

Great Grizzly Times

NORTH CENTRAL INDUSTRIES, INC.

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35th Season!

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17th Season!

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6th Season!

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6th Season!

Kurt Cowgill
Front Desk & Sales
1st Season full time!

Charlie Phipps
Warehouse Manager
25th Season!

Sean Alexander
Warehouse Asst. Manager
13th Season!

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Production Manager
23rd Season!



A Message From The President, Richard B. Shields:

Spring has arrived and the fireworks selling season is rapidly approaching. My staff and myself are excited to get on with what we do best, selling and shipping fireworks to our customers.

The factories in China are back to full production after the return of the workers from the Chinese New Year holiday. Everything appears to be peaking. Now is when the exporters must get product in time to ship to the US market. It does appear that last minute shipments may be affected by the opening of the World Expo in Shanghai, China. Shippers and manufacturers alike have been aware of this event for some time. How much it will affect shipments is yet to be determined. Hopefully it will have minimal effect on last minute deliveries.

As for regulatory changes, there have been many. CPSC has mandated as of February 10, 2010 that all importers must certify their tested products by submitting a Certificate Of Compliance. It must be available to our customers, CPSC and to US Customs. The exact format of this online site has yet to be finalized. The information required to be put online is defined by statute. Within a few months this will be the norm for all importers and wholesalers. Any product made after February 10, 2010 will be required to be "certified".

Additional issues on compliance is the changing of the wording required on Bills Of Lading and the contract number for the Emergency Response provider. This change should have minimal impact. DOT is also in the process of revising the automatic "EX" number document known as APA 87-1.

DOT EX numbers will now expire after 10 years. All new products will require this approval prior to export.

I am sure most fireworks buyers are now reviewing their markets, acquiring licenses, checking regional issues, fire & building codes and zoning requirements. Call us to buy fireworks after you are legal to sell. We are looking forward to the Sunday holiday and a full weekend of strong retail sales. We are working hard to provide you with new products and marketing ideas to assist you in growing your sales. Now it's time to do the work that makes it all happen. Best wishes to all of you for a successful 2010 fireworks season.

Sincerely,
Richard

Upcoming Industry Events

Indiana Fireworks Distributors Association IFDA

Join 2010 membership! Please contact IFUA/IFDA Executive Director Steve Graves @ (800) 535-7477.

International Symposium on Fireworks Society

The 12th International Symposium on Fireworks in Porto/Gaia, Portugal October 11th-15th, 2010. 40 countries are expected to be attending. www.isfireworks.com

Pyrotechnics Guild International (PGI)

The next PGI convention will be at the Wisconsin International Raceway near Appleton during August 7th-13th, 2010. For more information, see www.pgi.org

National Fireworks Association Trade Exposition

NFA's Expo will be held in Springfield, MO. September 8-11th, 2010. For more info, check www.nationalfireworks.org

American Pyrotechnics Association (APA)

2010 Convention will be held in Savannah, Georgia September 21-25th, 2010. Key note speaker will be CPSC Chairman Tenenbaum. For more info, contact the APA (301)907-8181 or online www.americanpyro.com



PRICES are Going D-O-W-N!!!

By: Stacey Smith

Well it's that time of year again! It's hard to believe another off season has come and gone and now it's time to gear up for the 2010 season!! I hope this newsletter finds all my fireworks friends and enthusiasts in good health and good spirits and ready to sell some fireworks!!!

The main question on everyone's mind each and every year is "are prices going up"? And sadly enough, the last few years I've had to respond with "yes". However, this year I am so happy to announce that prices are going DOWN!!! Yes, you heard me correctly, prices are going down!! Of course not every item is going to reflect a decrease in price, but I think everyone will be pleasantly surprised with the new prices.

The main reason that the price of fireworks has gone down this year is due to the fact that the Chinese government reinstated the export rebate to the brokers which is then passed on to the importers. Again, this doesn't mean that all prices have decreased but an overwhelmingly majority of the items have which is very positive news for us as importers and you as wholesalers! It appears that the Chinese government realized the impact that the loss of revenue from the rebate was having on the amount of items they were exporting, coupled with the issue of the decreasing economy prompted them to reconsider putting this rebate back in place in order to jump start the economy. We can only hope that this is a trend we will continue to see in the years to come!

Have a safe and enjoyable July 4th Season and let's make 2010 the BEST EVER!!! God Bless us All.



Photograph Your Horizons

By: Lori Crespo

Have you tried to photograph a display only to end up with a few tiny specks that don't even resemble a firework burst?

Here are some helpful tips to capture fireworks in their glory:

- 1- Use a tripod or rest your camera on a steady object to prevent shaking.
- 2- Location. Scope out the area to get an unobstructed position.
- 3- Turn your flash off!
- 4- Switch to Manual Mode. All digital cameras have exposure modes that automatically control settings. But many allow you to manually change settings:

Focal Length - keep it 50mm or wider. It's difficult trying to move the camera around to the right part of the sky for each burst. So go wide, crop & edit later.

Focus - set to infinity

Aperture - controls the amount of light that reaches the camera sensor. Keep the aperture in the small range (f/8 to f/16) to ensure fireworks trails are sharper, more detailed.

Shutter Speed - probably most important to catch all of the movement of fireworks. You will need a long exposure that will hold the shutter open for about 4 seconds (2 seconds is ideal during the grande finale). Use 'bulb' mode.

ISO - the number indicating a digital camera sensors sensitivity to light. The higher the sensitivity, the less light is needed to make an exposure. Stick to ISO 100.

- 5- Experiment. Find the setting you like best and have fun!

the NCI crew ...



Creative Signage ...



Humor Me ...





The City that Never Sleeps

By: Nicole Werner

Richard, Lori and I recently attended the American Pyrotechnics Association's Winter Educational Conference. During the week of February 15-19th, several meetings were conducted at the Palazzo Hotel and Convention Center in Las Vegas, Nevada. Here are some highlights of that week.

Ryan Posten, Acting Associate Assistant Director of the Pipeline and Hazardous Materials Safety Administration (PHMSA) provided us with information regarding important safety updates and EX approval and enforcement changes. PHMSA is basically stating that there is various documentation deficiencies in regards to the transportation of hazardous materials. PHMSA is recommending placement of EX numbers on both the package and shipping papers in order to be able to better track the source.

AFSL Executive Director John Rogers, conducted a meeting going over the new process to create Certificates of Compliance. The AFSL has recently made it possible to create Certificates of Compliance on their website (www.afsl.org) It is important to have this function as the CPSC is now requiring such certificates for each individual firework within a shipment. It is a new process and thus there were suggestions and concerns discussed by the APA members. The AFSL noted these suggestions and are trying to adopt them in the creation of the website. Also attended the APA's 8hrs. DOT training course. The training was provided by APA's Safety Program Manager, Gregg Smith. The course teaches you how to train your employees and updates you on any new DOT requirements. It was actually the second time I had attended the course, the first time being in 2006. The course was mostly review but luckily I walked away with some new information.

Of course you can't go to Vegas without having a little fun. We had the privilege of seeing the living legend Carlos Santana play at the Hard Rock Hotel. It was an amazing show and I was awestruck by his talent. Also, we were able to catch the #1 show in Vegas; Jersey Boys. Jersey Boys was the story of Frankie Valli & The Four Seasons. It too was an absolutely amazing show!

Each year the conventions held by the APA are an informative and helpful experience. With the multiplying changes within the industry these conventions become increasingly important. The information we take away from these conventions helps us do a better job, for you, the customer. I look forward, to tackling this season with all of you! Luckily, we'll be prepared!



How Sweet It Is!

By: Kurt Cowgill

It's great to be back working in the wholesale fireworks industry at North Central. Some of you may remember me as I did work here in both the 2007 and 2008 season. I am proud to say that I am back and here to stay. There are many things that I enjoy in life, but there aren't too many that top fireworks season. It is a very fast paced time of year and it really heats up quick! I have a strong passion for using and selling fireworks, and that I why I know I have landed in the right place. Let's not forget, who could ask to work with a better group of girls like Nicole, Lori, and Stacey? I'm very excited to dive head first into the 2010 season!

When I was employed here during the 2007 and 2008 season, I was mainly responsible for Special Projects and Customer Service. I have had a few duties added to my plate this time around and they are welcomed with open arms. I will be taking over internal trucking responsibilities from Nicole, and I will also be in charge of LTL shipments. LTL stands for "less than truckload," so any of you out there that generally use this type of shipping, I will be the one that coordinates your shipment. We have many different carriers that we use to ensure that you always get the best possible shipping rate, as we understand that this ultimately effects your overhead. Rest assured that I will always find the lowest rates available to guarantee your carton cost stays as low as possible.

Of course, that is only half of what makes the season worth while. The other half is you, the customer. The system that we have in place here at NCI where you get to work with the same customer from the time that the order is placed to the time it arrives at their door is truly exciting and satisfying. In previous years, I enjoyed developing a relationship with each and every customer that I had the pleasure of serving, and I hope that I made you feel the same way. I will continue this philosophy as I get reacquainted with all of you this year. It truly is a family atmosphere. I look forward to an awesome 2010 season, and assisting you with all of your fireworks needs in any way I can! I still have much to learn about this dynamic industry, but again, I am here because I love it, so don't hesitate to call and let me know what I can do for you! I look forward to hearing from you!



COLOR COMPOUND

We all love the colorful fireworks right? But do you know what goes into creating each of those colors?

Creating firework colors is a complex task, requiring art and application of physical science. Excluding propellants or special effects, the points of light ejected from fireworks (stars) require an oxygen-producer, fuel, binder (to keep everything where it needs to be), and color producer.

Pure colors require pure ingredients. Just traces of sodium impurities (yellow-orange) are sufficient to overpower or alter other colors. Careful formulation is required so that too much smoke or residue doesn't mask the color.

In the chart to the side shows what makes up certain colors. So if you find yourself looking at a fireworks composition list you can tell what colors the effects will be!

- RED** strontium salts, lithium salts ; lithium carbonate, Li_2CO_3 = red
strontium carbonate, SrCO_3 = bright red
- ORANGE** calcium salts; calcium chloride, CaCl_2
calcium sulfate, $\text{CaSO}_4 \cdot x\text{H}_2\text{O}$, where $x = 0, 2, 3, 5$
- GOLD** incandescence of iron (with carbon), charcoal, or lampblack
- YELLOW** sodium compounds ; sodium nitrate, NaNO_3 ; cryolite,
 Na_3AlF_6
- ELECTRIC WHITE** white-hot metal, such as magnesium or aluminum ; barium
oxide, BaO
- GREEN** barium compounds + chlorine producer
barium chloride, BaCl_2 = bright green
- BLUE** copper compounds + chlorine producer ; copper acetoarsenite (Paris Green), $\text{Cu}_3\text{As}_2\text{O}_3\text{Cu}(\text{C}_2\text{H}_3\text{O}_2)_2$ = blue
copper (I) chloride, CuCl = turquoise blue
- PURPLE** mixture of strontium (red) and copper (blue) compounds
- SILVER** burning aluminum, titanium, or magnesium powder or flakes

FEATURE ARTICLE ON THE IFDA

By: Steve Graves

The INDIANA FIREWORKS ASSOCIATION has been working for the Firework's Industry in Indiana since 1986. In that time, we have worked with Governors, State Legislators, State Department Administrators, reporters and the public to bring about positive changes in the public's perceptions about fireworks and positive changes in the laws effecting the sale and use of fireworks.

Because of the efforts of many, Indiana became the first to change from a "Safe and Sane" to an all consumer fireworks State. Now consumers are free to enjoy exciting firework products legally and safely in their back yards. Each year the Fireworks Industry seems to out do itself by bringing in new, exciting and more colorful shells, cakes, and rockets for consumers to enjoy.

But the most exciting news coming out of Indiana since changing the fireworks law has been the drop in injuries associated with fireworks. Each year the Indiana Board of Health has documented remarkable drops in fireworks related injuries. The credit can be shared between the Wholesalers who insist on good and safe products, the factories that manufacture the product, the companies that test the product, the retailer that sell only tested and approved products and the INDIANA FIREWORKS ASSOCIATION that promotes the safe use of fireworks to the consumers.

Together we have made a difference but our work is never done. There remains important issues to be worked out in Indiana such as the type of storage containers the state will accept for the storage of consumer fireworks, the formula in determining 500 pounds and if there may be a way to remove the poundage issue by adopting chapter 7 of NFPA 1124, fee increases that the state wants to impose for re-inspections and possible raising of the state user tax for fireworks.

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Now is the time to become a member of the Association.

Now is the time to become active in an Association that works to protect the rights of its members & the Industry.

Insured?

Product insurance will not be billed on promo items, freight cost, or on your premise insurance policies. Product insurance covers some misuse claims or malfunctions that it may have and will only be billed as 2% of your fireworks purchases.

Premise insurance will cover a trip & fall type of claim that may happen at your establishment. The half-million policy is \$160/month while the one-million policy is \$210/month of coverage. Please note - policies cannot be back dated, so call ahead!

Have questions? Contact Nicole Werner: **NEW_NCI@SBCGLOBAL.NET**