

<b>Proposal Summary</b>	<b>Wolverine Fireworks Display, Inc.</b>	<b>American Fireworks</b>
<b>Fireworks Display</b>	<b>205 Siedlers Rd.</b>	<b>80819 Main Street</b>
<b>RFP-RH-20-060</b>	<b>Kawkawlin, MI 48634</b>	<b>Memphis, MI 48041</b>
	<b>989-662-0121</b>	<b>330-650-1776</b>
Firm Established	1978	1902
Years in Business	42	118
Type of Organization	Corporation	Corporation
How many years your company has been providing fireworks displays?	Has been in business for the past 42 years. Started off as a small coming and has become one of the largest importers of display fireworks and shooting some of the biggest displays in the U.S. and Michigan. Does over 400 shows a year.	Has been in business for over 118 years. Family owned and operated. Has an office and distribution center in Richmond. Has made recent investments to its infrastructure and technology.
How many full-time/part-time employees?	14 Full-time 5 Part-time (year round) 45 Part-time seasonal	12 Full-time 450 Part-time
Provide information relative to the experience and financial capability of company:	Wolverine operates through a revolving loan throughout the year. They are a wholesale business as well as a display company. Being a seasonal business, the revolving loan allows the company to pay for all of their inventory ahead of time and repay the loan after the busy season. Shooting over 400 shows throughout the year, they always have the inventory available to shoot any size budget shows.	Business model is to treat every customer the same, no matter the size of the account. Every show that leaves the plant is custom built and engineered for the venue and crowd while keeping safety a priority. Has been able to retain customers and grow utilizing this method.
A Copy of ATF license is included with proposal. If no, provide explanation.	Yes	Yes
Identify those who would be responsible, including on-site supervision for the fireworks display.	If awarded, the lead technician would be Shawn Kosecki. He has worked in the industry for the past 10 years and is a full time employee at Wolverine. He is one of their most experienced technicians and has shot some of the largest displays in the United States for National Fireworks Association. He has been the lead for the last three years for the Festival of the Hills at Borden. The lead technician for the Village of Rochester Hills would be John Campau. He has worked in the industry for 20 years and is a full time employee with Wolverine. He has been the lead technician for the previous years at the Village of Rochester Hills Displays.	Roberto Sorgi, Vice President-Plant operations, sales, and personnel. Brian Teeling, Operations Manager-in Charge of ordering supplies, designing, scripting and implementing the final display.
How many clients does your company currently serve with the type of services described?	Currently serves at least 18 different clients with the type of described services in the RFP.	Produces over 550 displays for approximately 350 different clients. Clients range from Cities, baseball teams, metro parks, municipalities and private events.

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Provide client references (minimum of 5).	<u>Bay City Fireworks Festival</u> - Doug Clark 989-684-2546 City of Bay City <u>Midland Area Community Foundation</u> - Jim Malek 989-631-0651, City of Midland <u>City of Midland</u> -Marcie Post 989-837-6936 City of Midland <u>Soaring Eagle Casino and Resort</u> , City of Mount Pleasant, Raul Venages 989-775-5282 <u>Flint Downtown Development Association</u> Gerard Burnash 810-429-4786, City of Flint <u>Signs 365 (City of Shelby's 4th of July Celebration)</u> , Mark Phillips 586-909-1104	<u>City of Livonia</u> -Dan Spurling 734-788-6962  <u>City of St. Clair Shores</u> - Henry Bowman 586-498-2401  <u>City of St. Clair</u> - Michael Booth 810-329-7121  <u>City of Dearborn</u> - Eric Peterson 313-310-9142  <u>City of Port Huron</u> - Rick Deon 810-985-8824
Provide list of fire department personnel (minimum 5) with whom you have worked with.	<u>Bay City Fire Depart.</u> -Bob Beck, Fire Prevention Officer, 989-892-2701 <u>Bangor Twp. Fire Dept.</u> , Chief Rick Donahue, 989-684-8504 <u>City of Grosse Pointe Farms</u> , Ray Krause, Fire Inspector 313-640-1617 ext. 1208 <u>City of Midland Fire Dept.</u> , Fire Marshall Joshua Mosher, 989-837-3413 <u>Saginaw Chippewa Indian Tribe</u> , Fire Chief Brian Kelly, 989-330-7635	<u>City of Livonia Fire</u> - Greg Thoma 734-466-2440  <u>City of St. Clair Shores Fire</u> - Melissa Bodnar 586-445-5380  <u>City of St. Clair Fire</u> - Dave Westrick 810-329-3360  <u>City of Dearborn Fire</u> - Laura Ridenour 313-943-2839  <u>City of Port Huron Fire</u> - Robert Eick 810-984-9750
Can you provide the resources for a fireworks display on the dates specified, including rain dates?	Yes, has abundant equipment, product and crew availability for display dates.	First resource is the location of the distribution center to event. Location is 30 miles from distribution center. Second is they consider this one of the most important displays of the year for them if they secure this contract. Thirdly they are going to use all available resources available into this display.
Provide a list of subcontractors utilized by your company.	Only subcontract on an "if-needed basis". For example, if they need sand brought in to a shoot site or if they need to rent any type of heavy equipment for set-up they may sub-contract that.	No subcontractors to be used.

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Provide a detailed work plan for Festival of the Hills	The plan would be to arrive the day of the show to set up. The product would arrive on site the day of the show. The lead technician would contact the proper people upon arrive at the site to coordinate radio communications and set up safety perimeter, The lead technician will have a cell phone on him at all times and provide that number to the designated City personnel. Loading would take place day of the show. Clean up and inspection for any unexploded aerial shells or live components would take place immediately after the show and the day after at first light.	States "Please see attached". Maps are provided with measurements. No detailed plan provided.
Provide a detailed work plan for Light the Village	The plan would be to arrive the day of the show to set up. They will set up on two rooftops of 5 different positions on each rooftop. Product would arrive on site the day of the show. The lead technician will have a cell phone on him at all times and provide that number to the designated City personnel. Loading would take place day of the show. Clean up and inspection for any unexploded aerial shells or live components would take place immediately after the show.	States "Please see attached". Maps are provided with measurements. No detailed plan provided.
Describe size and make-up of crew that would be utilized for the Festival of the Hills Display and the Light the Village Display.	The crew for the Festival of the Hills display would be about 10 people. This crew is made up of their most experienced technicians. They have done up to 50 shows of this nature in the past 5 years for Wolverine. The crew for the Village of Rochester Hills show would be about 8 people. This crew is made up of their most experienced technicians. They have done up to 15 shows of this nature in the past 5 years for Wolverine.	Crew would be made up of at least 6-10 people for each event. There will be at least 2 full time employees on site at all times. The crew working the City's event produces at least 10 shows of this caliber annually.
How will fallout zone be secured for both events?	Will mark off the fallout zone with caution tape to set the perimeter for the Festival of the Hills. Patrolling by local security or law enforcement is appreciated if it can be provided by the City. For the Light the Village there is no safety perimeter required on the ground. The roofline is the safety perimeter and it is not accessible to the public during the display.	Would maintain the inside safety perimeter for both events.

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List any additional services your company can provide and related costs.		Will be utilizing industry specific 3D simulation software to assist in the scripting and layout for this display. Software is advanced that it will help with pulling the display products out of their live inventories, provide packing lists for the trucks as well as providing site layouts and diagrams for the techs in the field.
Has your company ever had a fireworks related accident that resulted in death or serious injury?	No	No
Have any of your company's pyro technicians or assistants ever been convicted of a felony?	No. Anyone that handles pyrotechnics under their license must have a clear background check through ATF in order to be allowed to handle pyrotechnics. A copy of cleared names can be provided.	No
Within the past five years has your company been involved in any lawsuits? If yes, please describe.	No	No
Within the past five years, has your company been cited by any state or federal agencies violations involving safety procedures?	No	NO
Does your company have training program for pyro technicians. Please describe.	Yes, they offer an annual safety seminar to all of its current pyro technicians and to those interested in becoming one. The seminar is instructed by American Pyrotechnics Association Safety Program Manager, Gregg Smith.	Yes. They provide all their pyro technicians with the PGI and APA training annually.
Have you ever refused to complete a contract after it was awarded to your company? If so, please describe.	No, never have refused to complete a contract.	No
Will your firm provide the insurance coverage's described in the RFP?	Yes	Yes
List any exceptions/alternates.	None	None
<b>Festival of the Hills-\$35,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
Shell, 2.5 inch		
Shell, 3 inch	720 @ \$7.43= \$5,349.60	768 @ \$6.00 = \$4,608.00
Shell, 4 inch	600 @ \$11.56 = \$6936.00	690 @ \$12.00 = \$8,280.00
Shell, 5 inch	216 @ \$21.14= \$4,566.24	420 @ \$20.00 = \$8,400.00
Shell, 6 inch	144 @ \$39.19= \$5,643.79	288 @ \$30.00 = \$8,640.00
Shell, 8 inch	10 @ \$109.97 = \$1099.70	38 @ \$65.00 = \$2,470.00
Other (Specify)		
	Small Cakes - 280 @ \$6.01= \$1,682.80	1.5"-40mm Special FX Mines 225 @ \$4.50 = \$1,012.50
	Medium Cakes - 60@ \$54.77= \$3286.20	1.5"-40mm Special FX Comets 225 @ \$4.50 = \$1,012.50

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	Large Cakes - 24@ \$223.36= \$5,360.59	Multi shot barrage cakes-50 shot - 120 @ \$40.00 = \$4,800.00
<b>Special Effects (Specify)</b>	Single Shot Items 280@ \$6.01= \$1,682.80	Multi shot barrage cakes-150 shot - 40 @ \$125.00 = \$5,000.00
<b>Total Amount:</b>	<b>\$35570.23 - Discount of \$570.23= \$35,000</b>	<b>\$44,223.00 - Discounted to \$35,000.00</b>
<b>Festival of the Hills-\$38,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 2.5 inch</b>		
<b>Shell, 3 inch</b>	720 @ \$7.43= \$5,349.60	816 @ \$6.00 = \$4,896.00
<b>Shell, 4 inch</b>	600 @ \$11.56 = \$6936.00	756 @ \$12.00 = \$9,072.00
<b>Shell, 5 inch</b>	270 @ \$21.14 = \$5,707.80	432 @ \$20.00 = \$8,640.00
<b>Shell, 6 inch</b>	180 @ \$39.19= \$7,054.20	312 @ \$30.00 = \$9,360.00
<b>Shell, 8 inch</b>	18 @ \$109.97=1,979.38	42 @ \$65.00 = \$2,730.00
<b>Other (Specify)</b>		
	Small Cakes - 72 @ \$54.77= \$3,943.44	1.5"-40mm Special FX Mines 230 @ \$4.50 = \$1,035.00
	Medium Cakes - 212@ \$137.12= \$1,645.44	1.5"-40mm Special FX Comets 230 @ \$4.50 = \$1,035.00
<b>Special Effects (Specify)</b>	Large Cakes - 24@ \$223.36= \$5,360.59	Multi shot barrage cakes-50 shot - 125 @ \$40.00 = \$5,000.00
	Single Shot Items 280 @ \$6.01= \$1,682.80	Multi shot barrage cakes-150 shot - 45 @ \$125.00 = \$5,625.00
<b>Total Amount:</b>	<b>\$39,659.25 - Discount of \$1,659.50 = \$38,000</b>	<b>\$47,393.00 - Discounted to \$38,000.00</b>
<b>Festival of the Hills-\$40,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 2.5 inch</b>		
<b>Shell, 3 inch</b>	720 @ \$7.43= \$5,349.60	840 @ \$6.00 = \$5,040.00
<b>Shell, 4 inch</b>	600 @ \$11.56 = \$6936.00	792 @ \$12.00 = \$9,504.00
<b>Shell, 5 inch</b>	270 @ \$21.14 = \$5,707.80	456 @ \$20.00 = \$9,120.00
<b>Shell, 6 inch</b>	216 @ \$39.19= \$8,465.04	336 @ \$30.00 = \$10,080.00
<b>Shell, 8 inch</b>	26 @ \$109.97= \$2,859.22	46 @ \$65.00 = \$2,990.00
<b>Other (Specify)</b>		
	Small Cakes - 78 @ \$54.77= \$4,272.06	1.5"-40mm Special FX Mines 235 @ \$4.50 = \$1,057.50
	Medium Cakes - 12@ \$137.12= \$1,645.44	1.5"-40mm Special FX Comets 235 @ \$4.50 = \$1,057.50
	Large Cakes - 24@ \$223.36= \$5,360.64	Multi shot barrage cakes-50 shot - 130 @ \$40.00 = \$5,200.00
<b>Special Effects (Specify)</b>		Multi shot barrage cakes-150 shot - 50 @ \$125.00 = \$6,250.00
	Single Shot Items 280@ \$6.01= \$1,682.80	
<b>Total Amount:</b>	<b>\$42,278.80-Discount of \$2,278.80= \$40,000</b>	<b>\$50,299.00- Discounted to \$40,000.00</b>
<b>Light the Village-\$6,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 1 inch</b>		150 @ \$3.00 = \$450.00
<b>Shell, 1.5 inch</b>	52 @ \$3.18= \$165.36	100 @ \$4.00 = \$400.00
<b>Shell, 2 inch</b>	164 @ \$8.27= \$1,356.28	75 @ \$5.00 = \$375.00
<b>Shell, 2.5 inch</b>		
<b>Other (Specify)</b>		
	Shell 1.2 inch - 130 @ \$3.92= \$509.60	Multi shot barrage cakes-25 shot - 15 @ \$75.00 = \$1,125.00
	Small multi-shot cakes - 16 @ \$71.66 = \$1,146.56	Multi shot barrage cakes-100 shot - 15 @ \$125.00 = \$1,875.00

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	Large Multi-shot cakes - 6 @ \$146.86 = \$881.16	
Special Effects (Specify)	Fountains, Gerbs and Flames - 98 @ \$7.34= \$719.32	Fountains, Gerbs and Flames and candles 200 shots @ \$10.00 = \$2,000.00
	2" Spanish Candles - 24 @ \$51.27= \$1,230.48	
Total Amount:	\$6,010.22- Discount of \$10.22 = <b>\$6,000.00</b>	\$6,0225.00 Discounted to <b>\$6,000.00</b>
<b>Light the Village-\$6,250 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
Shell, 1 inch		160 @ \$3.00 = \$480.00
Shell, 1.5 inch	52 @ \$3.18= \$165.36	105 @ \$4.00 = \$420.00
Shell, 2 inch	189 @ \$8.27= \$1,563.03	80 @ \$5.00 = \$400.00
Shell, 2.5 inch		
Other (Specify)		Multi shot barrage cakes-25 shot - 17 @ \$75.00 = \$1,275.00
	Shell 1.2 inch - 150 @ \$3.92= \$588.00	Multi shot barrage cakes-100 shot - 17 @ \$125.00 = \$2,125.00
	Small multi-shot cakes - 16 @ \$71.66 = \$1,146.56	
	Large Multi-shot cakes - 6 @ \$146.86 = \$881.16	
Special Effects (Specify)	Fountains, Gerbs and Flames - 98 @ \$7.34= \$719.32	Fountains, Gerbs and Flames and candles 205 shots @ \$10.00 = \$2,050.00
	2" Spanish Candles - 24 @ \$51.27= \$1,230.48	
Total Amount:	\$6,295.52 - Discount of \$45.52 = <b>\$6,250.00</b>	\$6,750.00 Discounted to <b>\$6,250.00</b>
<b>Light the Village-\$6,500 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
Shell, 1 inch		165 @ \$3.00 = \$495.00
Shell, 1.5 inch	52 @ \$3.18= \$165.36	110 @ \$4.00 = \$440.00
Shell, 2 inch	203 @ \$8.27= \$1,678.81	85 @ \$5.00 = \$425.00
Shell, 2.5 inch		
Other (Specify)		Multi shot barrage cakes-25 shot - 19 @ \$75.00 = \$1,425.00
	Shell 1.2 inch - 198 @ \$3.92= \$776.16	Multi shot barrage cakes-100 shot - 19 @ \$125.00 = \$2,375.00
	Small multi-shot cakes - 16 @ \$71.66 = \$1,146.56	
	Large Multi-shot cakes - 6 @ \$146.86 = \$881.16	
Special Effects (Specify)	Fountains, Gerbs and Flames - 98 @ \$7.34= \$719.32	Fountains, Gerbs and Flames and candles 210 shots @ \$10.00 = \$2,100.00
	2" Spanish Candles - 24 @ \$51.27= \$1,230.48	
Total Amount:	\$6,599.70 - Discount of \$99.70 = <b>\$6,500</b>	\$7,260.00 Discounted to <b>\$6,500.00</b>
Pricing will be held firm through the four (4) subsequent years?	Yes	Yes
If No, please provide proposal for optional years.	N/A	

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Outline cost adjustments to the contract price of the show to reflect these circumstances:	<p>1) Shells not used because of damage, defect firing or other causes: If there are unexploded shells after the show an inventory would be taken of those shells and the City would be compensated for the cost of those shells.</p> <p>2) Time break in show/dead air time: Since the show is going to be choreographed to include no dead air time, if any were to occur it would be due to product failure or malfunction. If there are unexploded shells after the show an inventory would be taken of those shells and the City would be compensated for those shells.</p> <p>3) Start of show significantly delayed by contractor (10 minutes or more): If the start of the show is significantly delayed you will be compensated \$100 per minute.</p> <p>4) Cancellation due to weather (as determined by the City):  A. If postponed to another date the fee will be \$2,000  B. If the show is completely cancelled the fee will be \$4,200</p>	<p>1) City will be reimbursed for material .</p> <p>2) In the event that there is a significant time break in the show, the City will be reimbursed for the material that did not fire during that time.</p> <p>3) The City will be compensated at a rate of \$150 per minute for any delay over 10 minutes that is directly caused by their company.</p> <p>4) Postponed to the following day, \$2,000.00 Postponed to a different day , other than the following day, 8% of contract amount.</p> <p>5) 15% of the contracted amount if the show has been setup, 5% if the show has not been set up.</p>

<b>Proposal Summary</b>	<b>ACE Pyro, LLC</b>	<b>J &amp; M Displays, Inc.</b>
<b>Fireworks Display</b>	<b>13001 E. Austin Rd.</b>	<b>18064 170th Avenue</b>
<b>RFP-RH-20-060</b>	<b>Manchester, MI 48158</b>	<b>Yarmouth, IA 52660</b>
	<b>734-428-0901</b>	<b>800-648-3890</b>
Firm Established	1998	1986
Years in Business	22	40
Type of Organization	Limited Liability Corporation	Corporation
How many years your company has been providing fireworks displays?	Has been specializing in the production of pyro musical fireworks displays for over 20 years. Has produced thousands of displays for clients and budgets of all types. Stock huge selection of quality fireworks, one of only a small handful of display companies (globally) to develop a digital firing system in-house.	Founded in 1980, has grown to become the largest shipper of fireworks in Iowa. They can supply displays throughout the United States and has shipped to other countries. J&M Buildings sit on 106 acre property. Also owns several satellite bunkers located throughout the mid-western states. Employs a full-time office and plant maintenance staff of 18 and sales force of over 50.
How many full-time/part-time employees?	15 Full-Time 200 Part-Time	40 Full-Time 1,600 Part-Time
Provide information relative to the experience and financial capability of company:	Has grown a rate of more than 15% per year. All of the products, equipment and resources used in the production of their displays are owned outright by the company.	Annual sales are over \$10 million per year. Professional, full-time fireworks company providing all type and sizes year round.
A Copy of ATF license is included with proposal. If no, provide explanation.	No. License was recently renewed, awaiting license document from BATFE. Letter demonstrating on-time renewal and full operating authority attached.	Yes
Identify those who would be responsible, including on-site supervision for the fireworks display.	Aaron Enzer- President, Lead Technician Drew Espenshade - Account Manager, Display Designer, Lead Technician.	Justin Thomas would be lead Technician. He would have four assistants that will be determined at contract award.
How many clients does your company currently serve with the type of services described?	Over 100 annually.	Produces about 450 pyro-musicals per year.

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	<b>734-428-0901</b>	<b>800-648-3890</b>
Provide client references (minimum of 5).	<p><u>City of Canton</u> - Jonathan LaFever 734-394-5364</p> <p><u>City of Lake Orion</u> - Robert Krefski 586-996-8967</p> <p><u>City of Trenton</u> - Joann Gonyea 734-675-7300</p> <p><u>Bedford Township</u> - Connie Velliquette 419-297-1977</p> <p><u>Township of Grosse Ile</u> - Kim O'Farrell 734-675-2364 ext. 113</p>	<p><u>West Point Fireworks Committee</u> - Will Stuekerjuergen 319-750-4517</p> <p><u>Intersport, Inc. (show was shot in Omaha, NE)</u>- Joe Salituro, 312-467-8121</p> <p><u>Fair St. Louis Foundation</u> - Cameron Murray, 314-505-6074</p> <p><u>Crescent City Countdown Club</u>- Debbie Bresler, 985-630-4604</p> <p><u>Big Bang Boom/Galesburg Lions Club</u>- Roger Lundeen, 309-342-5131</p>
Provide list of fire department personnel (minimum 5) with whom you have worked with.	<p><u>City of Canton</u> - John Oltman, Fire Marshall, 734-394-5458</p> <p><u>Village of Holly</u> - Jerry Nash, Chief of Police, 248-884-0911</p> <p><u>Pyrotechnics Guild Convention</u> - Daryl Marmon, Safety &amp; Production Chairmen, 913-927-1771</p> <p><u>Bedford Township</u> - Adam Massingill, 734-847-2359</p> <p><u>Taylor Summer Festival</u> - Stan Pochron, Deputy Chief, 734-552-0250</p>	<p><u>Stockton Fire Department</u> - Daniel Oppold, 815-266-9106</p> <p><u>Norfolk Nebraska Fire Marshall</u> - Terry Zwiebel, 402-841-9107</p> <p><u>Creston Fire Department</u>- Retired Fire Chief Roger Nurnberg- 641-202-0016</p> <p><u>Burlington Fire Department</u>-Mark Crooks, Fire Marshall-Inspections, 319-753-8398</p> <p><u>Cedar Rapids Fire Dept.</u>-R. Scott Bremer, Retired Shift Captain, 319-551-8804</p>
Can you provide the resources for a fireworks display on the dates specified, including rain dates?	Yes	Yes
Provide a list of subcontractors utilized by your company.	None	None

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	<b>734-428-0901</b>	<b>800-648-3890</b>
Provide a detailed work plan for Festival of the Hills	25 minute, continuous display with no dead air time, Fireworks will be computer fired, 100% of the fireworks selection will be directly imported or manufactured by ACE Pyro, LLC. Set up will begin at 9:00 am, on the day of display, care will be taken to prevent damage to all park grounds and facilities. Fireworks will be ready to fire prior to scheduled start time. Strict adherence to NFPA 1123 Code for Fireworks Display. Water fire extinguishers will be positioned at the display site. Spotters will monitor fallout zone for safety/security. Following the display the site will be examined for any defective fireworks shells. Site cleanup will be completed immediately after the display following a cool down period. Fallout zone will be thoroughly inspected at first light the following morning.	If awarded would work with the City to get their Musical selection. Once the music has been agreed upon, they will begin the choreography process. They would arrive on site June 28 to begin setting up racks and equipment. On the 29th, they would begin to drop the shells and finish set up for the June 30 show. Security will be on site at all times. The team will return to the site on July 1 for cleanup.
Provide a detailed work plan for Light the Village	Four minute continuous display with no dead air time. Pyrotechnics will be computer fired and precisely synchronized to the music soundtrack. Set up will take place the day of the display, care will be taken to prevent damage to building rooftops and other facilities, display will be 100% ready to fire prior to scheduled start time. Strict adherence to NFPA 1126 standard for the use of Pyrotechnics before a proximate audience. Technicians will immediately stop the display in the event of an emergency. Following the display, the site will be examined for any defective pyrotechnics, site cleanup will be completed immediately after the display. The site will be left free from all trash and debris associated with the display.	Team would arrive the day before the show to set up. Then on show day, the shells will be dropped and equipment rechecked for the evening show. The next morning they will return to inspect the site in the light of day.
Describe size and make-up of crew that would be utilized for the Festival of the Hills Display and the Light the Village Display.	<u>Festival of the Hills</u> - a minimum of 8 technicians, highly qualified and experienced in the production of electronically fired and pyro musical fireworks display. <u>Light the Village</u> -A minimum of 4 technicians, highly qualified and experienced in the production of close proximity and rooftop fireworks displays.	The FOH crew will include one Lead Technician and four assistants. The Light the Village show will require one lead technician and two assistants.
How will fallout zone be secured for both events?	Crew members will remain on site throughout the setup and tear down, remain in contact at all times using two -way radios, monitor fallout zone for safety/security during the display.	Will work with Fire Department to on securing the sites for each event.

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<b>RFP-RH-20-060</b>	<b>Manchester, MI 48158</b>	<b>Yarmouth, IA 52660</b>
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List any additional services your company can provide and related costs.	Bomb squad training, Pyrotechnics Guild International Display Operator Certification courses, Indoor pyrotechnic displays for proximate audiences, pyrotechnic movie special effects.	Close proximity effects, stage effects, confetti and streamers, and fog machines.
Has your company ever had a fireworks related accident that resulted in death or serious injury?	In 20+ years of operation, only 1 injury has occurred. A crew member received burns during the production of a display. The burns required medical attention but the injury was non life-threatening.	No
Have any of your company's pyro technicians or assistants ever been convicted of a felony?	No	No
Within the past five years has your company been involved in any lawsuits? If yes, please describe.	No	Sparks went into a crowd and a person received a small burn.
Within the past five years, has your company been cited by any state or federal agencies violations involving safety procedures?	No	No
Does your company have training program for pyro technicians. Please describe.	Are certified using the Pyrotechnics Guild International (PGI) Display Operator Certification Course. In addition, ACE Pyro conducts internal certification and routine hands on training for all technicians.	Training consists of a class designed by the American Pyrotechnics Association. Includes classroom lecture/training and a written test. Technicians works hands on with a seasoned pyros as an assistant until they are ready to be a lead.
Have you ever refused to complete a contract after it was awarded to your company? If so, please describe.	No	No
Will your firm provide the insurance coverage's described in the RFP?	Yes	Yes
List any exceptions/alternates.	None	
<b>Festival of the Hills-\$35,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
Shell, 2.5 inch		Vendor put individual line item for each type of Firework.
Shell, 3 inch		
	576 @ \$8.00 = \$4,608.00	Please see response for totals of fireworks. Breakdown is below:
Shell, 4 inch	432 @ \$16.00 = \$6,912.00	
Shell, 5 inch	216 @ \$31.00 = \$6,696.00	Fireworks Total: \$43,315.80
Shell, 6 inch	144 @ \$50.00 = \$7,200.00	Discount: \$18,215.80
Shell, 8 inch	62 @ \$117.40 = \$7,278.80	Subtotal Fireworks: \$25,100.00
Other (Specify)		Insurance Processing: \$3,500.00
	Aerial Display Cakes 60 (3,720) @ \$38.40 = \$2,304.00	Shoot Fee: \$3,500.00
		Delivery: \$1,400.00

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		Shoot Cost: \$1,500.00
<b>Special Effects (Specify)</b>		
<b>Total Amount:</b>	<b>\$35,000.00</b>	<b>\$35,000.00</b>
<b>Festival of the Hills-\$38,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 2.5 inch</b>		Vendor put individual line item for each type of Firework.
<b>Shell, 3 inch</b>	576 @ \$8.00 = \$4,608.00	Please see response for totals of fireworks. Breakdown is below:
<b>Shell, 4 inch</b>	432 @ \$16.00 = \$6,912.00	
<b>Shell, 5 inch</b>	216 @ \$31.00 = \$6,696.00	Fireworks Total: \$47,769.05
<b>Shell, 6 inch</b>	144 @ \$50.00 = \$7,200.00	Discount: \$20,389.05
<b>Shell, 8 inch</b>	62 @ \$117.40 = \$7,278.80	Subtotal Fireworks: \$27,380.00
<b>Other (Specify)</b>		Insurance Processing: \$3,800.00
	Aerial Display Cakes 60 (3,720) @ \$38.40 = \$2,304.00	Shoot Fee: \$3,800.00
		Delivery: \$1,520.00
		Shoot Cost: \$1,520.00
<b>Special Effects (Specify)</b>		
	Specific fireworks listed in response 141 @ \$21.27 = \$2,999.07	
<b>Total Amount:</b>	<b>\$38,000.00</b>	<b>\$38,000.00</b>
<b>Festival of the Hills-\$40,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 2.5 inch</b>		Vendor put individual line item for each type of Firework.
<b>Shell, 3 inch</b>	576 @ \$8.00 = \$4,608.00	Please see response for totals of fireworks. Breakdown is below:
<b>Shell, 4 inch</b>	432 @ \$16.00 = \$6,912.00	
<b>Shell, 5 inch</b>	216 @ \$31.00 = \$6,696.00	Fireworks Total: \$53,085.35
<b>Shell, 6 inch</b>	144 @ \$50.00 = \$7,200.00	Discount: \$24,185.35
<b>Shell, 8 inch</b>	62 @ \$117.40 = \$7,278.80	Subtotal Fireworks: \$28,900.00
<b>Other (Specify)</b>		Insurance Processing: \$4,000.00
	Aerial Display Cakes 60 (3,720) @ \$38.40 = \$2,304.00	Shoot Fee: \$4,000.00
		Delivery: \$1,600.00
		Shoot Cost: \$1,500.00
<b>Special Effects (Specify)</b>		
	Specific fireworks listed in response 141 @ \$21.27 = \$2,999.07	
	Specific fireworks listed in response 44 @ \$45.45= \$1,999.80	
<b>Total Amount:</b>	<b>\$40,000.00</b>	<b>\$40,000.00</b>
<b>Light the Village-\$6,000 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 1 inch</b>	400 @ \$2.75 = \$1,100.00	Vendor put individual line item for each type of Firework.
<b>Shell, 1.5 inch</b>	634 @ \$4.10 = \$2,599.40	Please see response for totals of fireworks. Breakdown is below:
<b>Shell, 2 inch</b>	210 @ \$6.25 = \$1,312.50	
<b>Shell, 2.5 inch</b>		Fireworks Total: \$5,562.80
<b>Other (Specify)</b>		Discount: \$1,312.80
		Subtotal Fireworks: \$4,250.00
		Insurance Processing: \$600.00

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		Shoot Fee: \$600.00
<b>Special Effects (Specify)</b>		Delivery: \$250.00
	Gerbs, Flashes, Strobes, Flames 120 @ \$8.25 = \$990.00	Shoot Cost: \$300.00
<b>Total Amount:</b>	<b>\$6,000.00</b>	<b>\$6,000.00</b>
<b>Light the Village-\$6,250 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 1 inch</b>	600 @ \$1.95 = \$1,170.00	Vendor put individual line item for each type of Firework.
<b>Shell, 1.5 inch</b>	634 @ \$3.65 = \$2,314.00	Please see response for totals of fireworks. Breakdown is below:
<b>Shell, 2 inch</b>	300 @ \$6.04 = \$1,812.00	
<b>Shell, 2.5 inch</b>		Fireworks Total: \$6,264.70
<b>Other (Specify)</b>		Discount: \$1,814.70
		Subtotal Fireworks: \$4,450.00
		Insurance Processing: \$625.00
<b>Special Effects (Specify)</b>		Shoot Fee: \$625.00
	Gerbs, Flashes, Strobes, Flames 120 @ \$7.95 = \$954.00	Delivery: \$250.00
		Shoot Cost: \$300.00
<b>Total Amount:</b>	<b>\$6,250.00</b>	<b>\$6,250.00</b>
<b>Light the Village-\$6,500 Budget</b>	<b>Quantity / Unit Cost / Extended Cost</b>	<b>Quantity / Unit Cost / Extended Cost</b>
<b>Shell, 1 inch</b>	800 @ \$1.75 = \$1,400.00	Vendor put individual line item for each type of Firework.
<b>Shell, 1.5 inch</b>	634 @ \$3.45 = \$2,187.30	Please see response for totals of fireworks. Breakdown is below:
<b>Shell, 2 inch</b>	360 @ \$5.65 = \$2,034.00	
<b>Shell, 2.5 inch</b>		Fireworks Total: \$7,153.90
<b>Other (Specify)</b>		Discount: \$2,513.90
		Subtotal Fireworks: \$4,640.00
		Insurance Processing: \$650.00
<b>Special Effects (Specify)</b>		Shoot Fee: \$650.00
	Gerbs, Flashes, Strobes, Flames 120 @ \$7.32 = \$878.40	Delivery: \$260.00
		Shoot Cost: \$300.00
<b>Total Amount:</b>	<b>\$6,500.00</b>	<b>\$6,500.00</b>
Pricing will be held firm through the four (4) subsequent years?	Yes	Yes
If No, please provide proposal for optional years.		

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Outline cost adjustments to the contract price of the show to reflect these circumstances:	<p>1) ACE Pyro shall provide an invoice credit for any un-fired product that exceeds 1% of the total product allocated for any given display.</p> <p>2) Shall provide an invoice credit for any interruption to the display. The discount will be proportional to the duration of the interruption. Such a credit shall exclude exigent circumstances beyond the control of ACE Pyro such as interruptions related to safety, security, severe weather, etc.</p> <p>3) In event that the display is not ready to fire as scheduled, ACE shall provide an invoice credit in the amount of 5% of contract price.</p> <p>4) Postponed to another date-minor costs may be incurred for additional labor; ACE will only charge for direct costs incurred and total cost shall not exceed 10% of the originally contracted price. Completely cancelled-City shall cover the sunk costs, reasonably incurred by ACE in preparation for the display. Such costs shall not exceed 25% of the contracted price.</p>	<p>1) Any shells not used because of damage, defect firing, or other causes will be credited to the City's show the following year.</p> <p>2) If there is more than a five minute delay during the show, they will credit the City 5% of the contract price.</p> <p>3) If a 10 minute or more delay in the start of the show is solely the fault J&amp;M, they will credit the City 5% of the contract price.</p> <p>4a) If the show is rescheduled for the following day, the City will only incur an additional fee of 50% of the shoot fee.</p> <p>4b) If a show is completely cancelled after set up, the City would be responsible for 50% of the contract price if show is not rescheduled and shot in the same year.</p>