

DISPLAY FIREWORKS SEMINAR
美标专业燃放类烟花研讨会
YINTIAN HOTEL, LIUYANG, HUNAN
November 6, 2014





Procedures for Participation in the AFSL Program by Factories and Shippers

加入美标

Participation Requirements for Factories

工厂要做到

1. Each Participating Factory Must Apply for an Annual Factory Audit.
必须申请年度工厂审核
2. Each Participating Factory Must Obtain an AFSL Factory Registration Number.
取得美标厂号
3. Each Participating Factory Must Allow Products to Be Inspected by AFSL at the Request of the Shipper.
允许美标人员进厂验货

Which Factories May Participate? 哪些厂可以加入 ？

Any factory/manufacturer based in China that manufactures and ships to U.S participating Importers Display Fireworks may participate in the program by becoming an AFSL-registered factory.
所有为美国进口商供货的中国工厂都可以加入

Which Factories Require Audits? 需要审核的工厂

- **All Factories that Manufacture Finished Display Fireworks Must Be Audited.**
生产成品的工厂
- **“Finished Display Fireworks:** A manufactured article or device that is ready for packaging and shipping.”
成品是指可以包装发运的货物

Factories That Do Not Require Audits

不需审核的工厂

- **Factories that Manufacture Components or Work-in-Progress Products Do Not Require Audits.**
生产部件和半成品的工厂
- **“Work-in-progress Product”:** A Display Fireworks or Component that has entered the production process but is not yet a finished product. Work in progress therefore refers to all materials and partly finished products that are at various stages of the production process.
半成品是指各种材料或处于各生产阶段的产品

Definition of Shipping Lot

发运批次的定义

A group of Display Fireworks devices that are finished and packaged for shipping, having the same Category and size. For Aerial Shells, the Shipping Lot must be further defined by shape (spherical or cylindrical). For Multi-shot Aerial Devices (Cakes/Plates), the Shipping Lot must be further defined by the number of tubes and shape (fan or vertical) per device. 包装待运的相同种类和尺寸的成品若干。礼花弹需要分球型或柱型，盆花要分筒数和造型（扇型或垂直）

Participation Requirements for Shippers 发运商的加入

1. Sign an AFSL Participation Agreement.
与美标所签订发运商协议
2. Apply for product evaluation on behalf of US importers.
为美国进口商申请验货
3. Collect certification fees from the US importers and pay to AFSL.
向美国进口商收取验货费用并支付给美标所

Definition of “Shipper”

发运商的定义

- “Participating Shipper” shall include all of the Participating Shipper’s parent, subsidiary and related companies and other affiliates. Affiliates shall include all persons who control, are controlled by, or are under common control with the Participating Shipper or its officers or directors.

发运商加入美标所应当包括其母公司、子公司和相关公司及关系人。关系人包括其管理人、受其控制的人员、公司管辖之下的人员或其职员及董事。

Shipper's Duties

发运商的责任

- “Shippers and AFSL have voluntarily agreed that AFSL will test, certify, and supervise the container loading of all Display Fireworks produced in China and intended for shipment to or sale in the U. S.”

自愿接受美标所对其美线烟花进行测试、认证和监装

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Shipper's Duties

发运商的责任

- Participating Shipper shall require all shipments of Display Fireworks to be tested for compliance with AFSL's safety standards for Display Fireworks by the AFSL-authorized testing company.
要求每个批次接受检验以符合美标标准
- Shipper must invoice and collect the Display Fireworks Certification Fee for each carton of Display Fireworks shipped to a participating U.S. Importer.
向进口商收取每箱货物的认证费用

Shipper's Duties

发运商的责任

- Participating Shipper shall, by the twentieth (20th) day of the month following receipt of the Display Fireworks Certification Fees or by the twentieth (20th) day of the month following receipt of payment for the shipment, whichever is sooner, pay the Display Fireworks Certification Fee amount, less the Shipper's service fee of 5 cents per carton to the AFSL escrow account. The Shipper's service fee is not deductible from payments made after the due date.

按月及时支付美标费用可以留取每箱5美分的费用

Annual Factory Audit

年度审核

➤ Purpose目的:

- Ensure proper manufacturing practices are maintained. 确保其制造工艺的稳定。
- Validation of components and packaging for display fireworks meet the requirements of the Display Fireworks Certification Program.
确定成品的部件和包装符合美标要求

Annual Factory Audit

年度审核

- Factory Audit Sections 工厂审核:
 - Quality Assurance Records 质保记录
 - Supplied Materials Quality Assurance 来料质保
 - Process Control 工艺控制
 - Certification Documents 认证文件

Annual Factory Audit

年度审核

- AFSL Factory Registration Number 工厂登记号：
 - Each compliant factory is assigned a unique AFSL Reg. No. related to the CIQ factory ID No.
每个合格工厂获颁美标登记号
 - Record of Registration Nos. maintained by AFSL.
登记号由美标所记录保存
 - In order to maintain the Reg. No., Annual re-Audits are required. 每年复审
 - AFSL Reg. No. will be cancelled if a non-compliance result is obtained on any future re-Audit's. 复审不合格将取消登记号

Factory Audits

年度审核

- Each Factory is required to successfully complete a factory audit to ship display fireworks to participating U.S. Importers. 向进口商会员供货的工厂必须通过审核。
- If a factory has successfully completed audits two years in a row with 90% score, the factory may skip the audit for the third year. 连续两年审核分数90分以上可豁免一次审核

On-site Product Inspection

现场验货

- Purpose of Inspections 验货的目的:
 - Ensure the product and packaging comply with the requirements of AFSL program. 确保成品及包装符合美标要求
 - Certify all shipping cartons with an AFSL sticker. 合格货物粘贴美标标签
 - No Actual shooting of fireworks samples. 不需打样

On-site Product Testing

现场验货

- Shipper submits an application for product evaluation to SGS.
发运商向通标公司申请验货。
- Evaluation completed within 3 working days.
3个工作日必须完成验货

Shipping Carton Stack Test

Requirement

货箱堆垛测试

3-2.3.2 Shipping cartons stacked to a minimum height of 3 meter (10 feet) must remain straight, sturdy and maintain their original shape.

货箱堆垛3米高度必须保持直立不变形。

Shipping Carton Stack Test

Failure Criteria 堆垛测试不合格

- If there is a deviation of greater than 1 inch from vertical, the lot fails this test.
垂直度偏差超过1英寸。
- If any box within the stack bows, compresses or otherwise becomes misshaped by greater than one inch, the lot fails this test.
纸箱弯曲，压缩或变形超过1英寸。



Electric Matches or Igniters

Requirement
电点火头

3-1.3 All fireworks subject to this standard must not have Electric Matches or Igniters attached to them or packaged with them in the same packaging carton.

电点火部件不能与烟花产品包装在一起。



Inner Packaging

Requirement

内包装

3-2.3.3 Inner packaging, fittings, and cushioning materials, and the placing of Display Fireworks in packages, must be such that the Display Fireworks are prevented from becoming loose in the outer packaging during transportation.

不能在运输过程中散落。

3-2.3.4 Display Fireworks must be separated from each other in order to prevent friction and impact. Padding, trays, partitioning in the inner or outer packaging must be used for this purpose.

产品必须彼此隔离。

Shipping Carton Layers

Requirement

纸箱层数

3-2.4.1 Shipping cartons containing products weighing 20kg (44 lbs.) or over must be manufactured from a minimum of seven (7) layers of cardboard material.

重量超过20公斤必须7层

3-2.4.2 Shipping cartons containing products weighing less than 20kg (44 lbs.) must be manufactured from a minimum of five (5) layers of cardboard material.

重量20公斤以下可以5层

5 Layer Carton 纸箱层数



EX Numbers Requirement EX号

3-2.2.1 EX numbers for fireworks contained in shipping cartons must be marked on the shipping carton or on shipping documents.

EX号必须标注在纸箱上或运输文件上。

Pyrotechnic Leakage

Requirement

漏药

3-3.2.5 The construction of the items must be adequate to prevent leakage or loss of any measurable amount of pyrotechnic composition during packaging, transportation, handling and storage.

在运输，包装和处理中不可有药物泄露或散落。

Lift Charge Chamber Attachment

发射药腔牢固

3-3.2.6 The Lift Charge assembly must be securely attached to the Shell to ensure that pyrotechnic composition leakage does not occur during transportation, handling, and storage.

必须牢固，运输，处理和储存中不可泄漏。



- Other Requirements

 - 其它要求

 - a. Drop Test Documentation Review

 - 跌落测试报告

 - a. Thermal Stability Test Documentation Review

 - 热稳定测试报告



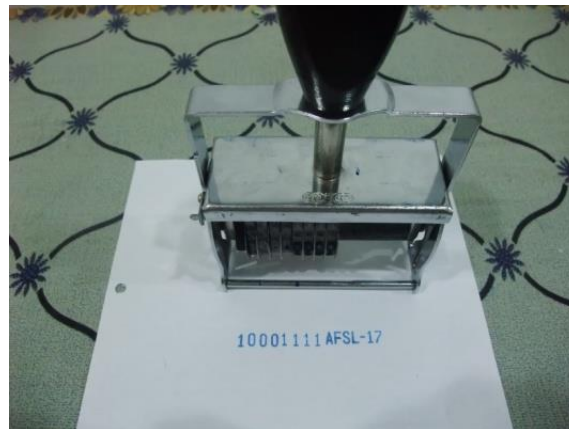
Shipping Carton Markings; Warning Labels and Safety Instructions

箱唛：警告文和安全指引

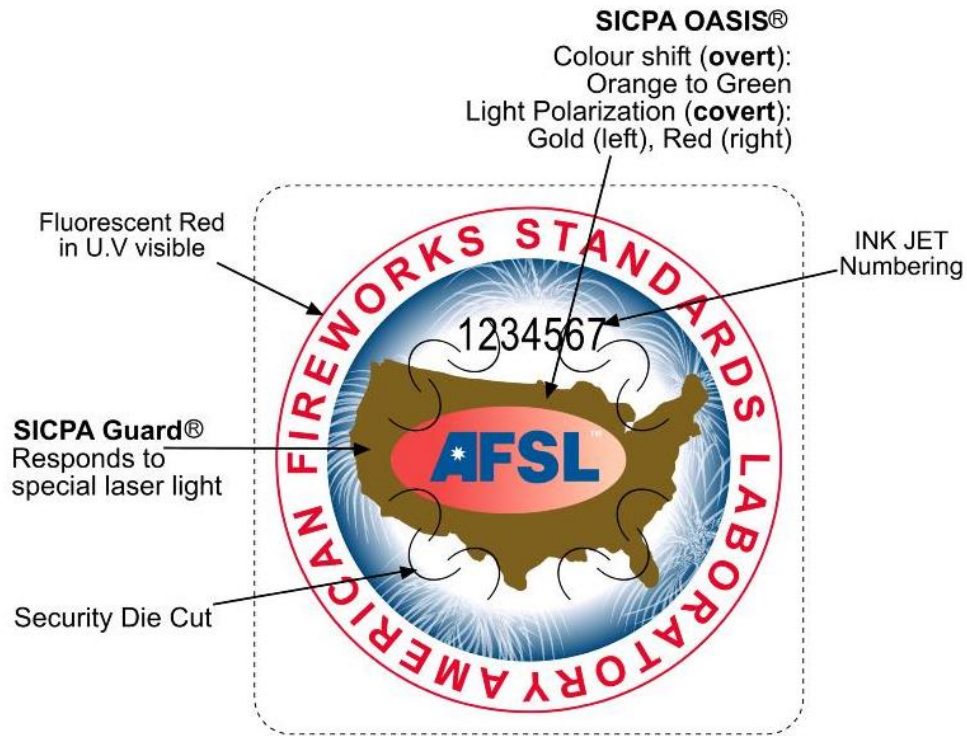
Certification of Lots

批次的认证

- A Security Lot ID Number will be stamped on each carton in a lot.
批次号盖在每个货箱上
- Each shipping carton in an approved Lot will have an AFSL Security Sticker attached.
每箱贴有美标标签



Security Overlays



Confidential

Enlargement

On-site Product Testing 验货过程

- Reporting 报告:
 - The technician will complete a product evaluation report on-site and provide the result to factory representative.
验货结束后将结果通报厂方
 - The result summary will be provided to shipper by the next working day. 第二个工作日及时通知发运商
 - Results will be stored in AFSL database for tracking.
结果输入数据库备查
 - The original reports will be distributed to the shipper monthly. 原始报告发给发运商。
 -

Loading Supervision Procedures

监柜

- Purpose 目的:
 - Verify that only AFSL certified/approved display fireworks are loaded into shipping containers.
确保只有美标合格的货物装入货柜
 - Verification of shipping documents.
审核运输文件
 - Verify the goods are secured for transportation.
确保货物运输安全

Loading Supervision Procedures

监柜

Scheduling排期:

- When the goods are ready to ship, the exporter/manufacturer will request loading supervision inspection from SGS at least 2 working days in advance.
需提前2天通知通标。
- AFSL certified technicians will be assigned to conduct loading supervision on scheduled date at either a consolidation warehouse or manufacture warehouse.
美标检验员按期执行。

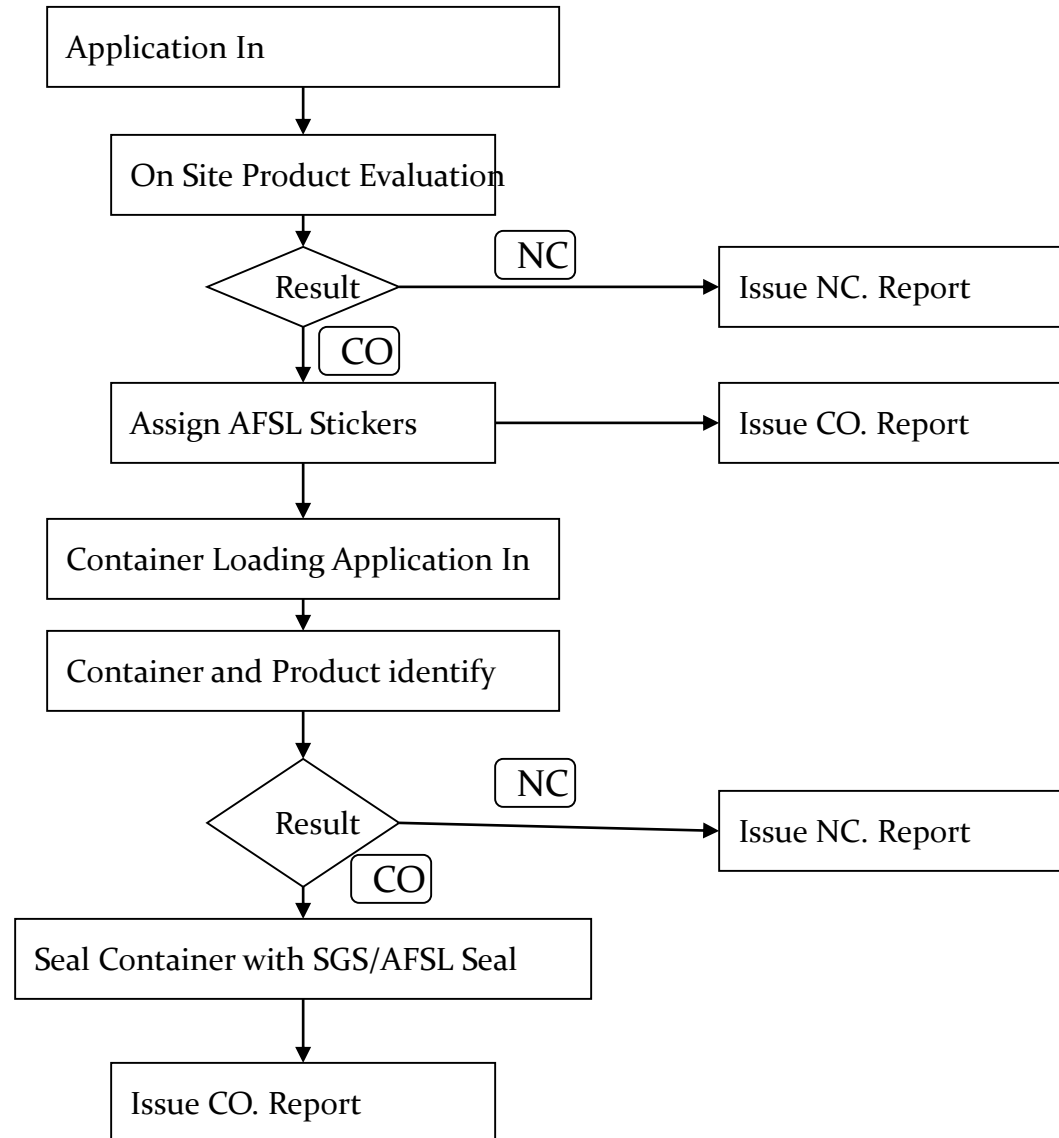
Loading Supervision Procedures

监柜

- Failure criteria 不合格:
 - Products were not properly certified. 产品未经检验认证。
 - Unacceptable condition of container (leakage, damaged, etc.) 货柜问题（漏，损坏）
 - Broken and/or damaged fireworks shipping cartons and failure of exporter to take timely corrective action.
货箱爆裂损坏未能及时修复
 - SGS will terminate the loading supervision inspection, the AFSL/SGS seal will not be applied and the client will be notified. 中止监柜，不予封柜并通知发运商。

DISPLAY FIREWORKS PROGRAM FLOW CHART

认证流程图



PARTICIPATING 1.3G IMPORTERS

More than 50% of U.S. Market

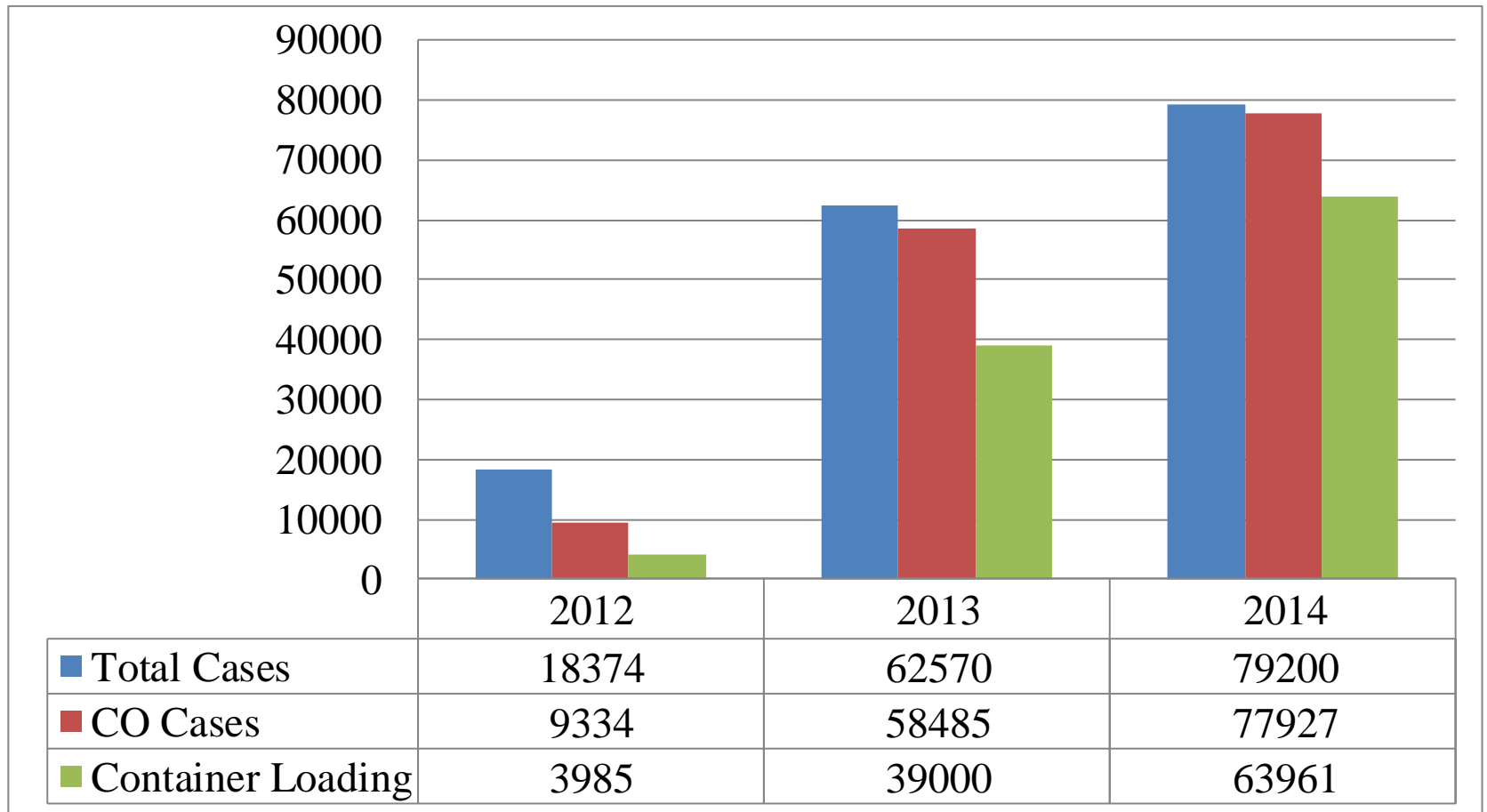
- 1 Alonzo Fireworks Display, Inc. Mechanicville, NY
- 2 Ammo Hut Productions, Inc., Claremore, OK
- 3 Arthur Rozzi Pyrotechnics, Inc., Maineville, OH
- 4 Atlas Advanced Pyrotechnics, Inc., Jaffrey, NH
- 5 Central States Fireworks, Inc., Athens, IL
- 6 Fireworks by Grucci, Brookhaven, NY
- 7 Hamburg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

PARTICIPATING SHIPPERS

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

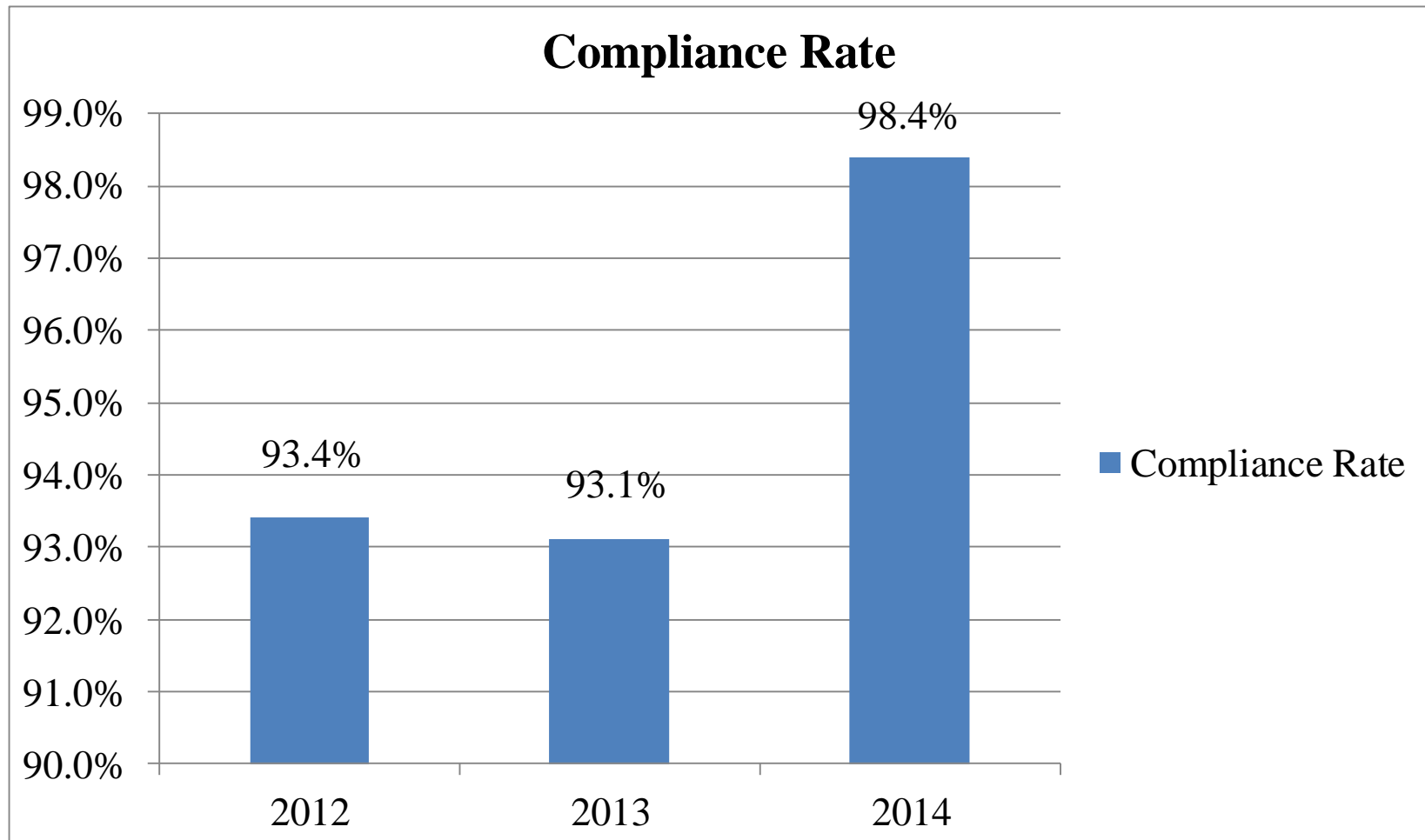
DISPLAY FIREWORKS TEST SUMMARY

JANUARY – AUGUST 2012, 2013 AND 2014



DISPLAY FIREWORKS COMPLIANCE RATE BY YEAR

年度合格率





**Meetings with the Shipping Lines on November 10,
2014 in Shanghai, China.**

2014年11月10日在上海会见船运商

Robert Foti

John Rogers



Modifications to Display Fireworks Standards

标准的修订

- John Rogers, Executive Director

Modifications to Shipping Carton Requirement 纸箱的要求

- Add Section 3-2.2.4, which reads as follows: 加入要求
“***3-2.2.4 Each Shipping Carton of Display Fireworks must bear the name and address (city and State) of the importer.***” in accordance with the ATF requirement.

纸箱上必须表明进口商名址。

Effective Date: January 1, 2015

生效日期: 2015年1月1日

Modifications to Requirements for Thermal Stability 热稳定要求

- Revise Section 3-2.2.2 as follows:

“3-2.2.2 ~~Each~~ *The composition formula for α each Display Fireworks device subject to this Standard must be tested to determine Thermal Stability, in accordance with procedures specified in Appendix D of this Standards. *The components (i.e. finished chemical compositions, casings, fuses) used in fireworks can be tested, rather than the complete device. Any components that would be in contact with each other in the finished item must be placed in contact for the Thermal Stability Testing.*”*

Modifications to Requirements for Thermal Stability 热稳定要求

- 对 3-2.2.2 修改如下:

“3-2.2.2 每个烟花装置的化学药物必须测试通过热稳定测试如附录D所定。可以测试部件（如成品的药物，壳体，引线），不需测试整个成品，在成品中互相接触的药物必须一起接受热稳定测试。

Modification to Requirements for Aerial Shells

礼花弹的要求

➤ Revise Section 3-3.3.8: 修改

“3-3.3.8 All ~~Spherical Display Shells~~ must contain ~~an orienting loop~~ **a connection point (e.g. orienting loop)** securely attached to the top center of the Shell to assure proper orientation of the Shell when it is inserted into the Mortar.” 所有礼花弹必须有一个连接点（比如导向线圈）固定于弹体正上方中心，确保正确装填入发射筒时。

Modifications to Requirements for Fuses 引线的要求

➤ Add Section 3-3.4.2.4 reads as follows: 加入要求

“3-3.4.2.4 Ignition Fuse on all Display Fireworks devices must be securely attached so that they are able to support the weight of 227 grams (8 oz.). In the absence of an Ignition Fuse, this requirement applies to the Quickmatch Fuse/Leaders.”

主引必须安装牢固可以支撑227克拉力。若没有主引，同样适用于快引。

Modifications to Factory Audit Checklist

工厂审核检查表

➤ Add Section 1.8 reads as follows加入下列要求:

“1.8 Are customer requirements for labeling, packaging and other specifications documented and controlled? 是否保有顾客对标签, 包装和其它规格的要求?”

Modifications to Factory Audit Checklist

工厂审核检查表

Guideline 指引:

1. *Name and address of customer as placed on the product information label is recorded.*

记录产品信息标签中的顾客名址。

2. *The factory maintains a system for dissemination of customer requirement to production line.”*

工厂有向生产线宣布顾客具体要求的机制。

Modifications to Factory Audit Checklist

工厂审核检查表

➤ Delete Section 3.8 and 3.9: 删除3.8和3.9

“3.8 Does the factory has documented container loading procedure?”

“3.9 Have employees been trained on the container loading procedures and documentation? Can they demonstrate compliance to the procedures?”

QUESTION & ANSWER PERIOD 问答



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THANK YOU!
谢谢大家!

