's Fireworks, Inc., Pittsburg, KS</i>
35	<i>Crazy Cracker Fireworks LLC, Lincoln, NE</i>	71	<i>Johnny Lemas Fireworks, Angola, IN</i>
36	<i>Crazy Debbies Fireworks, LLC, Joplin, MO</i>	72	<i>Johnny Rockets Display Company, Highland, IN</i>
37	<i>D&amp;T Imports, Inc., Henderson, NV</i>	73	<i>Jolly Jacs, LLC, Cheyenne, WY</i>
		74	<i>K &amp; L Marketing Inc. dba Big Top Fireworks, Cummings, ND</i>



75	<i>Ka-Boomers Enterprises, Inc., Wahoo, NE</i>	116	<i>Racine Fireside Corp., Caledonia, WI</i>
76	<i>Kellner's Fireworks Inc., Harrisville, PA</i>	117	<i>Rainbow Fireworks, Inc., Inman, KS</i>
77	<i>Keystone Fireworks &amp; Specialty Sales Co., Inc., Dunbar, PA</i>	118	<i>Rainmaker Enterprises Ltd., Somerset, WI</i>
78	<i>Keystone Importing and Sales, LLC, Lancaster, PA</i>	119	<i>Red Rose Imports, LLC, Willow Street, PA</i>
79	<i>Keystone Novelties Wholesale, Lancaster, PA</i>	120	<i>Reeves Boomland, Inc., Benton, MO</i>
80	<i>L. W. Loyd Co., Inc., South Pittsburg, TN</i>	121	<i>Reichenbach Fireworks, Co., Billings, MT</i>
81	<i>Lantis Fireworks, Inc., North Sioux City, SD</i>	122	<i>Rich Brothers Co., Sioux Falls, SD</i>
82	<i>Lew's Fireworks Inc., Watertown, SD</i>	123	<i>RKM Fireworks/St. Evans Inc., Edwardsburg, MI</i>
83	<i>Liberty Fireworks Inc. - Craig, MO</i>	124	<i>Safety 4th Fireworks Inc., Stratton, OH</i>
84	<i>Liberty Fireworks, Inc. - Great Falls, MT</i>	125	<i>Salish Fireworks, Anacortes, WA</i>
85	<i>Lucky Dragon Fireworks, Dearborn, MI</i>	126	<i>Samrok Inc., Calgary, Alberta, Canada</i>
86	<i>Magic in the Sky, LLC, San Antonio, TX</i>	127	<i>Sanedsam Inc., Old Orchard Beach, ME</i>
87	<i>Martin's Fireworks, Manchester, TN</i>	128	<i>Schneitter Fireworks and Importing Co., St. Joseph, MO</i>
88	<i>Marv's Fireworks, Grand Island, NE</i>	129	<i>Selva's Fireworks, LLC, Everett, WA</i>
89	<i>Michons Wholesale, Moneta, VA</i>	130	<i>Shelton Fireworks, Eagleville, MO</i>
90	<i>Micronesia Holding Co., LLC, Saipan, MP</i>	131	<i>Sky Blooms Fireworks, LLC, Lake Lotawana, MO</i>
91	<i>Mid-America Distributors, Inc., La Vergne, TN</i>	132	<i>Sky King Unlimited Inc., Port St. Lucie, FL</i>
92	<i>Mid-South Imports, Lenoir City, TN</i>	133	<i>Southeastern Fireworks, Inc., Birmingham, AL</i>
93	<i>Mike Killian Wholesale Fireworks., S. Pittsburg, TN</i>	134	<i>Sparkler Fireworks, Inc., Ripley, MS</i>
94	<i>Miller Fireworks Co., Inc., Holland, OH</i>	135	<i>Spirit of '76, Columbia, MO</i>
95	<i>MPI Entertainment Corporation AKA Prosumerfireworks Brand, Marengo, IL</i>	136	<i>Spring Field Fireworks, LLC, Mosinee, WI</i>
96	<i>Mr. B Fireworks, Inc., Schulenburg, TX</i>	137	<i>Star Spangled Novelties LLC, Rothschild WI</i>
97	<i>Mr. G's Fireworks, San Benito, TX</i>	138	<i>Starr Fireworks, Horace, ND</i>
98	<i>Mr. W. Fireworks, Somerset, TX</i>	139	<i>State Line Fireworks, Inc., Texarkana, AR</i>
99	<i>Neeley Sales Co., Inc., Greenwood, SC</i>	140	<i>Stateline Fireworks LLC/Tennessee Alabama Fireworks, South Pittsburg, TN</i>
100	<i>Nicholson's Wholesale Fireworks, Kaufman, TX</i>	141	<i>Stowers Inc., Luttrell, TN</i>
101	<i>Ninja Fireworks Company, LLC, Henderson, NV</i>	142	<i>Sun Pacific Trading Co., Honolulu, HI</i>
102	<i>Norred Fireworks, Roanoke, AL</i>	143	<i>Sydco Enterprises Inc., St. Joseph, MO</i>
103	<i>North Central Industries, Inc., Muncie, IN</i>	144	<i>The Fireworks Superstore LLC, Hannibal, MO</i>
104	<i>Nostalgia Pyrotechnics, Inc., Osco, IL</i>	145	<i>The Rozzi Company, Inc. Dba Rozzi, Inc. Love Land, OH</i>
105	<i>Olympus Fireworks, LLC, Syracuse, UT</i>	146	<i>Thunder Fireworks, Tacoma, WA</i>
106	<i>P &amp; P Imports Inc., Sparta, MI</i>	147	<i>Thundercat Fireworks &amp; Pyrotechnic Display Co., Inc., Madison, WI</i>
107	<i>Patriot Fireworks, USA, LLC, Ann Arbor, MI</i>	148	<i>T.H.Y. &amp; Associates, Inc., Keaau, HI</i>
108	<i>Patriot Sales, Bourbon, MO</i>	149	<i>Tri-Star Capital Distributors, LLC, Brentwood, TN</i>
109	<i>Perk's Fireworks, Inc., Nashville, TN</i>	150	<i>Two Bears Trading, LLC, Tacoma, WA</i>
110	<i>Power Source, Inc., Bonner Spring, KS</i>	151	<i>TYI Trading LLC, Commerce, CA</i>
111	<i>Precision Pyrotechnics, Inc., Wiggins, MS</i>	152	<i>U.S.T.L. Import &amp; Export, Inc., Monterey Park, CA</i>
112	<i>Precocious Pyrotechnics, Inc., Belgrade, MN</i>	153	<i>Uncle AL's Seasonal Retail Inc., Ft. Myers, FL</i>
113	<i>Pyro Planet, Ltd., Zelienople, PA</i>		
114	<i>Pyrotecnic Suppliers, LLC, Henderson, NV</i>		
115	<i>R. Brown &amp; Company, Missoula, MT</i>		



- |     |  |     |  |
|-----|--|-----|--|
| 154 | <i>Uncle Sam's Fireworks, Inc. of AR,<br/>Fayetteville, AR</i> | 161 | <i>Western Fireworks, Inc., Aurora, OR</i>                   |
| 155 | <i>Utah Grand Finale Fireworks, Pleasant<br/>Grove, UT</i>     | 162 | <i>Wild Willy's Fireworks, Papillion, NE</i>                 |
| 156 | <i>Victory Fireworks, Inc., Ellsworth, WI</i>                  | 163 | <i>Winco Fireworks International, Inc.,<br/>Lonejack, MO</i> |
| 157 | <i>Vito's Fireworks, Inc., Covington, KY</i>                   | 164 | <i>Winco Utah, Evanston, WY</i>                              |
| 158 | <i>Wald and Company, Inc., Greenwood, MO</i>                   | 165 | <i>Wolverine Fireworks Display, Inc.,<br/>Kawkawlin, MI</i>  |
| 159 | <i>Warpath Corp, Plummer, ID</i>                               | 166 | <i>Zenith Specialties, L.P., Clinton, MO</i>                 |
| 160 | <i>Wayne's World Fireworks, LLC, Indianapolis, IN</i>          |     |  |

## CONSUMER FIREWORKS MEMBERS (HONG KONG/CHINA/THAILAND SHIPPERS)

- |    |   |    |  |
|----|---|----|--|
| 1  | <i>Acme Fireworks Co., Ltd.</i>                                     |    | <i>Co., Ltd.</i>   |
| 2  | <i>Ali Fireworks Ltd.</i>   | 31 | <i>Hunan Mega Imports &amp; Exports Trading<br/>Co., Ltd.</i>          |
| 3  | <i>ANCO Pyrotechnics, Ltd.</i>                                      | 32 | <i>Hunan Top and Ideal Trading Development<br/>Co., Ltd.</i>           |
| 4  | <i>Asia Pyrotechnics Inc.-Guangzhou Office</i>                      | 33 | <i>Hunan Vanguard Business Development<br/>Co., Ltd.</i>               |
| 5  | <i>Babytiger Fireworks Imp.&amp;Exp. Ltd., Co.</i>                  | 34 | <i>Hunan Welldone Fireworks Co. Ltd.</i>                               |
| 6  | <i>Beihai Fisherman Pyrotechnics, Inc.</i>                          | 35 | <i>Hunan Winwell Import &amp; Export Trading<br/>Co., Ltd.</i>         |
| 7  | <i>Beihai Kylin Fireworks Co., Ltd.</i>                             | 36 | <i>Inter-Oriental Fireworks (HK) Limited</i>                           |
| 8  | <i>Brothers Pyrotechnics, Inc.</i>                                  | 37 | <i>Jiangxi Changshan Exporting Fireworks<br/>Manufacture Co., Ltd.</i> |
| 9  | <i>C &amp; L Int'l Industrial Co., Ltd.</i>                         | 38 | <i>Jiangxi Golden Steed Fireworks &amp;<br/>Firecrackers Co., Ltd.</i> |
| 10 | <i>Changsha Fortune Fireworks Trading Co., Ltd..</i>                | 39 | <i>Jiangxi Panda Fireworks Co., Ltd.</i>                               |
| 11 | <i>Changsha Royal Import &amp; Export Co., Ltd.</i>                 | 40 | <i>Jiangxi Ping Xiang Dancing Red Devil I&amp;E<br/>Co., Ltd.</i>      |
| 12 | <i>Changsha Xinhui Fireworks Import &amp; Export<br/>Co., Ltd.</i>  | 41 | <i>Jiangxi Province Red Horse Fireworks Co., Ltd.</i>                  |
| 13 | <i>Changsha Year Import &amp; Export Co., Ltd.</i>                  | 42 | <i>Jiangxi Wanzai Golden Peak Corporation</i>                          |
| 14 | <i>China DIY Marketing Ltd.</i>                                     | 43 | <i>Legend Fireworks, Inc.-Changsha</i>                                 |
| 15 | <i>China National Samkwong Fireworks Co. Ltd.</i>                   | 44 | <i>Liuyang Candour Fireworks Co., Ltd.</i>                             |
| 16 | <i>China Skysong Fireworks Co., Ltd.</i>                            | 45 | <i>Liuyang Fireworks Limited</i>                                       |
| 17 | <i>Chinasky Pyrotechnics Limited</i>                                | 46 | <i>Liuyang Flying Dragon Fireworks Co., Ltd.</i>                       |
| 18 | <i>Dancing Fireworks Group</i>                                      | 47 | <i>Liuyang Flying Eagle Fireworks Co., Ltd.</i>                        |
| 19 | <i>Deqili Trade (Hepu County) Co., Ltd.</i>                         | 48 | <i>Liuyang Fuxiang Fireworks Group Co., Ltd.</i>                       |
| 20 | <i>Dracon Trading Ltd.</i>  | 49 | <i>Liuyang Goldenkey Trade Co., Ltd.</i>                               |
| 21 | <i>Forward Fireworks Co., Ltd.</i>                                  | 50 | <i>Liuyang Hengtai Fireworks Trading Co., Ltd.</i>                     |
| 22 | <i>Fox Fireworks Ltd.</i>   | 51 | <i>Liuyang Jiasheng Fireworks Co., Ltd.</i>                            |
| 23 | <i>Gate Import and Export Trade of Liuyang<br/>Co., Ltd.</i>        | 52 | <i>Liuyang Jinkou Rising Import &amp;<br/>Export Trading Co., Ltd.</i> |
| 24 | <i>Glorious Co.</i>   | 53 | <i>Liuyang Jinsheng Fireworks Co., Ltd.</i>                            |
| 25 | <i>Guangzhou Holiday Import &amp; Export Co., Ltd.</i>              | 54 | <i>Liuyang Jumbo Trading Co., Ltd.</i>                                 |
| 26 | <i>Hefung Fireworks Co., Ltd.</i>                                   |    |  |
| 27 | <i>Hop Kee Pyrotechnics</i>   |    |  |
| 28 | <i>Hua Hui Fireworks Manufacturing Co. Ltd.</i>                     |    |  |
| 29 | <i>Hunan Liuyang Global Import &amp; Export<br/>Trade Co., Ltd.</i> |    |  |
| 30 | <i>Hunan Liuyang Worldwide Fireworks,</i>                           |    |  |



55	<i>Liuyang Kesheng Trading Co., Ltd.</i>	73	<i>Shangli Jiali Import &amp; Export Trade Co., Ltd.</i>
56	<i>Liuyang Kongsun Fireworks Exp. Trading Co., Ltd.</i>	74	<i>Shiu Fung Fireworks Co., Ltd.</i>
57	<i>Liuyang Leping Import &amp; Export Co., Ltd.</i>	75	<i>Shogun Pyrotechnics Ltd.</i>
58	<i>Liuyang Mei-Mei Fireworks Trading Co., Ltd.</i>	76	<i>Standard Fireworks China Ltd.</i>
59	<i>Liuyang Qingtai Export Trade Co., Ltd.</i>	77	<i>Sunlight China Products Ltd.</i>
60	<i>Liuyang Raging Bull Imp. &amp; Exp. Co., Ltd.</i>	78	<i>Sunshine Promotion Product Company</i>
61	<i>Liuyang Xiangguang Fireworks Trading Co., Ltd.</i>	79	<i>Thunder Trading Co., Limited</i>
62	<i>Liuyang Xiaohe Fireworks Mfg. Co., Ltd.</i>	80	<i>T-Sky International Group Co., Limited</i>
63	<i>Liuyang Yihelong Trade Co., Ltd.</i>	81	<i>United Pyrotechnics USA Inc.</i>
64	<i>Liuyang Yongfa Industry Co., Ltd.</i>	82	<i>Wanzai Century Import &amp; Export Co., Ltd.</i>
65	<i>Oasia International Ltd.</i>	83	<i>Wanzai Color Trading Co., Ltd.</i>
66	<i>Omni Trading Co.</i>	84	<i>Wanzai Hongrui Trade Co., Ltd.</i>
67	<i>Ping Xiang Qi Sheng Imp &amp; Exp Co., Ltd.</i>	85	<i>Win Da Hong (HK) Co., Ltd.</i>
68	<i>Po Sing Pro Pyrotechnics Ltd.</i>	86	<i>Worldwide Exporting Limited</i>
69	<i>Pyro Formex, Inc./Golden Bear Fireworks, Inc.</i>	87	<i>Wukong Fireworks Ltd.</i>
70	<i>Pyromooi Fireworks Ltd.</i>	88	<i>Yichun Fenghua Import &amp; Export Co., Ltd.</i>
71	<i>Pyro Pro Co., Ltd.</i>	89	<i>Yuen Loong Hong Firecrackers Ltd.</i>
72	<i>Red Eagle Industrial &amp; Trade Co., Ltd. Hebei</i>	90	<i>Pacific Pyro Company Limited (Thailand)</i>

## GENERAL MEMBERS

1	<i>American Pyrotechnics Association, Bethesda, MD</i>	4	<i>Hua Yang Transportation Co., Ltd., Shanghai, China</i>
2	<i>Drayton Insurance Brokers, Inc., Birmingham, AL</i>	5	<i>The Creadore Law Firm, P. C. ,</i>
3	<i>Hong Kong Pyrotechnics Association, Hong Kong</i>		<i>New York, NY</i>



## DISPLAY FIREWORKS MEMBERS (U.S. IMPORTERS)

- |    |   |    |   |
|----|---|----|---|
| 1  | <i>Alonzo Fireworks Display, Inc. Mechanicville, NY</i>         | 11 | <i>Magic in the Sky, LLC, San Antonio, TX</i>           |
| 2  | <i>Ammo Hut Productions, Inc., Claremore, OK</i>                | 12 | <i>Melrose Pyrotechnics, Inc., Kingsbury, IN</i>        |
| 3  | <i>Arthur Rozzi Pyrotechnics, Inc., Maineville, OH</i>          | 13 | <i>Pyro Shows, Inc., La Follette, TN</i>                |
| 4  | <i>Atlas Pyro Vision Entertainment Group, Inc., Jaffrey, NH</i> | 14 | <i>Pyro Spectaculars, Inc., Rialto, CA</i>              |
| 5  | <i>Central States Fireworks, Inc., Athens, IL</i>               | 15 | <i>Pyrotecnico, New Castle, PA</i>                      |
| 6  | <i>Fireworks by Grucci, Brookhaven, NY</i>                      | 16 | <i>RES Specialty Pyrotechnics, Belie Plaine, MN</i>     |
| 7  | <i>Hamburg Fireworks Display Inc., Lancaster, OH</i>            | 17 | <i>Starfire Corporation, Carrolltown, PA</i>            |
| 8  | <i>J&amp;M Displays, Inc., Yarmouth, IA</i>                     | 18 | <i>Western Enterprises, Inc., Carrier, OK</i>           |
| 9  | <i>Kellner's Fireworks Inc., Harrisville, PA</i>                | 19 | <i>Wolverine Fireworks Display, Inc., Kawkawlin, MI</i> |
| 10 | <i>Lew's Fireworks, Inc., Watertown, SD</i>                     | 20 | <i>Zambelli Fireworks, New Castle, PA</i>               |

## DISPLAY FIREWORKS MEMBERS (HONG KONG/CHINA SHIPPERS)

- |    |   |    |   |
|----|---|----|---|
| 1  | <i>An Ping County Fireworks General Factory</i>                               | 13 | <i>Jiangxi Province Lidu Fireworks Corporation Ltd.</i>         |
| 2  | <i>Babytiger Fireworks Import &amp; Export Ltd., Co. Export Ltd., Co.</i>     | 14 | <i>Jiangxi Province Light Industrial Products I/E Co., Ltd.</i> |
| 3  | <i>Cenxi Wahyee Advanced Fireworks Factory</i>                                | 15 | <i>Jiangxi Wanzai Golden Peak Fireworks Corp.</i>               |
| 4  | <i>Dancing Fireworks Group</i>  | 16 | <i>Liuyang Goldenkey Trade Co., Ltd.</i>                        |
| 5  | <i>Far East San Luen Fat Trading Ltd.</i>                                     | 17 | <i>Liuyang Jingli Fireworks Trade Co., Ltd.</i>                 |
| 6  | <i>Glorious Professional Products Trading Limited</i>                         | 18 | <i>Liuyang Jinsheng Fireworks Co., Ltd.</i>                     |
| 7  | <i>Hua Hui Fireworks Manufacturing Co., Ltd.</i>                              | 19 | <i>Liuyang Leping Import &amp; Export Co., Ltd.</i>             |
| 8  | <i>Hunan Cereals, Oils and Foodstuffs Import &amp; Export Group Co., Ltd.</i> | 20 | <i>Liuyang Qingtai Export Trade Co., Ltd.</i>                   |
| 9  | <i>ICON Pyrotechnics International Co., Ltd.</i>                              | 21 | <i>Liuyang Sunny Fireworks Trade Co., Ltd.</i>                  |
| 10 | <i>Inter-Oriental Fireworks (HK) Ltd.</i>                                     | 22 | <i>Liuyang Xiangguang Fireworks Trading Co., Ltd.</i>           |
| 11 | <i>Jiangxi Changshan Exporting Fireworks Manufacture Co., Ltd.</i>            | 23 | <i>Nan Chang Xiangtian Imp. &amp; Exp. Co., Ltd.</i>            |
| 12 | <i>Jiangxi Panda Fireworks Co., Ltd.</i>                                      | 24 | <i>United Pyrotechnics (USA) Inc.</i>                           |
|    |   | 25 | <i>Yung-Feng Firecrackers &amp; Fireworks Co., Ltd.</i>         |



## THE YEAR IN REVIEW

### AFSL HIRES NEW CONTRACT TESTING LABORATORY, BUREAU VERITAS.

In a move designed to improve the overall operations of the AFSL Quality Improvement Program (QIP), AFSL has entered into an agreement with a new contract testing laboratory to provide testing services in China and in all other locations, including the U.S. market. All program operations were transitioned from the former service provider, SGS, to Bureau Veritas on August 1, 2015. Bureau Veritas, or BV, as the company is commonly known, is widely recognized throughout the consumer product testing industry as one of, if not the largest provider of product testing services for all types of consumer products. The company's new contract with AFSL represents its first venture into the fireworks testing market.



EXECUTIVE DIRECTOR JOHN ROGERS AND BV MANAGEMENT TEAM PARTICIPATE IN RIBBON CUTTING CEREMONY AT NEW BV OFFICE IN LIUYANG.

BV opened an Operations Office in Liuyang, China, and began accepting applications for testing from AFSL shippers on August 1, 2015. BV also has taken over operation of the AFSL database which tracks and stores all test data. In addition to hiring 25 of the 40 team members employed by the former contractor, BV also has hired 15 additional new technicians to fulfill its manpower needs. All technicians, whether new hires or transfers, have undergone rigorous scrutiny to assure they meet BV's technical performance and ethical standards. Additional supervisors, field auditors, and senior management staff also have been added to the program.



NEW TECHNICIANS BEING TRAINED ON AFSL STEEL BALL TEST DURING 2015 CERTIFICATION TRAINING.

AFSL's Executive Director, John Rogers, was onsite in China to manage the transition of the program, assist in the screening of all personnel brought into the program, either as transfers or new hires, and provide needed training for newly hired technicians. While the initial operation by BV will continue the current practice of sending



teams of technicians out to the factories to conduct testing, both AFSL and BV are committed to establishing centralized testing wherein samples of products are collected at the factories and transported to several strategically placed sites for actual testing. This operating model is expected to be in place in early 2016.

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### **“SHEKOU SIX” HONORED FOR ROLE IN ESTABLISHING AFSL.**

Joel Anderson, Founder and Director Emeritus of AFSL, paid special tribute to a group known as the “Shekou Six” who are credited with laying the foundation for AFSL 25 years ago in Shekou, Shenzhen, China. The group, organized by Mr. Anderson, traveled to China in July 1988 to help the factories evaluate their products for compliance with the CPSC regulations. More than 1000 products from factories throughout China were tested during the ten-day exercise.

It was also during that trip that the concept of setting up a permanent organization to educate the China industry on U.S. fireworks requirements and to develop new standards to assure the highest level of safety of fireworks, was established. Mr. Anderson then set up a corporation in March 1989, and persuaded other companies to join the program. He used the occasion of the 25th Anniversary of AFSL to present special achievement awards to the Shekou Six members during the October 9, 2014 AFSL General Membership Meeting in Miami, FL. AFSL also hosted a reception for members that evening to celebrate the occasion.



**SHEKOU SIX: CHI-KAY CHEUNG, DR. JOHN CONKLING, JERRY BOSTOCKY, JOEL ANDERSON, ALAN ZOLDAN AND JOHN ROGERS.**

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### **AUDITS OF IMPORTER MEMBERS’ WAREHOUSES CONTINUE IN 2014 AND 2015.**

During the past year AFSL continued to conduct audits at warehouses of participating importers to assist them in complying with all AFSL requirements as well as provide guidance on both CPSC and DOT mandatory regulations. The program, initiated in 2012 with a pilot program that audited AFSL Board member companies, also is designed to monitor the performance of AFSL’s contract testing laboratory in testing and certifying all fireworks shipped to U.S. importer members.

During the first round of audits, AFSL determined that a significant number of companies were not fully in compliance with all requirements of the program. The tables below indicate the number of companies that were in compliance/noncompliance (Table I), as well as the types of discrepancies that were noted during the audits (Table II). Table III indicates the audit findings with respect to the certification process by the testing laboratory. It shows dramatic improvement in the number of instances where problems were noted



with the application of stickers and Lot Identification stamps to the shipping cartons during the later audits (Phase II) compared to earlier audits (Phase I).

Table I

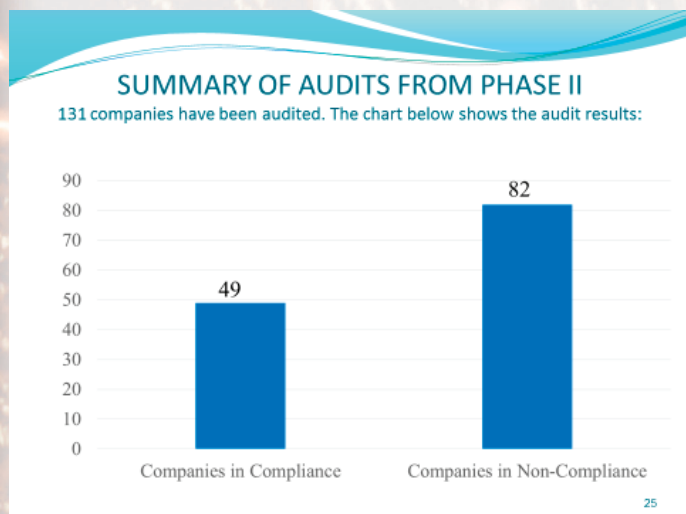


Table II

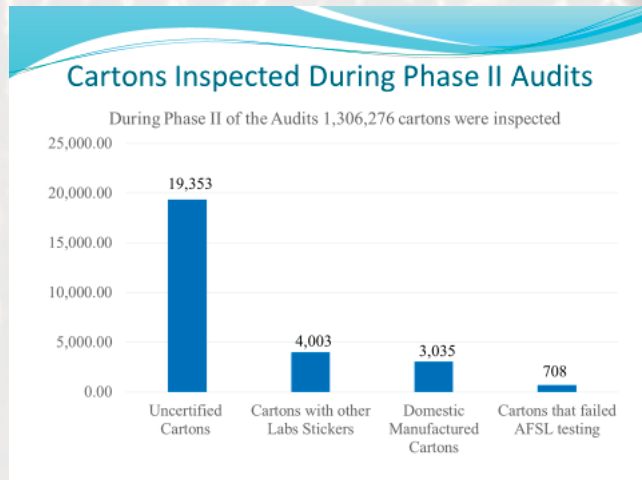
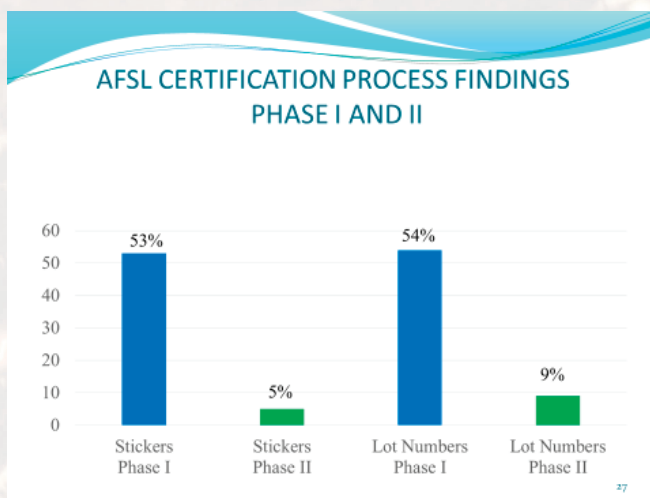


Table III



When the audit program was initiated, member companies were advised that disciplinary actions would not be taken against companies for any violations of the AFSL agreements noted during Phase I and Phase II of the audits. While no companies have been disciplined for such violations, the Board did suspend 8 member companies for failure to permit the audits after numerous efforts by AFSL to schedule the audits.

AFSL now has begun to re-audit companies that had compliance issues during the first round of audits. If violations have not been corrected as requested, those companies could be subject to disciplinary actions for failure to correct noted violations. AFSL also has undertaken re-training of technicians in China to correct reported problems with sticker and Lot Identification stamp applications, which has significantly improved the performance of the technicians in this area.



## **FACTORIES BEING CHARGED FOR FAILED LOTS.**

Effective July 1, 2015, AFSL began charging factories a testing fee for fireworks Lots that fail when tested by the contract testing laboratory under the Quality Improvement Program (QIP). The program, which was approved by the Board at the February 2015 Board Meeting, is intended to pressure factories that have a consistently low compliance rate, to improve their overall compliance with the AFSL Standards. Factories that have an average compliance rate of 93% or higher over the past year are exempt from paying the fee. The charge for a failed test is US\$0.30 per case for Regular and Assortment cases, and US\$0.20 per case for Component cases. This charges apply to 1.4G consumer fireworks only, and **excludes** 1.3G Display fireworks.

## **PROGRAM OPERATING PROCEDURES.**

Following are the operating procedures for the program:

**A. Which Factories will be Charged?** AFSL will calculate the pass/fail rate for each factory based on all products tested from June 1, 2014 through May 31, 2015.

**B. When will Factories be Notified of their Compliance Rate?** No later than June 15, 2015, AFSL will provide to each factory a written notice of its compliance rating and whether the factory will be charged the failed Lot fee.

**C. How will Failed Lot Fees be Assessed?** No later than August 15, 2015, each factory will receive an invoice from the Bureau Veritas for the failed Lot fees accumulated by the factory for all tests conducted from July 1, 2015 through July 31, 2015. Any Lots tested prior to July 1, 2015, will not be subject to the failed Lot fee. Thereafter, factories will be invoiced on a monthly basis for Lots tested in the previous month.

**D. How will Failed Lot Fees be Collected?** Invoices will be hand-delivered directly to the factory, and a copy of the testing fee invoice will be provided to the shipper that requested testing for the failed Lots. Factories will be requested to pay the fees to Bureau Veritas. Bureau Veritas will collect the fees on behalf of AFSL and will provide to AFSL a monthly summary of fees received from each factory.

**E. What are the Penalties for Failure to Pay the Failed Lot Fees?** Fees for failed Lots will be considered delinquent if payment has not been received within 30 days from the date of the notice. Any factory that fails to pay the fees will be have all future requests for testing delayed until such payments have been made. Testing for the factory will resume after outstanding payments have been received.

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## **SEMINAR AT NFA EXPO.**

AFSL participated in the National Fireworks Association (NFA) Expo in Kingsport, TN September 8 through 12, 2015 in Kingsford, TN. A seminar and meeting was held on September 8<sup>th</sup> for AFSL members and other Expo participants. During the meeting, for the first time AFSL members were allowed to vote for candidates for the AFSL Board of Directors. The decision to permit voting at the NFA meeting was made by



the AFSL Board in an effort to allow for greater participation, particularly for companies not attending the AFSL General Membership meeting each year.

During the meeting, AFSL Executive Director, John Rogers, noted that since nearly half of all AFSL importer members also are members of NFA, it makes sense that voting for Directors would be allowed at the NFA meeting as well. He encouraged members to participate in future elections of Board members either by running as a candidate or nominating candidates for the Board during the next term for elections.

AFSL General Counsel, Quin Dodd provided an update on recent activities and events at the Consumer Product Safety Commission, including the fact that the long-awaited resolution of the “ear test” issue for determining complying break charges in aerial devices, is still pending. He also discussed recent increases in the amount of civil penalties CPSC is seeking for violations of its regulations.

John Rogers provided an update on recent AFSL activities, reporting that AFSL tested a record number of cases in 2014 and is expecting to have another record year in 2015. He also reviewed a recent change to the AFSL Standard for Comets, Mines and Shells, which requires the devices to meet a residual burning test, effective August 15, 2015. John also advised the industry that, effective August 1, 2015, AFSL has switched its testing contract to a new testing laboratory, Bureau Veritas (BV).



**JERRY WINGARD AND TREASURER TAD TROUT AT THE AFSL TRADESHOW BOOTH.**

Chuck Rogers, AFSL’s Account Manager at BV, provided an introduction to BV, stating that it is one of the premier product testing laboratories world-wide. He reported that BV opened an Operations Office in Liuyang, China on August 1, 2015, and has hired necessary staff to fully operate the program.

AFSL’s auditor, Jerry Wingard, provided an update on audits conducted at U.S. importers’ warehouses, which have been underway since 2012. He discussed some of the discrepancies he has encountered during the audits, and stated that companies that had problems during the first round

of audits, and now being scheduled for re-audits. He encouraged companies to cooperate in allowing the audits to be conducted since the AFSL Board already has suspended 7 companies that refused to allow the audits.

During the remainder week, the AFSL staff, including John Rogers, Jerry Wingard, AFSL Office Manager, Jieli Tan, along with BV Account Manager, Chuck Rogers, hosted a booth at the NFA Expo. This provided an opportunity for members and non-members alike to obtain information from and have questions answered by the staff.

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## 2015 MODIFICATIONS TO AFSL STANDARDS

### I. MODIFICATIONS TO CONSUMER FIREWORKS STANDARDS.

#### A. RESIDUAL BURNING REQUIREMENT ESTABLISHED FOR MULTIPLE TUBE AERIAL DEVICES.

Effective August 15, 2015, multiple tube mine and shell devices must meet a new requirement that prohibits them from continuing to burn or re-igniting once the function is completed. AFSL will test for compliance with the new requirement by using a Thermal Detector device to measure the internal temperature of the spent casing thirty minutes after the device completes functioning. If the internal temperature of the casing exceeds 250°F degrees when tested, or if the device re-ignites within the 30-minute waiting period, the tested Lot will fail.

In addition, multiple tube aerial devices subject to the requirement must bear a special caution label on the top surface of the device that reads: “WARNING: MAY REIGNITE. SOAK WITH WATER AFTER USE”. The requirements were approved by the Standards Committee and the Board in October 2014. All multiple tube devices submitted for testing on or after August 15, 2015 will be tested for the new requirement.



THERMAL DETECTOR USED TO MEASURE INTERNAL TEMPERATURE OF FOUNTAIN.

This requirement mirrors a requirement for multiple tube fountains implemented in August 2014. Both are intended to address the potential risk of fires resulting from re-ignition of devices that are improperly disposed of, such as in trash cans, or that might otherwise re-ignite after use. While specific incidents, including one death, have been reported from re-ignition of fountain casings, both AFSL and CPSC have reported re-ignitions in mine and shell devices during testing as well. For further details on the requirements, please refer to the AFSL Standard for Comets, Mines and Shells, available in the AFSL Standards posted on both the English and Chinese versions of the AFSL Website: [www.afsl.org](http://www.afsl.org).

**NOTE:** *No modifications to the Display Fireworks Standards have been made this year.*



**Counsel's Corner**  
**Quin D. Dodd, Esq.**

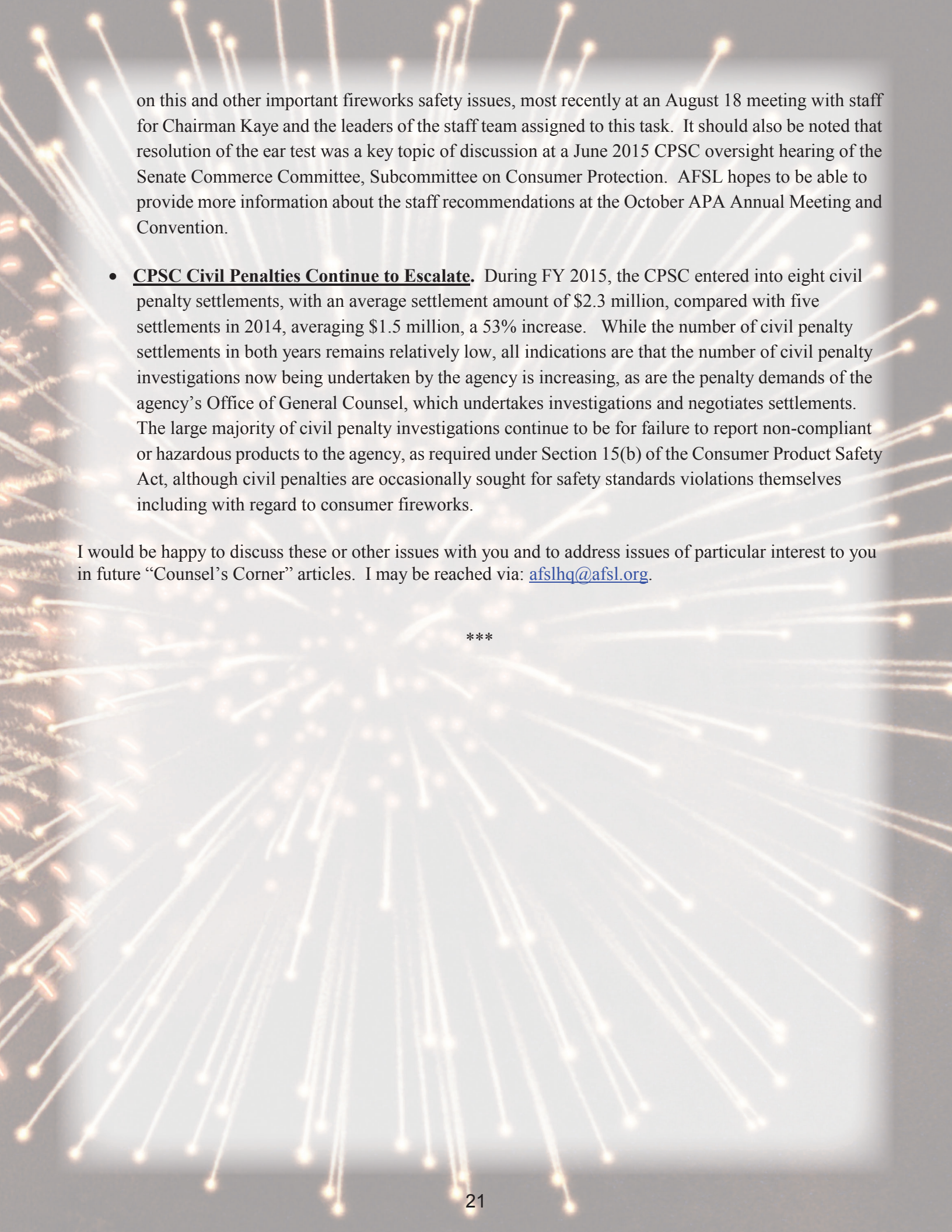
*Quin Dodd is the General Counsel to AFSL. He is an independent attorney practicing in the area of product safety law, and from 2005 – 2008 served as Chief of Staff at the CPSC.*



In recent months there have been a number of key Consumer Product Safety Commission (CPSC) developments about which AFSL members should be aware:

- **CPSC Initiates “Alpha Pilot” for Electronic Filing of Certificate Information for Imports.**  
After approximately two years of debate and public engagement by the Commission in the wake of the agency’s controversial issuance of a proposed rewrite of its “1110 Rule,” (governing product certificates required for consumer fireworks and other regulated products), the CPSC announced in August its plan to initiate an “Alpha Pilot” for the electronic filing (e-filing) of certificate information, in order to assist the agency in targeting imports at higher risk of violating mandatory agency safety standards. This pilot, consisting of up to nine volunteer importers, will test a system to electronically input five key information/data elements from CPSC certificates into the Customs and Border Protection (CBP) Automated Commercial Environment (ACE) system, intended to provide U.S. importers with a “single window” for the submission of all information required for entry of their goods by all federal agencies. These five data elements (collectively termed a “Partner Government Agency [PGA] Message Set”) required for the CPSC Alpha Pilot will be: specific identification information for the product; identity and location of the manufacturer (factory); CPSC standards applicable to that product; information about the testing of the product; and affirmation that a full certificate for the product exists. The Alpha Pilot, not expected to be fully implemented until next summer, will lay the groundwork for what likely become a mandate for all U.S. importers of fireworks and other regulated products to provide certificate information electronically via ACE, although final implementation of this mandate is likely several years away. (But ACE is being implemented sooner by other federal agencies). If any fireworks importers are interested in applying to participate in the CPSC Alpha Pilot, they should contact: [efilingpilot@cpsc.gov](mailto:efilingpilot@cpsc.gov) by October 5, 2015.
- **AFSL Anticipating CPSC “Staff Package” of Recommended Changes to Audible Effects and other Fireworks Safety Standards/Test Methods.** As previously reported in this Newsletter, in December 2014 the CPSC directed agency staff to review all mandatory fireworks standards and make recommendations for changes by September 30, 2015. As of this writing, we have not yet received this “staff package” of recommendations, but AFSL remains hopeful that it will positively address several key issues, most notably resolution of the long-standing “ear test” method used by the agency to determine compliance with the “audible effect” standard (16 CFR 1500.17(a)(3) for aerial devices. Since the decision last December, AFSL has continued to engage senior CPSC leadership





on this and other important fireworks safety issues, most recently at an August 18 meeting with staff for Chairman Kaye and the leaders of the staff team assigned to this task. It should also be noted that resolution of the ear test was a key topic of discussion at a June 2015 CPSC oversight hearing of the Senate Commerce Committee, Subcommittee on Consumer Protection. AFSL hopes to be able to provide more information about the staff recommendations at the October APA Annual Meeting and Convention.

- **CPSC Civil Penalties Continue to Escalate.** During FY 2015, the CPSC entered into eight civil penalty settlements, with an average settlement amount of \$2.3 million, compared with five settlements in 2014, averaging \$1.5 million, a 53% increase. While the number of civil penalty settlements in both years remains relatively low, all indications are that the number of civil penalty investigations now being undertaken by the agency is increasing, as are the penalty demands of the agency's Office of General Counsel, which undertakes investigations and negotiates settlements. The large majority of civil penalty investigations continue to be for failure to report non-compliant or hazardous products to the agency, as required under Section 15(b) of the Consumer Product Safety Act, although civil penalties are occasionally sought for safety standards violations themselves including with regard to consumer fireworks.

I would be happy to discuss these or other issues with you and to address issues of particular interest to you in future "Counsel's Corner" articles. I may be reached via: [afslhq@afsl.org](mailto:afslhq@afsl.org).

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*Celebrating 25 Years*





