

# GREAT GRIZZLY TIMES

## NORTH CENTRAL INDUSTRIES

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#21 APRIL 2015



*A Message From the President*

## LOOKING FORWARD TO THE 2015 SEASON

With memories of the 2012 drOught fading, we now are back to the cycle of weekend holidays that offer the fireworks wholesalers and retailers an opportunity to produce a season worth remembering.

Saturday, July 4, 2015 will hopefully prove to be one of the years worth talking about talking after this season concludes. Seemingly we have already dodged one bullet with the settling of the West Coast dock slowdown. As things are returning to more normal timetables on our imports we are now crossing our fingers that the last couple of months of the American market production season in China will conclude without any major problems.

If you're like most of us the days will go quickly and next thing you know this season will be over. Every week from now on will be busier than the last week. We are anticipating the 2015 season to be the best season in recent memories. Pricing has remained steady and we are offering at least 70 new items. The early bird gets the worm and preplanning for the coming season helps you to get a jump on the competition. Wishing you all the best season ever!!

Yours in Fireworks,

*Richard B. Shields*



## WHAT'S INSIDE

A Message from the President .....	1
NCI News .....	2
2015 NCI Demo .....	3
Changing Firework Laws .....	4-5
Pyro Color Wheel .....	6-7
Need to Know Info .....	8

- Insurance - Roll Call - Industry Events

# NCI NEWS

## **CHANGING FACES**

As many of you know, long time NCI employee Lori Crespo parted ways after the 2014 Season. Recently, Nicole Stevens has also moved on to other adventures in life. We are grateful for nearly 10 years of service from both ladies and wish them the best! At this time we have a few new faces at NCI:

Lee Beard: Regional Sales Director

Maggie Benefiel: Customer Service Representative

Please say hello when you call in and show them exactly why we have the best customers around!



## **HAPPY ANNIVERSARY CHARLIE PHIPPS! 30 YEARS WITH NCI!**

Charlie started with NCI  
March 19, 1985

Charlie has excelled as Warehouse Manager. He keeps our crews focused and our warehouse immaculate. Anything that ever needs done, Charlie is the man we call.

THANK YOU FOR  
ALL OF YOUR  
HARD WORK  
CHARLIE!



## 1955-2015

NCI has been your dedicated fireworks distributor and wholesaler for 60 years! Times have changed and we have grown with the times and the industry.

We've seen Indiana change from safe and sane to overall consumer approved, and we are active with other firework organizations to bring this right to all 50 states!

If you haven't seen it yet, check out our April 2014 newsletter about the growth of great Grizzly over the years!

# DEMO NEWS

## 2015 NCI DEMO

**WHO:** YOU! All of our friends, customers, and their families are welcome to come!

**WHAT:** Annual demo of our new and your favorite fireworks! Plus, dinner, entertainment, and our always popular CASH & CARRY SALE until the sun goes down!

**WHEN:** Saturday, May 9th  
Doors open at 2 pm  
Dinner at 7pm  
Fireworks shoot at Sundown

**WHERE:** 1500 East Washington Street  
Muncie, IN 47305

**WHY:** Talk with other pyro enthusiasts as well as vendors. This is a great time to see our products in action and meet your sales rep!

Pete's  
Duck  
Inn



# CHANGING FIREWORKS

## INDIANA

Senate Bill 124 and House Bill 1384 were brought before legislature this winter, which would allow a county or city to adopt its own ordinance to limit or prohibit days and hours in which fireworks can be used. Right now both bills are stalled in their respective committees.

This is not a concern for the 2015 season, but follow the IFDA at [friendsoffireworks.com](http://friendsoffireworks.com) to find out how you help should it become a concern for the 2016 season!

## OHIO

As of December 22, 2014 Senate Bill 386 of Ohio, which would have legalized consumer fireworks, was put to a halt. It looked like it had majority support, but due to a procedural error, Chairman Lynn Wachtmann accidentally adjourned the meeting before all members registered their vote.

Right now, any fireworks bought in OH must be transferred out of state within 48 hours. This law would have lifted that ban as well as imposed a 4% fee on fireworks purchases that would go to the state fire marshal.

Let's hope for better luck next year!

## MINNESOTA

Republican Representative Jason Rarick of Minnesota is working to author a bill that would allow aerial and audible fireworks to be purchased and used from June 1 to July 7th.

Rarick says Minnesota loses about \$3 million in sales tax every year due to residents buying fireworks in neighboring states.

Let's keep our eye on Minnesota and wish them luck for a festive Fourth in 2016!

## WEST VIRGINIA

West Virginia is trying to pass bill HB 2646 which would allow the commercial sale of fireworks, with a 20% tax added on which would benefit the veterans fund and local volunteer fire departments.

Unfortunately, it did not pass on March 14th.



# LAWS IN THE U.S.

## **NORTH CAROLINA**

HB 55, which was recently passed, will allow North Carolina State University to have pyrotechnic displays without a license! We are glad for any benefit for the fireworks industry!

## **IOWA**

Senate File 226 & House Bill 161 are attempting to legalize aerals! Let's go IA!

## **GEORGIA HOUSE BILL 110**

Congratulations Georgia!

The bill was passed, with a vote of 43-7 in Senate and 124-41 in the House. It will take effect July 1st, 2015!

Distributors would pay an initial fee of \$5,000 per location, and \$1,000 yearly to renew. Temporary stands will be \$500 per location.

## **VIRGINIA**

Fireworks SB11568 passed the House in February with a vote of 30-8. If it passes General Assembly it will take effect Jan. 1, 2016!

# NEW ITEMS

What's your favorite color? No matter what it is we've got you covered with our line up in every shade of the rainbow!



#1807 The Redder The Better  
25 Shot 4-1 Pyro Planet



#1791 Apple Pie  
Moonshine Ftn  
18-1 Pyro Planet



#1692 Shocking Pink 7 Shot  
24-1 Dominator



#1808 Tangerine Dream 16 Shot  
4-1 Pyro Planet



#1681 Orange Sky  
10 Shot  
30-1 Dominator



#1793 Lemonade  
Moonshine Ftn  
18-1 Pyro Planet

# NEW COLORS



#1670 Premium Fountain Assortment  
9-4 Great Grizzly



#1792 Blueberry  
Moonshine Ftn  
18-1 Pyro Planet



#1071 Purple Poison  
Ftn  
36-4 Great Grizzly



#1684 Silver Cyclone 16 Shot  
24-1 Dominator



#1796 Solid Gold 30 Shot  
4-1 Pyro Planet



# NEED TO KNOW INFO

## ARE YOU COVERED?



**NCI offers additional insured certificates for product and premise!**

Contact Heather today for more information

### Indiana Firework Distributors Association

The IFDA works to support your industry, become a member today!

Contact Executive Director  
Steve Graves (800)535-7477  
[www.friendoffireworks.com](http://www.friendoffireworks.com)

### 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)

## ROLL CALL!

YOUR NCI STAFF:

**RICHARD B. SHIELDS**  
PRESIDENT / OWNER  
39TH SEASON

**CHARLIE PHIPPS**  
WAREHOUSE MANAGER  
30TH SEASON

**KURT COWGILL**  
OPERATIONS MANAGER  
8TH SEASON

**JACK MILLER**  
PRODUCTION MANAGER  
27TH SEASON

**KEDRIC AKER**  
NATIONAL SALES  
DIRECTOR  
3RD SEASON

**BRENDA SAID**  
ASST. PRODUCTION  
MANAGER  
18TH SEASON

**HEATHER M. HINES**  
EDITOR / ACCOUNTS MGR  
3RD SEASON

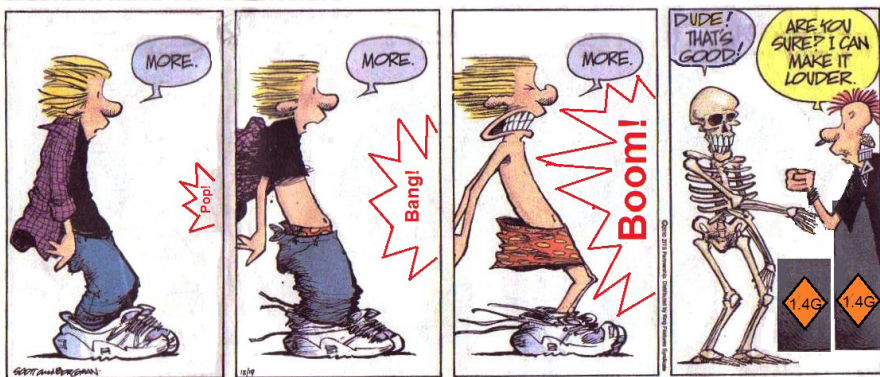
**SEAN ALEXANDER**  
ASST. WAREHOUSE  
MANAGER  
17TH SEASON

**LEE BEARD**  
REGIONAL SALES  
DIRECTOR  
1ST SEASON

**FREDDIE CHEN**  
CHINA AGENT  
10TH SEASON

**MAGGIE BENEFIEL**  
CUSTOMER SERVICE REP  
1ST SEASON

ZITS JERRY SCOTT AND JIM BORGMAN



**HAVE A GREAT 2015  
SEASON!!!  
FROM YOUR FRIENDS AT  
NCI!**