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American Fireworks Standards Laboratory
7316 Wisconsin Ave • Suite 214 • Bethesda, MD 20814 • 301-907-9115

AFSL GENERAL MEMBERSHIP MEETING

Wednesday, September 18, 2013, 1:30 PM to 4:30 PM

Hyatt Regency Hotel
Scottsdale, AZ

A G E N D A

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

BREAK

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|--------------|--|---------------------------|
| V. | Summary of CPSC/DOT Activities | John Rogers |
| VI. | Report from SGS on China Operations | Joe Romeo, SGS |
| VII. | Review of Internal Audit Program | John Rogers/Jerry Wingard |
| VIII. | Report on Display Fireworks Testing Program..... | John Rogers |
| | A. Program Overview. | |
| | B. Modifications to Display Fireworks Standards. | |
| IX. | Election Results | |
| X. | 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 individual shipments of fireworks comply with the appropriate mandatory regulations and voluntary standards. All product evaluations are conducted by an independent, world-renowned testing laboratory, SGS Labs, under a contract with AFSL. Shipments that meet all applicable criteria are identified with 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

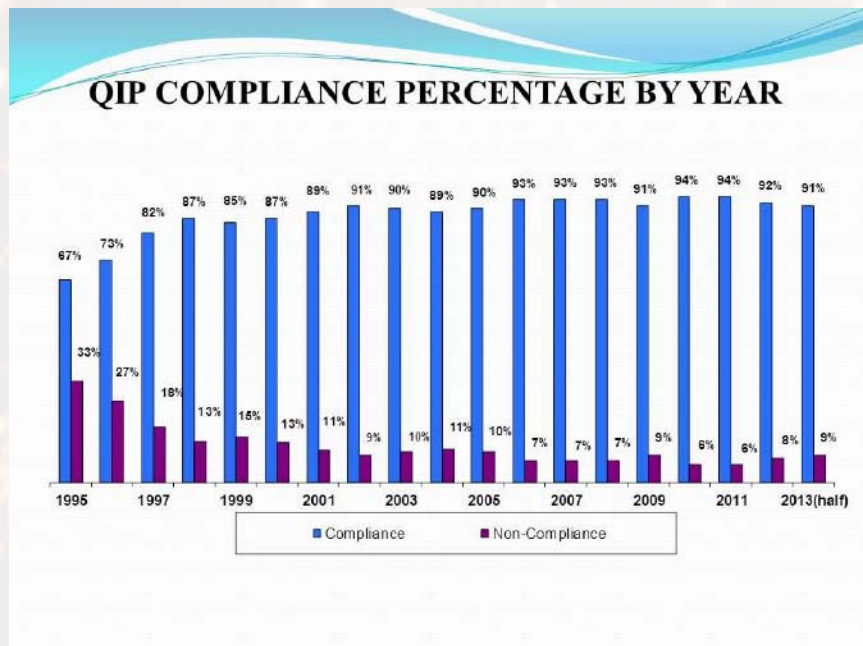
ANNUAL TESTING VOLUME FOR CONSUMER FIREWORKS

In 2012 approximately 61,000 lots of fireworks, consisting of 6.17 million cases, were tested at more than 500 factories in China. The chart below shows the year-by-year testing volume expressed in shipping cases. The last bar represents the number of cases tested through June 2013.



IMPROVEMENTS IN COMPLIANCE

The AFSL Program has had a dramatic impact on the compliance of fireworks shipped to the U.S. market. The chart below shows the level of compliance for fireworks tested since 1994. In 2012, 92% of fireworks tested complied with the AFSL Standards.





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



Jerry Wingard
Project Manager



Jieli Tan
Office Manager



William Zhou
China Operations Manager



Tony Gong
Auditor



Quin Dodd
General Counsel

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|----|---|----|--|
| 1 | 4B Investments, Russellville, KY | 33 | Coach's Fireworks LLC, Magnolia, TX |
| 2 | Advanced Technique Fireworks, Inc., Goshen, KY | 34 | Consigned Sales, Inc., Grandview, MO |
| 3 | Alamo Fireworks, Inc., China Grove, TX | 35 | Consumer Fireworks Group, Humble, TX |
| 4 | All Events Inc. DBA Robbies Fireworks, Jackson, MS | 36 | Copeland Fireworks, Manhattan, KS |
| 5 | All Star Fireworks, Mitchell SD | 37 | Cornellier Fireworks Co., Ltd., Beloit, WI |
| 6 | American Fireworks Co., Inc., Durant, OK | 38 | Crazy Cracker Fireworks LLC, Lincoln, NE |
| 7 | American Fireworks Co., Inc., Walls, MS | 39 | Crazy Fireworks, LLC, Ann Arbor, MI |
| 8 | American Packaging LLC, Kansas City, MO | 40 | D&T Imports, Inc., Henderson, NV |
| 9 | American Promotional Events, Inc.-East, Florence, AL | 41 | Dapkus Fireworks Inc., Portland, CT |
| 10 | American Promotional Events, Inc.- Northwest, Tacoma, WA | 42 | Dreamco International, Melbourne, AR |
| 11 | American Promotional Events, Inc.- Texas, L.P., Lubbock, TX | 43 | Dynamite Fireworks, Seymour, MO |
| 12 | American Promotional Events, Inc.- West, Fullerton, CA | 44 | Eagle Fireworks, Inc., Kent, WA |
| 13 | American Thunder Fireworks Inc., North Reading, MA | 45 | Eagle Fireworks, Inc., Marietta, OH |
| 14 | Ammo Hut Productions, Inc., Claremore, OK | 46 | Eagle Packaging Co., Kansas City, MO |
| 15 | Angel, Inc., Stanton, MO | 47 | Elkton Sparkler Co., Inc., North East, MD |
| 16 | Arrow Fireworks LLC, Yelm, WA | 48 | Extreme Pyro Fireworks, LLC, Gulfport, MS |
| 17 | Arrowhead Fireworks Co., Inc./ The Arrowhead Co., Inc., Duluth, MN | 49 | Fantasy Fireworks Outlet Inc., Tampa, FL |
| 18 | Atlas Advanced Pyrotechnics, Jaffrey, NH | 50 | Fat City, Inc., Meridian, ID |
| 19 | Atlas Importers, Inc., Marion, SC | 51 | Fenix Imports LLC, Tulalip, WA |
| 20 | Atomic Fireworks Inc. of Arkansas, West Memphis, AR | 52 | Firework Fanatic LLC, Tuscaloosa, AL |
| 21 | Atomic Fireworks Inc. of Missouri, Arnold, MO | 53 | Fireworks & More, dba Fireworks Outlet, Baldwin, WI |
| 22 | B.J. Alan Company, Youngstown, OH | 54 | Fireworks Empire, Afton, TN |
| 23 | Bellino Fireworks Inc., Papillion, NE | 55 | Fireworks Factory, Fayetteville, TN |
| 24 | Bethany Sales Co. Inc., Bethany, IL | 56 | Fireworks Importing, Inc., St. Joseph, MO |
| 25 | Big Ocean Trading Inc., Seattle, WA | 57 | Fireworks of Alabama, Inc., Adamsville, AL |
| 26 | Boom Town Fireworks, Inc., Dyer, IN | 58 | Fireworks Over America, Springfield, MO |
| 27 | Brick House Imports LLC, Marysville, WA | 59 | Fireworks World, Inc., Batesville, AR |
| 28 | Burt's Fireworks, Inc., Eagleville, MO | 60 | Flash Fireworks, Derby, KS |
| 29 | Capital Pyro LLC, Taylorville, IL | 61 | Flashing Thunder Fireworks, Mitchell, IA |
| 30 | Cassorla Bros, Inc., Battle Mountain, NV | 62 | Flying Phoenix Corp., Riverton, WY |
| 31 | C-H Wholesale Fireworks, Inc., Muskogee, OK | 63 | Four Seasons Fireworks/Darrow Ventures Inc., Winter Springs, FL |
| 32 | Ches-Lee Enterprises, Bastrop, TX | 64 | Freedom First Fireworks, Chuckey, TN |
| | | 65 | Galaxy Fireworks, Inc., Tampa, FL |

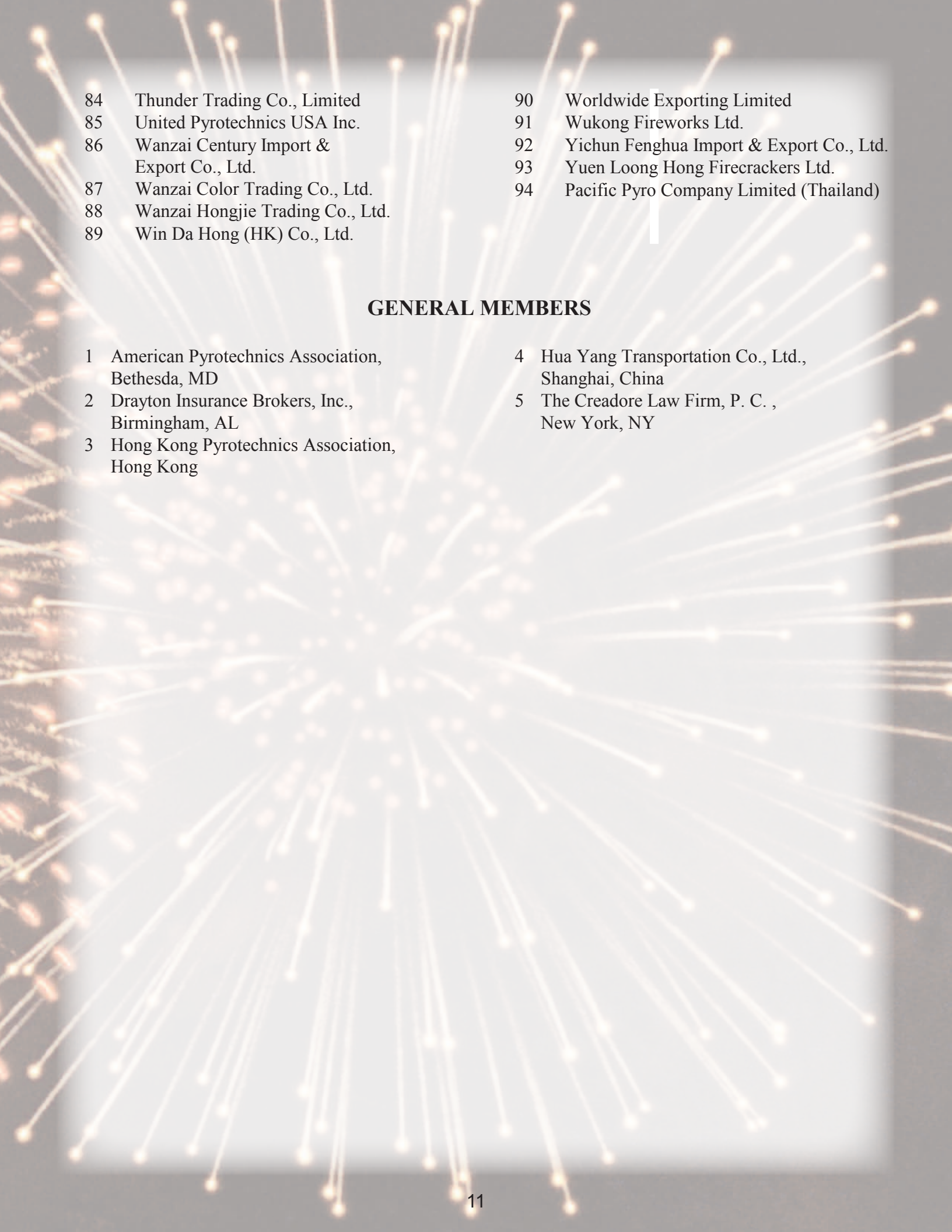
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| 66 | Garrett's Worldwide Enterprises, LLC, Eudora, KS | 101 | La Vergne, TN |
| 67 | Generous Jerry's F.W. Inc., Grand Forks, ND | 102 | Mid-South Imports, Lenoir City, TN |
| 68 | Hale Fireworks, LLC, Buffalo, MO | 102 | Mike Killian Wholesale Fireworks. S. Pittsburg, TN |
| 69 | Half Price Fireworks Inc., Harrison, OH | 103 | Miller Fireworks Co., Inc., Holland, OH |
| 70 | Hamburg Fireworks Display Inc., Lancaster, OH | 104 | MPI Entertainment Corporation AKA Prosumerfireworks Brand, Marengo, IL |
| 71 | Heartland Associates, Columbia, PA | 105 | Mr. B Fireworks, Inc., Schulenburg, TX |
| 72 | Herbie Famous Fireworks, Inc. T/A South Carolina Distributors, Cherokee Falls, SC | 106 | Mr. G's Fireworks, San Benito, TX |
| 73 | High 5 Fireworks Inc., Junction City, OR | 107 | Mr. W. Fireworks, Somerset, TX |
| 74 | Hisle Enterprises, LLC, Evensville, IN | 108 | Mytime Inc., Walden, NY |
| 75 | Holiday Fireworks Ltd., Indianapolis, IN | 109 | Neeley Sales Co., Inc., Greenwood, SC |
| 76 | International Fireworks Mfg. Co., Douglassville, PA | 110 | Nicholson's Wholesale Fireworks, Kaufman, TX |
| 77 | Island Fireworks Company, Hager City, WI | 111 | Ninja Fireworks Company, LLC, Henderson, NV |
| 78 | J. K. Marketing, LLC, Rexburg, ID | 112 | Norred Fireworks, Roanoke, AL |
| 79 | Jake's Fireworks, Inc., Pittsburg, KS | 113 | North Central Industries, Inc., Muncie, IN |
| 80 | Johnny Lemas Fireworks, Angola, IN | 114 | Northwest Display Fireworks Inc., Arlee, MT |
| 81 | Johnny Rockets Display Company, Highland, IN | 115 | Nostalgia Pyrotechnics, Inc., Osco, IL |
| 82 | Jolly Jacs, LLC, Cheyenne, WY | 116 | Olympus Fireworks, LLC, Syracuse, UT |
| 83 | K & L Marketing Inc. dba | 117 | P & P Imports Inc., Sparta, MI |
| 84 | Big Top Fireworks, Cummings, ND | 118 | Patriot Sales, Bourbon, MO |
| 85 | Ka-Boomers Enterprises, Inc., Wahoo, NE | 119 | Perk's Fireworks, Inc., Nashville, TN |
| 86 | Kellner's Fireworks Inc., Harrisville, PA | 120 | Phoenix Imports, Lansing, MI |
| 87 | Kent Fireworks, Inc., Redmond, WA | 121 | Power Source, Inc., Bonner Spring, KS |
| 88 | Keystone Fireworks & Specialty Sales Co. Inc., Dunbar, PA | 122 | Precocious Pyrotechnics, Inc., Belgrade, MN |
| 89 | Keystone Importing and Sales, LLC, Lancaster, PA | 123 | Premium Fireworks Co., Inc., Covington, KY |
| 90 | Keystone Novelties Wholesale, Lancaster, PA | 124 | Pyro Planet, Ltd., Zelienople, PA |
| 91 | L. W. Loyd Co., Inc., South Pittsburg, TN | 125 | Pyrotecnic Suppliers, LLC, Henderson, NV |
| 92 | Lantis Fireworks, Inc., North Sioux City, SD | 126 | R. Brown & Company, Missoula, MT |
| 93 | Lew's Fireworks Inc., Watertown, SD | 127 | Racine Fireside Corp., Caledonia, WI |
| 94 | Liberty Fireworks Inc. - Craig, MO | 128 | Rainbow Fireworks, Inc., Inman, KS |
| 95 | Liberty Fireworks, Inc. - Great Falls, MT | 129 | Rainmaker Enterprises Ltd., Somerset, WI |
| 96 | Magic in the Sky, LLC, San Antonio, TX | 130 | Red Rose Imports, LLC, Willow Street, PA |
| 97 | Martin's Fireworks, Manchester, TN | 131 | Reeves Boomland, Inc., Benton, MO |
| 98 | Marv's Fireworks, Grand Island, NE | 132 | Reichenbach Fireworks, Co., Billings, MT |
| 99 | Michons Wholesale, Moneta, VA | 133 | Rich Brothers Co., Sioux Falls, SD |
| 100 | Micronesia Holding Co., LLC, Saipan, MP | | |
| | Mid-America Distributors, Inc., | | |

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| 134 | RKM Fireworks/St. Evans Inc., Edwardsburg, MI | 160 | The Rozzi Company, Inc. dba Rozzi, Inc., Love Land, OH |
| 135 | Safety 4th Fireworks Inc., Stratton, OH | 161 | Thunder Fireworks, Tacoma, WA |
| 136 | Salish Fireworks, Anacortes, WA | 162 | Thundercat Fireworks & Pyrotechnic Display Co., Inc., Madison, WI |
| 137 | Samrok Inc., Calgary, Alberta, Canada | 163 | T. H. Y. & Associates, Inc., Keaau, HI |
| 138 | Sanedsam Inc., Old Orchard Beach, ME | 164 | Tri-Star Capital Distributors, LLC, Brentwood, TN |
| 139 | Schneitter Fireworks and Importing Co., St. Joseph, MO | 165 | U.S.T.L. Import & Export, Inc., Monterey Park, CA |
| 140 | Selva's Fireworks, LLC, Everett, WA | 166 | Uncle AL's Seasonal Retail Inc., Ft. Myers, FL |
| 141 | Shelton Fireworks, Eagleville, MO | 167 | Uncle Sam's Fireworks, Inc. of AR, Fayetteville, AR |
| 142 | Sky Blooms Fireworks, LLC, Lake Lotawana, MO | 168 | Utah Grand Finale Fireworks, Pleasant Grove, UT |
| 143 | Sky King Unlimited Inc., Port St. Lucie, FL | 169 | Victory Fireworks, Inc., Ellsworth, WI |
| 144 | Sky Slam Fireworks/Pacific Fireworks, Las Vegas, NV | 170 | Vito's Fireworks, Inc., Covington, KY |
| 145 | Skyworks, Inc., Ferndale, MI | 171 | Wald and Company, Inc., Greenwood, MO |
| 146 | Southeastern Fireworks, Inc., Birmingham, AL | 172 | Warpath Corp, Plummer, ID |
| 147 | Sparkle Fireworks, Inc., Ripley, MS | 173 | Wayne's World Fireworks, LLC, Indianapolis, IN |
| 148 | Spark Ventures LLC, Alexandria, VA | 174 | Western Fireworks, Inc., Aurora, OR |
| 149 | Spirit of '76, Columbia, MO | 175 | Wild Willy's Fireworks, Papillion, NE |
| 150 | Spring Field Fireworks, Inc., Bluffton, OH | 176 | Winco Fireworks International, Inc., Lonejack, MO |
| 151 | Star Spangled Novelties LLC, Rothschild, WI | 177 | Winco Utah, Evanston, WY |
| 152 | Starr Fireworks, Horace, ND | 178 | Wolverine Fireworks Display, Inc., Kawkawlin, MI |
| 153 | State Line Fireworks, Inc., Texarkana, AR | 179 | Xtreme Fireworks, Inc., Morse Mill, MO |
| 154 | Stateline Fireworks LLC/Tennessee Alabama Fireworks, South Pittsburg, TN | 180 | Zenith Specialties, L.P., Clinton, MO |
| 155 | Stowers, Inc., Luttrell, TN | | |
| 156 | Sun Pacific Trading Co., Honolulu, HI | | |
| 157 | Sydko Interprises Inc., St. Joseph, MO | | |
| 158 | Texas Fireworks Company, Silsbee, TX | | |
| 159 | The Fireworks Superstore LLC, Hannibal, MO | | |

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

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| 1 | Acme Fireworks Co., Ltd. | 8 | C & L Int'l Industrial Co., Ltd. |
| 2 | ANCO Pyrotechnics, Ltd. | 9 | Changsha Seakee I/E Co., Ltd. |
| 3 | Asia Pyrotechnics Inc.-Guangzhou Office | 10 | Changsha Xinhui Fireworks Import & Export Co., Ltd. |
| 4 | Babytiger Fireworks Imp.&Exp. Ltd., Co. | 11 | Changsha Year Import & Export Co., Ltd. |
| 5 | Beihai Fisherman Pyrotechnics, Inc. | 12 | China DIY Marketing Ltd. |
| 6 | Beihai Kylin Fireworks Co., Ltd. | 13 | China National Samkwong Fireworks Co. Ltd. |
| 7 | Brothers Pyrotechnics, Inc. | | |

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| 14 | China Skysong Fireworks Co., Ltd. | 46 | Legend Fireworks, Inc.-Changsha |
| 15 | Chinasky Pyrotechnics Limited | 47 | Liuyang Candour Fireworks Co., Ltd. |
| 16 | Dancing Fireworks Group | 48 | Liuyang Fireworks Limited |
| 17 | Deqili Trade (Hepu County) Co., Ltd. | 49 | Liuyang Flying Dragon Fireworks Co., Ltd. |
| 18 | Dracon Trading Ltd. | 50 | Liuyang Flying Eagle Fireworks Co., Ltd. |
| 19 | Forward Fireworks Co., Ltd. | 51 | Liuyang Fuxiang Fireworks Group Co., Ltd. |
| 20 | GalaStar Import & Export Corp. | 52 | Liuyang Heaven Fireworks Co., Ltd. |
| 21 | GBF International Limited (Hong Kong) | 53 | Liuyang Jiacheng Fireworks Co., Ltd. |
| 22 | Glorious Co. | 54 | Liuyang Jiasheng Fireworks Co., Ltd. |
| 23 | Guangxi Beihai Yinglian Trading Co., Ltd. | 55 | Liuyang Jinkou Rising Import & Export Trading Co., Ltd. |
| 24 | Hefung Fireworks Co., Ltd. | 56 | Liuyang Jinsheng Fireworks Co., Ltd. |
| 25 | Hop Kee Pyrotechnics | 57 | Liuyang Jumbo Trading Co., Ltd. |
| 26 | Hua Hui Fireworks Manufacturing Co. Ltd. | 58 | Liuyang Kesheng Trading Co., Ltd. |
| 27 | Huasheng Fireworks Manufacture & Display Co., Ltd. | 59 | Liuyang Kongsun Fireworks Exp. Trading Co., Ltd. |
| 28 | Hunan Liuyang Global Import & Export Trade Co., Ltd. | 60 | Liuyang Leping Import & Export Co., Ltd. |
| 29 | Hunan Channel Trade Development Ltd. | 61 | Liuyang Li Teng Trade Co., Ltd. |
| 30 | Hunan Liuyang Worldwide Fireworks, Co., Ltd. | 62 | Liuyang Qingtai Export Trade Co., Ltd. |
| 31 | Hunan Mega Imports&exports Trading Co., Ltd. | 63 | Liuyang Xiangguang Fireworks Trading Co., Ltd. |
| 32 | Hunan Top and Ideal Trading Development Co., Ltd. | 64 | Liuyang Xiaohe Fireworks Mfg. Co., Ltd. |
| 33 | Hunan Vanguard Business Development Co., Ltd. | 65 | Liuyang Yihelong Trade Co., Ltd. |
| 34 | Hunan Welldone Fireworks Co. Ltd. | 66 | Liuyang Yongfa Industry Co., Ltd. |
| 35 | Hunan Winwell Import & Export Trading Co., Ltd. | 67 | M. K. International Ltd. |
| 36 | Inter-Oriental Fireworks (HK) Limited | 68 | NanChang Xiangtian I & E Co. Ltd. |
| 37 | Jiangxi Changshan Exporting Fireworks Manufacture Co., Ltd. | 69 | Oasia International Ltd.- |
| 38 | Jiangxi Golden Steed Fireworks & Firecrackers Co., Ltd. | 70 | Omni Trading Co. |
| 39 | Jiangxi Panda Fireworks Co., Ltd. | 71 | Ping Xiang Qi Sheng Imp & Exp Co., Ltd. |
| 40 | Jiangxi Ping Xiang Dancing Red Devil I&E Co., Ltd. | 72 | Po Sing Pro Pyrotechnics Ltd. |
| 41 | Jiangxi Province Light Industrial Products I/E Co., Ltd. | 73 | Pyro Formex, Inc./Golden Bear Fireworks, Inc. |
| 42 | Jiangxi Province Red Horse Fireworks Co., Ltd. | 74 | Pyromooi Fireworks Ltd. |
| 43 | Jiangxi Province Wanzai Mintai Import and Export Trade, Co., Ltd. | 75 | Red Eagle Industrial & Trade Co., Ltd. Hebei |
| 44 | Jiangxi Wanzai Golden Peak Corporation | 76 | Richton Fireworks Co., Ltd. |
| 45 | Kayes Company Ltd. | 77 | Rising Sun Fireworks Co., Ltd. |
| | | 78 | Shangli Jiali Import & Export Trade Co., Ltd. |
| | | 79 | Shandong County Tengda Fireworks Co., Ltd. |
| | | 80 | Shiu Fung Fireworks Co., Ltd. |
| | | 81 | Shogun Pyrotechnics Ltd. |
| | | 82 | Standard Fireworks China Ltd. |
| | | 83 | Sunshine Promotion Product Company |

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- 84 Thunder Trading Co., Limited
85 United Pyrotechnics USA Inc.
86 Wanzai Century Import &
Export Co., Ltd.
87 Wanzai Color Trading Co., Ltd.
88 Wanzai Hongjie Trading Co., Ltd.
89 Win Da Hong (HK) Co., Ltd.

- 90 Worldwide Exporting Limited
91 Wukong Fireworks Ltd.
92 Yichun Fenghua Import & Export Co., Ltd.
93 Yuen Loong Hong Firecrackers Ltd.
94 Pacific Pyro Company Limited (Thailand)

GENERAL MEMBERS

- 1 American Pyrotechnics Association,
Bethesda, MD
2 Drayton Insurance Brokers, Inc.,
Birmingham, AL
3 Hong Kong Pyrotechnics Association,
Hong Kong

- 4 Hua Yang Transportation Co., Ltd.,
Shanghai, China
5 The Creadore Law Firm, P. C. ,
New York, NY

DISPLAY FIREWORKS MEMBERS (U.S. IMPORTERS)

| | | | |
|---|--|----|---|
| 1 | Arthur Rozzi Pyrotechnics, Inc., Maineville, OH | 9 | Kellner's Fireworks Inc., Harrisville, PA |
| 2 | Ammo Hut Productions, Inc., Claremore, OK | 10 | Lew's Fireworks, Inc., Watertown, SD |
| 3 | Arthur Rozzi Pyrotechnics, Inc., Maineville, OH | 11 | Melrose Pyrotechnics, Inc., Kingsbury, IN |
| 4 | Atlas Advanced Pyrotechnics, Inc., Jaffrey, NH | 12 | Pyro Shows, Inc., La Follette, TN |
| 5 | Atlas Enterprises, Inc., Fort Worth, TX | 13 | Pyro Spectaculars, Inc., Rialto, CA |
| 6 | Central States Fireworks, Inc., Athens, IL | 14 | Pyrotecnico, New Castle, PA |
| 7 | Fireworks by Grucci, Brookhaven, NY | 15 | RES Specialty Pyrotechnics, Belie Plaine, MN |
| 8 | J&M Displays, Inc., Yarmouth, IA | 16 | Western Enterprises, Inc., Carrier, OK |
| | | 17 | Wolverine Fireworks Display, Inc., Kawkawlin, MI |
| | | 18 | Zambelli Fireworks, New Castle, PA |

DISPLAY FIREWORKS MEMBERS (HONG KONG/CHINA SHIPPERS)

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

THE YEAR IN REVIEW

Industry Honors Executive Director John Rogers for 20 Years of Outstanding Service

AFSL Executive Director, John Rogers, was honored for 20 years of outstanding service to AFSL and the Fireworks Industry. In a ceremony held at the APA Welcome Breakfast in Louisville, KY, AFSL president Mike Collar, along with Past Presidents Alan Zoldan and Tad Trout presented John with AFSL's first ever distinguished service plaque.



President Mike Collar, and past Presidents Tad Trout and Alan Zoldan present award to John Rogers.

Citing his long association with the fireworks industry, Mike Collar noted that John had developed and managed the CPSC's Fireworks Enforcement Program prior to joining AFSL, including the first import surveillance program for fireworks in 1988. Later that year, John travelled to China with industry representatives to assist the factories in correcting a very high failure rate for imported fireworks. The group, which was dubbed "The Shekou Six" included Joel Anderson, Alan Zoldan, Jerry Bostocky, Chi-Kay Cheung, John Conkling, and John Rogers. They spent ten days in Shekou, Shenzhen, China meeting with numerous factories to review their consumer fireworks and

advise them of modifications needed to comply with CPSC regulations. The establishment of AFSL was a direct spin-off of this historic working session.

John joined AFSL as Executive Director in October 1992 and has worked tirelessly over the past 20 years to improve the safety and compliance of fireworks. In his presentation, Mike Collar stated that in 1988, the fireworks industry was in severe trouble and fireworks were in danger of being banned by CPSC. Had it not been for John's efforts over the past 20 years this industry might not exist. "You saved the industry!" he said.

The decision to honor John at the Welcome Breakfast was made by Mike Collar after collaboration with APA Executive Director, Julie Heckman. Julie suggested that they invite some of John's family for the ceremony. Mike and Julie, along with Jieli Tan and Annelise Gillespie, then secretly arranged to bring John's Mother along with several other family members to the ceremony as a surprise for John. They came in the night before the ceremony and were booked at a different hotel. Mike Collar and both the APA and AFSL staffs went to great lengths to make sure that their presence remained a secret until the morning of the ceremony.



Rogers Family attending ceremony: Mother Lucille seated; standing: sisters Teresa and Joyce, brother Chris, sister Delores, and John

During his presentation the next morning, Mike Collar thanked John on behalf of the Board and the entire industry for his outstanding service. Mike then stated, “I know your Mother, Lucille, is alive and well at 93 years old, and living in Columbus, OH, right?” “And I’ll bet she must be very proud of you, right?” After John responded “yes”, Mike continued, “Why don’t you ask her now.” At that point John’s Mother, Lucille; one brother, Christopher; and three sisters Delores, Joyce and Teresa, who had been concealed in the back of the room, came forward to congratulate John on the award. It was a very touching moment for John and for the entire audience to witness his genuine shock at having his family there.

In his acceptance of the award, John stated, “For the first time in my life I can say that I am truly speechless.” “I received numerous awards during my years at CPSC, but I can honestly say this one means



Bill Weimer, Tad Trout, and Mike Collar with John Rogers and Family.

more than any award I’ve ever received, because it comes from the industry is in effect regulated by AFSL. And to have my family here for this occasion is incredibly gratifying. This is surreal.”

He thanked the AFSL Board and the entire industry for recognizing his commitment and contributions to the industry. “The fact that AFSL exists and has grown so much over the past 20 years is proof positive that an industry that builds safety into its process can survive and prosper.” He said.

In addition to the plaque, John also received a very special tea pot for brewing the green tea that he is noted for drinking. And Mike Collar stated that the Board also



APA Executive Director greets Rogers Family following presentation to John Rogers.

was approving John’s attendance at the upcoming International Fireworks Symposium to be held in Changsha, Hunan in 2014. Since John travels to Changsha 3 to 4 times a year, he considered to be a very special honor.

Following the ceremony, John and his family were flooded with congratulations from AFSL and APA members. Virtually every member of the audience greeted his family and expressed their appreciation for the work that John has done for the industry. Several industry members described the event as “the most touching presentation I have ever witnessed.”



AFSL Staff Jiel Tan, William Zhou, and Jerry Wingard, with John Rogers and family.

AFSL EXPANDS INTERNAL AUDIT FUNCTIONS IN 2013

AFSL initiated an Internal Auditing Program in April 2012 to begin monitoring in the United States shipments that have been tested and certified in China by its contract-testing laboratory, SGS Labs. In January 2013, AFSL also hired an Auditor in China to begin conducting audits at the site where product inspections are being performed. The purposes of the audit program are: (1) To monitor the requirement that all shipments of Consumer Fireworks shipped to and imported by participating members are tested and certified by AFSL; (2) to monitor the integrity of the certification process by assuring that all shipping cartons bear authentic AFSL Stickers and the required Lot Identification stamps and contain only the originally certified merchandise, and (3) to monitor the integrity of the work performed by AFSL technicians in China.

U.S. Importer Audits. During the past several years, AFSL has received complaints from members that some shipments of fireworks are being received without AFSL testing and/or proper certification. AFSL Project Manager, Jerry Wingard, was hired full time to conduct audits at U.S. importers' warehouses. Audits are conducted only after notice is provided to the individual companies, and are not conducted during the months of June and July to avoid conflicting with the primary distribution season in the U.S.

After the audit is completed, AFSL provides a written audit report pointing out any discrepancies noted during the audit. AFSL keeps all Audit Reports confidential and they are reviewed by the AFSL Executive Director and staff only.

As of September 1, 2013, AFSL has conducted 50 audits of U.S. importers, including all Board members' companies. The most commonly observed issue is the importation of shipments of fireworks that have not been tested by AFSL. Companies are notified of the violations of the AFSL agreement and asked to take corrective action for the future. Problems noted in the AFSL certification process include the lack of stickers, incorrect placement of stickers, and incomplete or incorrectly stamped Lot Identification numbers. AFSL already has conducted additional training for the technicians in China based on the findings during the early audits, and significant improvement has been noted in this area during more recent audits.

Factory/Technician Audits. Tony Gong, formerly a Senior Certified Technician in the China Testing Program, was hired by AFSL to perform onsite audits at the factories in China under the supervision of AFSL's China Operations Manager, William Zhou. The purpose of these audits is to monitor the performance of the factories and technicians during the product certification process. Audits may be announced in advance where the goal is to check the accuracy of testing procedures performed by the technicians; however most audits are unannounced and are intended to assure the accuracy and integrity of the testing and certification process.

AFSL has developed an audit report form, which is completed for each audit performed. This allows AFSL to track the results of the audits as well as to look for any patterns of deficiencies in the work performed by the testing team. Since joining the program in January, Tony has been conducting an average of 25 – 30 audits per month. Any deficiencies observed in the program are reported to Executive Director, John Rogers, as well as to the SGS Management Team in China.

CONSUMER AND DISPLAY SEMINARS AND TECHNICIAN TRAINING IN AUGUST 2013

During the week of August 17 – 23, 2013, AFSL conducted the annual Technician Certification Training program and hosted seminars for both the Consumer and Display Fireworks Industries in Liuyang, China. Participants included AFSL Executive Director, John Rogers, AFSL President, Mike Collar, Director Mike Cartolano, China Operations Manager, William Zhou, and AFSL Auditor, Tony Gong. Directors Thomas Chan and Mick Marietta attended the Consumer Fireworks Seminar. Representatives from AFSL's testing laboratory SGS, included Key Account Manager Joe Romeo; Ms. Pauline Cheung, Director of China Inspections; and Stephen Wang, Deputy Director of China Inspections.



Cass Ruan, Supervisor of the Technician Team, receives award for 15 Years of Service.

The first three days of the week were devoted to the Consumer Fireworks Technician Training program. All technicians based in China participated in the training at the Yintian Hotel, Liuyang. The training course also included both classroom training and field testing procedures. During the training, AFSL focused special attention on the deficiencies in the certification process, including Lot ID stamping and application of the AFSL stickers. These deficiencies were discovered during AFSL's internal audits conducted in the United States at importers' warehouses, as well as in recently implemented audits of the certification process in China by newly hired auditor Tony Gong.

The training also included a detailed review of each of the Standards covering all products tested by AFSL under both the Consumer and Display Fireworks Programs; a review of recent modifications to the AFSL Standards; Technician's Ethics Requirements; and a special session on case studies to discuss specific situations that have arisen during recent testing that need clarification from AFSL. The training session concluded with a written examination conducted by AFSL annually to re-certify each technician. A separate exam was given to technicians that have been certified to conduct product evaluations under the Display Program.

On Friday, August 23rd, AFSL hosted the annual Technician Awards Dinner in recognition of the Technician's successful completion of the training course. Technicians were awarded certificates to confirm their qualifications as Technicians, Certified Technicians and Senior Certified Technicians. Special presentations were made to Senior Certified Technician Simon Wang, who received the highest score on the Consumer Fireworks exam and to Leo Liu, who scored the highest on the Display Fireworks Exam. In addition, AFSL presented two Special achievement Awards to two Technicians for fifteen years of service in the Testing Program. Cass Ruan, Supervisor of the Technician team, and Annie Zhao, Senior Administrative Clerk, who manages the Database and other administrative function for the program, both received a watch in appreciation for their service to the program.



Annie Zhao, Senior Administrative Clerk, receives award for 15 Years of Service.

On Wednesday, August 21st, factory and shipper representatives participated in a seminar focusing on specific issues relating to the Display Fireworks Certification Program, which was implemented on January 1, 2012. John Rogers presented a summary of AFSL test results for display fireworks and noted that a significant number of shipments are being tested without getting the required container loading inspection

prior to shipment.

AFSL Director Mike Cartolano discussed the new requirements for display fireworks and responded to industry questions regarding the changes in the standards.



AFSL Technicians during August 2013 Training Course.

On Thursday, August 22nd, AFSL presented a seminar for the Consumer Fireworks Industry. The principal speakers for the event included AFSL President Michael Collar and Pauline Cheung on behalf of SGS. In his remarks during the meeting, President Mike Collar strongly encouraged the factories and shippers to comply with all DOT and CPSC requirements. He stated that DOT is in the process of conducting very detailed inspections at U.S. importer warehouses and is looking very closely at whether all EX numbers are valid. Pauline Cheung discussed the situation with the centralized testing site where testing has been temporarily suspended due to interference from local residents. She stated SGS is in the process of finding locations throughout the fireworks testing region so that the program can be re-launched China-wide next year.

DOT FINALIZES RULE ALLOWING EX APPROVALS BY THIRD PARTY FCA'S.

On August 30, 2012, PHMSA issued a Notice of Proposed Rulemaking to establish an alternative to the current EX Numbers approval process. AFSL, APA, and NFA along with more than 30 other parties submitted comments on the proposed rule. On July 16, 2013, PHMSA issued the final rule which allows the equivalent of an EX Number (designated as FC Numbers) to be issued by third party Fireworks Certification Agencies (FCA's), as an alternative to companies obtaining EX numbers through the existing PHMSA system. Key elements of the final rule include:

- At present, PHMSA is only following the current (2001 edition) APA Standard 87-1 for EX Approvals. When the revised APA Standard 87-1 is finalized and published by APA, PHMSA will consider adopting the revised 87-1.
- The final rule applies only to 1.4G Consumer Fireworks. AFSL requested that the final rule apply to 1.3G Fireworks as well; however, PHMSA declined to do so at this time, stating that it would consider including 1.3G fireworks at a later time;
- The final rule addressed the issue of whether PHMSA would require a complete product evaluation of each item for which an FC number is issued, which was a major concern of industry representatives. The rule clarified that FCA's issuing FC numbers would be required to conduct a "paper" review only of the product for which an approval number is sought, consistent with PHMSA's current practice, and that detailed product evaluation/testing are not required.
- The effective date for the final rule is August 15, 2013.

The final rule states that any organization or person seeking to become an approved fireworks certification agency must apply in writing to PHMSA. Written operating procedures to be used by the Fireworks Certification Agency must also be outlined as well as a statement that the applicant will perform its functions independent of the manufacturers, transporters, importers and owners of fireworks.

AFSL/SGS will apply to become a recognized FCA. Applications may be submitted starting August 15, 2013. DOT review and approval of applications to become an FCA is expected to take several months.

2013 MODIFICATIONS TO AFSL STANDARDS

I. MODIFICATIONS TO CONSUMER FIREWORKS STANDARDS.

A. REQUIREMENTS FOR RESIDUAL BURNING IN MULTIPLE TUBE FOUNTAINS.

AFSL has established a requirement and testing procedure to address residual burning in multiple tube fountain devices. Residual burning occurs when the fountain casing continues to burn or



Fountain Casing continues to burn after testing.

re-ignite after the fountain has finished functioning. The new requirement states “Fountains must not continue to burn or re-ignite after functioning. To test for this requirement, AFSL tests the fountain for normal testing, then sets the casing aside and monitors it for any re-ignition. If the fountain does not re-ignite after one hour, the temperature inside the casing is measured by using Thermal Detector, which shoots an infrared beam into the casing. If the

temperature remains at or exceeds 250° F. (121 °C), the device fails. The test procedure also includes a requirement that the samples are to be conditioned in a humidity-controlled room for 24 hours prior to testing to simulate conditions in a dry climate; however, this provision is suspended until AFSL establishes centralized laboratory facilities in all testing regions to provide a conditioning room in which to perform this function. The effective date for the new test procedure is January 1, 2014. AFSL notified Manufacturers and Shippers of the new test procedure during a training seminar in August 2013.



Thermal Detector used to measure internal temperature of Fountain.

- B. REQUIREMENTS FOR ADULT SNAPPERS (FUSELESS FIRECRACKERS).** AFSL has determined that “Adult Snappers” or “Fuseless Firecrackers” will not be certified under the testing program in China due to continuing concerns regarding the safety of the product. The decision was made by the Board of Directors following a recommendation from the Standards Committee in February 2013. The Standards Committee’s recommendation came after several years of trying to address the potential hazards associated with Adult Snappers. CPSC now classifies the adult snappers as “Fuseless Firecrackers” and therefore permits up to 50 milligrams of composition in the devices. DOT currently does not issue EX number approvals for these products under the APA 87-1 process. Companies that wish to import the product can go through the approved lab process then request an EX Number from DOT.

Prior to the making the recommendation, the Committee conducted a drop test on a full case of the products as well as individual retail packages. The items tested were believed to contain an estimated 25 mg of composition and the CPSC regulation permits up to 50 milligrams of composition. While



Adult Snappers (Fuseless Firecrackers)

there was not mass explosion of the shipping carton, there were multiple ignitions in the individual retail packs and in the inner packages contained in the carton. Part of the Committee's concern was that items containing a larger amount of composition, or different formulations might be more likely to explode during transportation, handling or storage of the devices. Further, the Committee remained concerned about additional risks of injury associated with the devices, including the potential for consumers, particularly children, to bite into the product or step on it, creating an explosion that

could result in injury. Information from CPSC indicated that devices evaluated contained an average of 27 mg. of composition, and the CPSC regulation allows for 50 mg. The Committee believes increasing the composition could further increase the risk of injury associated with the product. AFSL will continue to rely on CPSC to regulate the devices as Fuseless Firecrackers. Because AFSL does not have a Standard for the devices, importer members are free to import the devices without AFSL testing and certification, but still have to obtain an EX Number for the devices. Such companies could then have the products tested by other labs for purposes of filing a Certificate of Compliance required by CPSC.

C. NFPA REQUIREMENT FOR COVERED FUSES IN RETAIL STORES TO BE ADOPTED BY AFSL IN 2015. The Board of Directors has approved the adoption of requirements for covered fuses consistent with the National Fire Protection Association's NFPA 1124, Code for the Manufacture, Transportation, Storage, and Retail Sales of Fireworks. This section requires that only consumer fireworks that have been successfully tested in accordance with PYR 1129 ... to determine compliance with the covered fuse requirements of this code shall be permitted where the retail sales of consumer fireworks are conducted. The purpose of the decision is to assure that fireworks sold in the States that have adopted the NFPA Code comply with the requirement when imported into the U.S. by AFSL members. The language of the AFSL Standard states "Fireworks devices subject to this Standard must have covered fuses that successfully resist ignition from open flames, hot surfaces and incendiary sparks when tested in accordance with test procedures found in NFPA1129 -2013 Edition and any additional requirements specified by AFSL".

The three tests adopted by AFSL from NFPA PYR 1129 include: (1) The Open Flame test conducted with a butane lighter which requires that the fuse cover resist ignition for 5 seconds; (2) The Hot Surface test, which is performed by holding a lighted cigarette on fuse cover for 5 seconds; and (3) The Spark Test, which requires the fuse cover to resist ignition for 30 seconds when a spark-producing device (fountain) is aimed at the fuse from a distance of 24 inches and ignited.

AFSL notes that many products currently imported into the U.S. already are packaged with protective fuse covers. However, to assure the industry has adequate time to comply with the requirement, AFSL will not begin testing fuse covers until August 1, 2015.

D. MODIFICATIONS TO THE STANDARDS FOR DISPLAY FIREWORKS. AFSL developed and published Standards for Display Fireworks that include design and performance criteria for products certified by AFSL. The effective date for the initial standards was January 1, 2012. The Standards Committee for Display Fireworks met in April 2013 and adopted numerous changes to the Display Standards. While many of the modifications are editorial in nature or are for clarification purposes, the following modifications represent substantive changes to the Standards:

- a. Shipping cartons for cake items now are permitted to be packaged in cartons consisting of five layers of cardboard (previously 7-layer cartons were required) provided that the device does not exceed 35kg (77 lbs.) in weight.
- b. A new Section 3-3.4.1.3. The language of the new section read as follows: “**3-3.4.1.3 Fuse connections on Shells in Finale Chains must be securely attached so that they are able to support twice the weight of the largest shell in the chain.**”
- c. The Committee decided to add “FOR PROFESSIONAL USE ONLY” in Section 3-4.2.2. In addition, the Committee added a table of specifications for this warning label.
- d. In Section 3-2.2.5, Additional language was added to more clearly specify the requirements that the DOT orange hazard classification label must meet, include specifications for the orange color and font size requirements for the hazard labelling.

A copy of the Standards is available for downloading from the AFSL website: www.afsl.org.

AFSL Welcomes New General Counsel

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Quin Dodd is an attorney practicing exclusively in the field of federal, state and international product safety law, particularly with regard to issues and matters before the U.S. Consumer Product Safety Commission (CPSC). During his five years in private practice, Quin has advised and represented manufacturers, importers and retailers of consumer products before the CPSC and other federal and state agencies regarding an array of product safety compliance and regulatory matters.

Prior to entering private practice, Quin served for three-and-a-half years as the Chief of Staff of the U.S. Consumer Product Safety Commission and as Counsel to CPSC Commissioner Nancy A. Nord. Before that, Quin served in several senior legislative positions to Members of Congress, practiced law at the Washington, D.C. offices of three national law firms and cofounded The American Capitol Group, a Washington, D.C. government relations firm.

Quin Dodd is a noted expert and has written and spoken widely on the recently enacted Consumer Product Safety Improvement Act (CPSIA), landmark new legislation that affects virtually all manufacturers, importers and retailers of consumer products in the United States.

Quin earned his J.D. from the Georgetown University Law Center in 1993 and his B.A., with distinction, from the University of New Mexico in 1990. He is admitted to practice law in the District of Columbia and New Mexico.

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