INDEPENDENT OPERATOR'S MANUAL

Winter

Information found inside this manual:

- **Staying Legal** (Permits/Dates/Etc)
- **When & How** to do something
- **Support** Resources & Contacts
- **Inventory Tool**
- **VIP Program**
- **Direct Deposit Information (New 2026)**
- **Success** Tips from Top Operators
  - Sales/Service/Marketing to hit $$ goals
  - Handling Money & Theft prevention
  - Tent Planogram Layouts with Display Pics

SCAN HERE FOR SET UP & TEAR DOWN TUTORIAL VIDEOS

"New Is In Blue"

For the Experienced Operators, Updated Information in this manual has been printed in Blue Font

The Contents within this document are considered proprietary and confidential and shall not be redistributed, copied, or discussed with any parties out of those entered into this Independent Contractor Agreement. (Tent Operator's team helping run tent can view)

QUICK HELP CONTACTS/RESOURCES TO KNOW

#1 Resource Library is the website and the training videos: www.jakesfireworks.com/Resources

SCAN HERE FOR SET UP & TEAR DOWN TUTORIAL VIDEOS

CLOUDSENT EQUIPMENT HOTLINE: 855-742-5002
If Leaving Message: We need Operator Name, Location #, Phone#

FACEBOOK OPERATOR SUPPORT GROUP: Fireworks Operators
(request to join would have been emailed to Tent Operator email – great afterhours resource!)

TENT COACH PICTURE Submissions

- *Required*

Submit Your TENT COACH PICTURES *Required*

OPERATORS:
Your Main Support Point of Contact Is Your Route Manager

ROUTE MANAGER RESPONSIBILITIES:

- **Contact you to introduce themselves and schedule your product delivery**
- **Deliver the product and verify beginning inventory**
- **Support you with the accuracy of the inventory check in process**
- **Verify that the bunting is up, lights are hung and trash is picked up.**
- **Verify that your tent is clean, has back stock,**
- **Bring re-stock fireworks to your tent.**
- **Paperwork is filled out correctly.**
- **Ensure final inventory is accurate and packed up correctly.**

VIP PROGRAM QUESTIONS: 855-749-0202

BACKYARD PREVIEW APP: Download it on your phone
Available for Android and Apple devices



IF YOUR CUSTOMERS HAVE QUESTIONS
CUSTOMER SERVICE: 800-766-1277

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REMEMBER TO BRING WITH YOU ON YOUR 1st DAY

- **Money Storage:** 2 bags to keep register money when removing money from a register; money pull.
- **Comfort Items:** Cooler for drinks; Chairs; Step Stool; Dolly or Hand Cart for boxes, Fans; Paper Towels; BabyWipes; FirstAid Kit; Phone Charge Cords, Bug Spray, Hand Sanitizer, Stapler, Paperclips, Tools (phillips and standard screwdriver, pliers, hammer), Broom, etc
- **Operator Supplies the Start-up money for 1st day:** $200 broken down for change (1's, 5's, quarters, dimes, nickels) – you will take start-up money back out when you make that much from cash sales. This is not a money pull. Just take the money out of the register.
  - **PENNIES:** pennies are no longer available, you will find a sign in RedBag to put by Register explaining how retailers are rounding up/down accordingly for Cash Sales.
- **You Will Need HELPERS for Initial Setup of Fireworks & Signage.** *(even if using Merchandiser program)*

INDEPENDENT OPERATOR STATUS

As defined in the Independent Operators Contract, you and members of your team are **not** employees of the Fireworks Company (defined in the contract as well), or its subsidiary or affiliate companies. You are an **Independent Contractor.** This status also applies to anyone who may assist you in the operation of your location. As a proprietor, not an employee, you are not covered under the worker's compensation policy of Fireworks Company, or its subsidiary or affiliate companies. You are responsible for filing your subsequent earnings with the state and federal governments. We will send you a 1099-MISC to assist you.

Being an Independent Operator is a fantastic opportunity! You are provided instructions to operate your own business without any out-of-pocket expense. You provide & pay for the labor and security you determine you need to run the location. We, as your Wholesaler, supply all the other items necessary to operate a firework stand/tent.

Our Part

The Fireworks Company agrees to handle all business expenditures surrounding the setup and non-labor operation costs of your location; including but not limited to: land leasing costs, state and local permit costs, premise and product liability insurance, as well as the realized cost of supplies for things like cash registers, lighting, bunting, etc. We will supply the structure & training to conduct your business.

Additionally, as the Fireworks location we support, we will provide you access to the best product in the country and a World Class ad campaign that includes print, digital, radio and television. *If you happen to see any incorrect directions, phone numbers, hours of operation, ads, etc. Please let us know immediately so we can make the necessary updates!*

Your Part

Fireworks/Product Responsibility: The product issued to you by the Fireworks Company will be your responsibility from the time you receive the product until the Route Manager/Warehouse accepts your return product. At the end of the season, credit and cash collections will be reconciled to the inventory issued to your location throughout the selling period. Your commission will be calculated on Net Revenue of the products sold, minus any holdbacks, fees, or shrinkage as defined in the Independent Operator agreement and in the Settlement section of this manual.

Following Guidelines: Guidelines for Success are provided to you in this manual, the CloudSent manual, during training from the Fireworks Company, and the Route Manager. These methods and procedures can help you achieve success, but only if you follow them. Example Guideline: the most successful hours are: **Operating Hours: 9am-10pm** *& staying open until midnight on weekends & December 31 and January 1st.*

- You can open the tent walls as early as you want. Think about people driving to work in the morning and they will see the tent has its side walls up. Plant the seed to stop on their way home from work.

****Always be courteous to Authorities, Landowners/Store staff, and the Route Manager****

Good luck and enjoy the people, stories, and the season – This is truly a unique experience that will give you memories for a lifetime!

OPERATOR DAY 1 SETUP CHECKLIST

Steps (in order) for when you get to tent on 1st day
****See Corresponding Videos For Each Aspect of Operator Day 1 Setup****

1. **Roll-up Tent SideWalls** *(Weather Permitting)*. Do not drop/remove the side walls from the tent.
2. **Help Route Manager with supplies:** start with your **Red Binder for** instructions/permits/Manuals/Labels
3. **Follow the Planogram In Operator Manual** for your size of tent & set the entrance /exits /registers/ generator. *Place the Register tables by entrance so you can see products & provide easy customer flow .*
4. **Lighting:** Test & replace any bad bulbs & then Hang String Lights along the inside perimeter & one strand down the middle. It is best to do this before tables are in the way & before it gets dark. Start the lights at the register area for the power plug & go down one side & then down the middle wrapping around center poles (higher on pole the better for lighting) back to where you started at registers & then do the other side.
5. **Test The Generator:** Test it before the Route Manager leaves *(If it needs replacement, do it now while Route Manager is there. Get gas for the generator, save the receipt. The route manager can get your 1st can of gas)*
6. **Tables/Shelving:** Setup with any applicable firebreaks according to Planogram *(aisles at least 5 foot wide)*. And provide 2 or 3 exits with spaces between tables.
7. **Install the Security Fencing** - **New Black Fencing will help prevent "reach-in" theft. The black fencing should not be cut horizontally.** Install on the **outside of the tent poles** . Start by wrapping around a pole at the entrance opening & secure with zip ties; Continue around the tent & wrap leftover fencing around final tent pole back at entrance (connect 2nd roll to 1st using 6-8 zip ties with 1' overlap whenever 1st roll runs out)
8. **Cloudsent Registers:** Set Up/Charge/Test CloudSent (CS) Register System & tradeout non-working units *(see Cloudsent Manual before unboxing. Save CS boxes in a dry area off ground under register table or in your car)*
9. **CHECK-IN YOUR INVENTORY** – **A MUST TO GET PAID RIGHT!** You will Check in Fireworks & Supplies from Pallets and check the Packing Slips inventory & then Accept the Inventory into your CloudSent tablet with Route Manager to ensure any corrections saved correctly – doing this wrong will hurt your money earned. Sign both copies of the packing slips and note any boxes not sent on the pallet. Do not accept what you do not receive.
10. **Table Bunting**: attach to both sides of the tables *(tight & level straight and secured with strong tape at top)* Also, add the clear plastic to the outside of the tables to help protect the product when it rains.
11. **Set up the Register** area with CloudSent Equipment/ Sales Bags/Permits/Signs *(including VIP/Thank You sign)*
12. **STOCK**: Set Fireworks into correct category/sign sections and begin to unbox products according to Planogram. *This will allow you to stock faster without reworks*:
    a. **NEW - BUY 1 GET 3 FREE SIGNS:** The signs have a stand to display the sign. Stack product around sign..
    b. **Hang 1'x4' Category & Bundles signage** (KidZone, Fountains, etc) & any additional signage/banners
    c. Open one box of each "initial stock" pallet firework, look up price & write it on that FW cardboard box next to "Firework Color" *(stock by price (cheapest to highest) for each Firework "Category")*
    d. Put all the same color "firework color" boxes in front of the same CATEGORY table section in price order. Once you have all fireworks in place & in the correct price order you can stock fully.
    e. Place backstock on pallets under the tables and in the storage areas. KEEP OFF THE GROUND!
13. **Once Fireworks are stocked: If you are operating a location with an on site trailer, please refer to the insert in your binder for details about your set-up and procedures.**
    a. **Break down the firework boxes** & stack neatly out of customers' way at the back of the tent for Route Manager to pick up. Stack flattened cardboard on a pallet outside of the tent for Route manger to pick up *(IMPORTANT - Save the "REPACK BOXES" & Label a box for damaged NOT FOR SALE items)*
    b. **Print out price labels** using CloudSent printer on the supplied "sticky paper" and place on Bunting below product or on the retail box. *Labels should NOT be placed directly on products at any time*
    c. **Set or Hang the Fire Extinguishers**, making sure they are displayed properly and easy to get.
14. **Walk around your tent** to make sure the area is clean & clutter free. *(Collect all trash, boxes, etc...)*
15. **Inspection:** Most areas require inspection by local and/or state authorities after setup. Always be courteous to inspectors and contact your Route Manager immediately if asked to do something you don't know. If Inspections are by appointment & are/or need scheduled, instructions will be in the Red Binder.
16. **Switch Banners** from Coming Soon to the Open & Brand Banners *(roll up & store coming soon banner)*
17. **SUBMIT TENT COACH** Setup pics (QR Code on inside cover) & Follow Facebook operators page daily
    a. You will get Tablet Messages on what Pictures to send in during Season
    - Day1 (when setup): 4 Pictures outside of Tent (of each of the 4 Sides showing all banners/flags/etc) & then 4 Pictures from each inside corner of tent showing all tables/registers/fireworks/signs.
18. **Have All Tent Helpers Download Backyard Preview App** so they can show customers *(helps sales $$!)*

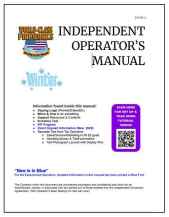
RED BINDER: What is it & What is in it?

The FIRST thing your Route Manager should do is hand you your **"RED BINDER"** which **contains all your paperwork** you need to set-up, train staff & operate; such as manuals, legal permits, **money deposit forms, golden envelope & priority mail envelope.** Please pull everything out and read it over.



1. **Independent Operator's Manual**

2. **Cloud Sent Log On Sheet (cover of binder)**
   Pro Tip: Run Transaction with cheap item to make sure working correctly



3. **LEGAL STUFF- Read & post Near Register so easily seen**
   - **FW ORDINANCES** from State & any local entities
   - **PERMITS/Licenses from Local & State authorities** (Sales Tax Certificate; City/County/State Permits &/or Distributor License
   - **Packing List (Inventory)-** Keep by registers in case an authority requests to see *(some require).*

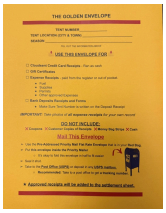
4. **INSPECTION INSTRUCTIONS SHEET** if inspection is required.



5. **MONEY STUFF** *(make sure you understand this - doing this wrong can hurt you)*
   - **Review page 25 - "New This Winter" - Direct Deposit of Daily Money**
   - **Money Deposit Form & On-Line Google Form QR Code**
   - **Save Bank Deposit Receipts** and your tent expenses receipts, gift certificates, credit card as cash receipts. Email deposit slips to the email on page 25, write tent number on slip.
   - **Printed "Golden Envelope" for deposit slips and receipts**

Video Example of Bank Deposit Form & Google Form Process

6. **Golden Envelope (8.5" x 11") is** for your expense receipts, gift certificates, Credit card receipts rang as cash. Money deposit receipts and forms. Not for daily register receipts. Mail this envelope in the "Priority Mail". envelope



NOW IN YOUR BLACK SUPPLY TOTE - A RED BAG OF SUPPLIES:

7. **CloudSent- Point Of Sale (POS) Operator Manual**
8. **Your POS Printer and Cord: Only One Printer per tent.**
   - **No Printers will be in the Cloudsent Boxes**
9. **Priority Mail Mailer - Preaddressed & Prepaid - for the Golden Envelope**
10. **Extra Helpful Stuff:** Product Signs (for Bundles/HotDeals/etc), Helpful Scanner sheet for difficult to scan items, Possible Contest Info etc that didn't make it into Manuals)
11. **Register Signs** – Return policy, No Check policy, Penny Shortage Rounding Up/Down for Cash Sales, Open & Close checklist, etc.
12. **THEFT Help: "Video Surveillance"** Notices to post around the tent.
13. **BOX LABELS/STICKERS –** Very important for after-season returns – pay attention to boxes! **REPACK LABELS** –Place on side of only Repack boxes after season. Write your store number, town and state on these labels. Do not place it on the Fireworks!!! Do not put repack stickers on full unopened cases





14. **NOT FOR SALE** – place on each side of a repack box for damaged and returned items.

15. **Misc. items**; including… rolls of receipt paper, sticky paper, pens, cutters, rolls of tape, etc.



CLOUDSENT P.O.S./CashRegister EQUIPMENT



The cash register system you will be using is called CloudSent. **Do Not open the CLOUDSENT boxes until after you read the CLOUDSENT MANUAL & <u>SAVE the outside and outside boxes</u> for repacking.** If CloudSent Kits or Boxes they came in are lost, stolen, or broken you will be charged for them at settlement.



The contents of each kit are expensive to replace, and we ask that you take good care of them.

- DO NOT ALLOW food, drink, rain, direct sunlight around the equipment.
- Make sure power cords are not where someone could trip over & damage equipment.
- If you are in a tent or trailer, DO NOT LEAVE any of the CLOUDSENT equipment in your location when you close at night. TAKE it with you.

Each CLOUDSENT kit will include:

- **1 Cash Drawer -***doesn't have power, push on the front to open*
- **1 Tablet & Stand; 1 Scanner; 1 Card Reader & 1 Power Bank**
- **Power Cords & Matching Numeric Stickers so the "kit" stays paired together**

TENT Planogram Layouts/Guidelines

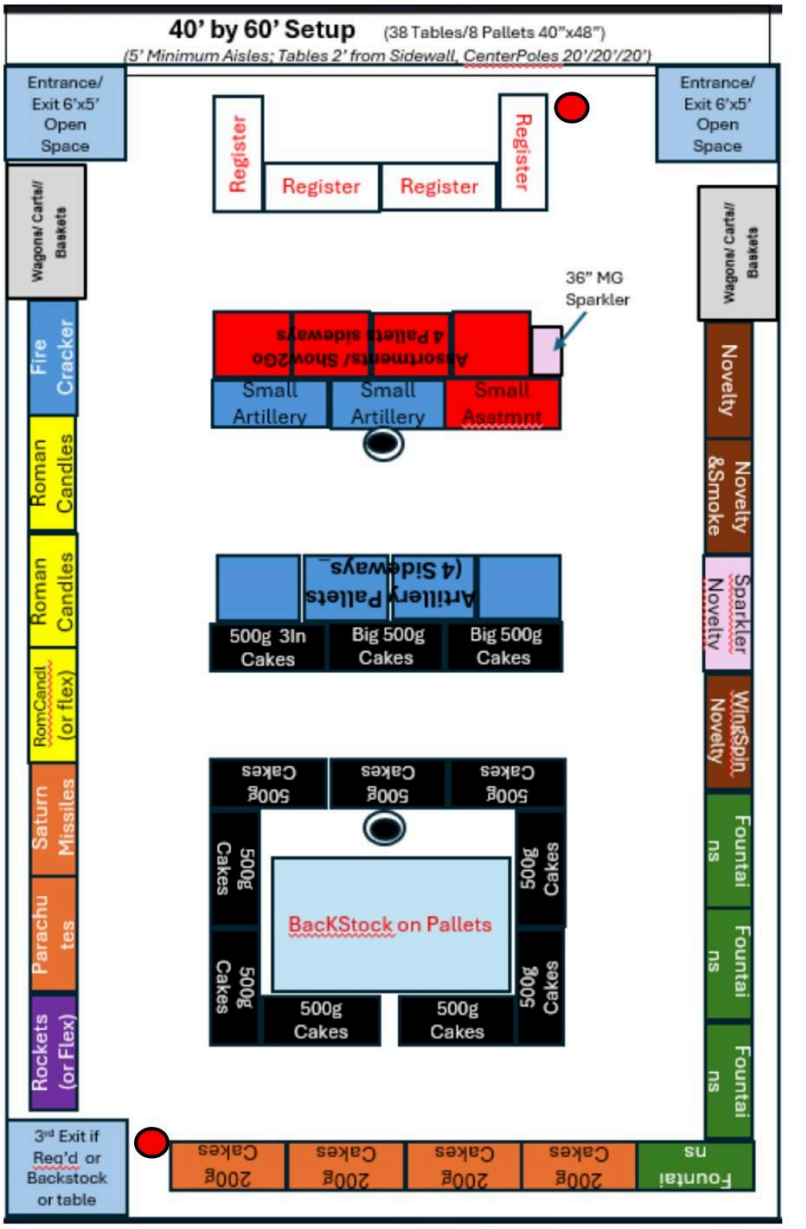
The following "guidelines" will depend on your tent size & customer entrance, etc. You may need to adjust for obstacles, Local authorities & Route Manager directions, etc.

- **Entrance:** Registers, then lower priced items & work your way back with higher priced FW.
- **Exits:** You will need at least 2 exits per tent in most states. In Michigan or other specific cities, you will need 3 exits.
- **Table/Shelving Placement:** Place these 1 to 2 feet inside the Tent sidewall to help prevent reach-in theft from outside
    - Aisles should be at least 5 feet wide for code & ease of shopping
    - Leave 6 inches around the Middle tent poles in case of leaks.
- **Fireworks** should be organized and grouped on the tables by Firework category (Fountains, Aerials, etc.) for the convenience of customers. The easier and more organized the customer can see/find the products, the more they will purchase & that means more money for YOU! Retail Boxes can typically be stacked 3 High & each item facing should be 2-3 wide to catch the eye.
- **Adult Snappers & Punks:** Put these items around register tables with price label for Adult Snapper impulse buys &/or FREE Punk at checkout & the 1-2 novelty items you are too long on that you can give out as part of the "Free Gift with Purchase" promo that we occasionally run.
- **3 Sided Center Poster:** Fold around center pole high enough to see & Tape & Tie strings to pole.
- **8 Inside Category Signs (1'x4'): All should be hung with zipties onto sidewall rope**
    - **VIP/Thank You**: Hang behind register table area
    - **Bundles Pricing**: Hang behind 200g Cakes at back of tent
    - **KidZone**: Hang centered behind Novelties
    - **Fountains**: Hang centered behind Fountains
    - **Roman Candles:** Hang behind the 2 tables of Roman Candles
    - **Aerials**: Hang behind the 200g Cakes at back of tent
    - **Missiles/Parachutes/Rockets:** Hang behind this section
    - **Watch before you Buy Backyard Preview**: Hang behind 200g Cakes at back of tent

Exterior Signage Example: Your tent will have your specific brand logo on the flags and banners that will arrive with your supply pallet. Some banners will be put up before you arrive at your tent.

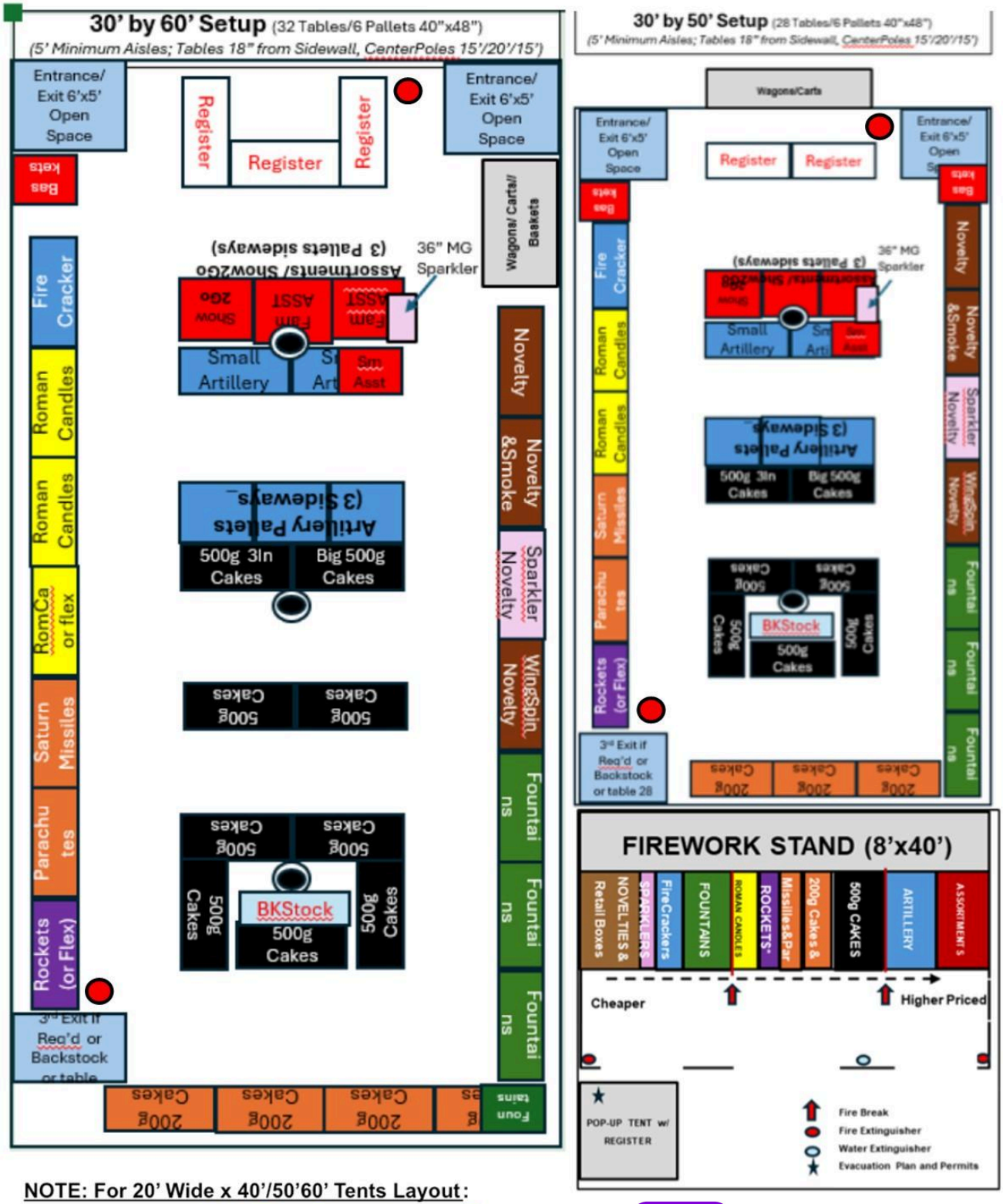


Special Note for Michigan Tents: Visit www.WorldClassFireworks.com/Resources for "FireBreak Compliant" layouts showing slight differences in table spacing for the following layouts]



NOTE: For 20' Wide x 40'/50'60' Tents Layout:
Please visit www.WorldClassFireworks.com/Resources

SCAN HERE FOR SET UP & TEAR DOWN TUTORIAL VIDEOS



NOTE: For 20' Wide x 40'/50'60' Tents Layout:
Please visit www.WorldClassFireworks.com/Resources
for special shelving/ Table Layout Planogram & Video

SCAN HERE FOR SET UP & TEAR DOWN TUTORIAL VIDEOS

INITIAL PRODUCT DELIVERY

(you will typically receive your fireworks delivery the day before you open)

The Route Manager (RM) will contact you to schedule a delivery drop-off window for the product.

- **You MUST have enough staff to help unload and set up.** While RM will *help* you unload your fireworks, it is not their job to unload the fireworks by themselves *for you* without help.
    - The number of people required of you is relative to the size of the tent. A 20' x 40' tent would require 2-3 people to unload, while a 60' x 90' tent might need 6-9 workers.
- **Beginning Inventory Check:** The RM will help you check off your initial inventory on the packing lists with you before any product is removed from pallets – this is an important step for an accurate inventory and beginning money value for you.
- **Delays can happen with delivery.** Generally, delays in deliveries are caused because the previous location did not have enough help & it took longer than anticipated to unload the product. Additionally, Commercial Drivers are legally limited to a maximum number of hours a day to work, so short-handed longer unload time hurts every location on the route. Delays can also happen because of weather or vehicle problems. The RM will update you when delays occur.
- **Know Your Color Codes:** Group boxes by tables based on their color codes to save moving twice!

INSPECTION ALERT: Some areas require inspection after you have set up your tables, signs, fire extinguishers, lights, etc. --- **BUT BEFORE inventory may be placed inside the tent**. Please follow the Inspection instructions found in your red bag. **It could save you from extra work!**

Product Stocking Tips

Pro Tip: Pull out & Lookup Price for 1 Firework per box prior to stocking product on tables. Write the Price on the cardboard box (this makes it easier to arrange items from cheaper to higher).

Neatness Counts: Taking the time to place products neatly on tables will help make it easier for you & your staff to find & replace items & know the price while assisting customers.

Stacking: Be cautious of how high the product is stacked down the middle of the tent. You want to be able to clearly see the other side of your tent to discourage theft. *(put a person in blind spots)*

Fronting/Facing: Make sure the product is pulled up to the front edge of the table to look full & inviting and that the label is "Facing" the customer, so it's easily read/seen.

Large Item Display: Place these fireworks on pallets to protect them from accidental run-ins from carts/wagons & to prevent water damage from rains & spills. **Pro-Tip:** Put Bunting over pallet to dress it up

Retail Box: These Boxes of fireworks require you to just remove the cardboard before display.

Backstock: "Extra" product not on display needs to be managed effectively. Keep the "back-stock" out of aisles so customers have room to shop and your tent looks attractive to customers.

- A great place to store the back stock is to sort & stack it by category color on pallets underneath tables so it's easier to find when you & your team need to restock.
- Products behind tables should be far enough from sidewalls to protect from theft & weather.
- Avoid cluttering back-stock areas with drinks, food, trash & personal items.

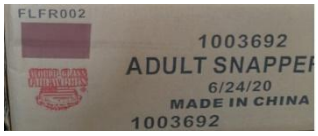
FIREWORKS COLOR CATEGORIES
(Color Code Tips to Save You Time!)

Fireworks have different types/categories. Same Category Fireworks should be placed together.

- Similar to how a grocery store would not put cucumbers next to cereal, you will not mix Sparklers with Fountains. To help you categorize the fireworks, we use a color-coding system. The category color square can be found on full case boxes. The color may also be written or printed on the box, like the word BLACK (instead of a colored square).



The color box (black) indicates this product is a 500-gram cake.



The color box (brown) indicates this product is a novelty.



The color box (green) indicates this product is a fountain.

FIREWORKS COLOR REFERENCE LIST

If you are not sure what category something is, read the warning label.





	BLACK 500 Gram Cakes: A box firework that shoots multiple aerial shots and has the max amount of powder a firework is allowed. Effects, sound and colors vary.
	ORANGE 200 Gram Cakes - Saturn Missiles - Parachutes: All shoot into the air. 200-gram cakes are generally in a box, have multiple aerial shots & may produce noise & several effects. Saturn Missiles shoot little missiles that scream. Parachutes launch one or more day or night parachutes into the air & may have some sparkle effect if they are a night parachute.
	BLUE Artillery & Firecrackers: Artillery are shells that are put into the provided Kit tube & when ignited, they launch into the air & produce different effects. Firecrackers are small explosive devices designed to produce a large amount of noise, especially in the form of a loud bang.
	GREEN Fountains: Launches a fountain of sparks into the air, may produce sounds and different color sprays. Product stays on ground and does not launch into the air.
	PINK Sparklers: Slow Burning hand-held fireworks emit colored flames, sparks, & other effects
	YELLOW Roman Candles: fireworks that eject one or more stars or exploding shells.
	PURPLE Rockets: Aerial device that shoot stars into the sky in an upward spray pattern
	RED Assortments: Great for family celebrations, variety of sizes with variety of fireworks.
	BROWN Novelties & Retail Boxes (snakes, smoke bombs, snappers): produce visible or audible effects by combustion while stationary or spinning rapidly on or near the ground, emits smoke, a shower of colored sparks, whistling effects, flitter sparks, or balls of colored sparks, and includes combo items that contain one or more of these effects

PRICING THE PRODUCT

(DO NOT Handwrite Prices – print them out with Cloudsent Printer)

Follow the instructions in your CLOUDSENT manual for printing your price tags.

- **Your POS tablet is your source for pricing.** NEVER MAKE UP YOUR OWN PRICING!
- **Pricing Updates:** Update your tablet at the beginning & end of each day to make sure you have any pricing changes - if you do not do these updates, your Inventory will be off & commissions less! Print Prices.
- Make the price labels with sticky-tape. Put them on the bin/table **NEVER** on the firework.

Mid vs Piece: Some products are sold as a Mid (multi-pack) or a Piece & it can cause a money issue if you mix them up. The Mid price will always be higher than the Piece price!

Ways to determine if a product can be sold as either a Mid or Piece:

- Look for 2 different bar codes. The box or package will have a different bar code than the individual piece inside the package. When printing price labels, scan the Mid (multi-package) bar code and the Piece bar code to determine if the prices are different.
- Go to the website and search for the product. When a product can be sold as both, the following statement is usually included in the item description, "These items can be sold individually or by the pack." *(see DYNO Mighty Mite below to see how that can hurt you!)*
- Ask your Route Manager.

Below are examples of products that can be sold as both Mid or Piece.











Important: DYNO MIGHTY MITE = Sold as Piece Only – not 6-pack!!!

The **DYNO MIGHTY MITE** product arrives packaged in bundles of 6 (*as shown*).

- You **MUST** remove the black strap and separate the bundles when setting up your product and before selling it.
- DynoMightMite is ONLY priced per 1 stick & each stick has a bar code.
- If the bundle of 6 is sold for the price of 1 stick, you will create an inventory shrinkage of 5 sticks with every transaction – costing you real $$'s as **Inventory shrinkage can reduce your commission!**

PRODUCT RE-ORDERS

You will place all restock orders with the Route Manager. RM will inform you how to place orders and the deadline. If you fail to order by the deadline, your restock will most likely be delayed one to two days or not be fulfilled. The earlier you place your restock order, the better.

Re-order List: Some areas will have a pre-selected list of items which may be reordered. This list is based on all available stock at the warehouse your location is assigned – Items not on the list cannot be reordered & requests for those items will be ignored.

DAMAGED PRODUCTS & RETURNS

(NOT FOR SALE RETURNS)



DAMAGED PRODUCTS: Products that are missing a fuse, broken, squashed or not in a condition to sell. All unsaleable items must be saved in a special "NOT FOR SALE" box to ensure settlement credit. **Use a repack box,** place one of the **RED** "NOT FOR SALE" stickers found in your Red Bag, on each side of the box. This box should be kept out of sight of the customers.



CUSTOMER RETURNS = EXCHANGE but NO REFUND for items that did not shoot correctly.

- **The Return must have a receipt from your location & can only be exchanged for like product – Never refund money for a return.** If the product is sold out, call your Route Manager.
- **SAFETY: NEVER allow returns that have been shot off be brought into your tent as it still may go off.** Place the return several feet away from the tent & douse with water.
- **After the returned product is completely cooled**, place one blank white label on the returned product with "Defective – Returned by Customer" written on it & the following:
    - **Reason for the return** – "it lit but did not go off" or "it only lasted 15 seconds vs 3 minutes" etc *(this info will help product quality team investigate the issue)*.
    - **The name of the new product that was given to the customer in exchange**.
    - **Place cooled return with label in the NOT FOR SALE box.** Follow the instructions in CLOUDSENT manual for end of season inventory of the NOT FOR SALE box.

SEVERE WEATHER & STORM TIPS

BE PREPARED - Fireworks & Water Do Not Mix! You will be charged retail value of products damaged from being directly on the ground. Place items on a table or pallet. Pallet Height restrictions vary by state.
Throwing wet or damaged fireworks products into the trash is also illegal!

IF RAINING and/or HIGH WINDS occurring or expected:



- **Put the Sidewalls down but leave the wall facing the storm loose to prevent pressure build-up.**
    - Keep one or two of the front sections of the tent rolled up so that customers can see that you are still open. Operators have bagged many fireworks for customers in rain.
- **Check that tent is secure:** Tent ropes and stakes are taut & secure.
- **Check for Issues:** Dump any water build-up in Tent Corners…push brooms work well. Check Tent seams - if leaking, move product away from leak and patch hole with duct tape.
- **Protect and secure CloudSent equipment from water/wind AND Secure money.**
- **Everything off ground:** Place products & electrical cords on tables/pallets above water.
- **Cover Product** with the plastic sheeting you secured to back of the table to keep product from getting wet
    - **HUMID AREAS:** Covering should also be done every night to combat dew/wetness
- **IF HIGH WINDS:** Lay down big items that will blow over & secure banners & equipment

If the weather gets too bad: get to a safe location. Take CLOUDSENT equipment, paperwork & money with you **AND CALL ROUTE MANAGER IMMEDIATELY**. Once the weather has passed, you are expected to return to assist in getting your location back up and running.
For Locations with Storm Damage: we understand you have been through a scary experience & we will get teams together immediately after the storm to assess and assist. Our priority will be securing structures at locations. Once all locations have their tents safely back up, we will begin work replacing damaged products and supplies. **Please note: you must inventory all damaged products.**

TENT SUPPLIES



Fireworks Company will provide supplies required to operate your location (extension cords, table bunting, tape, point of sale system, generator, etc.). If you need something else to follow an ordinance or special circumstances, contact the Route Manager. **IMPORTANT: If any supplies are missing or not working properly, let your Route Manager know ASAP so we can try to get the issue taken care of before you open. Waiting until the day you open to find issues is not fun for anyone! You will be held responsible for supplies issued to your location.** Please keep supplies protected & working.

SUPPLY PALLET & BLACK TOTE CONTENTS	
Quantity	Item
1	ABC Fire Extinguisher
1	Water Fire Extinguisher
2	Extension Cords
1	Power Strip
2	Light Strings & Bulbs
20	Shopping Baskets
4	3" Clear Tape
1	Tape Gun
2 or 3	Knives
1 roll	Trash Bags
1 roll	Plastic Sheeting
1	Pennant Flags
3	Emergency Exit Signs & Lights
1	Generator
1	Bags of Zip Ties
2	Fencing
1	Exterior Banner Kit
1	Interior Sign Kit
1	Exterior Flag Kit
2 or 3	Point of Sale Units (POS)

- **Consumables:** these are supplies that may be used up during season at no charge to you (zip ties, trash bags, labels, etc). *Please return leftover consumables.*
- **Required Supplies to Return.** These supplies can be re-used: tape gun, string lights, extension cords, fire extinguishers, signage etc. ***Failure to return these will result in replacement Fees Held From Commissions.***
    - **Especially CloudSent Equipment**
- **BLACK SUPPLY TUB & Returning Items:** keep the tub your supplies came in to Return the Supplies at end of Season to ensure proper credit.

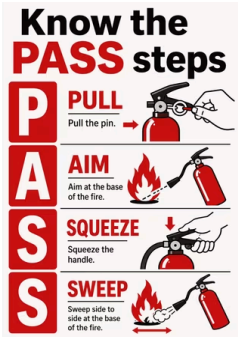
GENERATORS *(if location is on a generator)*

PREVENT POWER SURGE DAMAGE: Items should be unplugged from Generator when you first start it each day. If you have Issues starting your generator. Google the name/number of Generator for YouTube troubleshooting Video.
NIGHTLY: Generator & gas cans should be put inside the tent for safe keeping after closing. You are not allowed to run campers or RV's on our generators as doing so can harm the Cloudsent equipment.
FUEL Receipts: NO prepaid or handwritten receipts for fuel will be honored.
TAKING CARE OF YOUR GENERATOR: - Turn Off for a couple of hours a day. Check oil level.

PARKING AND BARRICADES

Many customers won't stop/shop if they can't park, so have staff park away when open & closer overnight to deter thieves. **Barricades:** Some areas will require these. Check Red Bag & with Rt Mgr

FIRE EXTINGUISHERS



- **Safety:** Make sure all helpers know how to use the fire extinguishers.
- **Locations:** Make sure the extinguishers are placed in the correct locations as shown on the planograms.
- **Hanging:** If authorities request you hang fire extinguishers and you don't know how, please contact Rt Mgr for instructions to make them easy to grab & use. You will typically want to place at your Registers and Middle tent Pole.

FEE SCHEDULES

(while we hope this doesn't apply to anyone, please review & be aware)

Failure to Attend 1 of the In-Person Training sessions if you did not operate a tent for us last year	**$250**
Failure to Submit Required Tent Coach Pics - see Tent Coach page 16 in this manual for details	**$250**
Failure to Repack Product Properly with supplied Label - Each Repack Box must have a label listing the following: 1. Location Name (City & State), 2. Tent# & 3. Each Firework Name & Qty within each Repack Box. Failure to do so can delay Final Audit by 30days for final payment.	**$250** if a Label is Not filled out for each Repack Box
Failure to Pickup Trash & Debris around your Designated Location during season & before leaving location after season. You are responsible for Trash/Debris disposal at your location. Your Route Manager will take care of cardboard that you break down & flatten and extra pallets. **Warning: Never put trash in trailers, with supplies or Inventory. Ask Route Manager if it is ok to discard anything on-site in trash dumpster etc. to make sure it has been cleared with landowner**	**$250 minimum Plus any Fees charged to us by Landowner for Trashy site or non approved dumping**

Fees for Missing/Damaged Supplies

DAMAGED/MISSING Supplies will be charged to you if Misuse, Not Following Guidelines, etc. Damage due to events beyond your control (tornado, etc) won't be charged to you**.**

Supplies Provided by Company	Non-Returned Fees
Electrical Cords Large	$100.00 each
Electrical Cords Small	$ 50.00 each
Fire Extinguishers	$150.00 each
CloudSent Equipment:	
Tablet: Tablet Stand:	$400.00 each $150.00 each
Printer: Barcode Scanner:	$450.00 each $250.00 each
Card Reader:	$100.00 each
Cash Drawer:	$100.00 each
Scanner Power Cord:	$ 30.00 each
Anker Charging Block	$ 50.00 each
Charging Cables	$ 15.00 each

Supplies Provided by Company	Non-Returned Fees
Generators	$600.00 each
Light Strings	$100.00 each
Lighted Exit Signs	$ 50.00 each
Wagons & Shopping Carts	$100.00 each
Tables 6' Metal Shelving	$ 50.00 each $200.00 each
Banners/Signs (Interior & Exterior)	Interior: $100 for set & $250 for Exterior Set
Tent Side Walls (varies)	Minimum $200
Security Fencing	$ 75.00 per roll
Surge Protectors	$ 20.00 each
Gas Can for Generator	$ 20.00
Tape Guns	$ 20.00 each
BackYardPreview Adaptor	$ 50.00 each

MARKETING & SALES: Easy Tips to Be Retail Ready

The **Tent Layout Guideline** found in this manual is known as a Planogram for your size tent and will help to ensure a Clean & Consistent approach to help sales for your sized tent. Once you have tables laid out correctly, you will put **BUNTING** on your tables.

BUNTING: All locations are required to use the table bunting supplied to you. This will give your location a neat and uniform look. It is important you put bunting on tight and well secured. Any unused bunting rolls/partial rolls should be saved & returned at end of season. All of the used bunting can be thrown away at the end of the season.

TABLES with BUNTING & Labels Facing Customers = GOOD LOOKING TENT



NO BUNTING = BAD LOOKING TENT



SIGNAGE: A major part of your location's success will rely on the various Signage supplied to you for Marketing & Legal awareness for customers. (Flags, Pennants, Banners & Signs)

- **Required:** You are required to hang the SIGNAGE you receive as some signs are required by law.
- **Placement:** Keep Signage off the ground & strung in highly visible places that customers can easily notice. Make sure the sign placement doesn't block right of ways or obstruct safety of traffic views.
- **Maintain:** Keep tight for good visibility from a distance & re-check daily for adjustments needed.
- **Sign Permits:** Fireworks Company has filed and paid for any required sign permits.
    - **Unapproved Signs:** Signs you make must be approved by us before use. Many areas have ordinances regarding signs & placing unapproved signage could result in fines.
- **Flipping Your Opening Soon Banner:** When ready to open on 1st day, flip your Banner(s) from the "Coming Soon" one to the regular In Season Branded Banner *(save the "Coming Soon" one)*.
- **July 5th Special Signage:** Rt Manager will provide you special banners to hang for the July 5th Sale!

****

HELP Your Location stand out even more with $50 Exterior Marketing Matching Program:







- **We Pay you up to $50** for items to make your tent stand out *(can be fun customer selfie stations)*
- **Qualified Items:** 6' inflatable or Tube Man etc to draw attention *(Amazon has many $50-$100 items)*.
- **Reimbursement:** At settlement we reimburse you $50 for every $1 you spend up to a max $50 from us to you. Example: You spend $50, we reimburse you $25. You spend $100, we reimburse you $50. You Spend $125, we reimburse you the max $50. You submit the receipt with all your other receipts & make sure to mark it as "$50 Exterior Marketing Match Program Receipt" & we will credit up to $50 back to you. **Don't miss out on this very effective program to increase your sales & $$'s to you!**

TENT COACH: Required Picture Submissions

How does it work: We have "Coaches" that review a set list of items from your video or pics, helping to make sure you are LEGAL, SAFE & READY for INCREASED SALES. Coaches will review & highlight anything needing attention (cardboard trash that Rt Mgr needs to pick up, etc).

Submit Your
TENT COACH PICTURES
Required

Take & submit pics to: **jakesfireworks.com/Operator-Submission** – make sure to **Include your Location ID (Tent #), City & State on each submission**. Failure to send pics will result in a $250 deduction to commissions.

Questions or issues submitting? Call 800-766-1277 for assistance

KEY Picture Views to send *(if timeout issues, try 4-6 pics per upload)*



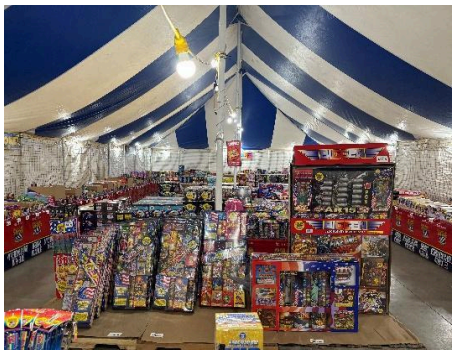
Send Pictures 3 Separate Times: Initial Set-up, July 1st & Before You Leave

Exterior Tent Views:

- Take 1 pic of each of the 4 sides of your Tent **like this ---------->**
- Picture of a Clean & Clear path from customer parking area to your Tent Entrance (picture facing your entrance from where customers park). Include the porta-potty or camper with the tent in the picture to show the distance from the tent.

Inside of Tent Views: (like the below examples)

- 2 Front Corners looking into tent *(with baskets/wagons in pic or as addt'l pic)*
- 2 Back Corners Tent looking down each aisle as shown below to show signs are hung
- Picture of Family Packs/Assortments & Artillery stood up on pallets to keep from getting damaged
- Register/Checkout Area (pic from middle area of tent looking at Checkout & showing bunting)





Additional Required Pictures to Submit:

- **December 23rd & as requested:** Submit 4-6 pics to ensure you are ready for the 31st & 1st
- **Last Pictures before you leave your tent:**
  - **show you left a clean location without trash & debris:**
  - Same as Day1 Pics & 1 showing the inside of your trailer if using a trailer on-site.
  - **Thank You!**

10 SALES TIPS to Increase your Commission $$'s!

(Reminder: This is a FUN Holiday, make it a FUN experience for your team & customers!)

- **Clean & Attractive Location that is Ready for Sales**
  - No trash or clutter in customer area or visible from street or parking area *(Make sure path from Customer Parking area to location is clean/nice/inviting vs looking sketch)*

- **Exterior SIGNAGE that attracts attention & gets customers to want to stop and shop**
  - **Your Location relies on IMPULSE Drive by traffic** – make sure your Tent & Signage have elements to catch attention – think Garage Sale signage on telephone poles or cheerleaders doing a carwash with someone waving a sign to passing cars – this is what you need to stand out to passing cars that don't know about you yet.
  - Make sure all signage is hung tight/not sagging & Can be SEEN/READ by customers – small type on a poster isn't getting read by anyone from 40+ ft away going 40mph!

- **Music playing in background has been shown to make people buy more**
  - Radio, but not too loud or in your face – country or yacht rock is usually successful.

- **Demo BackYard Preview (BYP) to customers as "Watch Before You Buy Fireworks"**
  - **Show how to download the free app & how to scan the bar code** to see video showing what it does – Customers Love It & will tell others helping to drive more sales!
  - Visit Google Play or Apple Store to **download the BYP app** to your mobile device. BYP is a Great Sales Tool for you & your team to use!
  - **Don't Miss Out!:** Locations using BYP have seen increases in sales/Commissions



- **USE WAGONS as Shopping Carts to sell more Fireworks in Gravel/Grass Floor Tents**
  - Customers stop shopping when arms are full – wagons help them buy $43 more on avg vs just baskets! *(If no wagons, offer to sit their items at register for when ready)*

- **Greet Every Customer walking in to make them feel welcome** *(also helps reduce theft)*

- **Gain Customer Trust:** ASK Customer what kind of Firework experience they are looking for (is it to "keep kids entertained for the day" or "friends/family get together" or "looking to be the "Town Legend"! - then help them have a great experience accordingly.
  - **95%+ of customers are not pyro fireworks experts with unlimited budget** – helping novices understand how to read the labels & use BYP App will really help them out – telling them about VIP Program giving them a discount also helps.
  - **Sign them up on VIP program:** customers spend 37% more than planned when using digital coupons – VIP program sends them these *(see VIP Op guide on pg 19)*
  - **Customers don't mind spending more if they have a great experience – help'em!**

- **Tell Customers leaving to "tell your friends & family about our fireworks tent at _____** *(this simple suggestion has been shown to increase referrals & $$'s to operators)*

- **USE Social Media Daily** *(& show helpers how to share/market your post to their friends/followers)*

- **EXECUTE WELL:**
  - **Have ENOUGH Staff that know their role & are trained for busiest days**:*Registers, Baggers, Stockers, Trash & Wagon returns)* -keep registers moving quickly & happy!
  - **Product Full & Faced:** *Looking attractive to pick up with label facing customers.*
  - **Bunting & Price Tags Correctly In Place:** *Walkthrough & check during slow times.*
  - **Make sure staff is talking to customers & not to each other**: *Helps sales a lot!*

5 SOCIAL MEDIA TIPS to Increase Sales!

(all these can be used on Facebook, Instagram, X (twitter), TikTok)

- **Make Sure Customers Know WHERE & WHEN They Can Buy From You!: Important!**
  Use a tag line at the end of post with Address & Hours such as "Come visit us at (insert location) from (insert Open hours) to get your pick of the best (insert firework company name) fireworks today!
  - **Days & Hours of operation.** Simple "Open 9am-10pm daily"; "Bonus Hours: 9am-Midnight on December 31 and January 1.; "Don't forget to stock up for the year ahead before it's too late.
  - **Make sure they don't go to the Wrong TENT!!!** Take a photo of the exterior of your tent or building & any additional helpful landmarks in background or message *(Next to Fred's BBQ, etc.)*. Make sure the Fireworks Company logo is somewhere in the picture so they know which tent you are AND make sure your exterior banner can be seen from traffic looking for that Firework Company name!

- **Copy/Borrow someone else's Fireworks post you think might work for you**
  - **Share/Borrow Creative posts from other Tent operators on the Fireworks Operators** Facebook page that you heard about at training & able to join *(private group)*
  - **Share the incredible WCF 2024 Shoot-off Finale Video** dubbed the best one done with consumer legal fireworks – only available at tents with WCF fireworks like yours

- **Showcase Why Customers Should Shop Your Location**
  - **Worry Free Buying with Backyard Preview post.** POST a photo or video of your favorite World Class Fireworks product & tell people to come to your location to "See before you buy" with Backyard Preview App where all you do is scan the Firework to see it on your mobile device – Worry Free Buying! *(find firework videos you can use on jakesfireworks.com product page or FB live or record your Backyard Preview videoscreen for a focus firework post)*
  - **Share the promotions you have going on** *(encourage customers to "come get them today!")*
  - **Share appearances from Local Celebrity or Community Youth Group performances etc possibly** with a free Giveaway drawing for all attending. *(note: Free item would be at your expense)*
  - **Selfie: Share a selfie of you & your team working the tent!** *(& have your team share also)*
  - **Interior Photo: Post a Photo of the interior of your store/tent with Address & Landmark directional.** (make sure it looks good & inviting)
  - **Use Facebook Live to grab attention** & show items in the tent– *remember to smile & act fun!*

- **Share Fireworks Info Customers Might Not Be Aware Of** *(Leverage PR/News content tie-ins??)*
  - **Fireworks Safety PSA** (most fireworks injuries occur from people leaving still hot sparklers on the ground that people step on- end with a tagline that is upbeat *"Make some great new 4th of July memories for you & those around you - you deserve it!*)

- **General Overall Reminders Regardless of the Post**
  - **Use "#WorldClassFireworks" on all posts during the Social Media Contest days** *(winners of these extra $$'s are drawn from operators using that hashtag the day of the contest)*
  - **Get Creative & Have Fun**. But what if it's a dud? *-you'll have another shot the following day!*
  - **Best Times to Post on Social Media***: (schedule post times in advance – google how)*
    - *Facebook & Instagram: Friday 10am & Tuesday 9am are peak times to post*
    - *Additional Times throughout the day if doing a fb live post: 9am/3pm/7pm*

***Note of Caution:** Don't over post early in season or folks will snooze you thru the busier days when more likely to buy – keep it to a post a day & try to vary the content so it doesn't feel spammy!*

🌟VIP/LOYALTY REWARDS PROGRAM – OP GUIDE

WHY VIP SIGN-UPS MATTER TO YOU if you want more Commission $$'s

The average VIP customer spends *$72.80 more* than a non-VIP customer.

- *100 new VIP sign-ups * $72.80 = approx. $7,280 in additional revenue.*
- **That means: More VIP sign-ups = higher sales, Higher sales = more commission for you.**

** VIP REWARDS CLUB App & Points for Payment

See CloudSent Manual to train your staff on how to sign-up customers to VIP & use VIP points for payment. The VIP App is available in the Apple App Store & Google Play.

- We are NOT able to add VIP points to a customer's account after the closing of a sale, so do it during sale by always asking customer for their phone number before scanning first item *(add them to VIP as a new sign-up if phone# is not found)*.

PROMOTE THAT IT'S FREE TO JOIN! Earn points for free fireworks & be the first to get our coupons

- First-time sign-ups get a FREE 200g cake instantly and still earn points on that same purchase.
- **Just ask the customer's for their phone number — that's all we need!**
- Click **"Add Loyalty Customer"** in the bottom left corner of the sales screen.
    - *You'll know it's a first-time sign-up when a pop-up appears saying "Loyalty Account Created" and "Your loyalty account was successfully created." Once confirmed, the new account will appear in the bottom-left corner of the sales screen.*
- Tell the customer they will receive a text with a link. Click the link and fill out their age.

HOW TO EXPLAIN THE PROGRAM AT CHECKOUT *(EASY SCRIPT If Asked Why)*

- "Our VIP Rewards are totally free — we just use your phone number. You get a free 200g cake today and earn **10% back** in points every time you shop. After checkout, you can use your points like cash — even right now if you want!"

OUT OF VIP CAKES? Any 200g cake at or below $14.99 "VIP Coupon" may be used as the free item

- Scan the different 200 g cake and also the VIP cake barcode so your inventory is correct

EARNING BREAKDOWN - 10% back on all purchases!

- Example: A $100 purchase earns **100 points which = $10 in free product**, which can be spent **right away** or saved for later.

HOW CUSTOMERS CHECK THEIR POINTS

- If they go to the VIP website it will show **exactly how many points** were earned and available to spend

HOW POINTS WORK WHEN SPENDING THEM

When a customer chooses to use their points, they cannot choose how many points they want to use. Points work like cash:

- Points will automatically apply to cover the balance when you click "Points/Store Credit" at checkout.
- If their points cover the entire total, the transaction is $0 due, and you finish the transaction.
- If their points do not cover the total, the customer pays the remaining balance to then finish the transaction. Example:
    - Customer has 180 points = $18
    - Their total is $30
    - $18 in points applies automatically
    - Customer owes $12

Do we have a Big Buyer Discount?

- **YES! The customer will need to ask an associate about this.**
- **Qualifications= $2,000+ purchase (pre-tax amount) and they will get 20% off on that purchase AND get 10% back in points.**
- To give them 20% off, **you will need to scan the barcode below or on the register barcode scan sheet.**
- NOTE: This discount will only work when the minimum $2,000 (pre-tax) amount is met in the system. Remember to make sure you click "checkout" in order to make sure the requirement is met before applying the coupon.

⭐ **Team Tip:** Encouraging point use helps customers feel immediate value and increases repeat visits.

Important Rules For Staff Use of VIP Accounts

Due to past abuse of the program: Any operator or employee working during the season is NOT allowed to hold or use a VIP account for themselves.

- ❖ All accounts are monitored for suspicious activity.
- ❖ Using a VIP account personally is considered fraud.

Consequences may include:

- ❖ Loss of commission Disciplinary action Recovery of fraudulent earnings

Top Legal & Operating DO's & DON'Ts

Top 10 Operating DO'S:

1. **DO plan for an adult on site 24hrs every day** *(& have a back-up coverage plan)*
2. **DO be unpredictable with cash handling routine** *(keeps thieves guessing if no easy pattern)*
3. **DO Lower all tent sidewalls & Leave Lights On after close** *(helps keep thieves & weather out)*
4. **DO Plan ahead *BEFORE* you run out of something.**
5. **DO maximize your OPEN HOURS – You can only make money when you are OPEN!** *The minimum successful operating hours, unless local ordinance dictates differently, are 9 am – 10 pm even if it's rainy (9am-Midnight the final days of season, as 70+% of sales will be in the final 2-3 days). You are required to post hours of operation - look in "RED BAG" for your times & dates sheet to post at the tent & on your social media). Paying a couple of helpers $20 each to sell an extra $1k during extended hours makes good $$ sense for everyone – plus someone has to be there anyway!!!*
6. **DO Keep a trash free & well-organized customer area** (*throughout the tent & paths to tent) - review merchandising/signage section for how the most successful tents have done it for high $'s*
7. **DO Exterior Signage Checks daily – Traffic goes up when they can read your signs!**
8. **DO GREET *every* Customer** *(remind your helpers daily – helps sales & reduces theft)*
9. **DO talk with Customers & be helpful in the way *they* need helped** *-novice Dad with kids & a budget needs spoken to & helped differently than a Pyro with lots of $$'s*
10. **DO Leave a Positive Impression with every customer when they are leaving- it helps!** *Say "Thank You!" & "tell your friends to come to the (insert brand) Fireworks Tent by (location)"*

In a culture where any customer can quickly blast a positive or negative review,
Let's try to make every customer interaction one that could go viral for being so good!

Campers/RVs: must be approved by the Company office in advance as not all locations allow RVs/ Campers. If approved, campers should always be behind the tent & out of the way of customer parking.

PERMITS *(in Red Binder)*: Need to be Posted near the register
Flame Resistant CERTIFICATES: Are sewn into the tent
INSPECTIONS by Local Authorities: COMPLY & BE NICE!!!
****Always be courteous to Authorities, Landowners/Store Staff, and the Route Manager****

The 7 Deadly DON'TS

1. **NO Leaving Site Unattended – you are responsible for the location & the inventory 24hrs a day** ***NOTE:*** *Some area ordinances do not allow sleeping inside the tent/stand, or staff to be in the tent/stand once restocking is completed for the night. Please follow the instructions given to you by the Route Manager, found in your red bag, or given by local authorities regarding securing your location after closing for the day.*
2. **NO Drinking Alcohol, doing Illegal Drugs or parties/campouts allowed on location.**
3. **NO Smoking or Vaping within 300 feet of the tent or stand** ***(this includes workers!).***
4. **NO Shooting fireworks on the property**, even if you purchase them. *(Includes helpers)*
5. **NO Returns or Refunds:** We do not accept product back after it has left the location. You may do an even exchange for a product that misfired. We do not return or refund because of bad weather. **NEVER give cash back or credit a customer's card without getting authorization from CLOUDSENT HOTLINE.**
6. **NO Ignoring Customers** *(remind your helpers to greet every customer – helps sales & reduces theft)*
7. **NO Underage Minors running register or buying fireworks** ***(check ID's)*** **– KEEP LEGAL!**
   Note: *Minimum Age varies – read the ordinance found in your red bag for specific age requirements for your location. Minors may help sack, stock shelves, etc. – they just can't be in charge of the register or location.*

MONEY TRAINING: Acceptable forms of Payment

(Cash, Credit & Debit Cards, COUPONS, Pay APPs, VIP points)



Card Reader

CASH & Credit/Debit Cards are accepted for payment.

- **CHECKS ARE NOT ACCEPTED!**

Credit/Debit cards: All locations accept Visa, MasterCard, Discover & American Express. *PIN debit transactions are NOT accepted (ALL debit cards are treated as Credit Card sales)

Chip Cards Tip: Removing from the card reader before receipt prints will freeze the system. Even if the screen flashes "Approved" or shows a remaining balance, cashiers typically re-run the transaction, resulting in a duplicate charge for the customer. Do NOT re-run the card**. Instead:** ***See CLOUDSENT Manual for "running Credit Card as CASH".***

- **$ TIP: ALWAYS LEAVE THE CARD IN the reader until receipt prints!**

DOUBLE CHARGES CONFUSION: Contact CLOUDSENT Hotline to have double charges verified. If an operator refunds a "double charge" without checking, the refund may be taken from commissions.

Coupons: *Refer to CLOUDSENT Manual for Handling Coupons.* Many of the coupons have expiration dates. If you scan a coupon that is expired, even if the customer is purchasing the qualifying item, it will not take effect. The system will not allow coupon stacking. If coupons/ discounts do not seem to be working, it could be because there is already a $ off or % off deduction. **Always scan coupons LAST**.

Payments by APP: In Addition to cash, debit, and credit cards we accept Google and Apple Pay & VIP Rewards Club App from Fireworks Company. (see CLOUDSENT Manual for more details)

G Pay Pay

Money For Fuel & Supplies: An Example: When you need fuel for your generator, take $30 cash from a register. You will have to go inside and pre-pay the $30. Fill the gas canister, go back inside the store, **GET A RECEIPT** and get the change. Take a picture of the receipt and put it and the returned change back into the cash register you took it from

MONEY TRAINING: Spotting Counterfeits

(Note: counterfeit money turned in will be deducted from your commissions)

*****Operators receive thousands of dollars in counterfeit bills every year, so be aware!*****

You are responsible for checking all currency you accept. Train everyone working your registers how to spot counterfeit $20s/$50s/$100s – it only takes a moment. We have special money counters that detect counterfeit bills & we will not accept counterfeits as submitted cash from you to us.

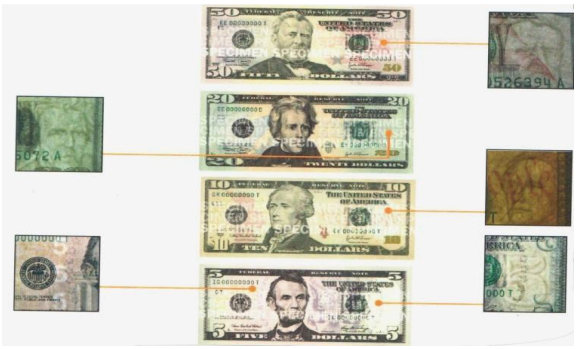
Genuine U.S. currency has a distinct, slightly rough, and crisp texture made from a blend of 75% cotton and 25% linen, featuring raised ink that you can feel with your fingers or fingernail.

DETECTION PEN: We recommend using a counterfeit detection pen containing special ink that will change color if the bill is counterfeit. These pens can be found in any office supply store. **DO NOT RELY on pens alone to spot counterfeits as trickier counterfeits can fool the pen.** If the counterfeit is a bleached smaller denomination bill made to look like bigger bill *(yes, it happens)*, the pen will not work if a $20 bill has been bleached down to blank paper & had a $100 copied on to it, as the pen only tests paper

******Counterfeit detection pens do not always work – so, learn how to look for the strip!******

Hold up to Light or use a Blacklight & Look for the color Strip/Stripe & Look for Watermarks

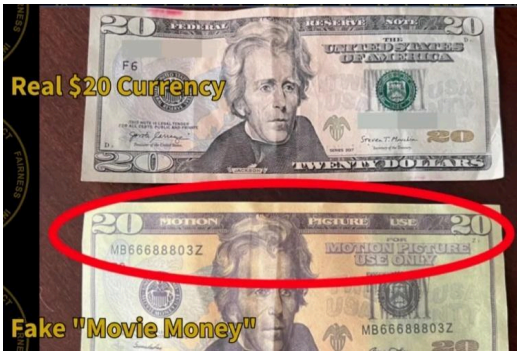




#'s on different Bills shouldn't match: Often counterfeit bills have same serial numbers - so look at the #'s to the right of the President Pic on stacks of bills to spot issues quickly.

========== PAY ATTENTION for these Obvious Fakes ==========

Motion Picture Fakes *(common attempt)*
*Very Common fake – Read the Bill to spot!



Size Difference (Easily sticks out as different size from your other bills)



THEFT PREVENTION TIPS & REPORTING

Make it Harder to steal from you by how you set-up & maintain tent *(don't make theft easy)*

- Having only 1 shared Entry/Exit will help prevent shoplifters that just grab & run *(if in a high-theft prone area: a second fence around the tent with a single entry/exit 20' away will further help)*
- Walkaround & Check on things both inside and out & make sure fencing is secure.
- Protect product & backstock that may have fallen/been pushed too close to tent walls.
- Keep valuables out of sight (change bags & personal items like purses and phones).

Clean & Organized: a messy & dirty tent tells shoplifters the workers are not paying attention.

- Keep shelves & displays low and lights on for better visibility
- Keep commonly stolen items in plain view to discourage shoplifters. Place frequently stolen items in the front near the cash register or another highly visible area.

Let Customers know they have been seen & workers are paying attention

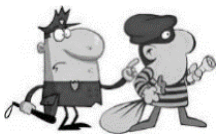
- **Greet** customers as soon as they come into the tent. Acknowledging customers lets them know they have been seen. Shoplifters typically avoid tents with attentive workers.
- **Cameras** (& Security signage): 50%+ of shoplifters will leave if cameras are present
- Engage suspicious behavior shoppers and ask if they need help, that's often enough
- **Have an adequate number of employees** to give customers personal attention.

Be discrete handling & counting $$'s & don't brag about sales in front of others.

- **Stagger lunch & break times among teams and when you remove register cash.**
- **After Hours/Overnight Tips:**
  - Drop & secure tent walls & Keep Lights on at night after close.
  - Have 2 people stay with/near the tent, awake and alert.
  - Park a vehicle near the tent entrance so the tent doesn't look abandoned/empty.

If you suspect someone in the tent is shoplifting:

1. If the suspect is still in the tent, calmly approach them and ask if they need assistance.
2. If you have official security at location, notify them & let them handle the situation.
3. If the shoplifter tries to leave without paying, calmly suggest that you can help them at the register.
4. If the customer leaves the tent, **do not attempt to chase, or apprehend them**.



Handling Theft: If you see or discover a theft, do the following:

1. Take pictures of any damage done to the fence, tent, boxes, etc.
2. If items are removed from a larger assortment or artillery, remove pkg from the sales area.
3. Inventory *(to the best of your ability)* to make note of what was taken. *(write down details)*
4. Gather as much information as you can if you see the suspect:
   - Suspect Description: height, weight, distinguishing features like scars & tattoos.
   - Vehicle Description: make, model, color, license plate number, special markings.
5. Call police and report the theft with itemized list of stolen FWs & then Contact your Route Manager
6. Bring a police report with itemized list to settlement (or add to a money bag) so $ value can be determined.

SELLING-SEASON DAILY CHECKLIST

Important Daily Safety Reminder for your staff: Never brag about Sales/Money in front of outsiders, as it puts you and your staff in harm's way. When emptying registers, try to bring as little attention to yourself as possible. Remove $'s from registers more often on busy days. *(Maintain 2+ alert workers at all times: less than 2 = theft opportunity)*

BEFORE YOU OPEN *(30mins+)*

- Walk outside of tent & fix anything that doesn't look good (check for water issues)
    - Check/Tighten fencing
    - Customer Parking area to Tent: pick up trash, adjust/fix anything from overnight
    - From Car traffic view: Check Exterior banners and signs - adjust as needed
- Walk through your tent – make sure everything is tidy & no trash is visible
    - Add stock as needed & put misplaced items where they belong so it looks appealing
    - Straighten or tighten bunting & fix/retape any price labels
    - Check Interior banners and signs from customer viewpoint – adjust as needed
- Check for any messages from Route Manager, etc. that need addressed
- Get the cash drawer ready – Do you need to send someone to get change before Open?
- Log into & Update CLOUDSENT & Check Messages from Cloudsent (Issues, Updated Prices *(just reprint on sticky paper like before)*, etc.)
- Put tent sidewalls up
- Take a pic of Tent with landmark in back or Cool Product to feature (or one of the other suggestions from training or that has worked for you previously) & post to Social Media
- Energize your Staff: Make a game of who can make the most customers laugh today!

DURING THE DAY

- Walk through tent as customer would – make sure everything is tidy & no trash is visible
- **SELL SELL SELL** – get familiar with your products and have some idea of what they do so you will be able to help customers**. Show customers how to download Backyard Preview App to scan the firework barcodes to watch products so they can "See before you buy!".**
- SMILE & GREET ALL CUSTOMERS. They may have lots of friends & family that buy!
- **Keep INSIDE & OUTSIDE of Tent Neat, Organized, Products Fronted & Restocked** Add stock where needed & put misplaced items where they belong so it looks appealing
- Have price labels fallen off? – if so, re-secure to tables or print out new ones
- 3pm: Walk the outside of tent before evening rush – Check/Tighten fencing, pick-up trash etc. from customer parking area to Tent, adjust/fix anything that doesn't look good
- Check Interior/Exterior banners and signs from customer viewpoint – *adjust as needed*
- Post to Social Media with BackYard Preview Firework Video of the day you like
- Stay in contact with the Route Manager for stock running low, excess cash etc.

AT CLOSE

- Drop side walls & have staff tidy up, restock & remove trash while you close out
- Straighten or tighten bunting as needed & fix any price label issues (retape, etc.)
- Take your CLOUDSENT equipment and money to a safe/secure area (recharge them)
- **Place all receipts *(credit card, register close out, money drops, receipt for generator fuel etc)* in the Golden Envelope.** NO receipts for prepaid or handwritten fuel will be honored. Fuel receipts must be paid by credit or debit card. All Expenses >$50 should be requested of Route Manager to purchase, as any Receipt greater than $50 must be pre-approved in writing from Route manager & put with applicable receipt for reimbursement.
- Leave your lights on at night to help prevent theft

NEW THIS WINTER

PAPERWORK: Daily Register Closeout & Money Deposits

RULE #1: Write your tent # and City/State on Every deposit receipt to get proper credit!

Log-on to CLOUDSENT/Register to do daily accounting *(Refer to CLOUDSENT Manual)*

MONEY Deposits:

- Keep coins/small bills (approx. $200 worth) for next day register needs, then sort/band all $20/$50/$100 bills by denomination *(all 50's together/banded, all 20's, etc face side up & facing same direction) for the next day's deposit.*

CHANGE BAG:

- After you put your large bills into your deposit bag, you should put the remaining $200 of small bills & coins into a "Change Bag" for the next day's needs.
- When visiting the bank, get any change & small bills if your change bag is running low
- You should balance the change bag every day and only let 1-2 people have access to it. DO NOT keep change bag under or next to your registers – easy theft opportunity

DAILY DIRECT DEPOSIT OF MONEY TO A SPECIFIC BANK -

This is Replacing Money Pickups by Route Managers. Louisiana tents for Winter 2026, will be depositing their daily money revenue. After closing for the day, remove all cash except $200 in bills. Keep your coins. Below is just a guideline for startup money for each drawer for each day. ($200 in bills) Coins will be counted nightly to close out and balance the drawer, but they will not be deposited at the bank until after the season in your final deposit.

No - twenty's **7 - ten's** **18 - five's** **40 - one's**

If you need to get smaller bills/coins, take a larger bill to the bank to get smaller bills and rolls of coins as we do NOT supply any additional money.

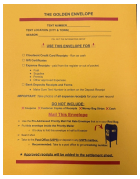
Your Red Binder will have directions PRINTED ON A LIGHT GREEN PAPER where to make your deposits and the account number to complete the process. Locations have been chosen so they are close to your tent. **Give the Green Laminated sheet to the Bank Teller inside the bank for them to fill out the deposit slip. You will receive a Deposit Receipt.**

Video Example of Bank Deposit Form & Google Form Process

MORNING DEPOSIT -

- Complete the **"Daily Money Deposit Form"** to determine the amount of money you will be depositing each day. (Video example available)
- Take your cash deposit and your **LAMINATED "Bank Information Sheet"** to your designated bank and **make a deposit no later than 10am** as we will be online verifying deposits after that time.
- Give the **"Bank Information Sheet"** to the Bank Teller and have them fill out your bank deposit.
- Once the deposit is completed, take the receipt and put it on the bottom of the **"Daily Money Deposit Form"** and take a photo of the completed form with the deposit receipt.
- Scan the QR code on the Deposit Form and answer the questions on the Online Google Form and attach that day's deposit slip to the completed. "Daily Money Deposit Form," and submit.
- Put the Completed form into the **"Golden Envelope"**







KEEP ENOUGH CASH FOR EACH REGISTER:

- Multiply the number of each Cloudsent registers by $200.
  - Ex. 2 Registers x $200, you will keep $400 each day out of your money deposit
- Fuel, supplies, and misc. can be taken from the register and receipt put into the register.
- Save your receipts and write your tent number, town & state on the receipt along with the date. And take a picture for your own records

Scan for Bank Deposit GOOGLE FORM

SPECIAL REMINDERS: FINAL 4 DAYS of SELLING SEASON

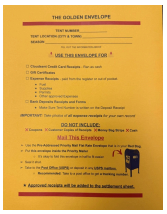
- ***Dec 29*: PREP & Extend Hours for Best Selling Days**
  - Hours: Extend Hours for more sales & more commission $'s to you!
  - Staff: Make sure Extra Staff is available & trained for the 3rd & 4th rush *(Dec 30th & 31st rush)*
  - Interior: Make sure you have enough Product stocked & all trash & clutter is removed
  - Exterior: look over Tent from Customer Perspective & Make Sure all Exterior Signage & Customer approach view angles Look Great
  - Send in the required Pictures to FW Company showing you are Clean & Ready to Sell!
  - Online Marketing: Post on Social Media to drive Business & ask staff to do the same. Schedule additional posts now for *Dec 30th, 31st, Jan 1st*
- ***Dec 30th & 31st*: Biggest Selling Days & 70%+ Season $'s – get it!**
  - **HOURS:** Extend Hours for more sales & more Commission $ to you!
  - **CASH:** Plan for & do more frequent cash pulls from registers
  - **PRODUCT:** 1+ Staff assigned to just refilling tables with product
  - **CLEANLINESS:** Keep trash & clutter out of tent and customer view
  - **THEFT Prevention:** 1+ Staff Greeting Customers with eyes on Products
  - **Additional Marketing Efforts:** Now is the time to pull out addt'l steps if you haven't already *(examples: have someone waving arrow signs toward your tent, use of Blow-ups to attract attention, flyers on nearby cars – just always be safe & legal with your efforts & in good taste please)*

Final day of Season: January 1st: Reminders

We will have special Final Day of Season promotions to help you sell & debulk inventory.
No one will be picked up before 10pm on this final day, so sell hard all day to reduce your repack inventory & earn some more commission $$'s!

- Your Route Manager will notify you when to stop selling and start your final inventory procedure found in the CloudSent Manual *(& video on the Resource page)*.
- Begin to review the After-Season checklist (p. 27) so you have enough help to have everything ready for when the Route Manager comes to pick up.
- **YOUR FINAL MONEY DEPOSIT: REMEMBER to include ALL your Cash and CHANGE.**
- **Follow the directions on the Golden Envelope in your Red Binder and this is when you will use the" Prepaid Priority Mail Envelope" for the following Receipts from your Registers:**
  - **Cloudsent Credit Card Receipts** - Run as cash
  - **Gift Certificates**
  - **Expense Receipts** - paid from the register or out of pocket.
    - Fuel, Supplies, Permits, Other approved Expenses & Forms
  - **Bank Deposits Receipts**: **SUPER IMPORTANT**
    - Make Sure Tent Number is written on the BANK Receipt
    - TAKE A PHOTO OF THIS RECEIPT.
    - These receipts go into the envelope





DO NOT INCLUDE: ❌**Coupons** ❌**Customer Copies of Receipts** ❌**Money Bag Strips** ❌**Cash**

***IMPORTANT:** Take photos of **all expense receipts** for YOUR records*

- Also, have your Red Bag refilled with papers, books and signs & have your Cloudsent Units charged, boxed & ready for inspection by your route manager.
- ***EACH DEPOSIT MUST MATCH EACH COLLECTION FORM***
- ***DEPOSITS MUST BE MADE BY 10AM DURING BANK HOURS***
- ***NO NIGHTLY DEPOSITS***

Please save all collection forms and receipts and put them in the "Golden Envelope" to be mailed at the end of the season.

AFTER-SEASON PICK UP PROCESS & CHECKLIST
FINAL Onsite Audit

- **ALL LOCATIONS WILL BE COUNTED BY A COUNT TEAM at your location,**
- **THE COUNT TEAM** will contact you to let you know when they will arrive. We try to get everyone picked up within 72 hrs of season close.
- Operators are expected to remain with the tent until the count has completed by the count team and all products, trash & supplies have been boxed up. Weather, mechanical issues, or previous locations on route not ready can cause delays. Be patient, the Count Team & Route Manager wants to get home just as much as you do.
- Once product has been recounted,then they will move on to checking supplies against the checkout sheet. *You will have to pay for anything missing at settlement – so don't forget anything!*
- **If On-Site Trailer Storage:** If you have been instructed to put your location product and supplies into a trailer. Please stack the repack boxes on their own pallets, full cases on separate pallets & supplies on their own pallet. Load the trailers neatly.
- **Do NOT place any trash inside the trailer!**

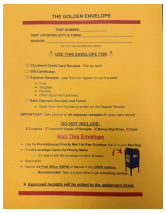
Video Help Golden Envelope & Priority Mailer

After-Season Ready for Pick-up Checklist Steps in Order:

1. Remove Fencing & Neatly roll up
2. Take down & fold banners, vinyl signs, pennants, standup Flags, "realtor" signs
3. Put all cash drawer signs, notices and such inside the vinyl pocket in the RED Bag.
4. **Put all of the Permits back into the Red Binder. GIVE THE RED BINDER TO YOUR ROUTE MANAGER**
5. Remove personal items *(coolers, radios, chairs, etc)*
6. Remove Table Bunting & dispose of *(only return the unused bunting)*
7. Pack-up Supplies such as Fire Extinguishers, no smoking signs & pack them the way they came
8. Look around the tent & parking area & pick up misc trash & supplies *(parking barricades etc)*



9. Leave all CloudSent equipment on the table plugged in with their empty boxes. After Rt Mgr verifies these are in working order you will repack in the box they arrived in for Rt Mgr to take.
10. **Money/Receipts**: Put the Receipts paid out of the register in the Golden Envelope provided in the Red Binder. Ex. fuel for the generator.
    - Place the Golden Envelope with receipts
    - Don't forget to pay yourself back the start-up change from the start of the season if you haven't already.
    - Make your final deposit of money (including the bills and change) to your designated location on January 2nd, by 10:00 am.



STEP 11: IF ONSITE COUNT TEAM for FIREWORKS & SUPPLIES FINAL AUDIT

Congrats on having an on-site Count Team Final Audit – you will get final payment quicker!

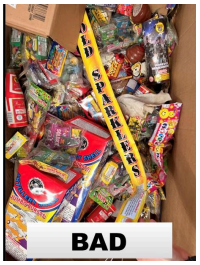
- **AFTER-SEASON:** This makes it faster for the Count Team (& you) to get an accurate final count & check out quicker to go home! Once the product has been counted by the Count Team & their counts match your counts, the product will be put back on pallets.
    - Pallets will be separated by the following: Original Full Case items that were not taken off Trailer
    - Remaining Firework "Repacks" from the Tent; "Not For Sale" boxes
- **Make sure your Tablets are fully charged** for when the Count Team gets there.
- **Arrange open box items on your tables so all Individual SKU's are with their like SKU's**
    - *Example: all poopy puppies are together vs multiple spots that could cause a miscount*
- **Do your count for each SKU item & write the number (quantity) on a post-it**
    - ex: "23" in front of tanks, etc

- **You will only count & write on paper, you will NOT enter it into the Inventory Tool.**
    - *You are now done until Count Team arrives, go ahead and build repack boxes & pick-up location trash, etc while you wait)*
- **The Count Team will come and do their count.** If the counted numbers are different for a SKU, the Count Team & Operator will count that SKU item together to determine the correct number.
- **After all counts are completed,** Count Team will enter the #'s into the Inventory Tool to check "variances" vs what was checked in at the start of season & what was sold during season. Any variances will be discussed with the operator to see if any missing items can be found.



- **You will sign the "Operator Checkout Sheet" with any notes for the variances, etc**
- **You will now pack up the now counted fireworks into boxes & load onto pallets.**
  Reminders:
    - Mark out any previous "old" location #'s on a repack box that may have been used before
      (Label fresh with Location # on cardboard boxes but never on the Firework itself!!!)
    - Always put the heavier Fireworks in the bottom row of boxes & make sure the bottom row boxes are full/filled to the top to prevent crushing/tipping over of pallet *(always put light boxes on top & smashable products like novelties should ALWAYS go in top boxes)*
    - When filling a box full, put any items that won't fit into a different box – smashing products to make it fit into a repack box will damage the product.
    - You will now put String Lights & Tables away & unroll the tent sidewalls if they aren't already)
    - Assist the Route Manager & Count Team with wrapping & labeling location # on pallets for stability to load





BACKSTOCK TRAILER AT YOUR LOCATION

IF you have a Backstock Trailer at your location: *(Pro Tip: don't wait til end of season counts, do this at start of season to make your in-season stock resupply picks faster)*

- **Take Product off Pallets in trailer and stack product neatly against both sides of trailer** so there's a walkway down the middle (This helps find resupplies faster In-Season & counts After)

IN-SEASON: Faster & Easier to you & team to find product to resupply your tent

- Reminder: Never Store trash in the trailer (fire hazard)
- If you open a case in trailer, take it inside tent so you don't mix up full cases w/ partials
- Save 1 each of Large Firework SKU Boxes (KING/USA/GOLIATH) so you can use them to repack remaining large fireworks after the season ends.

- **Remember to finish picking up any trash at the location** & cardboard flattened for Rt Mgr – trashy sites will be charged a cleanup fee. Take your final pic for Tent Coach & submit it.
- **After everything has been packed onto pallets & turned into the Route Manager, they will let you know that you are free to leave the location.**

YAY – You Did It!

NEXT STEP: SETTLEMENT!!!



SETTLEMENT – PAYDAY!

(Person that signed the Operator Agreement must attend settlement – we cannot pay anyone not on contract

REMOTE (ONLINE) SETTLEMENT: Online meeting using Zoom or Microsoft Teams

What to Expect during the meeting:

$ Fireworks Rep will open & count all sealed money drop bags *(in-person or in camera view)*
$ Determine amount of commission based on Inventory Variance Report
$ Confirm Direct Deposit + W-9 is correct (completed with Independent Operator Agreement)
$ Settlement Summary (Sign and receive printed copy if in-person or emailed copy if Remote)
$ Your Commission payment will be submitted to your bank/financial institution for Direct Deposit on the payment date given to you during your Settlement meeting *(this can take up to 3-5 banking days after payment submission date before showing up in your bank account, depending on your bank) – please make sure your Account #'s are correct to prevent delays!*
$ Any remaining commission from the "Hold-Back til Final Audit" will be paid by Direct Deposit within 60 days, after the post-season Inventory & Supply audit is completed.

==========

1099-MISC Notes for ALL Operators receiving commissions in 2026:

- Operators receive a 1099-Misc for commissions paid + any cash shortage (Timing: Feb2027)
    - Nonprofit organizations must provide us with a copy of your State Tax Exemption or IRS 501c(3) Exemption Determination Letter, otherwise a 1099-Misc will be issued.
    - Collect staff info to show their expense against your 1099-Misc Revenue for taxes.
- If your mailing address changes prior to 1/1/2027, it is your responsibility to inform us with your updated address to send the 1099.

==========

QUICK NOTE ABOUT NEXT SEASON

If you move or your contact information changes *(or the contact person running the tent for your organization will be different next season)*, please email us and let us know the new info. Also, if you know a friend or non-profit group and they are interested in becoming a Tent Operator, please send them our way – we are growing & have many new openings each year.

NEW OFF-SEASON FUNDRAISING OPPORTUNITIES: Contact us to see how we can help you make even more money! **Email: Operator.Recruiter@JakesFireworks.com**

Thank You – We Appreciate YOU!!!

- The Entire World Class Fireworks Team

FLAME RESISTANCE CERTIFICATES





CERTIFICATE OF FLAME RESISTANCE
WEISER TENT SERVICE

This is to certify that the tent used by: Jake's Fireworks
is constructed of flame resistant material.
Name of chemical: Armour Shell
Chemical Registered No. F102.4
Name of applicator: John Boyle Co.

WEISER TENT SERVICE
1301 E. CLEVELAND
POMEROY, MD. 45769
PHONE: 417 253-8227

JOHN WEISER
Owner & Manager

NOTE: *The pic above is for Container Inflatables, while Sewn in Tent ones will look more like the below & side. Contact Route Manager if there are any issues.*



Certificate of Flame Resistance

REGISTERED APPLICATION NUMBER: 7031.02

ISSUED BY
ANCHOR INDUSTRIES INC.
EVANSVILLE, INDIANA 47721
MANUFACTURERS OF THE FINISHED TENT PRODUCTS DESCRIBED HEREIN

Date of Manufacture: 4/18/97
Order Number: 516203

This is to certify that the materials described have been flame-retardant treated (or are inherently noninflammable) and were supplied to:

GRAND RENTAL STATION #5375
P.O. BOX 32522
115 WEST COLLEGE
LAKE CHARLES LA 70605

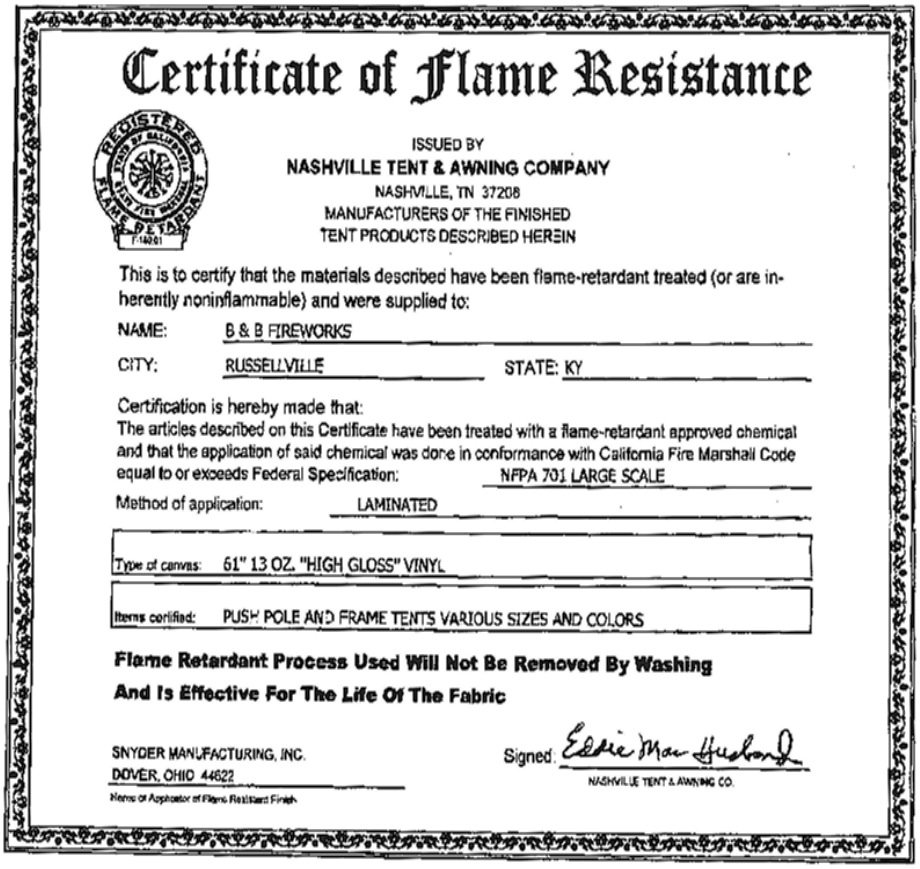
Certification is hereby made that:
The articles described on this Certificate have been treated with a flame-retardant approved chemical and that the application of said chemical was done in conformance with California Fire Marshall Code, equal to or exceeds NFPA 701, CPAI 84, ULC 109
The method of the FR chemical application is:

Sheet #: 8254500 (0002)
Description of item certified: PTEN MD 66W X 30 YL

Flame Retardant Process Used Will Not Be Removed By Washing And Is Effective For The Life Of The Fabric

Name of Applicator of Flame Resistant Finish: SAVONIA OH

Signed: [signature]
TERI DEPARTMENT-ANCHOR INDUSTRIES INC.



Certificate of Flame Resistance

REGISTERED FLAME RETARDANT F-14001

ISSUED BY
NASHVILLE TENT & AWNING COMPANY
NASHVILLE, TN 37208
MANUFACTURERS OF THE FINISHED
TENT PRODUCTS DESCRIBED HEREIN

This is to certify that the materials described have been flame-retardant treated (or are inherently noninflammable) and were supplied to:

NAME: B & B FIREWORKS

CITY: RUSSELLVILLE STATE: KY

Certification is hereby made that:
The articles described on this Certificate have been treated with a flame-retardant approved chemical and that the application of said chemical was done in conformance with California Fire Marshall Code equal to or exceeds Federal Specification: NFPA 701 LARGE SCALE

Method of application: LAMINATED

Type of canvas: 61" 13 OZ. "HIGH GLOSS" VINYL

Items certified: PUSH POLE AND FRAME TENTS VARIOUS SIZES AND COLORS

Flame Retardant Process Used Will Not Be Removed By Washing
And Is Effective For The Life Of The Fabric

SNYDER MANUFACTURING, INC.
DOVER, OHIO 44622
Name of Applicator of Flame Resistant Finish

Signed: Eddie Mac Husband
NASHVILLE TENT & AWNING CO.