

Proposal Summary	Wolverine Fireworks Display, Inc.	Great Lakes Fireworks LLC
Fireworks Display	205 Siedlers Rd.	24805 Marine
RFP-RH-16-036	Kawkawlin, MI 48634	Eastpointe, MI 48021
	989-662-0121	586-779-8062
Firm Established	1978	1994
Years in Business	38	22
Type of Organization	Corporation	LLC
How many years your company has been providing fireworks displays?	Has been in business for the past 38 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.	Has been providing fireworks throughout Michigan for 22 years.
How many full-time/part-time employees?	14 Full-time 5 Part-time	4 Full-time 4 Part-time 175 Seasonal Pyro technicians
Provide information relative to the experience and financial capability of company:	Wolverine operates through a revolving load 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.	Wholesale and display company operating un der a revolving line of credit. They provide approximately 100 shows annually at various budgets. They import directly and provide numerous choreographed displays.
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.	Barry Beltz, PGI and APA certified. 30 yrs. exp. Bruce Tyree, PGI and APA certified, 25 yrs. exp.
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.	100-150

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Provide client references (minimum of 5).	<p><u>Bay City Fireworks Festival</u>- Doug Clark 989-684-2546 City of Bay City</p> <p><u>Midland Area Community Foundation</u>- Jim Malek 989-631-0651, City of Midland</p> <p><u>City of Midland</u>-Marcie Post 989-837-6936 City of Midland</p> <p><u>Soaring Eagle Casino and Resort</u>, City of Mount Pleasant, Raul Venages 989-775-5282</p> <p><u>Flint Downtown Development Association</u> Gerard Burnash 810-429-4786, City of Flint</p> <p><u>City of Grand Haven</u>, Pat McGinnis 616-402-0815</p>	<p><u>St. Helen, MI</u> - Judie Swanson 989-389-7158</p> <p><u>Belle Maer Harbor</u>, Harrison Twp., MI- Eric Foster, 586-465-4534</p> <p><u>National Cherry Festival</u>, Traverse City, MI- Trevor Tkach 231-947-4230</p> <p><u>Marquette Area 4th of July</u>, Marquette, MI- Tom Baldini 906-250-3437</p> <p><u>Western Michigan Fair</u>, Ludington, MI- Marcia Hansen, 231-843-2280</p>
Provide list of fire department personnel (minimum 5) with whom you have worked with.	<p><u>Bay City Fire Depart.</u>-Bob Beck, Fire Prevention Officer, 989-892-2701</p> <p><u>Bangor Twp. Fire Dept.</u>, Chief Rick Donahue, 989-684-8504</p> <p><u>City of Grosse Pointe Farms</u>, Ray Krause, Fire Inspector 313-640-1617 ext. 1208</p> <p><u>City of Midland Fire Dept.</u>, Fire Marshall Joshua Mosher, 989-837-3413</p> <p><u>Saginaw Chippewa Indian Tribe</u>, Fire Chief Brian Kelly, 989-330-7635</p>	<p><u>Tuscarora Twp. Fire Dept.</u>- Indian River, MI, Dave Carpenter 231-290-6020</p> <p><u>Troy Fire Dept.</u>- Troy, MI, Lt. Paul Firth 248-524-3419</p> <p><u>Elmwood Township Fire Dept.</u>-Traverse City, MI, Gary Rushton (retired) 231-218-2020</p> <p><u>Harrison Township Fire Dept.</u>- Harrison Twp., MI Chief Michael Lopez 586-466-1450</p> <p><u>Chesterfield Township Fire Dept.</u>- Chesterfield, MI Capt. Richard Schroeder 586-949-9666</p>
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.	Yes
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.	Subcontract for sand and/or heavy equipment only if needed.

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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.	Arrive day before show to set up equipment. All product e-matched and labeled at warehouse. Product delivered early morning of display date.
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.	Arrive early morning on display date. After viewing venue, they would shoot from four separate rooftop locations in the downtown area. All product electronically fired.
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.	Festival of the Hills-Set up and tear down. Six laborers display, two lead operators and five to six technicians. Light the Village- One lead operator and two to three technicians.
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.	City to mark off fallout zone with caution tape to set perimeter. Great Lakes will maintain inside perimeter.
List any additional services your company can provide and related costs.	Can bring their own sound system to reach the crowd that is closed to the display site or an F< transmitter to help amplify the reach of the music if preferred. They would not charge for this service.	

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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, any persons having a felony conviction cannot handle explosive materials per ATF regulations.
Within the past five years has your company been involved in any lawsuits? If yes, please describe.	Yes. They were sued in a personal injury lawsuit in association with a show they shot for the 2013 Bay City Fireworks Festival. The plaintiff claimed to have found a firework shell on the display site. The plaintiff then stole the shell, took it home, and lit it in his hand which resulted in non-life threatening injuries. The case was settled out of court.	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, all pyro technicians have completed American Pyrotechnic Association Fireworks Training and are required to attend annual safety training seminars.
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
Festival of the Hills-\$35,000 Budget	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Shell, 2.5 inch		
Shell, 3 inch	792 @ \$5.03= \$3,983.76	660 @ \$5.28= \$3,484.80
Shell, 4 inch	788 @ \$8.55= \$6,737.40	480 @ \$9.60= \$4,608.00
Shell, 5 inch	378 @ \$15.02= \$5,677.56	532 @ \$16.62= \$8841.84
Shell, 6 inch	252 @ \$26.03= \$6,559.56	419 @ \$31.00= \$12,989.00
Shell, 8 inch		62 @68.20= \$4228.40

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Other (Specify)		
	Small Cakes - 108 @ \$40.92= \$4,419.36	Barrage Cakes - 16 @ \$99.20= \$1,587.20
	Medium Cakes - 24@ \$104.23= \$2,501.52	Minimum of 2,000 shots for Barrage Cake
	Large Cakes - 24@ \$156.27= \$3,750.48	
Special Effects (Specify)		
	Single Shot Items 400@ \$4.44= \$1,776.00	
Total Amount:	\$35,405.64 - Discount of \$405.64= \$35,000	\$35,739.24 - Discount of \$739.24=\$35,000
Festival of the Hills-\$38,000 Budget	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Shell, 2.5 inch		
Shell, 3 inch	792 @ \$5.03= \$3,983.76	900 @ \$5.28= \$4,752.00
Shell, 4 inch	788 @ \$8.55= \$6,737.40	530 @ \$9.60= \$5,088.00
Shell, 5 inch	432 @ \$15.02 = \$6,488.64	552 @ \$16.62= \$9,174.24
Shell, 6 inch	288 @ \$26.03= \$7,496.64	433 @ \$31.00= \$13,423.00
Shell, 8 inch	40 @ \$63.34= \$2,533.60	68 @ \$68.20= \$4,637.60
Other (Specify)		
	Small Cakes - 108 @ \$40.92= \$4,419.36	Barrage Cakes - 18 @ \$99.20= \$1,785.60
	Medium Cakes - 24@ \$104.23= \$2,501.52	Minimum of 2,200 shots for Barrage Cake
	Large Cakes - 24@ \$156.27= \$3,750.48	
Special Effects (Specify)		
	Single Shot Items 400@ \$4.44= \$1,776.00	
Total Amount:	\$39,687.40 - Discount of \$1,687.40 = \$38,000	\$38,860.44 - Discount of \$1,860.44= \$38,000
Festival of the Hills-\$40,000 Budget	Quantity / Unit Cost / Extended Cost	
Shell, 2.5 inch		
Shell, 3 inch	792 @ \$5.03= \$3,983.76	1010 @ \$5.28= \$5,332.80
Shell, 4 inch	788 @ \$8.55= \$6,737.40	576 @ \$9.60= \$5,529.60
Shell, 5 inch	432 @ \$15.02 = \$6,488.64	592 @ \$16.62= \$9,839.04
Shell, 6 inch	333 @ \$26.03= \$8,667.99	446 @ \$31.00= \$13,826.00
Shell, 8 inch	60 @ \$63.34= \$3,800.40	76 @ \$68.20= \$5,183.20
Other (Specify)		
	Small Cakes - 108 @ \$40.92= \$4,419.36	Barrage Cakes - 20 @ \$99.20= \$1,984.00
	Medium Cakes - 24@ \$104.23= \$2,501.52	Minimum of 2,500 shots for Barrage Cake
	Large Cakes - 24@ \$156.27= \$3,750.48	
Special Effects (Specify)		

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	Single Shot Items 400@ \$4.44= \$1,776.00	
Total Amount:	\$42,125.55-Discout of \$2,125.55= \$40,000	\$41,694.44 - Discount of \$1,694.64
Light the Village-\$6,000 Budget	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Shell, 1 inch		BELOW PRICING IS ALL INCLUSIVE
Shell, 1.5 inch	54 @ \$2.02= \$109.08	50
Shell, 2 inch	203 @ \$5.94= \$1,205.82	
Shell, 2.5 inch		
Other (Specify)		
	Shell 1.2 inch - 196 @ \$2.67= \$523.32	40 - 50mm & 75mm Mines
	Small multi-shot cakes - 16 @ \$44.02 = \$704.32	12 - Flame Protectors
	Large Multi-shot cakes - 14 @ \$161.40 = \$2,259.60	
Special Effects (Specify)		
	Fountains, Gerbs and Flames - 112 @ \$7.36= \$824.32	32- 19mm & 30mm Multi-shot cakes
	2" Spanish Candles - 20 @ \$30.13= \$602.60	
Total Amount:	\$6,229.06 - Discount of \$229.60 = \$6,000.00	\$6,125.00 - Discount of \$125.00= \$6,000.00
Light the Village-\$6,250 Budget	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Shell, 1 inch		BELOW PRICING IS ALL INCLUSIVE
Shell, 1.5 inch	54 @ \$2.02= \$109.08	60
Shell, 2 inch	203 @ \$5.94= \$1,205.82	
Shell, 2.5 inch		
Other (Specify)		
	Shell 1.2 inch - 196 @ \$2.67= \$523.32	60 - 50mm & 75mm Mines
	Small multi-shot cakes - 16 @ \$44.02 = \$704.32	16 - Flame Protectors
	Large Multi-shot cakes - 17 @ \$161.40 = \$2743.80	
	**per cake price was wrong on response. Had \$161.10 instead of \$161.40 but total reflected the price of \$161.40 price	
Special Effects (Specify)		
	Fountains, Gerbs and Flames - 112 @ \$7.36= \$824.32	40- 19mm & 30mm Multi-shot cakes
	2" Spanish Candles - 20 @ \$30.13= \$602.60	
Total Amount:	\$6,713.26 - Discount of \$463.26 = \$6,250.00	\$6,530.00 - Discount of \$280.00=\$6,250.00
Light the Village-\$6,500 Budget	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Shell, 1 inch		BELOW PRICING IS ALL INCLUSIVE
Shell, 1.5 inch	54 @ \$2.02= \$109.08	60
Shell, 2 inch	203 @ \$5.94= \$1,205.82	

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Shell, 2.5 inch		
Other (Specify)		
	Shell 1.2 inch - 196 @ \$2.67= \$523.32	80 - 50mm & 75mm Mines
	Small multi-shot cakes - 16 @ \$44.02 = \$704.32	16 - Flame Protectors
	Large Multi-shot cakes - 20 @ \$161.40 = \$3,228.00	
Special Effects (Specify)		
	Fountains, Gerbs and Flames - 112 @ \$7.36= \$824.32	40- 19mm & 30mm Multi-shot cakes
	2" Spanish Candles - 20 @ \$30.13= \$602.60	1 - Christmas Set Piece
Total Amount:	\$7,197.46 - Discount of \$697.46 = \$6,500	\$7,325.00 - Discount of \$825.00=\$6,500
Alt. Proposal Option- Sensory Friendly	Quantity / Unit Cost / Extended Cost	Quantity / Unit Cost / Extended Cost
Light the Village-\$6,500 Budget	NO BID	NO BID
Description		
Other (Specify)		
Special Effects (Specify)		
Total Amount:		
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 \$2000 B. If the show is completely cancelled the fee will be \$4200</p>	<p>1) Shells not used because of damage, defect firing or other causes: Less unit cost of damaged or defective product.</p> <p>2) Time break in show/dead air time: Show fired by Fire one Computer. There will be no dead air time unless the chosen music suggests dramatic pauses for creativity purposes.</p> <p>3) Start of show significantly delayed by contractor (10 minutes or more): City will be compensated \$100 per minute for any delay over ten minutes.</p> <p>4) Cancellation due to weather (as determined by the City): Postponed to following day - \$2,000 Postponed to different day - 8% of contract Completely cancelled - 15% of contract</p>