



National Fireworks Association

NFA NEWS

- February 2015 -

NFA Mission Statement

The mission of the NFA is to work diligently to ensure that the Fireworks Industry is regulated in a fair and sensible manner. We promote Safety within the industry and to the Consumers that use our products. The NFA was established to serve the members no matter whether a company or an individual. The NFA promotes the Safe Use of Fireworks in all sections of the industry.

NFA BOARD OF DIRECTORS

Donald Lantfis - President
Robert Blake - Vice President
Howard Fry - Secretary
Robert Kellner - Treasurer
Michael Romano - Director
Nancy Blogin - Executive Director

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2015

NFA
The National Fireworks Association

EXPO

September 8th-12th
Kingsport, TN

HOST HOTEL: Meadowview Conference
Resort & Conference Center
1901 Meadowview Parkway
Kingsport, TN 37660

Toll Free: 1-888-632-3697
Phone: (423) 578-6600
Fax: (423) 578-6650
www.marriott.com/tricc

*The National Fireworks Association
would like to wish you*

**Happy
Valentines
Day!**

Letter from the President

I hope everyone had a safe and happy Holiday Season. I am sure most of you brought in the New Year by shooting fireworks!

If all goes well with weather conditions, this should be another good year for our industry since the 4th falls on a Saturday.

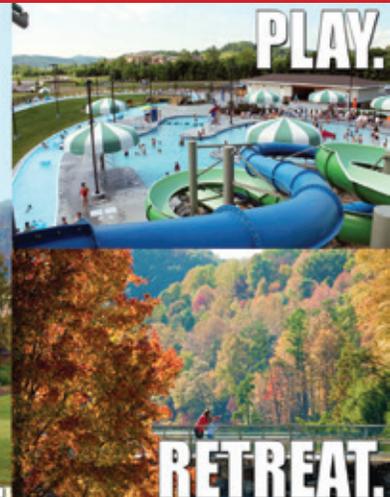
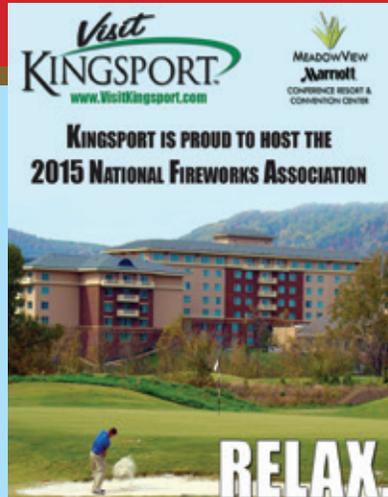
As most of you know by now, Kingsport, Tenn. is the location for our 2015 N.F.A. convention. If you have not made your Hotel reservations, do so as soon as possible, things are moving along very quickly and the hotel will fill up fast.

During the next couple of months I will be looking at new locations to hold our Expo. There are many beautiful locations across this great country of ours, but it is not always easy to find one that will accommodate our large and still growing number of members.

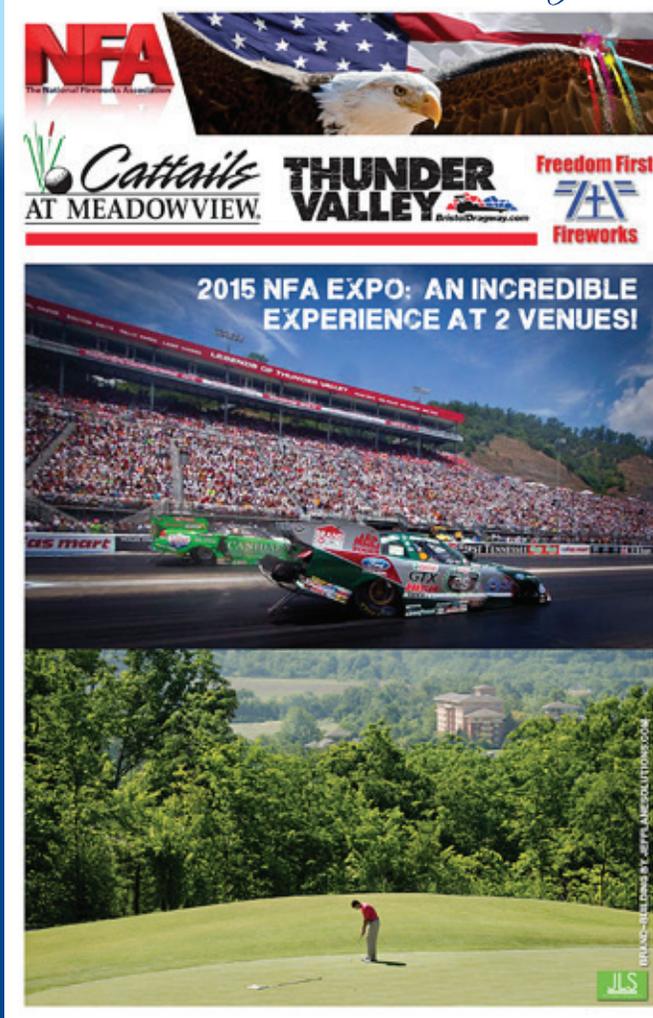
I want affordable and clean rooms, large trade show area, and a shoot sight close by, also a city that loves fireworks as much as we all do! All of this can be a real challenge, but I will try my best to accomplish it.

Don Lantis, NFA President

See you September 7th-12th



2015 Expo



NFA prides it's self on great Customer Relations.



Many people are calling the NFA office now, requesting information as to when they may register for the Expo in September. They have already filled the host hotel room space and we are now booking in nearby hotels, all within one mile of the host hotel. I believe that the tremendous growth in the NFA over the past, say 15 years has been in large part due to customer relations. We began the Expos with 5 trade show booths and 3 product demos. Last year we had 180 booths and 31 demos. People love to come to the NFA events because of the friendly, welcoming atmosphere.

I strive to get answers to your inquiries the same day if at all possible and when you phone I hope that you are always greeted with a warm friendly greeting. Many questions are posed to the NFA office that I am not personally qualified to answer, but thankfully I have a wide range of Chemists, Display Operators, Attorney's, and Insurance Personnel that quickly respond as well as contacts in many of the Government Agencies.

While at our Expos we hope that everyone feels as if they have been treated, "Special" because you are

Your memberships are what keep the National Fireworks Association going and growing. NFA has never been about the money, but rather about the betterment of the fireworks community, its strength, safety and ability to run our businesses productively. The NFA Board has worked tirelessly over the years to keep the fees for membership and Expo fees at a rate that everyone could afford to participate.

I strongly believe that the growth and success of the National Fireworks Association even in the down turn in economy has been in large part due to our policy and indoctrination that our goal must remain to keep fees reasonable and customer's questions resolved. Thanks to everyone, this has been able to be achieved thus far.

Let's all work together to build an even stronger force in the fireworks industry through a great organization, THE NATIONAL FIREWORKS ASSOCIATION.

Nancy Blogin, Executive Director

The dates for the **EXPO** are **September 8-12, 2015**. Below is a listing of hotels located within one mile of the host hotel. Be sure to tell them that you are with the NFA, Don Lantis has negotiated special rates at these hotels as the host hotel for your convenience. Reservations are coming in fast so be sure to get your rooms reserved right away. The area is beautiful so you may wish to stay a few extra days and explore the beautiful mountains and national parks.

HOLIDAY INN EXPRESS AND SUITES

Pat Johnston – 1-423-723-2300
\$108.00 room rate

COMFORT SUITES

Kasey – 1-423-765-1055
\$105.00 room rate

HAMPTON INN

Steve Wolf – 1-423-247-3888
\$89.00 room rate

QUALITY INN

Linsey Graham – 1-423-230-0534
\$79.00 room rate



New Part time NFA Employee

Meet Teresa Stevens! Teresa is now working part time in the NFA office and learning the operation to assist me and Linda Garcia.

Linda has worked part time for several years and will continue to do just as before, but at times if Linda is unavailable or I am out of town at meetings or trips to Washington DC additional help is needed. So, if a new voice is on the line when you phone the office, don't be surprised.

Teresa worked for Ameren Missouri Electric Company for 27 years, many of those years in customer relations. After taking early retirement in 2013, Teresa realized that she was missing the office environment and people contact. I said that was the perfect person to fit the needs of the NFA staff addition.

You will be able to meet Teresa in person this year in Kingsport, TN at the NFA Expo. Both she and Linda will be helping in the registration area.

FROM THE MIND OF MARV



First of all I would like to wish everyone a very Happy, Healthy, and Prosperous New Year. Hopefully 2015 will leave something left in the mind of Marv to share with you. I have noticed many young people attending the NFA convention in the past few years, and

I am very happy to see that. It is gratifying to see that there is new blood entering the fireworks business. I believe, however, that it is very important for new entrants in our industry to realize some of the objections that they may have to deal with as time goes on. I am going to discuss five ideas that might be brought before a city council for debate and discussion. It is important to note here that it is not if these will be brought up, but when. Considering the environment that exists in our country today for the so called Do Gooders to want to seek office, and fix all that is wrong with our society, they are sure to show up on your city council.

The five proposals that they are most likely to bring up are the following;

1. A total ban on consumer fireworks in your city.
2. Limiting the dates for the sale of fireworks in your city.
3. Limiting the permissible dates and times for the discharge of fireworks.
4. Limiting the number of fireworks permits to be allowed.
5. Increasing the fee to be charged for each permit.

Now lets take these one at a time. First to propose a total ban is the most radical approach, and, of course, the one you will need to address quickly, and start lining up support for fireworks. I truly believe that contrary to what the media might like you to believe the majority of people like and want to have the privilege of buying and using fireworks. I few years ago a newspaper in a city that I had a retail outlet, did a survey asking it's readers if they were in favor of a ban on the sale of fireworks in the city, and well over 60% of the respondents said they were not in favor of such a ban. If a city proposing such a ban is located close to another city or area that allows the sale of fireworks, such a ban will not work since people will get them and bring them back into the city with the ban anyway.

Many times it is thought by those opposing fireworks that the best way to solve what they see as the problem is to limit the time that the sales can take place. I have had a city in which I sold in cut the selling days from ten to four. Since this town is not real close to me I was not made aware of this happening until it came time to apply for the permit in the following year, and then they said OH by the way we have changed some things. I am not implying that I would have been able to do anything about their decision, but I would have sure liked to have tried. This then is an example of why it is wise to have someone act as a watchdog for you in each city that you might operate in if you do not live there. Usually a local competitor will notify you, but not always. He or she might be in favor of such a change in the law. There are those who think that you can sell as much in four days as you can in ten. I, however, am not one of them. One objection that I use is that Saturday is the best retail day of the week, and when you allow less then seven days to sell, you eliminate the possibility of selling on Saturday. If you have a location that is likely to get business from interstate traffic, and by not being able to sell for any number of days, you lose the chance to grab some of that interstate business. This also reduces any sales tax revenue that might have been able to be brought in from such extra sales days.

The third proposal that I have outlined above falls in line somewhat with the last issue that was discussed. I have, however, seen it happen where

a city might propose to let fireworks be sold for ten days, but only allow them to be shot off for four days. This, of course, is not a wise idea and not very workable. The argument that exists in many cases today is for a proposal to be made where fireworks can not be shot off after 10:00 p.m. This may be the allowable time for all the days of sale until the fourth, and then extended until midnight. The obvious problem with this is that it doesn't get dark until around 10:00 p.m. in the summer. It is best to ask for 11:00 p.m., and except a compromise at 10:30 p.m. Or better yet ask for 11:30 and compromise at 11:00 p.m. As you can probably tell I am not real big on compromise, but I've been an unpaid lobbyist long enough to know it has to be done.

Another favorite solution often proposed by the great miracle workers of government is to limit the number of licenses issued. I guess the logic to this is that if you limit the number of people selling there won't be as much evil and dangerous product sold and to be shot off. Limiting competition is not a good idea, and can only result in higher prices and less choice for the consumer. Oh, and by the way Mr. And Mrs. Council person if you limit the number of licenses your going to issue, it also limits the amount of money you can suck out of the fireworks vendors. There is a system of government that does limit competition. It is called communism. As our former president Ronald Reagan would say that reminds me of a story. It seems that in Russia if you want to buy a car you have to apply to the government, and than put down the cost of the car, and see to it that all the paperwork is filed. A young man made this choice and when he reached the government office where the last piece of paperwork was completed he was told that he could pick up his car in ten years on the fifteenth of October. He then said should I come in the morning or afternoon. The government official said will what difference does it make?, to which he said WELL THE PLUMBER IS COMING IN THE MORNING. Yes this limiting choices really works, doesn't It?

Finally, and, of course, what the government really wants to bring in more money. They will argue that it takes so much money to police the vendors, and it takes so much money to come around and inspect the locations. OH, by the way how many of you have had fire people inspecting you over the past ? If you're like me I have had many years go by when they didn't even show up. They will tell you that it costs so much money for them to have the fire trucks come out and put out the fires that your products is causing. Oh, by the way could it maybe have been a cigarette butt tossed in dry grass that caused that fire? Oh yes and the one I like best is the immense cost the city has to encounter in cleaning up the debris that is leftover from the shot off fireworks. This, of course, can be a problem, but we as fireworks vendors can not be responsible for the irresponsibility of the American public to clean up their mess. Do you see the city governments blaming the Fast Food Restaurants for all of those paper wrappers flying around? A reasonable fee is OK, but it has come to my attention that fees being charged by many cities is far beyond reason or fair. Here in Nebraska the fees for selling fireworks range from Zero to \$6,000 per location. I sell now in two different cities, and one charges me \$750.00, and the other \$1,500.00. I can tell you that the one charging \$1,500.00 does not provide me with double the volume. However, that city at one point a few years ago was proposing to limit the number of vendors to one, and open up the right to sell to a bidding war. I fought that proposal, and won. Talk about greed.

Well that about does it for my warnings of what might happen to you by cities, or even states that you operate in. I certainly hope this new year does not burden you with some of these problems. If, however, it does I hope that you will be prepared to combat these proposals. The main thing is to be prepared to fight, and don't be afraid to do so.

Stay Well, Marv



ANNOUNCING

The National Fireworks Association's Presidential Choice Hospitality Rooms



Meadow View Marriott

CONFERENCE RESORT & CONVENTION CENTER

Kingsport, Tennessee

Limited Availability One Time Only!
Available from
11am Tuesday Sept 8th to 11 am Saturday Sept 12th.

An exclusive opportunity to show off your product line. Meet and greet NFA members day or night in the privacy of your own Hospitality Room.

The Hawkins Room - 23' x 18' x 11' (405 square feet)

The Sullivan Room - 23' x 18' x 11' (405 square feet)

The Grand Ballroom Foyer entrance

The Washington Room - 24' x 18' x 11' (424 square feet)

The Scott Room - 25' x 18' x 11' (424 square feet)

The Grand Ballroom Foyer entrance

The Holston Room - 18' x 23' x 10' (384 square feet)

The Grand Ballroom Foyer entrance

The Watauga Room - 18' x 23' x 10' (384 square feet)

The Boone Room - 18' x 23' x 10' (395 square feet)

The Grand Ballroom Foyer entrance

The Cherokee Room - 18' x 23' x 10' (395 square feet)

Each room \$500.00 for the week



Payment in full must be received by the NFA to reserve your hospitality room. Don't delay, Reserve it today!

Hotel layout available at MeadowViewResort.com

For more information, please contact Nancy at the NFA . nlogin@nationalfireworks.org

BROTHERS' UNIQUE

ENHANCED PACKAGING ATTRACTS CUSTOMERS

By Elizabeth Musselwhite, Co-Editor, *American Fireworks News*

Walk down the aisles of any big box fireworks store and you're stunned with the multitude of cake items: little, big, colorful, bland, angled, 200 gram, 500 gram, 3-tube, 5-tube, 12-tube, cheap, expensive – how can you decide what to spend your hard-earned dollars on?

The storekeeper has the same problem! All he needs is three or four factories in China sending him competing products and his shelves soon have a dizzying array of colorful cakes. His problem: deciding what to import that will sell at his location.

Brothers Pyrotechnics says they have hit upon an idea to make their products stand out and be more likely to catch the eye of the retail customer. Their secret? Special, expensive, foil embossed wrappers that leap out at the customer as he surfs your shelves!

It all began when Brothers sought something to help celebrate their 20th anniversary in fireworks. The scheme they decided on was to take their best selling products and give them special, highly attractive final wraps to show to the world that this is the best.

Below is an interview with Brothers' U.S. customer service manager John Mo in which he explains the development of this idea and how retail sales can be boosted during their 20th anniversary celebration.

AN INTERVIEW WITH JOHN MO

FB: How long have you been with Brothers Pyrotechnics?

JM: I joined Brothers Pyrotechnics in the summer of 2001 so this is my 15th year. It was my first job after I graduated from college. When I got the job, I could never have imagined I would stay with it for such a long time. It's been such a great pleasure to work here and I really look forward to another 15 years with Brothers.

FB: What is your title and job description?

JM: I am currently the Manager of Customer Service for the US market. Due to the size of the business, the Customer Service staff members in Brothers are not only responsible for sales, but also deal with any issues that arise concerning the customer's orders. The Customer Service team always goes to the States at the beginning of the new season to listen to customers' feedback about products. The feedback and comments help Brothers improve the quality and maintain the consistency of Brothers products. The team keeps in close contact with customers to ensure their demands for service, products and shipments are all met. We take pride in Brothers' growing reputation for quality and consistency.

FB: When we first interviewed Mr. Wang about when he started the company in 1995, he mentioned he started an invention award and competition meeting to give incentive to his workers to invent new impressive and exciting items. Does he still implement that?

JM: Yes. This annual award has continued since 1995 and the winner is announced at the Brothers annual meeting every January. The award is now not limited to the US market only. Brothers also has substantial sales to Europe, South America and China's domestic market. Any employee who creates an innovative item that hits a certain sales level will be given this award. However there hasn't been a winner every year, since it's not that easy to create something that is innovative and commercially successful at the same time. In recent years most award-winning items have been novelties for the dramatically-growing domestic market. Unfortunately we are not able to bring these great novelties to the US due to the restrictive DOT regulations.

FB: The company also received the Best Brand Award in the United Kingdom from the UK Fireworks Review. How many other awards has the company won and what are they?

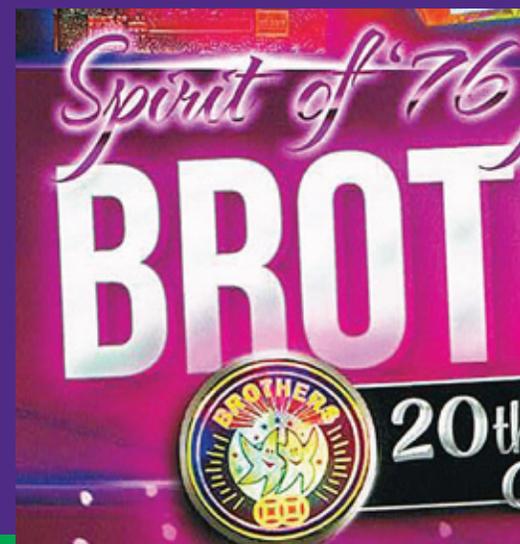
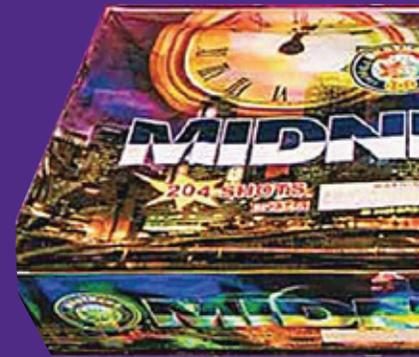
JM: It was Brothers Pyrotechnics UK that won the award a few years back. Established in 2006 in the United Kingdom, Brothers Pyrotechnics UK is a subsidiary of the Brothers Group that exclusively markets and distributes Brothers products in the UK. With consistent quality, innovative design and great service, Brothers UK did not take long to become one of the major fireworks businesses in the United Kingdom, and later was awarded the Best Brand voted by consumers.

FB: Mr. Wang also talked about the US market, how at that time in 1998 when we interviewed him, the company was exporting 70% of their goods to the US market. Is that still true today?

JM: The business structure of Brothers has changed a lot since then. Back in 1998 Brothers' business was 100% international: 70% with the US market and 30% with other markets in the



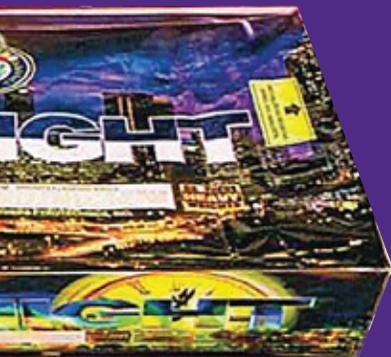
John Mo and Jason Mu



THE MARKETING TOOL BROTHERS, CELEBRATES 20TH ANNIVERSARY



Misselwhite at NFA EXPO



world, such as Europe, South America, Australia and South Africa. Brothers' business has grown and diversified so today, the international market is roughly 60 - 70% of Brothers' total business, of which the US market represents 40% and Europe 30%. The numbers might vary slightly depending on the market changes over the years. The remaining 30% is China's domestic sales. Believe it or not, most Chinese cities banned consumer fireworks until Beijing legalized use of consumer fireworks in 2004. A large number of cities followed Beijing's lead, which made the domestic market grow dramatically in the next few years. Brothers also started the domestic business in 2006 and today it has grown to be 1/3 of the total business. The domestic brand of Brothers products has been widely recognized and is used in most provinces throughout China.

FB: How else has the company changed since it first started in 1995?

JM: Back in 1995, Brothers was just a Chinese fireworks manufacturer. With years of effort, Brothers has grown to be an international group with an acquired business in Sweden, Hammagren Pyroteknik AB, and a subsidiary in the United Kingdom, Brothers Pyrotechnics UK.

FB: What are the goals for the company for the next twenty years?

JM: We want to pour our resources and effort into growing Brothers as a great consumer firework brand with fantastic quality, consistency and service. We've noticed the demand for environmentally-friendly fireworks has been increasing in recent years. Such demands come not only from the US and Europe but also from different provinces in China - they require newer, better and cleaner materials for building fireworks. We consider it to be one of the most important challenges for the fireworks industry and we hope to lead the way.

FB: 20th Anniversary Collection. We looked more closely at the insert that Spirit of '76 sent us to place in the newsletters and noticed that Brothers is now producing their top selling items with glossy varnish finish and embossed lettering! That's really nice! Please tell us why the company decided to do that and is it only for this year (the anniversary) or forever? Are these items available to all your customers or

just to your distributors in the U.S.?

JM: 2015 is the 20th year of Brothers in business so we wanted to do something special to help celebrate this anniversary. Instead of creating a number of extra products in addition to the 2015 new items, we decided to re-label some of Brothers' best-sellers from the past 20 years with special packaging, featuring a glossy varnish finish and embossed lettering - and customers do not need to pay extra for this. In relabeling old favorites, customers will not need to figure out a bunch of new items - they already know what they are getting. We have used such packaging on domestic products for a few years and they have been very successful. The only issue that kept it from being used for US products is the increased cost over regular labels. The 20th Anniversary became a good opportunity to use the new packaging for US products while holding the line on prices. It's part of our celebration of 20 years in business. We believe the new packaging adds more shelf appeal and helps the sales of these items. As of today all the Anniversary items have turned out to be selling better than any of previous years. I am pretty sure that we will continue them and might possibly have more items with the new packaging for 2016.

The Anniversary items are available for all customers who buy directly from Brothers. We prepared the Anniversary items ahead of time and started shipping them last September. Spirit of '76 ordered a number of the Anniversary items and they should have a good inventory of them by now. So the Anniversary items are now available at Spirit of '76, but also available from all other customers that import from Brothers. People who do not import directly should check with their local supplier in the US for these items.



Musings by Jack Leonard

The Old Fashion Fourth *(From the Horse's Mouth)*

A few weeks ago, an older gentleman stopped in the store at Patriotic and we were lamenting the fact that our generation is the last one to remember when cherry bombs, large rockets, aerial bombs, and torpedoes were still legally available right up on the counter. After our chat, I recalled another sad fact: my generation is the last to have parents who experienced the Old Fashion Fourth in all its din and glory when fireworks of all types were available in states across the country. As a kid, I often asked my dad about what that special day was like for him and his buddies, and about five years before his demise he finally got around to putting his memories in written form for me to keep. I'll not attempt to recount what he told me. Instead, I'll just let him speak for himself.....

Jack, from a kid up you've been asking me what the Fourth of July was like when I was a youngster, so I've decided to apply pen to paper so you'll have a record of the day when I am gone.

To begin, July 4th was the most exciting day of the entire year for me and my pals growing up in Mountville, PA, back in the early 1920s. Sure, Christmas was fun with all the gifts and the lighted candles on the live tree in the parlor, but it did not evoke that delicious anticipation in the gut that we felt for the Fourth.

The real celebration for us began when my Uncle Phares Auxer unpacked and displayed all the fireworks on the shelves of his Mountville Grocery. My friends and I used to watch as he opened those wooden crates from Unexcelled Chemical and removed all sizes of firecrackers, spit devils, torpedoes, sparklers, Roman candles, and rockets. And as he affixed price signs to the treasures, we realized that our budgets were insufficient to support the appetite we suddenly developed for all things pyrotechnic.

Thus began a yearly ritual for all the guys in town: make as much money as we could in as short a period of time as possible. And so empty glass bottles were searched for to be redeemed for a penny or two. Lawns were mowed, hedges were trimmed, drip pans under the ice box were emptied, and we all became industrious citizens for that week before the holiday was over and we returned to lives of sloth!

It was a mighty big day when we'd all assemble at Uncle Phares' store to purchase our artillery, and making the selections took at least an hour as we doled out a penny for a pack of 16 crackers, a nickel for 2 Roman candles, and a dime for a small box of 12 torpedoes. Our goal was to get as many different items as we could for the big day.

And as soon as I'd arrive home from the buying expedition, a big cardboard bag cradled in my arms, I'd arrange the various pieces on the table in the parlor so I could lovingly stare at them whenever possible. My mother, who liked fireworks almost as much as I did, would tolerate this unusual display and often remarked to her friends that the Fourth was "gonna be a noisy one this year!"

The tension on the eve of the Fourth was almost unbearable. Many hours were spent in the parlor just picking up the fireworks, looking at them, and reading the labels over and over again: Roman Candle...Hold in Hand. Do not twirl. Thunderbolt Salute....Light and Throw Away.

And a half hour before midnight, all the scouts and scout masters would assemble along the main street where the trolley ran from Columbia into Lancaster. We'd line the track with torpedoes, and as the final trolley of the day clanged through town, its horn would blare as volleys of torpedoes split the air and welcomed another glorious Fourth.

Sleep was nearly impossible that night. After all, we had to get up at 5 a.m. to get dressed and be ready to light the first crackers at dawn. My dad often joined us for the ritual at daybreak dressed in his pongee shirt and sporting a straw hat, a big grin plastered on his face as he hung up the flag and struck a big wooden match on the porch post for us to use lighting punk.

And then there would be a single BOOM, and then a dozen bangs and then a hundred more as boys all over town lit up and saluted the holiday. Occasionally a whistle would howl, a huge salute would bark out, and all up and down the street would be heard the fine tinkle as pebbles from torpedoes danced off cars along the curb.

Breakfast on the Fourth was out of the question. We had more important things to do like seeing who could blow a tin can the highest with a 2" salute or whether a pack of crackers was louder on the street or under it in the culvert. And so it continued all morning and into the afternoon. I can never recall a single minute going by without hearing some kind of explosion roar through the cloud of smoke that enveloped the entire neighborhood.

There was a lull in the barrage by late afternoon as the ammo started to run low, but that was okay since by then it was time to crank the ice cream maker for some good homemade dessert which we only got to enjoy on special days. We'd take that little bowl of ice cream, sit in the shade of the big maple tree in the front yard, and anticipate the magic moment that occurred as the sun sank over the brick yard and train tracks across the street.

While we were thinking about the evening, Uncle Phares would be busy in his store packing up all the unsold fireworks into large rattan hampers. Around dusk you'd see him, his wife, and my cousin Dorothy plodding down the street and behind them a huge express wagon filled to overflowing with fireworks of every kind. Watching those three coming down the street, brushing fire flies from their path, reminded us of the Spirit of '76 without the flute and the flag.

Uncle Phares was the hero of Froelich Avenue as he sat up fireworks in the middle of the street and prepared to take center stage. Neighbors loved his yearly performances and always set up their wooden lawn chairs along the sidewalk well before sunset.

At long last, darkness fell and fireworks began to roar all through town, in the valley, and up on the streets overlooking the PA Railroad tracks. It was then that the sparklers would be brought out and enjoyed. As the last one flickered out, you'd see Uncle Phares strike a match on the street and apply it to the first big shot of the night. Neighbors would yell, dogs would run, and we'd sit spell bound. Rockets would fly over the train tracks and burst in a variety of colors. Pinwheels would spin on the maple tree, and Roman candles would cough out stars that lit up the tree leaves hanging by the street. And on it would go for nearly an hour until only one



large piece remained. This would be announced: "One to Go...Devil among the Tailors." A fuse would flare, multicolored stars would shoot into the heavens, and then: BOOM! A huge burst of stars followed by loud aerial salutes.

Sadly, it would be finished all too soon. The neighbors would yell their approval and drag the chairs back onto their porches. I would always find myself with my head on mom's shoulder as she cradled me in her arms. She always said the same thing: "Did you have fun, John? I hope so."

She'd then lead me into the house, help me undress, and get me into bed. As the sandman began to settle in behind my eyes, I'd occasionally hear a salute roar in the distance, no doubt fired by a patron of the Mountville Inn whose show of patriotism was stoked by the consumption of bootleg Old German beer. Drifting to sleep was easy. I'd spent the best day of the year celebrating our independence. I was tired and ready to dream about next year's bombardment.

And that, my son, was the way I used to celebrate the Fourth of July."

And it was my dad's sharing these memories of his youth that helped to spark my life-long passion for fireworks. I often wonder if he knew the monster he created! May God bless him for doing so!



PRESS RELEASE

By Bob Kellner, NFA Treasurer

NFA CLUB CHALLENGE

Designed by Freepik

The Board of Directors of The National Fireworks Association is proud to announce **THE NFA CONSUMER FIREWORKS CLUB CHALLENGE**.

This will be a new feature at our upcoming 2015 NFA Expo. The NFA Expo is the World's largest fireworks industry trade show and, in 2015, it will be held at Kingsport, TN.

Two regional fireworks enthusiasts clubs will win the opportunity to create 10 minute fireworks displays set to music on Saturday, September 12, 2015 at Bristol Thunder Valley Dragway. Both clubs will be given the exact same amount of 1.4g Consumer Fireworks and three days to create their Pyro masterpieces. At the end of the performances, the audience will text vote for the display that they enjoyed the most. The winning club will receive a trophy and a check from the NFA for \$5,000.00. The other club will receive a trophy and a check from the NFA for \$2,500.00.

Invitations have been mailed to all 22 regional fireworks clubs in the U.S. The requirements for a club that wishes to participate are:

- The club is an associate member of the NFA
- The club would actively sponsor a membership drive for the NFA through April 1, 2015.
- The club would be responsible to register their crew members to attend the NFA Expo.
- The club would be responsible to bring their own firing system, choreography software and music.

THE TWO CLUBS THAT GENERATE THE MOST NEW NFA MEMBERS BY APRIL 1, 2015 WILL BE THE INVITED PARTICIPANTS
WWW.NATIONALFIREWORKS.ORG

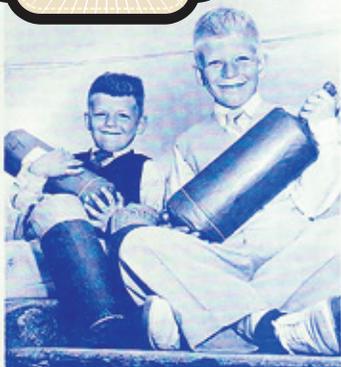
China

What an awesome adventure!



Blast FROM THE Past

1963
Keystone
Fireworks
Catalog
Dunbar, PA



CHERRY BOMBS

Look like big red cherries with green stems. Just light the stem (fuse) then quickly throw high in the air or drop on the ground and run. Extra powerful



Packed by the gross.

2 gross to carton.....	\$ 5.50
5 gross to carton.....	12.75
10 gross per case.....	24.00

1954 - Kellners Fireworks Catalog - Oil City, PA



They Got Past Security!

December 2014 - NFA President Don Lantis and NFA Secretary Howard Fry in DC for two full days of meetings.



Membership Renewals 2015

If you have not already sent in your membership renewal for 2015 it is now delinquent.

Please know that you will no longer be receiving the newsletter publications or any other notifications that may be going out from NFA.

If you are a Full Voting Member and have been an InfoTrac subscriber for the Emergency Response Service, NFA will no longer be paying your enrollment fees. You must be a Full Voting Member in good standing, (currently paid membership), in order to receive this service. Please renew your membership immediately.

The Expo registration forms will be going out on April 1st and you will want the substantial savings offered as being a member of the NFA when you register for this event as well.

These of course are not the real reasons that you are NFA members, we understand that, however, they are some of the perks that you will be missing.

If you have any questions, contact me right away.

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Member of many fireworks trade organizations,
including NFA, APA, PGI and WPA.

Linda Garcia returns from cruise!

Linda actually had the nerve to return the 13th of January from a Caribbean cruise with a suntan and talking about the warm weather she and her husband Art enjoyed during their week long cruise. They joined Vice President, Robert Blake and wife Donna along with several others who quickly became good friends.

The weather here in Kansas City had a high for the week of 22 degrees, so now looking across my desk at Linda's tan is the only warmth I will be getting for a while.

Sour grapes, "Who me never?" **Welcome back!**



Don't tell everyone your about safety unless you have the Safety Rocket Launcher tubes... How much does safety mean to your business? Talk is cheap - prove it!

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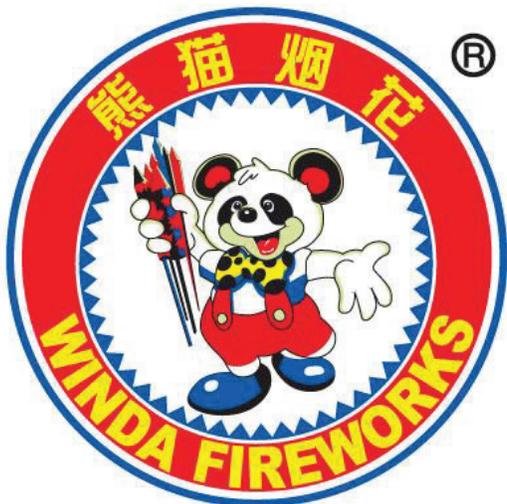
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Letter to the Editor of the *SF Chronicle* December 30, 2014

Port Workers don't deserve a Monopoly

Following the West Coast waterfront strike in 1934 when two longshoremen were killed, there were hearings leading eventually to laws being passed with the International Longshore and Warehouse Union having sole jurisdiction on working vessels calling on any U.S. West Coast port. The law also granted ILWU exemption from the antitrust laws.

This is still the law.

ILWU has an outright monopoly. U.S. West Coast port labor is the highest-paid in the United States and the world.

The contract between the Pacific Maritime Association and ILWU has been in negotiations since well before July, when the old contract expired. There is still no contract, and the parties are reportedly far away from one. However, this is called collective bargaining.

PMA is now asking for a federal mediator, but ILWU must agree to such mediation, and ILWU is stalling.

With monopoly on one side of the table, is the bargaining by ILWU done in good faith? Obviously not.

It will take an act of Congress to open West Coast labor contracts to competition.

In the absence of the monopoly, the six-year contract would have been concluded months ago.

What conditions exist that warrant the monopoly? Why is one part of the country treated so differently?

One can't deny the imbalance of the outcome. In the face of global competition, can we afford to ignore the facts and allow one side to stake out a "take it or leave it" position? And if you don't, then take actions that virtually bring an industry to its knees and make the nation suffer?

No business or labor force deserves a monopoly.

~ Bengt Henriksen, Woodside

-REMEMBER-

www.nationalfireworks.org

The username is

"nfamember"

The new password is

"nfaeagle"

Be sure to get on the NFA website and view all of the most up-to-date information, current and past newsletters, NFA photo gallery, NFA video gallery, etc., etc.

Remembering Dan

Daniel J. Spillane

Dan was born in Bridgeport, CT on 9/22/1946 the first of 5 children to Daniel and Jacqueline Balbier Spillane. Siblings were Dennis, Donald, David and Diane. Dan moved to Milford, CT where he lived until his marriage to Joann on October 13, 1973, at which time they moved to Guilford CT where they still reside.

Dan and Joann have two children Danny and Erin, which were the joy of his life. Dan and Joann spent their winters for the past 8 years in Sebastian, FL.

Dan began making fireworks in his parent's basement and buying chemicals from the local pharmacy, when he was just a child. He was fascinated by the Chinese culture and was able to visit China twice.

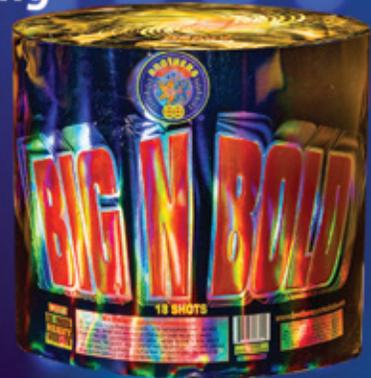
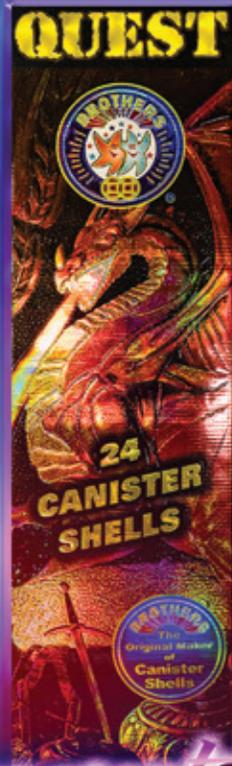
Dan passed away at home with his family at his side after a long illness on 01/08/2015.

Dan will be missed by many.



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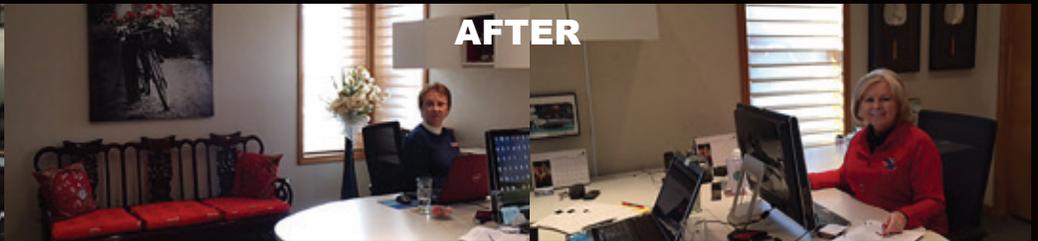
1/2 PAGE Back Cover - \$250

1/4 PAGE Inside - \$75

1/4 PAGE Back Cover - \$125

These rates DO NOT APPLY to the Annual NFA Expo Guide.
Articles for the next issue are needed by March 9, 2015.

To Submit an article for publication or advertise please contact Nancy Blogin at nblogin@nationalfireworks.org



NFA OFFICE GETS A FACELIFT

After 18 years in what was designed to be a bedroom, the room is now converted into a real office!

Last year, after losing the sight in one eye, I realized that I really needed better lighting than the two overhead lights that the room had and that we had totally worn out the carpet over the past 18 years. The room needed to be painted and the need for more than a two drawer file cabinet was quite evident by the 8 plastic file boxes that we were working from.

We had two mismatched desks and two card tables. Yes, folks that was your NFA office!

Eighteen years ago when we had just over 100 members it was adequate, but with a membership base of 1000 it was not.

For eight weeks we worked from the disaster area shown in my family room. Thank goodness for Linda's cool calm demeanor or I would have blown a gasket! Everything we needed was in a box somewhere, but where was the \$64,000 question. The closets which are used for storage had to be emptied in order to carpet and paint, so that in addition to desks and John's fireworks files were in our way; or as John put it, in his way.



Let's just say to suffice that the remodel did not go like on HGTV. Each step of the operation depended on the other contractor completing his operation and then the next phase was to begin. Oh yes, I failed to mention that the bathroom adjacent to the office was also remodeled and so a various times it required a trip up the flight of stairs to use the bathroom.

The project was to have been completed before Thanksgiving, NOT, then before Christmas, NOT, but alas before the 1st of the year and the mailing of the membership renewal notices.

We are enjoying the new work space, light, and efficiency of operation immensely!