



**APA Member Feedback Survey**

**Impact of Proposed 25% Tariff on U.S. Fireworks Companies**

*Please answer the following questions to assist the APA in preparing uniquely persuasive comments on why the proposed tariffs would harm the industry and why imported Fireworks (1.3 or 1.4) should be excluded from the proposed list of products subject to tariffs. We thank you for participating.*

**Please keep in mind that some of this information may be specifically incorporated into APA’s comments and be part of the formal rulemaking record. Do not provide pricing data or other confidential business information. The information that you provide will not be shared with members of the industry and will be kept confidential within the APA.**

**General Company Background**

Company Name: \_\_\_\_\_

Headquarters Location: \_\_\_\_\_ (city and state)

Additional facilities / distribution centers are located in the states of:  
\_\_\_\_\_

Our company was established in: \_\_\_\_\_(year)

Is this a family run business? \_\_\_\_ Yes \_\_\_\_ No If Yes, how many generations? \_\_\_\_

We employ approximately \_\_\_\_ full time employees and \_\_\_\_ part time/seasonal workers.

Does your company import the following types of Fireworks:

\_\_\_\_ Display Fireworks \_\_\_\_ Consumer Fireworks \_\_\_\_ Proximate Pyrotechnics

\* If involved in more than one, please indicate percentage of business of each segment

**Fireworks Imports and Relationship with China**

What percentage (%) of your total gross sales in 2018 was derived from Chinese-origin product? \_\_\_\_

Are the pyrotechnic products you sell/use **only** available from China? \_\_\_\_ Yes \_\_\_\_ No

What percentage (%) of fireworks do you import from other countries? \_\_\_\_

Are the above imported products and/or comparable products available from sources *within* the United States?

\_\_\_\_\_ Yes \_\_\_\_\_ No

Of the fireworks that your company imports from China, do you source your fireworks from multiple Chinese factories?

\_\_\_\_\_ Yes \_\_\_\_\_ No

Does your company work with China factories to customize products solely for your company such as branded / private label products?

\_\_\_\_\_ Yes \_\_\_\_\_ No

What length of time has your company worked directly with your *leading* China suppliers / factories?

\_\_\_\_\_ less than 10 years \_\_\_\_\_ more than 10 years

\_\_\_\_\_ more than 20 years \_\_\_\_\_ more than 30 years

How often does your company travel to China to meet directly with the factories producing your products for import to the U.S.?

\_\_\_\_\_ once per year \_\_\_\_\_ twice a year \_\_\_\_\_ three or more times per year

**Impact On Customers and Local Communities**

Would an increase in tariffs impact your customers? \_\_\_ Yes, Definitely \_\_\_ Somewhat \_\_\_ No  
If yes or somewhat to the question above, please provide a unique example of how.

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For Consumer Fireworks companies, does your company partner with non-profit organizations for fundraising purposes? \_\_\_\_\_ Yes \_\_\_\_\_ No

If yes, please provide additional detail on the number of organizations and how they might be negatively impacted by a tariff increase on fireworks. Please include the names of any well-known non-profits you partner with.

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If requested, would your non-profit(s) be willing to submit a letter supporting APA's efforts to exclude Fireworks from the proposed tariffs?  Yes  No

For Display companies, approximately how many displays does your company produce annually?

Of your total displays, please provide a percentage (%) of the following:

Municipal and Nonprofit Sponsored Displays:

- Small - Less than \$7,500
- Medium - Less than up to \$15,000
- Large - Less than \$30,000
- National Display - less than \$100,000
- World Class Display - greater than \$100,000

Private and Corporate Sponsored Displays:

- Small - Less than \$7,500
- Medium - Less than up to \$15,000
- Large - Less than \$30,000
- National Display - less than \$100,000
- World Class Display - greater than \$100,000

Of your total Display business portfolio, which segment of your business is likely to be the most harmed if the proposed 25% tariff is enacted? Please explain.

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If requested, would one of your potentially harmed clients be willing to submit a letter supporting APA's efforts to exclude Fireworks from the proposed tariffs?  Yes  No

**Share Your Unique Story**

Describe the implications for your company if Fireworks are not removed from the List 4/ proposed new tariffs? (i.e. loss of jobs, delay of expansion or facility improvements, decrease in business / decline in company revenue)

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If called upon, would you be willing to contact your Member of Congress?  
 Yes  No  Maybe

Please return this survey to the APA by **May 24, 2019**  
Email: [jheckman@americanpyro.com](mailto:jheckman@americanpyro.com) or fax (301) 907-9148

**Thank You for Helping Us to Preserve & Protect the American Tradition of Fireworks!**