

**Michael Ingram's Speech at the Consumer Fireworks Industry Seminar**  
**Yintian Hotel, Liuyang, Hunan, China**  
**October 25, 2016**

Good morning, my name is Mike Ingram and I am the current president of the American Fireworks Standards Laboratory. I am also a board member of the American Pyrotechnics Association.

On behalf of the AFSL, I would like to welcome you to today's fireworks seminar. We hope that you will find the seminar to be informative and beneficial.

As all of you probably know, the AFSL is an independent and voluntary third party testing organization. We function for the sole purpose of doing our best to insure that the fireworks produced for importation and distribution into the United States meet or exceed the requirements of the U.S. Consumer Products Safety Commission and the U.S. Department of Transportation.

The ultimate desired result is that the fireworks sold to and used by the American public are both safe and enjoyable. The use of consumer fireworks in the United States is enjoyed by persons from all walks of life. Millions of Americans gather with their families and friends to celebrate the Fourth of July with fireworks.

However, a wonderful celebration can be ruined if a fireworks item mal-functions and injures someone. Limiting the possibility of a fireworks mal-function is what the AFSL is all about. However, we cannot succeed without you, the Chinese shippers and factories that manufacture and arrange the shipment of consumer fireworks to the United States. If you do not buy into the AFSL/APA/CPSC and D.O.T. belief that all fireworks manufactured for shipment to and used by the American public meet our safety standards, then we will continue to fight an uphill battle.

I'm from Missouri and our company, Fireworks Over America, is headquartered in Springfield, Missouri. Missouri is known as the show-me state. That means that talk is cheap – you've got to show us you mean what you say. That's why I am asking you today to please join us in making consumer fireworks safe and fun for the use and enjoyment of the public.

Every year right before the Fourth of July, the CPSC releases the prior year's injury statistics. They do so at a news conference covered by all the national media. The injury data that they use includes all injuries related to fireworks in any manner. Fireworks injuries resulting from the use of illegal explosives which account for 30 to 40 percent of all injuries and account for the majority of the serious injuries are grouped in with the often minor injuries associated with the use of legal consumer fireworks. This causes the fireworks industry major problems.

Anti-fireworks groups in the United States use and misrepresent this injury data to encourage local, state and federal governmental agencies to ban both the sale and use of consumer fireworks. If they succeed, they will put the consumer fireworks industry out of

business and they will put you out of business if the majority of your income is derived from the sale of fireworks to the United States.

This is why it is so important that all of you join with us and only manufacture and ship consumer fireworks to the United States that meet all AFSL/CPSC and D.O.T. safety requirements. If someone asks you to manufacture or ship fireworks to the U.S. that you know are overloaded, please refuse to do it.

I just want to say in closing that we are so happy to be with all of you in Liu Yang, the fireworks capital of the world. You make the best fireworks and your hard work brings smiles to the faces of millions of Americans every year.

Thank you.

**迈克.英格在美标所消费品烟花研讨会上的发言**  
**湖南省浏阳市银天大酒店**  
**2016年10月25日**

大家早上好，我是美标所现任总裁迈克.英格，同时我也是美国烟火协会的董事成员。

我谨代表美标所，欢迎大家前来参加今天的烟花研讨会。我们希望这次的研讨会能让您得到更多有益的信息。

正如大家所知，美标所是一个独立的，自愿的第三方检测机构。我们的唯一目的是尽我们最大的努力确保进口和分销到美国的烟花爆竹符合甚至超过美国消委会和美国运输部的要求。

我们期望的最终结果是所有销售给美国公众使用的烟花都是安全的和合意的。在美国，各行各业的消费者都喜爱烟花。每年的7月4日数以百万计的美国人他们的家人朋友们聚在一起燃放烟花来庆祝美国独立纪念日。

然而，如果一个烟花产品发生故障并伤害到人，一个精彩的庆祝活动就会被毁了。限制烟花发生故障的可能性就是美标所的所有工作。然而，如果没有你们这些中国烟花发运商和工厂生产并安排运输烟花到美国，我们不可能成功的做到这点。如果你们不相信提供给美国公众使用的烟花都符合美标所、美国烟火协会，美国消委会和美国交通部对烟花的标准的这一说，那我们将会有一场持续的硬仗要打。

我来自密苏里州。我们的公司 Fireworks Over America 的总部设在密苏里州斯普林菲尔德市。密苏里州被认为是一个展示自我的州。它的意思是说空谈不值钱 -- 你要向我们展示你说的是什么意思。这就是为什么今天我邀请大家加入我们，确保消费品烟花的安全，让市民安全放心愉快的使用。

在每年的美国独立纪念日前，美国消委会会在全美媒体新闻发布会上公布上一年的伤亡数据。这个数据包括了所有与烟花有关的伤害。由于使用非法烟花所造成的事故伤害占总伤害比的 30%—40%，而且非法使用烟花同时也导致了大多数的严重事故。轻微的伤害事故与合法的烟花使用也有关联。这成为了烟花行业面临的主要问题。

美国的反烟花人士使用和歪曲这些伤亡数据来鼓动地方、州和联邦政府机构禁止销售和使用消费类烟花。如果他们成功了，那么整个烟花行业将会停业。如果你们的大部分收入来自美国市场烟花爆竹的销售，你们也将会损失业务。

这就是为什么你们要加入我们：制造和运送满足美标所，美国消费品安全委员会和交通部安全要求的烟花到美国的重要性所在。如果有人让您制造或者运输超药量的烟花到美国，请您拒绝这么做。

最后我想说的是我很高兴跟大家在世界烟花之乡 -- 浏阳见面。你们辛勤地工作并制做最好的烟花每年将给数以百万计的美国人的脸上带来微笑。

谢谢！