

# GREAT GRIZZLY TIMES

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[www.greatgrizzly.com](http://www.greatgrizzly.com)



#20 DEC 2014



## NEWS ABOUT FACTORY IMPROVEMENTS

*A Message From the President*

Seemingly there is always news about changes happening within China affecting fireworks manufacturers. After a late summer explosion in Liling Province the Chinese National Government has closed all factories in this province. They have renewed efforts to force upgrades to existing facilities that will virtually eliminate 50% of the current producers. Even though the long term effect might be beneficial, the short term effect is likely to cause shortages of the primary item coming from this region which is the 1 ½" and 1 ¾" ball shaped artillery shells. Even though these items are generic in nature there is a sizeable quantity produced annually for the US market. It is not expected that renovations to the existing factories will be completed in time to resume production of these style shells. Therefore, we are expecting the 1 ¾" ball shells to be in limited supply for the 2015 season. We are being told that some US Importers are attempting to replace lost production with 1" canister shells.

The six piece black box artillery and similar items may be in short supply for this season. We are sure the short window to make these goods after Chinese New Year is over will also make it difficult for suppliers to keep up with the demand for these items.

Our sources in China are telling us the production of the higher quality 60 gram shells should not be affected. Our observation for this and coming seasons is that the lower priced generic goods will not be a high priority especially for the high end quality manufacturer.

Yours in Fireworks,

*Richard B. Shields*



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# 2014 CONVENTIONS

## 2014 NCI DEMO - MUNCIE, IN

Our 2014 Demo Night was another great success.

We showed some great products and put on a Spectacular finale! (Don't believe me? Check out our YouTube and see for yourself!)

There was corn hole, a raffle, catering by Pete's Duck Inn, and live music.

Stay tuned for our Spring Newsletter for 2015 Demo info!



## 2014 NFA CONVENTION -BRANSON, MO

The 2014 NFA Convention was at Chateau on the Lake Resort Spa & Convention Center. It was a full week of fun including:

- Product Demonstrations from leading manufacturers
- Seminars on the industry and compliance
- Trade show exhibits
- Product Demonstrations from various firework brands
- Ending with a banquet and a grand public display

The NFA Convention is a fun and relaxed atmosphere that brings all aspects of the fireworks industry together.



## 2014 APA CONVENTION - MIAMI, FL

The 2014 Annual Convention was a packed week long adventure. It included:

- Golf outing
- Welcoming Reception
- Breakfasts
- Meetings and Seminars on Transportation, Environment, Codes, and AFSL
- NFPA 1124 Workshop
- An AFSL Reception
- NGAP Fundraiser, Dinner & Fireworks
- HazMat Workshop

The APA convention, as always, is fun and informative and a great time meeting others in the industry.





# ASSOCIATIONS

Fireworks associations help everyone from the consumer, the retailer, the wholesaler and the manufacturer. Please check out the following as well as your local association.

Indiana has the IFDA (Indiana Fireworks Distributors Association) and IFUA (Indiana Fireworks Users Association). At this time they do not have a website, but you can contact the director Steve Graves at 1-800-535-7477 or at StevenLGraves@ifua.com.

## APA

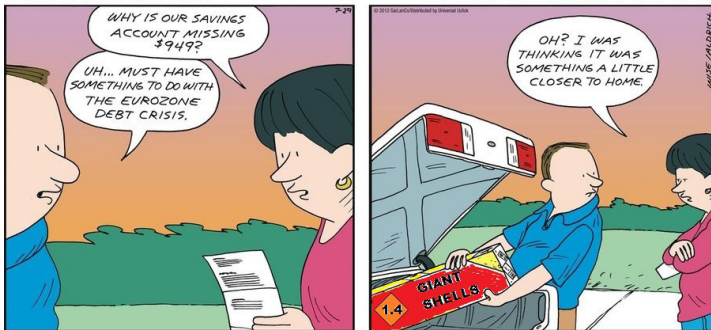
### Quick Facts:

- “Preserving and Promoting an American Tradition”
- Started in 1948 by seven manufacturing companies
- Represents entire industry: professional, consumer, manufacturers, importers, distributors, domestic & foreign
- Provides advocacy, compliance assistance, education & training, public relation activities
- Strengthens image of industry
- Membership Benefits:
  - o Advocacy
  - o Committees
  - o Communications
  - o Compliance Assistance
  - o Member Discounts
  - o Publications/Programs
  - o Technical Support
  - o Training

Visit [www.americanpyro.com](http://www.americanpyro.com) or email [AGillespie@americanpyro.com](mailto:AGillespie@americanpyro.com) for more information on becoming a member!

REAL LIFE ADVENTURES

BY GARY WISE & LANCE ALDRICH



## PGI

### QUICK FACTS:

- PGI was founded in 1969 and is an independent worldwide nonprofit organization of amateur and professional fireworks enthusiasts
- The founder, Max P. Vander Horck was the publisher of the monthly newsletter “American Pyrotechnist”
- Largest fireworks club in the world with thousands of members in the US and 45 countries
- PGI hosts a week long convention every August and puts out the PGI Bulletin five times a year
- PGI offers the following courses:
  - o Fireworks making
  - o Display Operators Course
  - o Legal and Regulatory
  - o Safety courses
  - o Artistry
- PGI’s convention offers trade shows, seminars, art shows, kids programs, displays, vending, open shoots, competitions, auction, and a banquet.

Visit [www.PGI.org](http://www.PGI.org) or email [info@pgi.org](mailto:info@pgi.org) for more information on becoming a member!

## NFA

### QUICK FACTS:

- NFA was founded in 1993 to solve the problems in the firework industry
- At the time CPSC was pulling entire containers of fireworks, and working to ban multi-shots, anything over 250 grams, and bottle rockets
- Pulled together all facets of the fireworks industry – Both B & C Importers, Manufacturers, Wholesalers, Retailers, Shooters, Hobbyists, and Enthusiasts.
- Filed federal lawsuit against CPSC, and received a mediation hearing with DOT.
  - o Persuaded CPSC to add another second to the fuse burn time
  - o Made the testing of multi-shots more feasible
  - o Allowed importers to verify or challenge CPSC results via 3rd party testing
  - o Ended “zero tolerance” policy, which would seize entire containers over one violation
  - o Ended “ban the bottlerocket drive” & legalized the new division of 500 gram cakes

Visit [www.nationalfireworks.org](http://www.nationalfireworks.org) or email [nlblogin@nationalfireworks.org](mailto:nlblogin@nationalfireworks.org) for more information on becoming a member!

# NCI + DOMINATOR



North Central Industries, Inc. is proud to announce a new and exciting partnership with Dominator Fireworks. NCI has decided to offer over 15 new items from Dominator in 2015. We are thrilled to bring these high quality items to our loyal customers which we are sure that you will find to be an exceptional value while delivering a premium performance. Dominator has positioned itself as one of the fastest growing consumer fireworks suppliers in the world which is not a title that you earn if you aren't doing things correctly. NCI has carefully selected several new product offerings in the categories of Sparklers, Smoke, Assortments, Fountains, Novelties, Firecrackers, Mine & Shell devices, Reloadables, Roman Candles, Premium Artillery Shell Kits, 500 Gram Cakes & Super Finales. As always, we are looking out for our loyal customers and make our selections based on our 60 years of experience in serving the needs of wholesalers & retailers across the United States. We encourage you to try some or all of these new product offerings from Dominator, we can confidently say that you will be pleasantly surprised!

## 500 GRAM CAKES

**MELTDOWN 20 SHOT**  
(500 Gram Cake)



**SOUTHERN SALUTE 33 SHOT**  
(500 Gram Cake)



*Meltdown 20 Shot* - Includes willows, color, and crackling!

*Southern Salute 33 Shot* - 33 total shots make this item full of energy and excitement. You will see color comets that rise and then shoot 90 degrees in all direction, you will see huge breaks of color and crackle salutes. A strong finale finishes this fantastic item.

**SWAT 20 SHOT**  
(500 Gram Cake)



**DIAMOND BACK 16 SHOT**  
(Aerial Repeater)



*Swat 20 Shot* - Hard breaking brocade, strobe, & blood red stars to strong finish with lots of noise. Winning combination!

## AERIAL & FINALE REPEATERS

*Diamond Back* - Colorful strobe breaks!

**ORANGE SKY 10 SHOT**  
(Aerial Repeater)



**RPG 16 SHOT**  
(Aerial Repeater)



*Orange Sky 10 Shot* - Orange Tails bursting into Orange Peonies with Green Strobe. Unique Color!

*RPG 16 Shot* - Red tail, red dahlia, green strobe, red tail to big chrysanthemum, red tail to red blue stars. Breaks like a 500G cake!

**AIR DEFENSE 100 SHOT**  
(Finale Repeater)



**NEON CRASH FOUNTAIN**  
(500 G Fountain)



*Air Defense 100 Shot* - A rapid fire multi shot device that sends red & green comets sky high with a sensational finish of crackling thunder. 100 Shots!!

## FOUNTAINS

*Neon Crash Fountain* - This great fountain is a crash of colors and noise. You will see blue, purple, orange, green and red. This fountain features both whistles and crackle to add some loud sound effects.

**HOT PINK SMOKE CAN**  
(Smoke Item)



**ASSAULT CANDLE ASST**  
(Roman Candles)



*Crazy Cracklers* - Small size but a super big performance. These are super long lasting and have a loud crackling and banging effect, and plenty of sparks. They are a Great Value!

## ROMAN CANDLES & SMOKE

*Assault Candle Assortment* - A 12 pack candle assortment in a clear bag with a header card that includes 5 spectacular varieties!

**CRAZY CRACKLERS**  
(Fountain)



*Hot Pink Smoke Can* - This daytime item produces huge amounts of VIVID pink smoke. It's long lasting and very unique!



# NCI BONUS POINTS

## PASSFIRE



North Central Industries is a proud Sponsor of the new firework documentary Passfire! The Veverka brothers have been travelling all over the world filming people's pyrotechnic passions.

They are working on a 2-hour feature film as well as series containing 12 episodes.

Check them out at:  
[www.veverkabros.com/Passfire.html](http://www.veverkabros.com/Passfire.html)  
[www.facebook.com/Passfire](http://www.facebook.com/Passfire)

## SMOKE SIGNALS

APA has started a new program- "American Pyrotechnics Safety & Education Foundation". This is a great program established to focus on creating fireworks safety education programs for youth, targeting grades K-12.

The program is being spearheaded by former CPSC Chair, Inez Tenenbaum. There are some great people on the Board of Directors, including NCI's own - Kurt Cowgill!

We can look forward to seeing some great things as well as an increase of awareness from APA's Smoke Signals.

## PORT CONGESTION LEADS TO DELAYS & EXCESS CHARGES ON IMPORTED GOODS

A 1200 foot cargo shipping container leaves the port of Luyang heading to Muncie, IN packed full of fireworks. After weeks on the ocean, the shipping container will arrive at Los Angeles-Long Beach (LA-LB) port in California. This is the same port that 40% of all US imports come through.

As of July 1, 2014 the labor contract between the International Longshore Warehouse Union (ILWU) & Pacific Maritime Association (PMA) expired. While negotiating the new contract, unfortunately, many retailers have seen it is taking longer to get these shipments from the port to the store. What used to take a couple of weeks is now sometimes taking over a month. The congestion at the port is caused by three main problems: bigger shipments, lack of chassis, and a shortage of truck drivers.

Five years ago, the cargo ships provided the chassis that brought the merchandise from the ships to the rail yards. Now, it's on the transportation company to rent or provide them and there aren't enough to go around. Because of the wait, truckers are charging an extra \$50 to \$100 per hour to wait on their load, and this fee is being passed on to the merchandisers. In 2012 the average transit time from Factory Door to our Warehouse was 24 days. In 2013 this jumped to 36 days, and the ongoing labor disputes that disrupt cargo transit look to take an even larger toll on transit times if they cannot agree on a new contract.

Between the striking of drivers, the long hold times at port, and the increase in fees for everybody, the APA has recently joined the NRF (National Retail Federation) along with 55 other trade associations to monitor the ongoing dilemma, and lobby ILWU & PMA to make a long-term labor agreement.

We will be watching this situation very closely to do everything possible to head off any foreseeable problems in the 2015 season.

## GUINNESS WORLD RECORDS

*Most Rockets Launched in 30 Seconds* - 125,801- By Pyroworks International of the Philippines on May 8 2010. 16 stacks with 8,000 rockets each.

*Largest Rocket* - Produced from Portugal at the 12th International Symposium on October 13 2010. Contained 33 motors, weighed 29.53 lbs, measured 23 feet in length and the diameter measured 2 feet. When launched the rocket reached 322.74 feet.

*Largest Catherine Wheel* - built by Lily Fireworks Factory in Mqabba, Malta on June 16 2011. Measured 105 feet 1.56 inches.

*Largest Chocolate Firework* - made by Nestle measuring 9.8 feet high and 4.9 feet in diameter. Released at the Hechtplatz, Zurich, Switzerland on December 31 2002 and exploded releasing 132 lbs of chocolate!

*Largest fireworks display* - produced by Grucci for Dubai Government on December 31 2013. Consisted of 479,651 fireworks stretching over 59.03 miles.

# PRODUCT

## ANNIHILATOR SHELLS

THE LEADING PREMIUM SHELL VARIETY FOR OVER 20 YEARS !!!

Fireworks items come and go as we are in an industry where “Out with the old, in with the new” usually takes precedence over everything else. There are a few items that defy that logic, however. It may sound cliché, but the Great Grizzly Annihilator Shell Kit (Item No. 925), aka B.A.B. offered by NCI has stood the test of time and is still the most popular selling variety shell kit in retail stores across the country! Did you know that NCI has multiple customers that order this item alone by the container load every year? Now that is a lot of shells, almost 50,000 in fact!



#925 B.A.B.  
(2-85)

We've established that the Annihilator Shell Kit is a hot seller and is popular with fireworks enthusiasts and casual retail customers alike, but let's take a look at why this variety of shells has built an impeccable reputation in the industry.

### Beihai Style Quality

The Annihilator Shell Kit is really just an overall showcase of the hand selected high quality shells that the 3 partners of the Great Grizzly Group selected in the early 1990's. Beihai has an excellent reputation for producing an unmatched quality performance in several different style shells.

These styles include:

- PREMIUM BALL SHELL
- BALL SHELL W/ TIGER TAIL
- DOUBLE BREAK SHELL
- QUADRUPLE BREAK SHELL
- 5 BREAK SHELL
- BIG HEAD SHELL
- CANISTER SHELL
- MINE & BOUQUET SHELL

The listing above is the insane variety that you will find in the Annihilator Shell Kit. While all shells are hand made in China, these shells are truly hand crafted! This means instead of the stars being dumped in the combustion chamber, they are placed for more symmetrical breaking. This means that the Double Break shell will fire in a V shape from the tube and will break at the same time instead of the traditional style where one breaks after the other. In other words, extra care is given when producing these shells. The payoff is in the performance, and that is one of the many reasons why that fireworks users around the country ask for and seek out Great Grizzly Artillery Shells. It's not just a label folks, it actually stands for something!

Wait, there's more! The good news for you is that in addition to the showcase kit that we provide in the Annihilator, we also provide smaller specialty kits that also are extremely popular! They have also stood the test of time, and NCI proudly still offers the following kits in which you can focus on one of your favorite styles offered in the Annihilator kit and get 12 assorted effects for each style.



#922  
BIG BAD ASS DOUBLE  
BREAK SHELLS  
GG (6-12)



#915  
THE GRIZ WITH  
TIGER TAILS  
GG (12-12)



#914  
PREDATOR  
CANISTER  
SHELLS  
GG (12-12)



#923  
DOUBLE TROUBLE  
GG (2-36)



#1545  
NIGHT OF THE GRIZZLY  
GG (1-84)



#969  
BULLSEYE SHELLS  
GG (6-12)



# SHOWCASE

## BEST OF THE BEST: 500 GRAM CAKES

**FAST & FURIOUS** This hard breaking 16 Shot 500

**#1769**  
**16 SHOT**  
**GG (4-1)**



Gram Cake has really made an impact since first coming on the scene in 2013. It has been NCI's highest selling new item in this category for the past 2 years. It features a variety of beautiful assorted effects and finishes nicely with a hard hitting finale that is sure to impress!!

**PYRO GENERATION** Everything about this 500

**#1485**  
**45 SHOT**  
**GG (2-1)**



Gram Cake screams BEAST!! It has a large size and a heavy weight to it that is super impressive. The performance also lives up to the hype as you get a variety of mines, tails, chrysanthemums, crackle, and brocade crown! Wowzer!

**HERE WE GO!**

**#1063**  
**15 SHOT**  
**GG (6-1)**



This 15 Shot maximum load cake is definitely one of NCI's best values that allows retailers to make a nice profit. It features angled effects and has a really nice weight to it. It is an easy sale for anyone looking for an inexpensive back yard finale.

**TWIN TURBO**

**#1662**  
**19 SHOT**  
**GG (2-1)**



NCI is really proud to offer this item! It features angled effects that gel nicely with the name and packaging. Whirlwind tails represent the spooling of a turbo charger and then what comes next is a very aggressive variety. If you missed the opportunity to sell it in 2014, don't make that mistake twice!

**IT'S WICKED**

**#1627**  
**25 SHOT**  
**Cannon (4-1)**



A CANNON brand exclusive, this delicate 25 Shot 500 Gram Cake exceeds the high quality standard. Brilliant gold & silver tails complement big beautiful breaks of color and crackle to give the user a show that will make them come back for more! Only available from NCI!

**FIRE & ICE**

**#1781**  
**9 SHOT**  
**GG (2-1)**



NCI has really offered some high quality 9 shot racks over the years that have wowed our customers, but this is hands down, no questions asked the BEST quality package and performance of a 3" 9 shot item we have ever offered. It offers a two-tier effect in which the massive burst offers a half and half vivid color, hence the name FIRE & ICE!

**PRIMETIME PYRO**

**#1776**  
**28 SHOT**  
**PP (4-1)**



We are often asked: "What would be a good item to pair with a rack full of artillery shells for a bottom to top finale that is spectacular?" This cake is the one, as it features rapid 7 shot spread mines that will complement breaking artillery shells very well. Also, the finale this cake throws up at the end is an eye pleaser!

**ROCK THE BLOCK**

**#1649**  
**10 SHOT**  
**GG (2-1)**



A late arrival in 2014, this item quietly did very well for NCI and got very positive reviews by consumers. It had been many months since viewing this product at the demo when we decided to carry it, so to refresh our memory we shot it one evening recently and it was exceptional! This 2" tube rack triumphs many of the 3" racks that have been long time favorites. Try it and I can promise you won't be disappointed!

# NEED TO KNOW INFO

## Indiana Firework Distributors Association

The IFDA works to support your industry, become a member today!  
Contact Executive Director  
Steve Graves (800)535-7477

## American Pyrotechnics Association (APA)

67th Annual Meeting & Convention  
Grand Hyatt @ Denver, Colorado  
Oct 6-9th, 2015  
For more information call  
(301)907-8181 or  
[www.americanpyro.com](http://www.americanpyro.com)

## National Fireworks Association

ThunderValley  
Bristol Dragway@ Kingsport, TN  
Sept 8-12th, 2015  
For information on NFA's Expo:  
[www.nationalfireworks.org](http://www.nationalfireworks.org)

## Pyrotechnics Guild International

2015 Convention  
CAM-PLEX  
Multi-Event @ Gillette, WY  
Aug 8-14th, 2015  
For more information on PGI:  
[www.pgi.org](http://www.pgi.org)

## International Symposium on Fireworks

15th International Symposium on  
Fireworks  
Bordeaux, France  
Sept 20-25th, 2015  
For information on the Symposium:  
[www.isfireworks.com](http://www.isfireworks.com)

## CONGRATS

Nicole Stevens from NCI  
&

John Stevens from Law Offices of John Brooke  
on their recent nuptials!



## NEW BEGINNINGS

Long time employee, Lori Crespo  
has left NCI. We all wish her the  
very best in the future!

## ROLL CALL!

### YOUR NCI STAFF:

**RICHARD B. SHIELDS**  
PRESIDENT / OWNER  
38TH SEASON

**CHARLIE PHIPPS**  
WAREHOUSE MANAGER  
29TH SEASON

**NICOLE STEVENS**  
MARKETING MANAGER  
10TH SEASON

**JACK MILLER**  
PRODUCTION MANAGER  
26TH SEASON

**KURT COWGILL**  
OPERATIONS MANAGER  
7TH SEASON

**BRENDA SAID**  
ASST. PRODUCTION  
MANAGER  
17TH SEASON

**KEDRIC AKER**  
SALES MANAGER  
2ND SEASON

**SEAN ALEXANDER**  
ASST. WAREHOUSE  
MANAGER  
16TH SEASON

**HEATHER M. HINES**  
EDITOR / AP  
2ND SEASON

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insured certificates for  
product and premise!**

Contact Heather today for more information  
[heather@greatgrizzly.com](mailto:heather@greatgrizzly.com)