| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|---|--|--|--|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| ADDRESS: | Lastpointe Wi | | | |
| Years in Business | 17 years | 20 years | 18 years | 32 years |
| Years Providing Fireworks Displays | 17 years | 20 years | 120 years | 32 years |
| Total Training Traini | 1 | | | |
| Full Time Employees | 2 in MI; 2 in China | 10 full time employees | 55 full time employees | 12 full time employees |
| Part Time Employees | 2 in MI; 75 seasonal pyrotechnicians | 16-18 part time employees | 3500 part time employees | 5 part time employees |
| | | 350-400 during July 4th | | AAAAA |
| | | | | |
| Experience and Financial capability of company | Fireworks displays \$3500 to \$45,000 to | Conduct 500-600 displays per year; full | Will assign project mgr with 20+ yrs exp; | Wholesale business & display company; |
| to carry out terms of contract | private & public sector; 11/2010-first | time fireworks company w/ many clients | field tech in field average 5 yrs exp before | operated under revolving loan throughout |
| | place Yueyang Tower Cup at International | on multi year contracts; 2 yrs quantity of | lead on a show. Larger shows & computer | year. Over 175 shows a year, always |
| | Music Fireworks Competition in China; | fireworks on hand; carries no debt; look | fired shows lead tech w/ 10+ yrs. Excellent | inventory available for any budget; shot |
| 1-00-100 N-000 N-000 N-000000 | closing display at National Fireworks | to be doing displays for many year to | insurance rating & financial condition. | numerous large scale, choreographed |
| | Assn annual convention; financed by | come. | No claims or perf bond cancellation; | fireworks shows; have capability & |
| | Huntington Nat Bank since 1009; maintain | | never had municipal contract cancelled | equipment to meet requirements of |
| | stock of \$275,000 | | or terminated | City |
| | | | | |
| ATF License | Yes | Yes | Yes | Yes |
| | Copy Provided | Copy Provided | ? | Copy Provided |
| | | | | |
| | | | | John Campau-15 yrs- with his crew |
| Staff responsible for fireworks display, including | Barry Beltz-25 yrs pyrotechnic exp, PGI & | Randy McCasland-22 yrs exp, over 1000 | Jon Wilson-proj mgr-27 yrs exp | shoots largest display in Bay City - |
| on-site supervision; experience and qualifications | AND | displays as operator; trainer in set up & | Chris Mele-operation-15+ yrs | 40 minute show, choreographed, only |
| | Bruce Tyree-20 yrs pyrotechnic exp; PGI & | safety of displays | Doug Aller DOT & equipmt 15+ yrs | dark sky is between songs as planned. |
| | APA certified; member APA, NFA, IFA,PGI | Mike Gardner-8 yrs exp; 6 yrs as full time | Matt Wood-creative designer 15+ yrs | Attends yearly safety seminar |
| | | employee doing approx 30-40 displays | Beth Stone, billing & Accting, 5+ yrs | Attenus yearry safety semmar |
| | | a year | Dan Farrell plant mgr 10+ yrs | |
| | | | Stephen Vitale CEO & Pres-30+ yrs | |
| | | | | |
| | | | | 1 |
| | | | | |
| | | for the A | | |
| | | , | | Alaka |
| | | | | |
| | | | | |
| <u> </u> | | | <u> </u> | 1 |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|--|---------------------------------------|---|--|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | | | |
| Number of clients company currently services wit | h | | | |
| similar services | 50 displays in 2011 | 450 - 500 clients per year | 2,200+ clients w/ over 2600 displays 2011 | 5 different clients w/ type of services |
| | | | | described on yearly basis |
| Client References | City of St Helen | Grand Haven, MI | Grove City, Ohio | Bay City, MI |
| | National Fireworks Association | Troy Daze, Troy, MI | Sylvania, Ohio | Midland Area Community Foundation |
| | Beile Maer Harbor, Harrison Twp | Deerfield Beach, FL | Hilliard, Ohio | City of Midland |
| de de la communicación de | City of St. Clair Shores | Wilmette, IL | Taylor, Mi | Saginaw Chippew Indian Tribe of Michigan |
| 100 A | Soaring Eagle Casino & Resort | Schererville, IN | Reynoldsburg, Ohio | City of Alpena |
| | National Cherry Festival, Traverse City | | | |
| | | | | |
| | | | | |
| and the state of t | | | | |
| -/AAA/A | | , , , , , , , , , , , , , , , , , , , | | |
| | | | | |
| Experience with Fire Department Personnel | Tuscarora Twp Fire Department | Troy Fire Department | Jack Twp Fire Ohio | Bay City Fire Department |
| | St. Clair Shores Fire Department | Schererville Fire Department (IN) | Norwich Twp Fire Ohio | Bangor Twp Fire Department |
| | Elmwood Twp Fire & Rescue, Traverse City | Highland Fire Department (IN) | Truro Twp Fire Ohio | Grosse Pointe Farms Fire Inspector |
| | Harrison Twp Fire Department | Waukegan Fire Department (IL) | Sylvania Twp Fire Ohio | Midland Fire Department |
| ************************************** | Kimball Twp Fire Department | Hammond Fire Department (IN) | Akron Fire Ohio | Onaway Fire Department |
| | Chesterfield Township Fire Department | 13M31110TIC THE DEPOS CHIEFE (117) | | |
| /Ass. 12.00 (1.00 | Greater township the Department | | AND | |
| Ability to provide resources for fireworks display | Yes | Yes | Yes | Yes |
| on dates specified, including rain dates | | | | |
| on dates specifical increasing run dates | | | | |
| List of subcontractors | WBS - Dumpster | No subcontractors will be used | None | Subcontract only if needed; Sand if |
| 201 30000111 001010 | Wes Simons Trucking - Sand/maintenance | TO SUBCOTTA GOODS WITH DC GOOD | | brought in or heavy equipment rented |
| | American General-equipment/operator | | | for set up. |
| | Olsen Marine Services-Barge/equipment | | | ior set up. |
| 80 y m (100 m) | Gayton Marine Services-Barge/equipment | | | |
| · · · · · · · · · · · · · · · · · · · | Gayton Manne Services-barge/equipment | | | |
| | | | | |
| | | | | |
| | | · · · · · · · · · · · · · · · · · · · | | |
| 444444444444444444444444444444444444444 | | | | |
| | | | | |
| <u> </u> | <u> </u> | | | |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|---|---|--|---|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | | | |
| Work Plan and Program Selection for fireworks | Racks, dumpster & sand delivered 6/26; | Get input on music; make CD get approved; | Arrival day before show, set up all equip- | Arrive day before show to set up equip- |
| display | racks & large guns assembled 6/26; | choreograph fireworks to music & pack | ment. Event day drop shells & wire. Progra | ment; 5 positions for more intricate chore- |
| 3106101 | prior to 6/26, all shells E-matched and | display; arrive on site 8am 6/27; set up | will be designed to musical soundtrack, | ography & mine runs; product on site day |
| | labeled at warehouse; product delivered | equipment; load firworks; layout electric | 25 min show shot; tear down that night; | of show; lead tech contact proper authori- |
| | to site early morning 6/27 for loading | plug in all pyrotechnics bet 7:30 pm & 9 pm | out by 2 am. Show fire out of 5 positions | ties for radio communication & safety |
| | | check continuity arrange 10:10 pm start | within safety distance of 700' radius. | perimeter. Also cell phone. Loading of |
| | | time w/ music; start display; tear down | Each idividual shell size will meet its | product; clean up & inspection for any |
| | | and clean site; do walk through at day | safety distance requirements. | unexploded shells or live components |
| | / | break. | | after show & next day first light; no |
| | | | | dead air time; can bring sound equipment |
| | | | | |
| | V | | | |
| Size and make-up of crew that will be utilized for | 6/26 - set-up - 6 laborers; one bobcat | Four Operators: | 2 lead techs and 6-8 assistants, 4 helpers | 10 people - most experienced technicians |
| Rochester Hills Fireworks Display | loader and operator | Randy McCasland - 22 years+ | | in production of choreographed computer |
| | 6/27-display - 1 lead operator & 5 | Mike Gardner - 8 years | | fired displays. Done upwards of 30 shows |
| | pyrotechnicians | Phil Metzger - 10 years | | of this nature in past 5 years. Extensively |
| *************************************** | 6/28-First light inspection; equipment | Rick Metzger - 10 years | | trained on set up and safety of shooting |
| | breakdown & removal; 6 laborers & one | Four Assistants: | | these types of shows. |
| | bobcat loader and operator | Brian Wiltfong - 4 years | | |
| | | Jim Garis - 4 years | | |
| | 47, | Rick James - 20 years | | |
| | | Andrew James - 2 years | - VA VV | |
| | | | | |
| Security for fallout zone | Caution tape &/or barricades around | City to rope off area. Two operators | Can be secured by 8 of their staff with | Will mark off the fallout zone w/ caution |
| | perimeter provided by RH. Inside | will discharge display and other six will | radio contact with local authority | tape to set the perimeter. Patrolling by |
| | perimeter maintained by Great Lakes | watch perimeter | having jurisdiction of site | local security or law enforcement is |
| | Fireworks | | | appreciated if City can provide |
| | | | | |
| | | | | |
| Livro, | | | A. (A. (A. (A. (A. (A. (A. (A. (A. (A. (| |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | , | | |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|---|--|--|--|--|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | | | |
| Additional services and related costs | N/A | | | |
| | | | | |
| | | | | |
| | | | | |
| | | William Control of the Control of th | | |
| | | | | Vivivian |
| | | | | |
| | | | | |
| Previous fireworks related accident that resulted | No | 1997-large shell exploded coming out of | Can provide close proximate, confetti, | No |
| in death or serious injury | | mortar on a barge display resulting in the | streamers, flame effects & indoor product. | |
| ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | A A A A A A A A A A A A A A A A A A A | death the three colleagues. | Can offer for this event or another event | |
| | | | depending on size & location - prices | |
| | | | will vary. | |
| | | | | And 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| Pyrotechnicians or assistants convicted of a felony | No. Persons having a felony conviction | No. All pyrotechnics and assistants go | No, if discovered or convicted while | No. Anyone working under their license |
| 7,7000,7000,7000,7000,7000,7000,7000,7 | cannot handle explosive materials per | through a background check by ATF. No | employed, employee is terminated | must have clear background check through |
| | ATF regulations | one w/ felony conviction allowed to | | ATF. |
| | | handle explosives | | |
| \$ 1. \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | | | | |
| Lawsuits concerning personal injury as result of | No | No | No . | Yes |
| fireworks display | | | | Information Provided |
| | | | | A |
| | | | | |
| | | | Norman | |
| | | | | |
| Company cited by State or Federal agencies for | No | No | No | No |
| violations involving safety procedures | NU | | | |
| Violations involving safety procedures | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| <u> </u> | | | | |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|---|--|--|--|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawiin, MI |
| | | | | |
| Training program for pyrotechnicians | Yes, all pyrotechnicians are trained and | Yes, annual training is done for all | Yes, extensive training program-techs & | Yes. Annual safety seminar instructed by |
| | completed American Pyrotechnic Assn | pyrotechnics & assistants on set up | assts required to attend 8-10 courses. | Amer Pyrotechnics Assn Safety Program |
| | fireworks training program. All pyro- | safety and handling of pyrotechnics before | Also offer workships for specialized | Mgr. Includes NFPA 1123 guidelines & |
| | technicians required to attend an annual | during and after display. | training during year. Techs are reviewed | demo of safe techniques & malfunctioning |
| | pyrotechic & safety training seminar held | <u> </u> | yearly & pass through 3 phases | shells and DOT portion for Hazmat licensed |
| | in spring each year. | | | drivers for transportation of hazardous |
| | 1 | | | materials. |
| | | | | |
| Refusal to complete a contract | No | No | No | No |
| Treatment of Complete a Contract | | | | |
| Insurance coverage | Yes | Yes | Yes | Yes |
| insurance coverage | | | | |
| Exceptions/Alternates to specifications | N/A | | | None |
| Exceptions/Atternates to specifications | 114775 | AAIAAAAA | 10,00,00 | |
| | A A A A A A A A A A A A A A A A A A A | | | |
| | | | | |
| | | | | <u></u> |
| | | | | |
| | | | | |
| | | | | |
| 100000000000000000000000000000000000000 | | | AAA AAAA AAAA | |
| | | 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1 | | |
| | | | | |
| | Alle Alle Alle Alle Alle Alle Alle Alle | | | |
| | | | .5- | |
| | | | | |
| | A. I. I. J. J. A. | | | |
| 100 miles (100 miles (| | | | |
| | | | | |
| | | | | , |
| | | | *************************************** | |
| | | | | |
| | | | | |
| , | | 1 | | \$ |
| | | 4, | | |
| | | | Additional | |
| | MANAGEMENT AND | <u> </u> | | |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|--|---|--|---|
| ADDRESS : | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | | | |
| COST PROPOSAL: | | | | |
| | | | | |
| Fireworks Display-Budget Amount of \$25,00 | 0 | | | |
| Shell, 2.5 inch | | 120 shells @ \$4.00 = \$480.00 | 300 shells @ \$4.18 = \$1,254.00 | |
| Shell, 3 inch | 160 shells @ \$5.67 = \$907.20 | 180 shells @ \$5.50 = \$792.00 | 800 shells @ \$5.49 = \$4,392.64 | 1200 shells @ \$3.30 = \$3,960.00 |
| Shell, 4 inch | 108 shells @ \$10.29 = \$1,111.32 | 315 shells @ \$14.00 = \$4,410.00 | 500 shells @ \$7.45 = \$3,729.00 | 924 shells @ \$5.85 = \$5,405.40 |
| Shell, 5 inch | 278 shells @ \$17.82 = \$4,953.96 | 170 shells @ \$24.00 = \$4,080.00 | 300 shells @ \$13.53 = \$4,059.00 | 357 shells @ \$12.20 = \$4,355.40 |
| Shell, 6 inch | 160 shells @ \$33.25 = \$5,320.00 | 110 shells @ \$35.00 = \$3,850.00 | 200 shells @ \$23.65 = \$4,730.00 | 260 shells @ \$25.00 = \$6,500.00 |
| Shell, 8 inch | 12 shells @ \$73.15 = \$877.80 | 20 shells @ \$96.00 = \$1,920.00 | 50 shells @ \$50.10 = \$2,504.70 | 123 shells @ \$41.00 = \$5,043.00 |
| | 718 shells | 915 shells | 2,150 shells | 2,864 shells |
| Other | Premium Yung Feng shells shot randomly | 12 - 7" shells @ \$75.00 = \$900.00 | 100 - 4" special effects @ \$10 = \$1,000.00 | 42 - 5" pattern shells |
| Ource | throughout body of display | 12 (36 shells) 3" Volley @ \$18 = \$216.00 | 60 - 6" special effects @ \$35 = \$2,100.00 | 42 - 6" pattern shells |
| The state of the s | 36 - 4" shells @ \$20.03 = \$721.08 | 10 (30 shells) 4" Volley @ \$40 = \$400.00 | 10 - 8" special effects @ \$180 = \$1,800.00 | 54 - 5" Pastels |
| MAINTENANT ALLER WINNESS AND A STATE OF THE | 48 - 5" shells @ \$42.11 = \$2.021.28 | 20 (30 31013) 7 75/10 (5 10 5 10 10 10 10 10 10 10 10 10 10 10 10 10 | | 39 - 6" Pastels |
| | 48 - 6" shells @ \$68.71 = \$3,298.08 | | | 12 - 8" pattern shells |
| | 12 - 8" shells @ \$133 = \$1,596.00 | | | No additional charge |
| | 144 shells | 78 shells | 170 shells | |
| | 144 Siscilo | 70 Sitens | 270 3710110 | |
| Special Effects: | Premium Yung Feng shell Fan & layered | 50 - 3" Special @ \$8.00 = \$400.00 | | |
| | effects of 5", 6" & 8" shells; 5" fan racks, | 40 - 4" Special @ \$18.00 = \$720.00 | | |
| | 6" fan racks & 8" shells shot in sequence | 30 - 5" Special @ \$30.00 = \$900.00 | | |
| A A A A A A A A A A A A A A A A A A A | to create stunning visual effect | | | |
| | 20-4 5" 5-shot fans @\$66.50=\$1,330.00 | | | |
| | 24-8 6" 3-shot fans @ \$106.40 = \$2,553.60 | | | |
| | 4-8" shells @ \$159.60 = \$638.64 | | | |
| | 48 shells | 120 shells | | |
| | | | | |
| Other | | 30 - 2.5" Finale Chain @ \$48 = \$1,440.00 | 1430 Ematches @ \$1.65 = \$2,359.50 | |
| | | 55 - 3" Finale Chain @ \$72 = \$4,320.00 | | |
| | | 10 - 4" Finale Chain @ \$45 = \$450.00 | | |
| | | 95 shells | | |
| | | | Discount Multi year | |
| A.160-200-A.0000 | Total Shells: 918 | Total Shells: 1,208 | Total Shells: 2,320 | Total Shells: 2,864 |
| Total Amo | | \$25,050 less disct \$50 = \$25,000.00 | | \$25,263.80 less disct \$263.80=\$25,000.00 |

| VAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|--|--|--|---|-----------------------------------|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | | | |
| ireworks Display-Budget Amount of \$32,000 | | | | |
| Shell, 2.5 inch | | 144 shells @ \$4 = \$576.00 | 300 shells @ \$4.18 = \$1,254.00 | |
| Shell, 3 inch | 290 shells @ \$5.37 = \$1,557.30 | 180 shells @ \$5.50 = \$990.00 | 1000 shells @ \$5.49 = \$5,490.00 | 1200 shells @ \$3.30 = \$3,960.00 |
| Shell, 4 inch | 150 shells @ \$9.75 = \$1,462.50 | 345 shells @ \$14 = \$4,830.00 | 600 shells @ \$7.45 = \$4,470.00 | 1116 shells @ \$5.85 = \$6,528.60 |
| Shell, 5 inch | 340 shells @ \$16.88 = \$5,739.20 | 190 shells @ \$24 = \$4,560.00 | 350 shells @ \$13.53 = \$4,735.50 | 441 shells @ \$12.20 = \$5,380.20 |
| Shell, 6 inch | 224 shells @ \$31.50 = \$7,056.00 | 125 shells @ \$35 = \$4,375.00 | 200 shells @ \$23.65 = \$4,730.00 | 358 shells @ \$25.00 = \$8.950.00 |
| Shell, 8 inch | 16 shells @ \$69.30 = \$1,108.80 | 30 shells @ \$96 = \$2,880.00 | 40 shells @ \$50.10 = \$2,004.00 | 186 shells @ \$41.00 = \$7,626.00 |
| | 1,020 shells | 1,014 shells | 2,490 shells | 3,301 shells |
| | , | | | |
| Other | Premium Yung Feng shells shot randomly | 20 - 7" shell @ \$75.00 = \$1,500.00 | 200 - 4" special effects @ \$10 = \$2,000.00 | 42 - 5" pattern shells |
| | throughout body of display | 18 - 3" Volley @ \$18.00 = \$324.00 | 80 - 6" special effects @ \$35 = \$2,800.00 | 42 - 6" pattern shells |
| | 42-4" shells @ \$18.98 = \$797.16 | 15 - 4" Volley @ \$40.00 = \$600.00 | 45 - 8" special effects @ \$180 = \$8,100.00 | 54 - 5" Pastels |
| | 60-5" shells @ \$39.89 = \$2,393.40 | | | 39 - 6" Pastels |
| | 70-6" shells @ \$65.09 = \$4,556.30 | | A A A A A A A A A A A A A A A A A A A | 12 - 8" pattern shells |
| | 18-8" shells @ \$126.00 = \$2,268.00 | | | No additional charge |
| | 190 shells | 119 shells | 325 shells | |
| | | | | |
| Special Effects: | Premium Yung Feng shell Fan & layered | 70 - 3" Special @ \$8.00 = \$560.00 | | |
| | effects of 5", 6" & 8" shells; 5" fan racks, | 50 - 4" Special @ \$18.00 = \$900.00 | | |
| | 6" fan racks & 8" shells shot in sequence | 40 - 5" Special @ \$30.00 = \$1,200.00 | AAA | |
| | to create stunning visual effect | | A-1/1 | |
| | 25-5 5" 5-shot fans @ \$63.00 = \$1,575.00 | | | - // // // |
| | 30-10 6" 3-shot fans @ \$100.80=\$3,024.00 | | | |
| | 5-8" shells @\$151.20 = \$756.00 | | | |
| | 60 shells | 160 shells | | |
| | | | | |
| Other | | 35 - 2.5" Finale Chain @ \$48 = \$1,680.00 | 1500 - Ematches @ \$1.65 = \$2,475.00 | |
| | A CONTRACTOR OF THE CONTRACTOR | 85 - 3" Finale Chain @ \$72 = \$6,120.00 | | |
| | | 20 - 4" Finale Chain @ \$45 = \$900.00 | | |
| | | 140 shells | | |
| | | | | |
| | | | Discount Multi-Year | |
| | | T-4-1 Ch-48 d 422 | Total Shells: 2,815 | Total Shells: 3.301 |
| Total Amoun | Total Shells: 1,270 t \$32,293.66 less disct \$293.66=\$32,000.00 | Total Shells: 1,433 | 00 \$38,058,50 less disct \$6,058.50=\$32,000.0 | |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|---|---|---|---|---|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| MAAAAA | | | | |
| Fireworks Display-Budget Amount of \$35,000 | 2000 | | | |
| Shell, 2.5 inch | | 144 shells @ \$4.00 = \$576.00 | 300 shells @ \$4.18 = \$1,254.00 | |
| Shell, 3 inch | 350 shells @ \$5.28 = \$1,848.00 | 180 shells @ \$5.50 = \$990.00 | 1000 shells @ \$5.49 = \$5,490.00 | 1200 shells @ \$3.30 = \$3,960.00 |
| Shell, 4 inch | 186 shells @ \$9.60 = \$1,785.60 | 345 shells @ \$14.00 = \$4,830.00 | 550 shells @ \$7.45 = \$4,097.50 | 1,116 shells @ \$5.85 = \$6,528.60 |
| Shell, 5 inch | 375 shells @ \$16.62 = \$6,232.50 | 190 shells @ \$24.00 = \$4,560.00 | 400 shells @ \$13.53 = \$5,412.00 | 535 shells @ \$12.20 = \$6,527.00 |
| Shell, 6 inch | 250 shells @ \$31.00 = \$7,750.00 | 138 shells @ \$35.00 = \$4,830.00 | 200 shells @ \$23.65 = \$4,730.00 | 385 shells @ \$25.00 = \$9,625.00 |
| Shell, 8 inch | 21 shells @ \$68.20 = \$1,432.20 | 44 shells @ \$96.00 = \$4,224.00 | 40 shells @ \$50.10 = \$2,004.00 | 222 shells @ \$41.00 = \$9,102.00 |
| | 1,182 shells | 1,041 shells | 2,490 shells | 3,458 shells |
| Other | Premium Yung Feng shells shot randomly | 20 - 7" shells @ \$75.00 = \$1,500.00 | 250 - 4" special effects @ \$10 = \$2500.00 | 42 - 5" pattern shells |
| | throughout body of display | 18 - 3" Volley @ \$18.00 = \$324.00 | 120 - 6" special effects @ \$35 = \$4,200.00 | 42 - 6" pattern shells |
| | 48-4" shells @ \$18.67 = \$896.16 | 15 - 4" Volley @ \$40.00 = \$600.00 | 60 - 8" special effects @ \$180 = \$10,800.00 | 54 - 5" Pastels |
| bondakan | 65-5" shells @ \$39.26 = \$2,551.90 | | | 39 - 6" Pastels |
| AAAAA | 74-6" shells @ \$64.06 = \$4,740.44 | ************************************** | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 12 - 8" pattern shells |
| | 19-8" shells @ \$124.00 = \$2,356.00 | | | No additional charge |
| N. A. | 206 shells | 119 shells | 430 shells | |
| e clerc. | | 70 000 110 4000 45500 | | |
| Special Effects: | Premium Yung Feng shell Fan & layered | 70 - 3" Special @ \$8.00 = \$560.00 | | |
| | effects of 5", 6" & 8" shells; 5" fan racks, | 50 - 4" Special @ \$18.00 = \$900.00 | 1/1/1/1 | |
| - AMARAMAN | 6" fan racks & 8" shells shot in sequence | 40 - 5" Special @ \$30.00 = \$1,200.00 | | |
| · · · · · · · · · · · · · · · · · · · | to create stunning visual effect | | | |
| | 30-6 5" 5-shot fan @ \$62.00 = \$1,860.00 | | | |
| ALTERNAMA ALE | 33-11 6" 3-shot fan @ \$99.20 = \$3,273.60 | | | |
| - W-5 | 6-8" shells @ \$148.80 = \$892.80 | | | |
| | 69 shells | 165 shells | | |
| Other | | 35 - 3.5" Finale Chain @ \$48.00 = \$1,680.00 | 1550 - Ematches @ \$1.65 = \$2,557.50 | |
| \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | | 100 - 3" Finale Chain @ \$72.00 = \$7,200.00 | | |
| | | 30 - 4" Finale Chain @ \$45.00 = \$1,350.00 | | |
| | | | | |
| | | 165 shells | | |
| | | | Discount Multi Year | 7% discount for mutli years |
| | Total Shells: 1,457 | Total Shells: 1,485 | Total Shells: 2,920 | Total Shells: 3,458 |
| Total Amoun | t \$35,619.20 less disct \$619.20 = \$35,000.00 | \$35,324.00 less disct \$324.00 = \$35,000.00 | \$43,045 less disct \$8,045 = \$35,000.00 | \$35,742.60 less disct \$742.60=\$35,000.00 |

| NAME | Great Lakes Fireworks, LLC | Mad Bomber Fireworks Productions | Pyrotecnico | Wolverine Fireworks |
|---|--|--|--|--|
| ADDRESS | Eastpointe MI | Kingsbury, IN | New Castle, PA | Kawkawlin, MI |
| | | · | | |
| Pricing will be held firm through 4 subsequent | No | Yes | Yes | Yes |
| optional years | *************************************** | | | |
| If no, proposal for additional optional years | Increase/decrease annually according to | | | |
| Addition to the second | CPI inflation calculator provided by US | | | |
| —————————————————————————————————————— | Dept Bureau of Labor Statistics | | | |
| Cost Adjustments: | | | | |
| Shells not used because of damage, defective | Less (-) unit cost price of damaged or | Price of shell will be credited for | Full reimbursement of unit cost of all | If unexploded shell, an inventory will be |
| firing or other causes | defective product | damaged and unused shells | items not fired | taken & City would be compensated for |
| WAR-100 | | | | the cost of those shells. |
| Time break in show/dead air time | Less (-) \$50 per minute up to a maximum | Shells will be fired to music may have some | Show fired by Fire One computer. No | Show will be choreographed to include no |
| THIS STORY IS SHOWN GOOD ON THIS | of 20 minutes for contractor related delay | dramatic pauses. Dead air time due to | dead air time unless music soundtrack | dead air time. If occurs would be due to |
| | of 20 mileton for some sector and a | other means will be credited \$50 per minute | suggests a pause to make show creative. | product failure or malfunction. If unex- |
| | | | Script will be provided for City review. | ploded shells, inventory & compensation |
| | | | | to City for cost of those shells. |
| Start of show significantly delayed by contractor | Less (-) 2% of display value | 10-15 minute delay will credit \$1000. After | If show delayed by 10 minutes or more | If start of show is significantly delayed, |
| (10 minutes or more) | | 15 minutes a \$500.00 credit for each 10 | due to their lack of proper planning, | City will be compensated \$100 per |
| | | minute delay | pyrotechnico will discount show by 75% | minute. |
| A - Postponed to another date | 10% of display amount | No additional charges if display is re- | Up to 20% of documented expenses | If posted to another date, the fee will |
| A - 1 Ostponed to another date | 20% Of dispray difficults | scheduled with 6 months of display date | invoices to customer | be \$2,000. |
| B - Completed cancelled | 20% of display amount | 30% cancellation fee of contracted price | Up to 20% of documented expenses | If show is completely cancelled, the fee |
| D Compaced Convenies | | If completely cancelled | invoices to customer plus extending | will be \$4,200. |
| | | | contract one more year | |
| A. C. | | | | *Signing Bonus: 105 3" shells (3207 shots) |
| Exceptions | No cancellation fee if program is | | | valued at \$3,630.51 - will be seen over |
| | cancelled before expenses are incurred | | | tree line. Free in 2012 for signing a multi- |
| | for transport & set up of racks, dumpster, | | | year contract. |
| | sand, firework products, etc. This | | - | |
| | exception applies only if awarded | | | |
| | display for the following year. | | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|--|---|--|---|
| ADDRESS | Manchester MI | Hudson, OH | Belding, MI |
| 4 | | | |
| Years in Business | 11 years | 109 years | 50+ years |
| Years Providing Fireworks Displays | 11 years | 109 years | 40+ years |
| 9 | | | |
| Full Time Employees | 12 full time employees | 10 full time employees | 25 full time employees |
| Part Time Employees | 150 part time employees | 300 part time employees | Several hundred during peak season |
| | | | |
| | Provide safe & spectacular fireworks | American Fireworks Company has been | Melrose is midwest's largest, most |
| Experience and Financial capability of company | display, superior customer service & | in business since 1902 and has been | creative & technologically advanced |
| to carry out terms of contract | industry leading technologies. Hundreds | providing displays of high caliber | fireworks company. In business more |
| | of displays in 11 states for venues & budgets | the entire time. | than 50 years and one of largest |
| | of all types. Only professional fireworks | | importers and display companies in |
| | company in midwest to develop state of | | nation. |
| | art computer controlled digital firing | | |
| A// | system; 15% per yr growth; own all | | |
| | equipment. | | |
| | | | |
| ATF License | Yes | Yes | Yes |
| | | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | |
| | | | |
| | | | |
| Staff responsible for fireworks display, including | Aaron Enzer. President & President | Nick Giachetti-pyrotechnician-32 yrs w/ | Mike VanLoo - Event Producer, over 25 |
| on-site supervision; experience and qualifications | Pyrotechnic Guild International | over 250 displays, Ohio exhibitors license | years experience and 500 plus displays |
| | Drew Espenshade-Choreographer, Dis- | Roberto Sorgi-pyrotechnician for 7 yrs & | Michael Falk-Display Operator, over |
| ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | play Prod Mgr, Lead Pyrotechnician | had led more than 50 displays; possesses | 15 years experience and 300 plus |
| | Karl Maerz-PGI Cert Trainer, Lead Pyrotech | Ohio license. | displays. Remaining crew has worked in |
| | Jon Nash-Choreographer, Lead Pyrotech | | RH for event; each employee has several |
| | All certified by PGI, set up at least 25 | | years of experience in the services being |
| | displays, min 7 yrs exp, haz mat endorsemt | | provided |
| | | | |
| Number of clients company currently services with | 50+ annually | Over 300 | 300 plus |
| similar services | | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|--|---|--|--|
| ADDRESS . | Manchester MI | Hudson, OH | Belding, MI |
| Client References | University of Michigan Athletic Dept | Muskegon Summer Celebration | City of Grosse Pointe Woods |
| AAAAA PARAYAYA | Arlington Park Race Track, Illinois | Livonia Anniversary Committee | Celebration on the Grand, Grand Rapids |
| | Flint Downtown Development Authority | Westland Festival Committee | West Michigan Whitecaps, Comstock |
| | Bedford Township Park Board | City of Dearborn | Park, MI |
| | Township of Grosse Ile | Lake Oakland, Clarkston, MI | Mount Clemens DDA |
| | | Port Huron | Petoskey Stars & Strides Committee |
| | | City of Clawson | Petoskey, MMI |
| | | Zehnders of Frankenmuth | e |
| AWW. | | Richmond Good Old Days | |
| | | City of Inkster | |
| Experience with Fire Department Personnel | University of Michigan Dept of Pub Safety | Dearborn Fire Department | Grosse Pointe Woods Fire Department |
| Experience with the Department of Softmer | Flint Fire Department | Livonia Fire Department | Grand Rapids Fire Department |
| | Grosse Ile Fire Department | Madison Heights Fire Department | Cadillac Fire Department |
| | Village of Arlington Heights, Illinois | Port Huron Fire Department | Belding Fire Department |
| ANALYS AN | Port Sanilac Fire Department | Westland Fire Department | Allendale Fire Department |
| | | | |
| Ability to provide resources for fireworks display | Yes | Yes | Yes |
| on dates specified, including rain dates | | | |
| List of subcontractors | None | N/A | No |
| | | | |
| | | | |
| | | 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | |
| | | | |
| | | | |
| | | | |
| | | <u> </u> | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|---|--|--|
| ADDRESS . | Manchester MI | Hudson, OH | Belding, MI |
| Work Plan and Program Selection for fireworks | Design collaboration, music, fireworks | Professional, computerized, coordinated | Crew arrive afternoon of day prior to set |
| display | allocation, submit to City w/ application, | segments, matching like colors & effects | up equipment. Crew arrive morning of |
| - PATE/III | 60 days prior visual simulation of display, | to create a variety of spectacular scenes - | display to load all pyrotechnic devices & |
| | day of event: setup, no damage, ready to | patriotism theme. Show in segments | complete wiring process. Melrose will |
| | start 2 hrs before, 1 hr before standby for | including patriotic, fast & furious, soft & | work close w/ City in music selection & |
| | audio support, water fire extinguishers, | slow, silver & gold, American specialities. | will take recommendations into considera- |
| | spotters in fallout zone for safety/security, | 3 different shell categories: Premium | tion for show design. After soundtrack |
| - Paramatana da Antara da Antar | site examined for defective shells with | Star Shells, Fancy Color Changing Star | put together, a fireworks program will |
| | clean up completed next day, first light | Shells & Special Effect/Pattern Star Shells. | exceed your expectations as in many |
| | inspection of fallout zone; site left | Program begins w/ mini grand finale, then | previous years. |
| | trash free | body of show & grand finale | |
| ize and make-up of crew that will be utilized for | 4 pyrotechnicians | Will have 2 licensed lead technicians & | Crew consist of 5-7 employees who have |
| Rochester Hills Fireworks Display | 4 (minimum) additional assistant | approximately 6 assistants. | fired RH fireworks display. Crew has |
| | pyrotechnicians | | worked closely w/ City employees, police |
| | All assistant will have: minimum 5 years | | & fire departments to successfully put |
| · | exp and minimum 10 major electronically | V | on this display in the past. |
| | fired displays | | |
| | | | |
| Security for fallout zone | Crew members will remain on site through- | Fallout zone will be secured by | Melrose will work closely w/ police & fire |
| 444 | out setup & tear down, constant radio | company's assistants | departments to help maintain the fallout |
| | contact, monitor fallout zone for safety/ | | zone and keep it secure until the "all |
| | security during display | | clear" announcement is made |
| | | | |
| | | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|--|--|----------------------------|--|
| ADDRESS | Manchester MI | Hudson, OH | Belding, MI |
| Additional services and related costs | Computer generated simulation of fire- | N/A | Melrose now offers a fundraising package |
| | works prior to display; Fundraising. | | for community to help raise money for |
| | Other Services: Bomb Squad training, | | event. |
| AND | Pyrotechnics Guild International Display | | |
| 19. I Melant Actual Communication of the Communicat | Operator Cert Courses, indoor/outdoor | | |
| | pyro displays; pyrotechnic movie | | |
| | special effects | | |
| Previous fireworks related accident that resulted | No | No | No |
| in death or serious injury | | | |
| | | | |
| Pyrotechnicians or assistants convicted of a felony | No | No | No. All Melrose employees are required |
| | | | to have an extensive background check |
| | | | done every 3 years as required by |
| | | | Federal Law. |
| Lawsuits concerning personal injury as result of | No | Yes | No |
| fireworks display | | Information Provided | |
| | | | |
| · . | | | |
| Company cited by State or Federal agencies for | No | No | No |
| violations involving safety procedures | | | |
| | | | |
| | | | |
| | *** | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|--|---|--|
| ADDRESS | Manchester MI | Hudson, OH | Belding, MI |
| Training program for pyrotechnicians | ACE Pyro pyrotechnicians are certified | American Fireworks Company holds a | Yes, all Melrose employees required to |
| | by Pyrotechnics Guild International | class annually for all exhibitors and | complete American Pyrotechnics Assn |
| | Display Operator Certification Course. | provides in house training for ATF, DOT & | Training Program & attend yearly refresher |
| | Conducts internal certification and | OSHA procedures | courses. Melrose provides in-house |
| | routine hands on training for all | | training annually. All drivers obtain a |
| 44/// | pyrotechnicians | V - V - V - V - V - V - V - V - V - V - | commercial drivers license as required |
| | | | by Federal law. |
| Refusal to complete a contract | No | No | No |
| Insurance coverage | Yes | Yes | Yes |
| Exceptions/Alternates to specifications | Can meet ins reqs. Can add more fireworks | | |
| | with \$2,000,000 general liability coverage- | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | · |
| | | | |
| , , , , , , , , , , , , , , , , , , , | · · · · · · · · · · · · · · · · · · · | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|---|--|--|
| ADDRESS s | Manchester MI | Hudson, OH | Belding, MI |
| COST PROPOSAL: | (less coverage than \$5,000,000 required). | | |
| Fireworks Display-Budget Amount of \$25,000 | | | |
| Shell, 2.5 inch | 248 shells @ \$2.50 = \$620.00 | 528 shells @ \$3.00 = \$1,584.00 | |
| Shell, 3 inch | 582 shells @ \$5.12 = \$2,979.84 | 1,008 shells @ \$5.50 = \$5,040.00 | 450 shells @ \$11 = \$4,950.00 |
| Shell, 4 inch | 528 shells @ \$8.92 = \$4,709.76 | 366 shells @ \$12.00 = \$4,392.00 | 160 shells @ \$16 = \$2560.00 |
| Shell, 5 inch | 257 shells @ \$17.85 = \$4,587.45 | 228 shells @ \$20.00 = \$4,560.00 | 130 shells @ \$28 = \$3640.00 |
| Shell, 6 inch | 164 shells @ \$27.66 = \$4,536.24 | 168 shells @ \$34.00 = \$5,712.00 | 115 shells @ \$35 = \$4025,00 |
| Shell, 8 inch | 38 shells @ \$58.22 = \$2,212.36 | 38 shells @ \$63.00 = \$2,394.00 | 10 shells @ \$90 = \$900.00 |
| | 1817 shells | 2,336 shells | 865 shells |
| Other | 128-1.5" multi break shells @\$3.75=\$480 | | 300-3" finale shells @ \$10=\$3000.00 |
| | 180-3" multi break shells @\$6.55=\$1,179 | | 25-4"finale shells @ \$16=\$400.00 |
| | 240-4" multi break shells @\$11.66=\$2798.4 | 10 | 20-5" finale shells @ \$28=\$560.00 |
| | 548 shells | | 10-6" finale shells @ \$35=\$350.00 |
| | | | 5-8" finale shells @ \$90=\$450.00 |
| | | | 1,225 shells |
| Special Effects: | 12-4" spinning @ \$8.92 = \$107.04 | 38-1.5" shells/Shell Barages @ \$130.00 = | 200-2.5" Assorted Peony Barrages |
| Special Effects. | 12-4" strobe @ \$8.92 = \$107.04 | \$4,940.00 | 4 |
| | 8-5" dragon @ \$17.85 = \$142.80 | 38 shells (7,562 shells) | 200-2.5" Whirling Dragon Barrages |
| | 8-5" strobe @ \$17.85 = \$142.80 | The state of the s | 150-Glitter & Color Bombettes Barrages |
| | 8-5" spinning @ \$17.85 = \$142.80 | | 100-2.5" Chrysanthemum Barrages |
| | 9-6" bloom @ \$27.66 = \$248.94 | | 100-2.5" Fan Peony Barrages |
| | 57 shells | | 100-2.5" Dragon Egg w/ Tail Barrages |
| | | | 200-2.5" Strobe Barrages |
| Other | | | 1,250 shells |
| | | | |
| | Total Shells: 2,422 | Total Shells: 2,374 (7,562 shells) | Total Shells: 3,340 |
| Total Amount | \$25,000.00 | \$28,622 less disct \$3,622.00 = \$25,000.00 | \$25,000.00 |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|--|--|---|
| ADDRESS . | Manchester MI | Hudson, OH | Belding, MI |
| Fireworks Display-Budget Amount of \$32,000 | | | |
| Shell, 2.5 inch | 308 shells @ \$2.50 = \$770.00 | 312 shells @ \$3.00 = \$936.00 | |
| Shell, 3 inch | 690 shells @ \$5.12 = \$3,532.80 | 1,152 shells @ \$5.00 = \$5,760.00 | 600 shells @ \$11 = \$6600.00 |
| Shell, 4 inch | 710 shells @ \$8.92 = \$6,333.20 | 546 shells @ \$12.00 = \$6,552.00 | 200 shells @ \$16 = \$3200.00 |
| Shell, 5 inch | 334 shells @ \$17.85 = \$5,961.90 | 300 shells @ \$20.00 = \$6,000.00 | 175 shells @ \$28 - \$4900.00 |
| Shell, 6 inch | 217 shells @ \$27.66 = \$6,002.22 | 264 shells @ \$34.00 = \$8,976.00 | 150 shells @ \$35 = \$5250.00 |
| Shell, 8 inch | 45 shells @ \$58.22 = \$2,619.90 | 44 shells @ \$63.00 = \$2,772.00 | 15 shells @ \$90 = \$1350.00 |
| | 2,304 shells | 2,618 shells | 1,140 shells |
| Other | 128-2.5" multi break shells @\$3.75=\$480 | | 400-3" Finale Shells |
| 1 | 216-3" multi break shells @\$6.55=\$1414.80 | | 30-4" Finale Shells |
| | 280-4" multi break shells @\$11.66=\$3264.80 | | 20-5" Finale Shells |
| | 624 shells | | 10-6" Finale Shells |
| | | | 5-8" Finale Shells |
| | | | 465 shells |
| Special Effects: | 12-4" spinning @ \$8.92 = \$107.04 | 46-1.5" shell barages @ \$130.00 = | 200-2.5" Peony Barrages |
| | 12-4" strobe @ \$8.92 = \$107.04 | \$5,980.00 | 200-2.5" Crackling Flower Barrages |
| | 8-5" dragon @ \$17.85 = \$142.80 | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 200-2.5" Whirling Dragon Barrages |
| | 8-5" strobe @ \$17.85 = \$142.80 | | 200-2.5" Glitter & Color Bombettes Barrages |
| | 8-5" spinning @ \$17.85 = \$142.80 | | 200-2.5" Chrysanthemum Barrages |
| | 9-6" bloom @ \$27.66 = \$248.94 | 1 | 200-2.5" Peony Barrages |
| | 12-4" rain ring @ \$13.38 = \$160.56 | | 100-2.5" Dragon Egg w/ Tail Barrages |
| W-W-W-W-W-W-W-W-W-W-W-W-W-W-W-W-W-W-W- | 8-5" spinning @ \$127.76 = \$222.08 | | 200-2.5" Strobe Barrages |
| Other | 1-8" Kamuro @ \$142.54 | - MAAA/30 | |
| | 78 shells | 46 shells (8,762 shells) | 1,500 shells |
| | Total Shells: 3,006 | Total Shells: 2,664 (11,380 shells) | Total Shells: 3,105 |
| Total Amount | \$31,800.00 | \$36,976.00 less disct \$4,976.00 = \$32,000.0 | \$32,000.00 |
| | | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|--|-------------------------------------|---|
| ADDRESS | Manchester MI | Hudson, OH | Belding, MI |
| | | | |
| Fireworks Display-Budget Amount of \$35,000 | And Andrew Control of the Control of | | |
| Shell, 2.5 inch | 368 shells @ \$2.50 = \$920.00 | 360 shelis @ \$3.00 = \$1,080.00 | |
| Shell, 3 inch | 798 shells @ \$5.12 = \$4,085.76 | 1,152 shells @ \$5.00 = \$5,760.00 | 650 shells |
| Shell, 4 inch | 786 shells @ \$8.92 = \$7,011.12 | 576 shells @ \$12.00 = \$6.912.00 | 250 shells |
| Shell, 5 inch | 379 shells @ \$17.85 = \$6,765.15 | 324 shells @ \$20.00 = \$6,480.00 | 225 shells |
| Shell, 6 inch | 223 shells @ \$27.66 = \$6,168.18 | 282 shells @ \$34.00 = \$9,588.00 | 175 shells |
| Shell, 8 inch | 49 shells @ \$58.11 = \$2,852.78 | 50 shells @ \$63.00 = \$3,150.00 | 20 shelis |
| | 2,603 shells | 2,744 shells | 1,300 shells |
| Other | 128-2.5" multi break shells @\$3.75=\$480 | | 500-3" Finale Shells |
| other | 252-3" multi break shells @\$6.55=\$1650.60 | | 40-4" Finale Shells |
| | 300-4" multi break shells @\$11.66=\$3498.00 |) | 30-5" Finale Shells |
| | 200 4 Mail blow Mein & 511100 40 100100 | | 15-6" Finale Shells |
| | | | 5-8" Finale Shells |
| | 680 shells | | 590 shells |
| Special Effects: | 12-4" spinning @ \$8.92 = \$107.04 | 50 shell barrages @ \$130.00 = | 300-2.5" Peony Barrages |
| Special Litects. | 12-4" rain ring @ \$13.38 = \$160.56 | | 300-2.5" Cracking Flower Barrages |
| | 12-5" spinning @ \$27.76 = \$333.12 | | 200-2.5" Whirling Dragon Barrages |
| | 9-6" bloom @ \$27.66 = \$248.94 | | 200-2.5" Glitter & Color Bombettes Barrages |
| | 9-6" brocade @ \$31.49 = \$283.41 | | 200-2.5" Chrysanthemum Barrages |
| | 1-8" crown @ \$62.45 = \$62.45 | | 200-2.5" Fan Z Peony Barrages |
| | 1-8" chrys @ \$62.45 = \$62.45 | | 150-2.5" Dragon Egg w/ Tail Barrages |
| | 1-8" niagara falls @ \$74.92 = \$74.92 | | 200-2.5" strobe barrages |
| Other | 1-8" double pistil @ \$142.54 = \$142.54 | | |
| | 58 shells | 50 shells (9,262 shells) | 1,750 shells |
| | Total Shells: 3,341 | Total Shells: 2,794 (12,006 shells) | Total shells: 3,660 |
| Total Amount | \$34,900.00 | \$35,000.00 | \$35,000.00 |
| 1 ocal Alliquite | 777 | | |
| | | | |

| NAME | ACE Pyro LLC | American Fireworks Company | Melrose Pyrotechnics, Inc. |
|---|--|--|---|
| ADDRESS . | Manchester MI | Hudson, OH | Belding, MI |
| | | | |
| Pricing will be held firm through 4 subsequent | Yes | Yes | Yes |
| optional years | | | |
| If no, proposal for additional optional years | | | |
| | | | |
| Cost Adjustments: | | | |
| Shells not used because of damage, defective | If more than 1% does not fire, discount | Reimbursement for shells or added to | Any amount of product exceeding 10% of |
| firing or other causes | to reflect value of unused items applied | the next year's program, whichever | unfired shells will be deducted from |
| | | benefits the City more | final bill |
| 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | | | |
| Time break in show/dead air time | Discount for any interruption not beyond | Reimburse City for any breaks or dead | For past 10 yrs, Melrose has not had any |
| | control of ACE Pyro (safety, security, | air at the rate of \$1,000 per minute | time breaks or dead air during displays; |
| | severe weather). Discount proportional | | do not foresee this to be an issue. |
| | to duration of interruption. | | |
| | | | |
| Start of show significantly delayed by contractor | 5% discount applied to contracted | Reimburse City \$1,000 for every 10 | There will be no delay in the start of this |
| (10 minutes or more) | price | minutes the start time is delayed unless | display; coordination will be done so |
| | | the cause if weather related | display will start in time with music. |
| Cancellation due to weather as determined by | | | |
| City | | | |
| A - Postponed to another date | RH to cover costs reasonably incurred to | Display will be held on | 15% of contract cost = fee |
| | present display on alternate date - | Thursday, June 28, 2012 | |
| /////////////////////////////////////// | NTE 10% of contracted price | | |
| B - Completed cancelled | RH to cover non-recoverable costs incurred | At least 60 days written cancellation- | 40% of contract cost = fee. |
| | in preparation for display. NTE 25% of | City pays 50% of agreed price | If display is shot the next evening and |
| | contracted price | Less than 60 days cancellation - City | security is provided overnight, there will |
| | | pays the entire agreed price | be no extra fees charged. |
| Exceptions | None | | |
| | If multi year contract is signed, the | Deposit of 25% required - \$8,750.00 | |
| 3.1/4 | display will be increased with 5% | | |
| | additional product for each year of the | | |
| | contract. | | |