



REQUEST FOR PROPOSALS FOR FESTIVAL OF THE HILLS FIREWORKS DISPLAY - RFP-RH-11-060  
PROPOSALS TABULATION

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 with 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 National Fireworks Association Belle Maer Harbor, Harrison Twp City of St. Clair Shores Soaring Eagle Casino & Resort National Cherry Festival, Traverse City	Grand Haven, MI Troy Daze, Troy, MI Deerfield Beach, FL Wilmette, IL Scherverville, IN	Grove City, Ohio Sylvania, Ohio Hilliard, Ohio Taylor, MI Reynoldsburg, Ohio	Bay City, MI Midland Area Community Foundation City of Midland Saginaw Chippew Indian Tribe of Michigan City of Alpena
Experience with Fire Department Personnel	Tuscarora Twp Fire Department St. Clair Shores Fire Department Elmwood Twp Fire & Rescue, Traverse City Harrison Twp Fire Department Kimball Twp Fire Department Chesterfield Township Fire Department	Troy Fire Department Scherverville Fire Department (IN) Highland Fire Department (IN) Waukegan Fire Department (IL) Hammond Fire Department (IN)	Jack Twp Fire Ohio Norwich Twp Fire Ohio Truro Twp Fire Ohio Sylvania Twp Fire Ohio Akron Fire Ohio	Bay City Fire Department Bangor Twp Fire Department Grosse Pointe Farms Fire Inspector Midland Fire Department Onaway Fire Department
Ability to provide resources for fireworks display on dates specified, including rain dates	Yes	Yes	Yes	Yes
List of subcontractors	WBS - Dumpster Wes Simons Trucking - Sand/maintenance American General-equipment/operator Olsen Marine Services-Barge/equipment Gayton Marine Services-Barge/equipment	No subcontractors will be used	None	Subcontract only if needed; Sand if brought in or heavy equipment rented for set up.







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ADDRESS	Eastpointe MI	Kingsbury, IN	New Castle, PA	Kawkawlin, MI
<b>COST PROPOSAL:</b>				
<b>Fireworks Display-Budget Amount of \$25,000</b>				
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 throughout body of display	12 - 7" shells @ \$75.00 = \$900.00	100 - 4" special effects @ \$10 = \$1,000.00	42 - 5" pattern shells
	36 - 4" shells @ \$20.03 = \$721.08	12 (36 shells) 3" Volley @ \$18 = \$216.00	60 - 6" special effects @ \$35 = \$2,100.00	42 - 6" pattern shells
	48 - 5" shells @ \$42.11 = \$2,021.28	10 (30 shells) 4" Volley @ \$40 = \$400.00	10 - 8" special effects @ \$180 = \$1,800.00	54 - 5" Pastels
	48 - 6" shells @ \$68.71 = \$3,298.08			39 - 6" Pastels
	12 - 8" shells @ \$133 = \$1,596.00			12 - 8" pattern shells
	144 shells	78 shells	170 shells	No additional charge
Special Effects:	Premium Yung Feng shell Fan & layered effects of 5", 6" & 8" shells; 5" fan racks, 6" fan racks & 8" shells shot in sequence to create stunning visual effect	50 - 3" Special @ \$8.00 = \$400.00		
	20-4 5" 5-shot fans @ \$66.50 = \$1,330.00	40 - 4" Special @ \$18.00 = \$720.00		
	24-8 6" 3-shot fans @ \$106.40 = \$2,553.60	30 - 5" Special @ \$30.00 = \$900.00		
	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	
<b>Total Amount</b>	<b>Total Shells: 918</b> \$25,328.97 less disct \$328.97 = \$25,000.00	<b>Total Shells: 1,208</b> \$25,050 less disct \$50 = \$25,000.00	<b>Total Shells: 2,320</b> \$27,928.84 less disct \$2928.84=\$25,000.00	<b>Total Shells: 2,864</b> \$25,263.80 less disct \$263.80=\$25,000.00

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ADDRESS	Eastpointe MI	Kingsbury, IN	New Castle, PA	Kawkawlin, MI
<b>Fireworks Display-Budget Amount of \$32,000</b>				
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 throughout body of display	20 - 7" shell @ \$75.00 = \$1,500.00 18 - 3" Volley @ \$18.00 = \$324.00 15 - 4" Volley @ \$40.00 = \$600.00	200 - 4" special effects @ \$10 = \$2,000.00 80 - 6" special effects @ \$35 = \$2,800.00 45 - 8" special effects @ \$180 = \$8,100.00	42 - 5" pattern shells 42 - 6" pattern shells 54 - 5" Pastels 39 - 6" Pastels 12 - 8" pattern shells No additional charge
	42-4" shells @ \$18.98 = \$797.16 60-5" shells @ \$39.89 = \$2,393.40 70-6" shells @ \$65.09 = \$4,556.30 18-8" shells @ \$126.00 = \$2,268.00 190 shells	119 shells	325 shells	
Special Effects:	Premium Yung Feng shell Fan & layered effects of 5", 6" & 8" shells; 5" fan racks, 6" fan racks & 8" shells shot in sequence to create stunning visual effect	70 - 3" Special @ \$8.00 = \$560.00 50 - 4" Special @ \$18.00 = \$900.00 40 - 5" Special @ \$30.00 = \$1,200.00		
	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 85 - 3" Finale Chain @ \$72 = \$6,120.00 20 - 4" Finale Chain @ \$45 = \$900.00 140 shells	1500 - Ematches @ \$1.65 = \$2,475.00	
			Discount Multi-Year	
	Total Shells: 1,270	Total Shells: 1,433	Total Shells: 2,815	Total Shells: 3,301
<b>Total Amount</b>	<b>\$32,293.66 less disct \$293.66=\$32,000.00</b>		<b>\$31,995.00</b>	<b>\$38,058.50 less disct \$6,058.50=\$32,000.00</b>
				<b>\$32,444.80 less disct \$444.80=\$32,000.00</b>

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ADDRESS	Eastpointe MI	Kingsbury, IN	New Castle, PA	Kawkawlin, MI
<b>Fireworks Display-Budget Amount of \$35,000</b>				
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 throughout body of display	20 - 7" shells @ \$75.00 = \$1,500.00	250 - 4" special effects @ \$10 = \$2500.00	42 - 5" pattern shells
	48-4" shells @ \$18.67 = \$896.16	18 - 3" Volley @ \$18.00 = \$324.00	120 - 6" special effects @ \$35 = \$4,200.00	42 - 6" pattern shells
	65-5" shells @ \$39.26 = \$2,551.90	15 - 4" Volley @ \$40.00 = \$600.00	60 - 8" special effects @ \$180 = \$10,800.00	54 - 5" Pastels
	74-6" shells @ \$64.06 = \$4,740.44			39 - 6" Pastels
	19-8" shells @ \$124.00 = \$2,356.00			12 - 8" pattern shells
	206 shells	119 shells	430 shells	No additional charge
Special Effects:	Premium Yung Feng shell Fan & layered effects of 5", 6" & 8" shells; 5" fan racks, 6" fan racks & 8" shells shot in sequence to create stunning visual effect	70 - 3" Special @ \$8.00 = \$560.00		
	30-6 5" 5-shot fan @ \$62.00 = \$1,860.00	50 - 4" Special @ \$18.00 = \$900.00		
	33-11 6" 3-shot fan @ \$99.20 = \$3,273.60	40 - 5" Special @ \$30.00 = \$1,200.00		
	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
<b>Total Amount</b>	<b>Total Shells: 1,457</b> <b>\$35,619.20 less disct \$619.20 = \$35,000.00</b>	<b>Total Shells: 1,485</b> <b>\$35,324.00 less disct \$324.00 = \$35,000.00</b>	<b>Total Shells: 2,920</b> <b>\$43,045 less disct \$8,045 = \$35,000.00</b>	<b>Total Shells: 3,458</b> <b>\$35,742.60 less disct \$742.60=\$35,000.00</b>



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

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



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

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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-works prior to display; Fundraising. Other Services: Bomb Squad training, Pyrotechnics Guild International Display Operator Cert Courses, indoor/outdoor pyro displays, pyrotechnic movie special effects	N/A	Melrose now offers a fundraising package for community to help raise money for event.
Previous fireworks related accident that resulted in death or serious injury	No	No	No
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 fireworks display	No	Yes Information Provided	No
Company cited by State or Federal agencies for violations involving safety procedures	No	No	No





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NAME	ACE Pyro LLC	American Fireworks Company	Meirose Pyrotechnics, Inc.
ADDRESS	Manchester MI	Hudson, OH	Belding, MI
<b>Fireworks Display-Budget Amount of \$32,000</b>			
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
	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		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		200-2.5" Peony Barrages
	12-4" rain ring @ \$13.38 = \$160.56		100-2.5" Dragon Egg w/ Tail Barrages
	8-5" spinning @ \$127.76 = \$222.08		200-2.5" Strobe Barrages
Other	1-8" Kamuro @ \$142.54		
	78 shells	46 shells (8,762 shells)	1,500 shells
	<b>Total Shells: 3,006</b>	<b>Total Shells: 2,664 (11,380 shells)</b>	<b>Total Shells: 3,105</b>
<b>Total Amount</b>	<b>\$31,800.00</b>	<b>\$36,976.00 less disc't \$4,976.00 = \$32,000.00</b>	<b>\$32,000.00</b>



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NAME	ACE Pyro LLC	American Fireworks Company	Meirose Pyrotechnics, Inc.
ADDRESS	Manchester MI	Hudson, OH	Belding, MI
<b>Fireworks Display-Budget Amount of \$35,000</b>			
Shell, 2.5 inch	368 shells @ \$2.50 = \$920.00	360 shells @ \$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 shells
	2,603 shells	2,744 shells	1,300 shells
Other	128-2.5" multi break shells @\$3.75=\$480		500-3" Finale Shells
	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
			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
	12-4" rain ring @ \$13.38 = \$160.56	\$6,500.00	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
	<b>Total Shells: 3,341</b>	<b>Total Shells: 2,794 (12,006 shells)</b>	<b>Total shells: 3,660</b>
<b>Total Amount</b>	<b>\$34,900.00</b>	<b>\$35,000.00</b>	<b>\$35,000.00</b>

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