

Celebrating



25



Years



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**Joseph P. Mohorovic, Commissioner
U.S. Consumer Product Safety Commission**

WASHINGTON, D.C.—Joseph P. Mohorovic has been sworn in as a Commissioner of the U.S. Consumer Product Safety Commission (CPSC). President Barack Obama nominated Mr. Mohorovic on October 13, 2013, and he was confirmed by the U.S. Senate on July 28, 2014, to a term that expires in October 2019.

“I extend a warm welcome to Commissioner Mohorovic on his return to the CPSC,” said Chairman Kaye. “Mr. Mohorovic has extensive

public policy, product manufacturing, and product testing experience. I commend Mr. Mohorovic’s stated commitment to advancing the cause of consumer safety, in areas such as furniture and TV tip-overs, and I look forward to working with him.”

Prior to joining the Commission, Mr. Mohorovic was Senior Vice President of Intertek, a global leader in product testing, where he was responsible for all aspects of performance, growth and strategic management in the North American region. Before joining Intertek, Mohorovic’s public service included two terms as State Representative for New Mexico’s 28th District before resigning elected office to serve in the CPSC administration of former Chairman Hal Stratton from 2002 through 2007.

“It truly is an honor to be joining an agency with such a distinguished and proud history of protecting American consumers,” said Mr. Mohorovic. “Although the CPSC has accomplished much, there are many complex issues and challenges that lie ahead, not the least of which is an increasingly complex global supply chain. I have no doubt that with the leadership of Chairman Kaye, and working in concert with my other outstanding colleagues on the Commission as well as all agency stakeholders, we will be able to ensure that the CPSC continues to be one of the most responsive and cost-effective investments for American taxpayers in the Federal government.”

Mr. Mohorovic graduated from the University of Texas at Austin and he holds an M.B.A from the University of New Mexico. He and his wife, Royelle, have three daughters.

AFSL GENERAL MEMBERSHIP MEETING

Thursday, October 9, 2014; 9:00 AM – 12:00 PM

Regency Ballroom, Hyatt Regency Hotel

Miami, FL

A G E N D A

- I. Introduction Michael Collar, President
- II. Introduction of Commissioner Mohorovic John Rogers, Executive Director
- III. Remarks from CPSC Commissioner Joseph Mohorovic
- IV. Recognition of AFSL 25th Anniversary Joel R. Anderson, Founding Director

BREAK

- V. Election of Directors John Rogers, Executive Director
- VI. Financial Report Tad Trout, Treasurer
- VII. Report on Consumer Fireworks Testing Program John Rogers
 - A. Summary of Test Results.
 - B. New Standards Approved by the Board.
- 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

AFSL -- 25 Years and Counting....

On March 21, 1989, articles of incorporation were filed in Florence, AL for an organization initially known as the National Fireworks Counsel and later re-named the American Fireworks Standards Laboratory. The incorporation of AFSL was the culmination of an intensive effort by members of the fireworks industry



Alan Zoldan, Dr. John Conkling, Jerry Bostocky and Joel Anderson.

to find a solution to the problem of non-compliance fireworks imported from China. Spearheading the operation was Joel Anderson of Anderson and Anderson LLC (TNT Fireworks), who put together a team of industry members and a representative from CPSC to work with the China industry. The group included Alan Zoldan and Jerry Bostocky from BJ Alan Co; Dr. John Conkling, Executive Director of the APA; Chi-Kay Cheung representing the Hong Kong Pyrotechnics Association; and John Rogers, Manager of the CPSC Fireworks Enforcement Program. Dubbed the “Shekou Six”, the group spent ten days in Nanhai Hotel, Shekou, Shenzhen, China in August 1988, testing

products from numerous factories and providing guidance on modifications needed to comply with the CPSC regulations.

While the initial operation was a success, Joel Anderson persuaded the industry that a more permanent organization was needed to continue working with the China factories on a long-term basis. This, he believed, was critical to the survival of the industry because CPSC was threatening to ban all consumer fireworks if the industry did not clean up its act.

The filing of the articles of incorporation was the easiest step toward a viable AFSL. Much more difficult was the task of persuading the industry, that the AFSL was needed to assure the safety of American consumers and the survival of the industry. It did not come easily; Mr. Anderson spent many months meeting with the industry in the U.S. and in China, persuading, and in some cases twisting arms, to bring companies on board with the program. Many hours were spent convincing the China government to allow



John Rogers, Chi-Kay Cheung, and Sandy Conkling with factory representatives.

AFSL to organize in China. More time was spent forming a Committee to compile all U.S. regulations for fireworks and incorporate new provisions that were noticeably absent from the Federal regulations. And finally in 1994, AFSL, in partnership with Intertek Testing Services (ITS) created a product evaluation and certification program in China to confirm that fireworks complied with all applicable requirements when shipped to the U.S.



John Rogers, Chi-Kay Cheung and Alan Zoldan.

The initial Board of Directors consisted of 15 companies who loaned “seed” money to AFSL to fund initial operations. Today AFSL’s membership consists of 328 companies that rely on AFSL to test and certify fireworks, primarily in China. Testing volume has grown from 900,000 cases in 1994 to more than 7 million cases expected this year. It is a success story that far exceeds the expectations of Mr. Anderson and the Shekou Six. The AFSL operation has been referred to by CPSC Commissioners and other industry groups as a model for industry self-regulation that other industries should emulate.

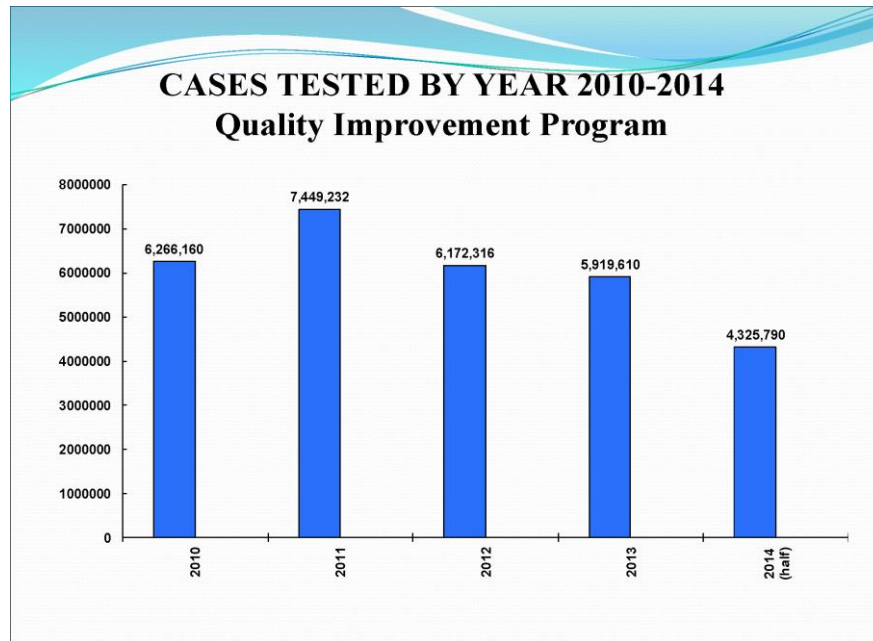
And yet, the final chapter remains to be written. Twenty-five years later, there still are challenges to be addressed; technical issues, like defining acceptable break charges to be resolved; and emerging consumer safety issues to be addressed. These are monumental challenges. But we have a 25-year track record of resolving every difficult issue that AFSL has been faced with, and we expect the next 25 years to be no different.



Royce Trout, Dr. John Conkling, Joel Anderson and Alan Zoldan.

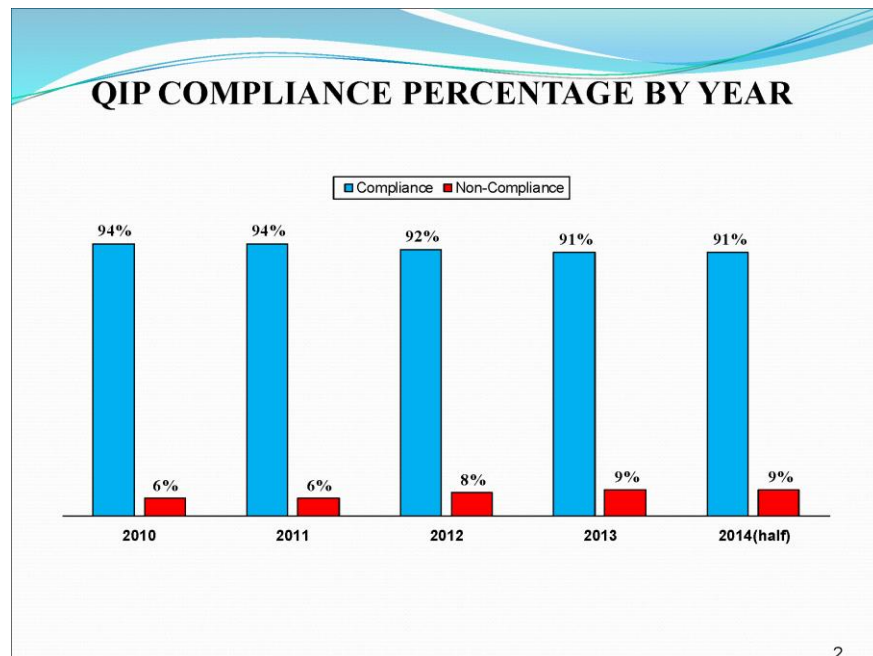
ANNUAL TESTING VOLUME FOR CONSUMER FIREWORKS

In 2013 approximately 30,000 lots of fireworks, consisting of 5.92 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 2014.



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 2010. In 2014, 91% of fireworks tested complied with the AFSL Standards.





AFSL BOARD OF DIRECTORS



Joel Anderson
Director Emeritus



Michael Cartolano



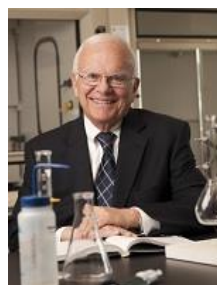
Thomas Chan



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



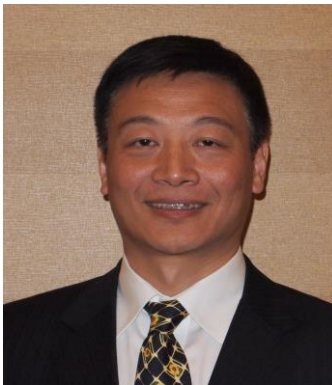
John Rogers
Executive Director



Quin Dodd
General Counsel



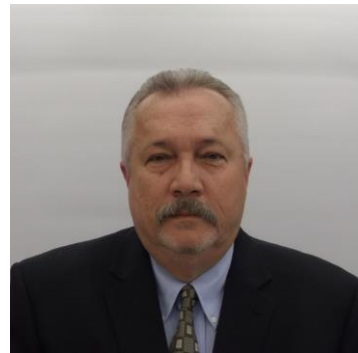
Jieli Tan
Office Manager



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.

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

CONSUMER FIREWORKS MEMBERS (U.S. IMPORTERS)

1	4B Investments, Russellville, KY	35	Consigned Sales, Inc., Grandview, MO
2	Advanced Technique Fireworks, Inc., Goshen, KY	36	Consumer Fireworks Group, Humble, TX
3	Alamo Fireworks, Inc., China Grove, TX	37	Copeland Fireworks, Manhattan, KS
4	All Events Inc. DBA Robbies Fireworks, Jackson, MS	38	Cornellier Fireworks Co., Ltd., Beloit, WI
5	All Star Fireworks, Mitchell SD	39	Crazy Cracker Fireworks LLC, Lincoln, NE
6	American Fireworks Co., Inc., Durant, OK	40	Crazy Fireworks, LLC, Ann Arbor, MI
7	American Fireworks Co., Inc., Walls, MS	41	D&T Imports, Inc., Henderson, NV
8	American Packaging LLC, Kansas City, MO	42	Dahlia Group LLC DBA Wild Dragon New Castle, PA
9	American Promotional Events, Inc.-East, Florence, AL		
10	American Promotional Events, Inc.- Northwest, Tacoma, WA	43	Dapkus Fireworks Inc., Portland, CT
11	American Promotional Events, Inc.- Texas, L.P., Lubbock, TX	44	Dynamite Fireworks, Seymour, MO
12	American Promotional Events, Inc.- West, Fullerton, CA	45	Eagle Fireworks, Inc., Kent, WA
13	American Thunder Fireworks Inc., North Reading, MA	46	Eagle Fireworks, Inc., Marietta, OH
14	Ammo Hut Productions, Inc., Claremore, OK	47	Elkton Sparkler Co., Inc., North East, MD
15	Angel, Inc., Stanton, MO	48	Enigma Fireworks Inc., Springfield, VA
16	Arrow Fireworks LLC, Yelm, WA	49	Extreme Pyro Fireworks, LLC, Gulfport, MS
17	Atlas Advanced Pyrotechnics, Jaffrey, NH	50	Fat City, Inc., Meridiam, ID
18	Atlas Importers, Inc., Marion, SC	51	Fenix Imports LLC, Tulalip, WA
19	Atomic Fireworks Inc. of Arkansas, West Memphis, AR	52	Firework Fanatic LLC, Tuscaloosa, AL
20	Atomic Fireworks Inc. of Missouri, Arnold, MO	53	Fireworks & More, dba Fireworks Outlet, Baldwin, WI
21	B.J. Alan Company, Youngstown, OH	54	Fireworks Empire, Afton, TN
22	Bellino Fireworks Inc., Papillion, NE	55	Fireworks Factory, Fayetteville, TN
23	Bethany Sales Co. Inc., Bethany, IL	56	Fireworks Importing, Inc., St. Joseph, MO
24	Big Ocean Trading Inc., Seattle, WA	57	Fireworks of Alabama, Inc., Adamsville, AL
25	Big's Fireworks LLC, Edgewood, TX	58	Fireworks Over America, Springfield, MO
26	Boom Town Fireworks, Inc., Dyer, IN	59	Fireworks World, Inc., Batesville, AR
27	Brick House Imports LLC, Marysville, WA	60	Flash Fireworks, Derby, KS
28	Burda Brothers, Inc., Monroe, MI	61	Flashing Thunder Fireworks, Mitchell, IA
29	Burt's Fireworks, Inc., Eagleville, MO	62	Flying Phoenix Corp., Riverton, WY
30	Capital Pyro LLC, Taylorville, IL	63	Four Seasons Fireworks/Darrow Ventures Inc., Winter Springs, FL
31	Cassorla Bros, Inc., Battle Mountain, NV	64	Freedom First Fireworks, Chuckey, TN
32	C-H Wholesale Fireworks, Inc., Muskogee, OK	65	Galaxy Fireworks, Inc., Tampa, FL
33	Ches-Lee Enterprises, Bastrop, TX	66	Garrett's Worldwide Enterprises, LLC, Eudora, KS
34	Coach's Fireworks LLC, Magnolia, TX	67	Generous Jerry's F.W. Inc., Grand Forks, ND
		68	Hale Fireworks, LLC, Buffalo, MO

69	Half Price Fireworks Inc., Harrison, OH	102	Prosumerfireworks Brand, Marengo, IL
70	Hamburg Fireworks Display Inc., Lancaster, OH	103	Mr. B Fireworks, Inc., Schulenburg, TX
71	Heartland Associates, Columbia, PA	104	Mr. G's Fireworks, San Benito, TX
72	Herbie Famous Fireworks, Inc. T/A South Carolina Distributors, Cherokee Falls, SC	105	Mr. W. Fireworks, Somerset, TX
73	High 5 Fireworks Inc., Junction City, OR	106	Mytime Inc., Walden, NY
74	Hisle Enterprises, LLC, Evensville, IN	107	Neeley Sales Co., Inc., Greenwood, SC
75	International Fireworks Mfg. Co., Douglassville, PA	108	Nicholson's Wholesale Fireworks, Kaufman, TX
76	Island Fireworks Company, Hager City, WI	109	Ninja Fireworks Company, LLC, Henderson, NV
77	J. K. Marketing, LLC, Rexburg, ID	110	Norred Fireworks, Roanoke, AL
78	Jake's Fireworks, Inc., Pittsburg, KS	111	North Central Industries, Inc., Muncie, IN
79	Johnny Lemas Fireworks, Angola, IN	112	Northwest Display Fireworks Inc., Arlee, MT
80	Johnny Rockets Display Company, Highland, IN	113	Nostalgia Pyrotechnics, Inc., Osco, IL
81	Jolly Jacs, LLC, Cheyenne, WY	114	Olympus Fireworks, LLC, Syracuse, UT
82	K & L Marketing Inc. dba Big Top Fireworks, Cummings, ND	115	P & P Imports Inc., Sparta, MI
83	Ka-Boomers Enterprises, Inc., Wahoo, NE	116	Patriot Sales, Bourbon, MO
84	Kellner's Fireworks Inc., Harrisville, PA	117	Perk's Fireworks, Inc., Nashville, TN
85	Keystone Fireworks & Specialty Sales Co. Inc., Dunbar, PA	118	Power Source, Inc., Bonner Spring, KS
86	Keystone Importing and Sales, LLC, Lancaster, PA	119	Precocious Pyrotechnics, Inc., Belgrade, MN
87	Keystone Novelties Wholesale, Lancaster, PA	120	Pyrotecnic Suppliers, LLC, Henderson, NV
88	L. W. Loyd Co., Inc., South Pittsburg, TN	121	R. Brown & Company, Missoula, MT
89	Lantis Fireworks, Inc., North Sioux City, SD	122	Racine Fireside Corp., Caledonia, WI
90	Lew's Fireworks Inc., Watertown, SD	123	Rainbow Fireworks, Inc., Inman, KS
91	Liberty Fireworks Inc. - Craig, MO	124	Rainmaker Enterprises Ltd., Somerset, WI
92	Liberty Fireworks, Inc. - Great Falls, MT	125	Red Rose Imports, LLC, Willow Street, PA
93	Magic in the Sky, LLC, San Antonio, TX	126	Reeves Boomland, Inc., Benton, MO
94	Martin's Fireworks, Manchester, TN	127	Reichenbach Fireworks, Co., Billings, MT
95	Marv's Fireworks, Grand Island, NE	128	Rich Brothers Co., Sioux Falls, SD
96	Michons Wholesale, Moneta, VA	129	RKM Fireworks/St. Evans Inc., Edwardsburg, MI
97	Micronesia Holding Co., LLC, Saipan, MP	130	Safety 4th Fireworks Inc., Stratton, OH
98	Mid-America Distributors, Inc., La Vergne, TN	131	Salish Fireworks, Anacortes, WA
99	Mid-South Imports, Lenoir City, TN	132	Samrok Inc., Calgary, Alberta, Canada
100	Mike Killian Wholesale Fireworks. S. Pittsburg, TN	133	Sanedsam Inc., Old Orchard Beach, ME
101	Miller Fireworks Co., Inc., Holland, OH MPI Entertainment Corporation AKA	134	Schneitter Fireworks and Importing Co., St. Joseph, MO
		135	Selva's Fireworks, LLC, Everett, WA
		136	Shelton Fireworks, Eagleville, MO
		137	Sky Blooms Fireworks, LLC, Lake Lotawana, MO
		138	Sky King Unlimited Inc., Port St. Lucie, FL

139	Skyworks, Inc., Ferndale, MI	159	TYI Trading LLC, Commerce, CA
140	Southeastern Fireworks, Inc., Birmingham, AL	160	U.S.T.L. Import & Export, Inc., Monterey Park, CA
141	Sparkle Fireworks, Inc., Ripley, MS	161	Uncle AL's Seasonal Retail Inc., Ft. Myers, FL
142	Spark Ventures LLC, Alexandria, VA	162	Uncle Sam's Fireworks, Inc. of AR, Fayetteville, AR
143	Spirit of '76, Columbia, MO	163	Utah Grand Finale Fireworks, Pleasant Grove, UT
144	Spring Field Fireworks, Inc., Bluffton, OH	164	Victory Fireworks, Inc., Ellsworth, WI
145	Star Spangled Novelties LLC, Rothschild, WI	165	Vito's Fireworks, Inc., Covington, KY
146	Starr Fireworks, Horace, ND	166	Wald and Company, Inc., Greenwood, MO
147	State Line Fireworks, Inc., Texarkana, AR	167	Warpath Corp, Plummer, ID
148	Stateline Fireworks LLC/Tennessee Alabama Fireworks, South Pittsburg, TN	168	Wayne's World Fireworks, LLC, Indianapolis, IN
149	Stowers, Inc., Luttrell, TN	169	Western Fireworks, Inc., Aurora, OR
150	Sun Pacific Trading Co., Honolulu, HI	170	Wild Willy's Fireworks, Papillion, NE
151	Sydco Interprises Inc., St. Joseph, MO	171	Winco Fireworks International, Inc., Lonejack, MO
152	Texas Fireworks Company, Silsbee, TX	172	Winco Utah, Evanston, WY
153	The Fireworks Superstore LLC, Hannibal, MO	173	Wolverine Fireworks Display, Inc., Kawkawlin, MI
154	The Rozzi Company, Inc. dba Rozzi, Inc., Love Land, OH	174	Zenith Specialties, L.P., Clinton, MO
155	Thunder Fireworks, Tacoma, WA		
156	Thundercat Fireworks & Pyrotechnic Display Co., Inc., Madison, WI		
157	T. H. Y. & Associates, Inc., Keaau, HI		
158	Tri-Star Capital Distributors, LLC, Brentwood, TN		

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

1	Acme Fireworks Co., Ltd.	13	Changsha Year Import & Export Co., Ltd.
2	Ali Fireworks Ltd.	14	China DIY Marketing Ltd.
3	ANCO Pyrotechnics, Ltd.	15	China National Samkwong Fireworks Co. Ltd.
4	Asia Pyrotechnics Inc.-Guangzhou Office	16	China Skysong Fireworks Co., Ltd.
5	Babytiger Fireworks Imp.&Exp. Ltd., Co.	17	Chinasky Pyrotechnics Limited
6	Beihai Fisherman Pyrotechnics, Inc.	18	Dancing Fireworks Group
7	Beihai Kylin Fireworks Co., Ltd.	19	Deqili Trade (Hepu County) Co., Ltd.
8	Brothers Pyrotechnics, Inc.	20	Dracon Trading Ltd.
9	C & L Int'l Industrial Co., Ltd.	21	Forward Fireworks Co., Ltd.
10	Changsha Fortune Fireworks Trading Co., Ltd.	22	Fox Fireworks Ltd.
11	Changsha Seakee I/E Co., Ltd.	23	GalaStar Import & Export Corp.
12	Changsha Xinhui Fireworks Import & Export Co., Ltd.	24	Gate Import and Export Trade of Liuyang Co., Ltd.

25	GBF International Limited (Hong Kong)	58	Liuyang Heaven Fireworks Co., Ltd.
26	Glorious Co.	59	Liuyang Jiasheng Fireworks Co., Ltd.
27	Guangxi Beihai Yinglian Trading Co., Ltd.	60	Liuyang Jinkou Rising Import & Export Trading Co., Ltd.
28	Guangzhou Holiday Import & Export Co., Ltd.	61	Liuyang Jinsheng Fireworks Co., Ltd.
29	Hefung Fireworks Co., Ltd.	62	Liuyang Jumbo Trading Co., Ltd.
30	Hop Kee Pyrotechnics	63	Liuyang Kesheng Trading Co., Ltd.
31	Hua Hui Fireworks Manufacturing Co. Ltd.	64	Liuyang Kongsun Fireworks Exp. Trading Co., Ltd.
32	Huasheng Fireworks Manufacture & Display Co., Ltd.	65	Liuyang Leping Import & Export Co., Ltd.
33	Hunan Channel Trade Development Ltd.	66	Liuyang Li Teng Trade Co., Ltd.
34	Hunan Liuyang Global Import & Export Trade Co., Ltd.	67	Liuyang Mei-Mei Fireworks Trading Co., Ltd.
35	Hunan Liuyang Worldwide Fireworks, Co., Ltd.	68	Liuyang Qingtai Export Trade Co., Ltd.
36	Hunan Mega Imports&exports Trading Co., Ltd.	69	Liuyang Raging Bull Imp. & Exp. Co., Ltd.
37	Hunan Top and Ideal Trading Development Co., Ltd.	70	Liuyang Xiangguang Fireworks Trading Co., Ltd
38	Hunan Vanguard Business Development Co., Ltd	71	Liuyang Xiaohe Fireworks Mfg. Co., Ltd.
39	Hunan Welldone Fireworks Co. Ltd.	72	Liuyang Yihelong Trade Co., Ltd.
40	Hunan Winwell Import & Export Trading Co., Ltd.	73	Liuyang Yongfa Industry Co., Ltd.
41	Inter-Oriental Fireworks (HK) Limited	74	M. K. International Ltd.
42	Jiangxi Changshan Exporting Fireworks Manufacture Co., Ltd.	75	NanChang Xiangtian I & E Co. Ltd.
43	Jiangxi Golden Steed Fireworks & Firecrackers Co., Ltd.	76	Oasia International Ltd.-
44	Jiangxi Panda Fireworks Co., Ltd.	77	Omni Trading Co.
45	Jiangxi Ping Xiang Dancing Red Devil I&E Co., Ltd.	78	Ping Xiang Qi Sheng Imp & Exp Co., Ltd.
46	Jiangxi Province Light Industrial Products I/E Co., Ltd.	79	Po Sing Pro Pyrotechnics Ltd.
47	Jiangxi Province Red Horse Fireworks Co., Ltd.	80	Pyro Formex, Inc./Golden Bear Fireworks, Inc.
48	Jiangxi Province Wanzai Mintai Import and Export Trade, Co., Ltd.	81	Pyromooi Fireworks Ltd.
49	Jiangxi Wanzai Golden Peak Corporation	82	Pyro Pro Co., Ltd.
50	Kayes Company Ltd.	83	Red Eagle Industrial & Trade Co., Ltd. Hebei
51	Legend Fireworks, Inc.-Changsha	84	Richton Fireworks Co., Ltd
52	Liuyang Candour Fireworks Co., Ltd.	85	Rising Sun Fireworks Co., Ltd.
53	Liuyang Fireworks Limited	86	Shangli Jiali Import & Export Trade Co., Ltd.
54	Liuyang Flying Dragon Fireworks Co., Ltd.	87	Shaodong County Tengda Fireworks Co., Ltd.
55	Liuyang Flying Eagle Fireworks Co., Ltd.	88	Shiu Fung Fireworks Co., Ltd.
56	Liuyang Fuxiang Fireworks Group Co., Ltd.	89	Shogun Pyrotechnics Ltd.
57	Liuyang Goldenkey Trade Co., Ltd.	90	Standard Fireworks China Ltd.
		91	Sunlight China Products Ltd.
		92	Sunshine Promotion Product Company
		93	Thunder Trading Co., Limited
		94	United Pyrotechnics USA Inc.
		95	Wanzai Century Import & Export Co., Ltd.

96 Wanzai Color Trading Co., Ltd.
97 Wanzai Hongjie Trading Co., Ltd.
98 Wanzai Hongrui Trade Co., Ltd.
99 Win Da Hong (HK) Co., Ltd.
100 Worldwide Exporting Limited

101 Wukong Fireworks Ltd.
102 Yichun Fenghua Import & Export Co., Ltd.
103 Yuen Loong Hong Firecrackers Ltd.
104 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	Alonzo Fireworks Display, Inc. Mechanicville, NY	10	Lew's Fireworks, Inc., Watertown, SD
2	Ammo Hut Productions, Inc., Claremore, OK	11	Magic in the Sky, LLC, San Antonio, TX
3	Arthur Rozzi Pyrotechnics, Inc., Maineville, OH	12	Melrose Pyrotechnics, Inc., Kingsbury, IN
4	Atlas Advanced Pyrotechnics, Inc., Jaffrey, NH	13	Pyro Shows, Inc., La Follette, TN
5	Central States Fireworks, Inc., Athens, IL	14	Pyro Spectaculars, Inc., Rialto, CA
6	Fireworks by Grucci, Brookhaven, NY	15	Pyrotecnico, New Castle, PA
7	Hamburg Fireworks Display Inc., Lancaster, OH	16	RES Specialty Pyrotechnics, Belie Plaine, MN
8	J&M Displays, Inc., Yarmouth, IA	17	Starfire Corporation, Carrolltown, PA
9	Kellner's Fireworks Inc., Harrisville, PA	18	Western Enterprises, Inc., Carrier, OK
		19	Wolverine Fireworks Display, Inc., Kawkawlin, MI
		20	Zambelli Fireworks, New Castle, PA

DISPLAY FIREWORKS MEMBERS (HONG KONG/CHINA SHIPPERS)

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

THE YEAR IN REVIEW

AFSL TECHNICIAN TRAINING FOCUSES ON PRODUCTS FAILED BY CPSC

AFSL conducted its annual Technician Certification Training Program August 16 – 22, 2014 in Liuyang, China. The training courses included both classroom training and field testing procedures. The focus of this year's course for the consumer program was on correctly identifying devices that contained metal powder in break charges and shoring up procedures for addressing other violations found by CPSC when testing AFSL-certified products.



In addition to continuing to find overloaded break charge violations in aerial devices, CPSC reported to AFSL that it is finding a significant increase in the number of violations for fuse burn time (both short and long), and fuse attachment violations. The technicians were re-trained in how to perform the fuse burn time and fuse attachment tests, and were instructed to pay special attention in testing specific items failed

by CPSC. This hopefully will reduce the number of such violations in the future.

With respect to overloaded break charge violations, AFSL focused its training on detecting the presence of coated or treated metal powders in the break charges, which is believed to contribute significantly



Star Cao, Senior Certified Technician, receives award for highest score on the Display Fireworks exam.

to the loudness and energy generated when the break charge functions. Technicians have reported that some factories are including fine mesh metal powder in the break charge which was not being detected by AFSL's normal screening procedures that include mixing a small quantity of the break charge with water to see if



Chris Cai, Senior Certified Technician, receives award for highest score on the Consumer Fireworks exam.

metal floats to the top. Technicians were instructed to pay closer attention to the screening process, recognizing that the metal may not always be silver in color. In addition, the technicians were instructed to be alert to the presence of metal that may have been

mixed with a binder which causes the particles to clump together and therefore not pass through the 100 mesh sieve used to separate break charge from other compositions.

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. As usual, the training 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. While in recent years AFSL has permitted the exam to be written in Chinese, this year technicians were required to write responses to the exam in English. This is expected to help to improve the English writing skills of the testing team.

A separate one-day training course was conducted by AFSL for Technicians assigned to the Display Fireworks Program was held on Saturday, August 16, 2014 in the SGS Operations Office.

Thirty-seven technicians for the Liuyang, Liling and Jiangxi areas participated as well as 4 technicians from Beihai and 2 technicians from Thailand. SGS's newly hired technician based in the U.S., Jack Holcom, also travelled to China to participate in the training course. He operates under the SGS Fairfield, NJ office but is based near Kansas City, MO. He is responsible for conducting any U.S.-based product testing and for managing the certification of Assortments for importers that repackage assortments domestically.

On Friday, August 23rd, AFSL hosted the annual Technician Awards Dinner in recognition of the Technician's successful completion of the training course. Certificates were awarded to all technicians completing the requirements in the categories of Technicians, Certified Technicians and Senior Certified Technicians. Special presentations were made to Senior Certified Technician Chris Cai for the highest score on the Consumer Fireworks exam and to Star Cao for the highest score on the Display Fireworks exam. In addition, AFSL presented Special Achievement Awards to two Technicians for 5 years of service to the AFSL program.



AFSL/SGS Testing Team during 2014 Training.

INDUSTRY SEMINARS HELD IN LIUYANG CHINA AND NFA EXPO

Liuyang Seminar.

On August 21, 2014, AFSL conducted an industry seminar for approximately 250 representatives from the consumer fireworks industry to update the manufacturers on recent AFSL activities. The seminar



opened with remarks from AFSL President Mike Collar who discussed (a) the recent fee increase from 45 to 50 cent per case for U.S. importers. He stated that the need for the fee increase in the result of recent reductions in testing volume for the past two years, along with increases in AFSL operating costs due to the establishment of new audit functions in the U.S. and in China, etc. (2) celebration of AFSL's 25th anniversary; and (3) a significant increase in the number of orders being placed for products due to a very productive 2014 Fourth of July selling season. He encouraged the factories to gear up for an extremely busy fall and spring 2015 production

season.

Following Mike's remarks, AFSL Executive Director John Rogers presented a summary of the testing program results for 2013 and the first half of 2014. The testing volume for the first six months of 2014 was 4.3 million cases, which is on track to set a record for the volume of cases tested in any year under the program. John also reviewed several changes to the AFSL Standards for Consumer Fireworks, including new requirements for residual burning in multiple tube fountains; clarification of the procedures currently being used to test break charges for compliance with the CPSC's "audible report" requirement as well as the prohibition on the use of metal powder in break charges; the AFSL decision not to eliminate the tube abuse test for certain reloadable shell devices and a recent decision not to certify grenade-shaped firecracker devices.

John also reported that AFSL still is awaiting approval by PHMSA of its application to become a Fireworks Certification Agency (FCA). Once approved by PHMSA, an FCA may issue an FA approval number for specific products as an alternative to companies submitting applications for EX numbers by DOT. This process is expected to be much quicker than the current DOT EX number process, which can take months for an EX number to be issued. If AFSL is approved as an FCA, companies would be expected to pay a fee for processing the approval number but would continue to have the option to use the DOT system at no charge.

Seminar at NFA EXPO

AFSL also conducted a seminar at the NFA EXPO held in Branson, MO on September 4, 2014. The purpose was to provide an update on recent AFSL activities for the members of NFA who are AFSL members. AFSL President Mike Collar spoke to the members and indicated that the NFA members have become a valuable component of the AFSL program in recent years. He noted that in addition to himself, six other AFSL directors were present at the meeting. Mike also stated that AFSL will consider making the AFSL meeting at NFA a second General Membership Meeting which allow AFSL members to vote for Directors during the NFA meeting. He encouraged members to participate in the upcoming election of AFSL Directors and asked them to consider running for the Board or nominating candidates for the Board during the next term for elections.

John Rogers provided an update on recent AFSL activities and modifications to the AFSL Standards. One of the areas of focus was the recent clarification of AFSL's testing procedures to determine whether break charges in aerial devices comply with the AFSL and CPSC requirements. He noted that there has been a significant increase in the number of failures due to the presence of metal powder in break charges, which AFSL has started to look at more closely in recent months.

John and Mike fielded a number of questions from the participants, including questions about other types of firecracker devices that might be covered by the new provision in the Firecracker Standard prohibiting devices that resemble hand grenades. There also were a number of questions regarding the domestic audits being conducted by AFSL at importers' warehouses. John emphasized that during this first round of audits, the AFSL Board decided that members should be advised in writing of any violations of the AFSL agreements found during the audits but that no disciplinary actions would be taken against members for these violations. He encouraged companies to cooperate with AFSL's Auditor Jerry Wingard when he contacted them to arrange for an audit.

The seminar was very well attended and AFSL committed to continuing to work directly with NFA members who also participate in the AFSL program. AFSL also hosted a booth at the NFA Trade Show to provide members and other interested companies an opportunity to obtain information of interest or answers to questions regarding their companies' specific interests.

2014 MODIFICATIONS TO AFSL STANDARDS

I. MODIFICATIONS TO CONSUMER FIREWORKS STANDARDS.

- A. REQUIREMENTS FOR RESIDUAL BURNING IN MULTIPLE TUBE FOUNTAINS.** On July 1, 2014, AFSL implemented a testing procedure to determine if multiple tube fountains comply with the AFSL standards that prohibits



Fountain Casing continues to burn after testing.

fountains from continuing to burn or re-ignite once the device has finished functioning. The test procedure requires that AFSL performs normal testing on the fountain, then sets the spent casing aside to be observed for a period on one hour. 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. In addition to the residual burn test procedure, multiple tube fountains must also bear a special label to warn consumers of the potential hazard. The label which reads: **“CAUTION: MAY REIGNITE. SOAK WITH WATER AFTER USE”** must appear on the top surface of the fountain where feasible, or on the side surface closest to the fuse if the top surface will not accommodate the label.



Thermal Detector used to measure internal temperature of Fountain.

- B. FIRECRACKERS THAT RESEMBLE HAND GRENADES NO LONGER ACCEPTED FOR**



TESTING. AFSL has amended the Standard for Firecrackers to eliminate firecrackers that are designed to encourage consumers to hold such devices in the hand while igniting. The newly added language states: ***“Section 2-1.12 Items subject to this standard must not bear a name, bear graphics or be of a product design or physical form that suggests a use of the product that is inconsistent with the caution labeling instructions”.*** While the

language addresses all types of firecrackers, the device prompting the decision by the Committee was a molded plastic casing that was designed to resemble a hand grenade. The casing contained several individual firecracker tubes that all were ignited by the ignition of the lead fuse. The Committee expressed concern that the item might be confused with a smoke device known as “Smoke Grenade” that may be used by children but which does not contain an explosive component. The consensus of the Committee was that items such as the Firecracker Grenade that have explosive components, pose a hazard due to the potential for confusion with non-explosive Smoke devices. As a result, the Committee concluded that the Standard for Firecrackers should be amended to exclude devices that resemble items designed to be hand-held if such items explode during functioning.

C. AFSL CLARIFIES TEST PROCEDURE FOR CPSC BREAK CHARGE IN AERIAL DEVICES. AFSL recently published to the industry in China an updated version of its testing procedure for break charges in aerial devices. The procedures are designed to address two different requirements for break charges: (1) Is the device designed to produce an audible effect (or “report”). If so the break charge may not exceed 2 grains (130 milligrams) or composition, in accordance with 16 CFR 1500.17(a)(3) of the CPSC regulations; or (2) Does the device comply with the AFSL (and DOT) requirement that break charges must consist of black powder or equivalent, non-metallic powder. See the AFSL Standard for Comets, Mines and Shells, section 2-2.2.1, which *reads “The break charge of individual shells must consist of black powder or equivalent.”* In section 1-2.3 of the same standard, Black Powder Equivalent is defined as *“A mixture containing potassium nitrate and non-metallic fuel. The use of any other mixture as a break charge requires empirical test data demonstrating the mixture is equivalent in performance to black powder.”* While this AFSL definition does not specifically exempt from exclusion metals with a 100 or larger mesh size, such large-particle metals are permitted under the DOT requirements (APA 87-1). As a result, when conducting the metal powder screening test, AFSL has adopted the DOT exemption permitting metals larger than 100 mesh.

In an effort to clarify to the industry the procedure currently being used in China for testing break charges, AFSL circulated the procedure described below to manufacturers in China.

AFSL PROCEDURES FOR BREAK CHARGE LOUDNESS TEST AND METAL POWDER SCREEN TEST

1. Loudness Test (CPSC Ear Test).

Function the device and listen to the aerial burst sound level. If the sound level is a softer, more muffled sound similar to that produced by an all-black-powder break, classify the aerial break as normal – complying. If the break produces an extremely loud, sharp cracking sound similar to what would be produced by a flash powder break, classify the aerial burst as an “aerial report”. If the total weight of the break charge exceeds the CPSC /AFSL limit of 130mg for devices designed to produce audible effects, fail the Lot using the violation – “Overloaded Report.”

2. Metal Powder Screening Test (AFSL and DOT).

Screen the break charge composition through a 100 mesh sieve. Collect all powder that passes through the 100 mesh sieve and conduct the metal powder detection screen test, using the following steps:

- a. **Finger test:** Rub a small quantity of the break charge powder between the thumb and index finger for 10 seconds. If there is silver colored, oily coating on the fingers, this indicates metal powder is present.*
- b. **Water test:** Put 1-2 grams of the break charge composition in a cup of water and stir it with a glass or plastic stirrer for 1 minute. If there is silver powder floating on top of the water, this indicates that metal powder is present. (Note: very fine charcoal powder will float on top of the water too, but it will be dark grey in color).*

If there is any metal detected, fail the lot using the violation - “Metal Powder in Break Charge.”

- 3. In either 1 or 2, above, if the factory or shipper objects to the failing result, conduct the steel ball test in accordance with established procedures to confirm the result reached in 1 or 2, above.*

D. STANDARDS COMMITTEE DECLINES TO LOOSEN TUBE ABUSE TEST

REQUIRMENT FOR SOME RELOADABLES. The AFSL Standards Committee considered whether the Tube Abuse Test for Reloadable Tube Aerial Shell Devices could be modified or eliminated for certain reloadable shell devices without compromising the safety of the devices. The



Tube Abuse test requires tubes to withstand one shot when one shell in the package is placed upside down in the tube and ignited. AFSL has received a number of complaints that low weight, single shot, spherical shaped reloadable shell devices cannot be designed to pass this test without significantly increasing the cost of the product. The concern is that the devices are designed to be less energetic than typical reloadable shell devices and therefore pose

a significantly lower risk of injury in the event of a malfunction. These items frequently fail the tube abuse test because the tubes are not strong enough to withstand the explosion of the shell. The factories believe that modifying or eliminating the tube abuse test for these items will not reduce the safety of the items, particularly because the tube integrity test will remain in effect. That test requires the tubes to withstand 2 times the number of shots packaged with the product without burnout,

blowout or separation from the base.

The Standards Committee conducted performance testing on 7 samples of single break, spherical- shaped reloadable devices obtained from different fireworks companies, and believed to be representative of products that currently are in the marketplace. The Committee first weighed the pyrotechnic composition of the sample shells. It was noted that the composition in almost all samples was white, or light gray, or a light green color. None of the break charges appeared to be black powder.

The Committee also did performance testing on the 7 samples, testing 4 units of 6 samples and 2 units of one sample, for a total of 26 tests. Thirteen of the 26 tests clearly failed the tube abuse requirement in that the tube ruptured and failed to contain the explosion of the shell. In 2 other tests, effects from the shell escaped through the top of the tube but there was not rupture of the tube. In one test, the shell malfunctioned in that the break charge did not function. Of the seven different models tested, 2 models complied with the tube abuse test and 5 models had two or more units that failed the test. The thickness of the tubes looked to be fairly consistent. In most tubes, there were clay plugs in the bottom of the tubes. The Committee noted that the two models that had no failures both had a gray powder composition. One model with gray powder also failed; and all models that had white, pink or light green powder failed the test.



Based on the number of failures obtained during the testing, the Committee concluded that the energy level produced by the single shot spherical devices appeared high enough to pose a potential risk of injury in the event of a malfunction of the devices. As a result, the Committee decided that the tube abuse provision in section 2-1.5.6 of the Reloadable Shell Standards should not be amended and remain in effect for all categories of reloadable tube aerial shell devices. The Committee also requested that AFSL try to identify samples of reloadable shell devices that use black powder as the break charge and obtain samples of such devices for further testing by the Committee in the future.

AFSL CLARIFIES POLICY ON RE-TESTING FAILED LOTS

AFSL clarified its policy on the re-testing of Lot that previously have been tested and failed under the China testing program. In effect, the policy prohibits the re-submission and testing of any Lot of fireworks that previously has been tested and failed by AFSL.

During audits of U.S. importer's warehouses, AFSL determined that in many instances, more than one Lot ID number was stamped on the shipping carton of products tested by AFSL. The Lot ID number is AFSL's identifier assigned to each Lot when an application for testing is received from the Shipper. The Lot ID number is stamped on each shipping carton within the Lot when technicians initially take samples to be tested from the Lot. If the Lot complies with all AFSL requirements, each carton is further identified with the application of a high-security sticker to the carton and the certification process is complete. If the Lot does not comply with all requirements, the Lot is classified as "Failed" and the high-security sticker is not applied to the carton. So the presence of a Lot ID number stamped on the carton without the accompanying security sticker is an indication of failed merchandise.

While AFSL and its test lab partners always have had policy of not testing failed Lots, in practice it had become routine for factories to submit the same failed Lot for testing, perhaps in hopes that the second test would result in a pass. To prevent this practice, AFSL has clarified its policy as described below:

- If a previously assigned Lot ID number is found on a shipment Lot that is assigned for testing, the technician should not test the Lot, and the Lot should be classified as cancelled or "CA." The previously assigned Lot ID number on the cartons will be recorded in the "Remarks" section of the "CA" test report.
- Recognizing that there are instances in which shipping cartons marked with a Lot ID number legitimately should be tested, AFSL established an exemption to the policy, which states that the Lot may be tested if there is clear evidence to demonstrate that the entire shipping Lot was reworked or replaced. Such evidence includes but not limited to:
 - All the cartons were opened and resealed;
 - All the wrapping labels of the products were removed and re-wrapped;
 - All the previously tested products were removed and replaced, and the failed products have been separated from the shipment and identifiable to the AFSL technician.

Counsel's Corner
Quin D. Dodd, Esq.

As we head into what is called on Capitol Hill the “crazy season” of fall elections, regulatory and enforcement activities among many federal agencies, especially the U.S. Consumer Product Safety Commission, continue apace. There have been several notable developments for the fireworks industry at the CPSC recently, including:

- Confirmation by the U.S. Senate of Elliot Kaye to be Chairman and Joseph (Joe) Mohorovic (pronounced mo-ho-ro-vick) as Commissioner. Chairman Kaye previously served as Chief of Staff to former Chairman Tenenbaum and then as Executive Director of the agency. Commissioner Mohorovic had been a senior executive at a testing lab company (Intertek) for the last 9 years, and prior to that was Chief of Staff and Director of International Programs at the CPSC under former Chairman Stratton. Both are young, smart and very knowledgeable about the agency, and both profess generally to look for non-ideological and practical solutions to product safety issues.
- Release by the CPSC of **The 2013 Fireworks Annual Report**, estimating a significant increase in consumer fireworks injuries in 2013 over 2012 (but no statistically significant increase from 1998 to 2013), and a 33 percent non-CPSC compliance rate from a special port enforcement project of targeted fireworks in summer 2013 (primarily for overloaded composition of aerial devices and noncompliant fuse burn times).
- Continued agency work on the pending new “1110 Rule,” regarding the certification of fireworks and other consumer products to CPSC mandatory standards, including a recent public “workshop” on the rule’s proposal to require electronic filing of certificates as a condition of entry for imports, where a number of industry representatives highlighted the high burden and present unworkability of the CPSC’s proposal in this regard.
- Reports of continued aggressive enforcement by the agency, including for fireworks, regarding both safety recalls and civil penalties for standards violations and for failure to report “substantial product hazards” to the CPSC.

The AFSL continues to engage the CPSC on all of these and other key issues, in addition to continuing to work with the Department of Transportation (Pipeline and Hazardous Materials Safety Administration) on ongoing regulatory and enforcement issues there. Specifically, AFSL leaders continue to meet with all CPSC commissioners and senior agency staff to identify and respond to violations of standards, as well as to improve both CPSC and AFSL standards and enforcement practices, including on such issues as the “ear” (audible effect) test for aerial devices.

The recent confirmations of Kaye and Mohorovic, as well as continued positive statements about the AFSL program from all commissioners, give us cause for optimism that the important relationship between the CPSC and AFSL will continue to strengthen and grow in the coming months and years.

I look forward to seeing all of you in Miami, and please do not hesitate to contact me there or via e-mail, at: afslhq@afsl.org. *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.*

NOTES

