



NATIONAL ASSOCIATION OF STATE FIRE MARSHALS

October 27, 2006

Mr. Andy Counts
Chief Executive Officer
American Home Furnishings Alliance
317 West High Avenue, 10th Floor
High Point, NC 27261

Dear Mr. Counts:

As the new president of the National Association of State Fire Marshals (NASFM), I would like to renew an offer that has been extended to you before by my predecessors, to sit down with you and other leaders in your industry to seek agreement on fair and effective fire safety standards for upholstered furniture, and then to jointly approach the United States Consumer Product Safety Commission (CPSC) with a consensus proposal.

According to the CPSC's own data, 10 people on average die every week in upholstered fires. On average, more than two people are seriously burned every day in these fires. Entire homes are routinely destroyed. Firefighters are placed at risk. No doubt, the industry's voluntary standards have had some effect, but this level of losses is unacceptable.

My purpose in sending you this letter is to let you know that this coming Monday, I will seek your industry's help publicly. I invite you to join me in front of the historic firehouse known as Engine Company 3, located at 439 New Jersey Avenue, NW, Washington, DC, at 10 a.m., so that together we can proclaim our commitment to save lives, prevent burn injuries and protect property.

Sincerely,

John C. Dean
President

cc: Hon. Nancy Nord, Acting Chairman, CPSC
Hon. Thomas Moore, Commissioner, CPSC
NASFM Members