

Spielbauer Fireworks
Chuck Heyrman
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January 9, 2018

City of Waukesha
Department of Parks, Recreation and Forestry
Attn: Joanna Adamicki
1900 Aviation Drive
Waukesha, WI 53188

Dear Joanna,

I appreciate the opportunity to offer a bid for your annual Independence Day fireworks display. Over the last 14 years it has been a pleasure working with you and Stan to provide fireworks entertainment for the City of Waukesha.

Based on my previous experience with your display site and the requirements as stated in your department's RFP, I am offering two different proposals for your consideration.

Both of these proposals contain the following elements to meet the bid specifications.

- Announcements or a grand opening
- A main text that consists of both low level special effects and aerial shells shot simultaneously
- A 5' X 10' American Flag
- A closing grand finale

Proposal A is designed to last the full 30 minutes and uses more shells to provide sufficient count to meet the timing requirements. Proposal B is designed as a base order that I would add product to assuming that there are additional sponsors for the program.

I have always felt that the display site at the Waukesha County Expo Grounds provides an outstanding venue for presenting fireworks entertainment due to the available space and crowd locations. The display site layout allows my team and I to utilize the following firing technics to increase the entertainment quality of your program.

- Use of multiple launch points (10 total) with 100-foot spacing between them to increase the sky coverage for low level special effects with higher breaking aerial shells to create effects not typical seen in other programs.
- Significant use of flights and volleys to provide change ups and create a dynamic program that will surprise your viewing audience during your program.
- Use of electronic firing between the multiple discharge sites to insure precise timing and maintain the display's design intent.
- Use of the "Rockets' Red Glare & Bombs Bursting in Air" theme to color coordinate your American Flag and announce the beginning of your grand finale.

- A powerful grand finale that is launched from 10 discharge sites that maximizes sky coverage and create a spectacular ending that your viewing audience will remember.

Please note that I will personally lead a firing crew with 10 years of experience to insure a high level of execution when delivering this program.

Please note that the following services are included with both of these proposals.

- Working as a partner with your organization and the governing fire authority to obtain the necessary fireworks permits.
- Acting as your partner to conduct a display site inspection prior to the fireworks display with your local fire department to assess site conditions and recommend corrective measures needed to ensure public health, safety and welfare.
- The engineering needed to design your fireworks display so it maximizes your entertainment value.
- Workman's compensation coverage of all the laborers required to execute your program.
- General liability insurance coverage for your event per the RFP requirements.
- Delivery of fireworks and firing equipment to the display site.
- Set up of the fireworks display.
- Execution of agreed upon firing plan.
- Removal of the firing equipment and large paper debris from firing sites.
- A post display site inspection to retrieve any unexploded shell fragments or duds immediately after your fireworks display and a full daylight display site inspection the following morning.

Based on my personal experience I believe that a well-designed and executed fireworks display provides much more entertainment value than poorly designed programs that may have higher shot counts. The bottom line is my mission to make sure I am providing the best entertainment value for Waukesha without compromising public health, safety and welfare.

If you have any questions or need more information, please feel free to contact me.

Thank you for the opportunity to be of service.

Chuck Heyrman
Display Engineer
Spielbauer Fireworks Company

Enclosures:

- Proposals I and II

Size	Item Name	Grade 1/4	Number	Unit Cost	Total Cost	Count
	<u>Announcements:</u>					
3"	Titanium Salute W/Glittering Silver Tail (Finale String 10-3" Per String)	3	2	\$ 70.05	\$ 140.10	20
	Total Announcements:				\$ 140.10	
	<u>Aerials:</u>					
3"	Titanium Salute W/Glittering Silver Tail	3	24	\$ 6.75	\$ 162.00	24
3"	Assorted Sunny Special Break Imports (Chyrs., Peony & Willow)	2 to 4	192	\$ 8.40	\$ 1,612.80	192
					\$ -	0
4"	Assorted Icon Special Break Shells	2-4	24	\$ 15.20	\$ 364.80	24
4"	Assorted Lidu Special Break Import Shells	2-4	24	\$ 15.20	\$ 364.80	24
4"	Assorted Sunny Special Break Import Shells	2-4	24	\$ 15.20	\$ 364.80	24
					\$ -	0
5"	Assorted Icon Special Break Shells	3-4	4	\$ 26.40	\$ 105.60	4
5"	Assorted Lidu Special Break Import Shells	3-4	4	\$ 26.40	\$ 105.60	4
5"	Assorted Sunny Special Break Import Shells	3-4	4	\$ 26.40	\$ 105.60	4
					\$ -	0
6"	Assorted Sunny Special Break Import Shells W/Rising Tail	3-4	6	\$ 41.20	\$ 247.20	6
	Total Aerials:				\$ 3,433.20	
	<u>Low Level Special Effect Items:</u>					
Size	Cake Description	# Shots	Number	Unit Cost	Total Cost	
.75"	Lidu Flowers Exhibition Barrage Units	1000	3	\$ 150.00	\$ 450.00	3000
1"	Fan Shaped RWB Mines & Peony	300	3	\$ 115.00	\$ 345.00	900
1"	Assorted Stars W/Whistling & Crackling	300	3	\$ 110.00	\$ 330.00	900
1"	Brocade Crown Tails & Brocade Crown Crossette.	250	3	\$ 120.00	\$ 360.00	750
1"	Big Willow W/Green Strobe	300	3	\$ 110.00	\$ 330.00	900
1"	Glittering Crackling Crossette	300	3	\$ 110.00	\$ 330.00	900
	Total Low Level Special Effect Items:				\$ 2,145.00	

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	<u>Ground Display:</u>					
1	5' X 10' American Flag Set Piece W/Roman Candle Batteries		1	\$ 175.00	<u>\$ 175.00</u>	
	Total Ground Display:				<u>\$ 175.00</u>	
Size	Item Name	Grade 1/4	Number	Unit Cost	Total Cost	
	<u>Grand Finale:</u>					
1"	210 Shot "Fan" Cake Red & Blue Stars to Silver Crossette	3	6	\$ 90.00	\$ 540.00	840
1.5"	150 Shot Cake Happy Stars	4	6	\$ 120.00	\$ 720.00	600
1"	300 Shot Cake Titanium Salute W/Gold Tail	3	6	\$ 115.00	\$ 690.00	1200
					\$ -	
3"	Finale String (10-3" Titanium Salutes W/Silver Tail/String)	3	6	\$ 70.05	\$ 420.30	60
3"	Silver Crackling Tiger Tail	3	12	\$ 8.80	\$ 105.60	12
					\$ -	
4"	Purple Peony to Crackling Flower W/Green Pistils	4	12	\$ 15.20	\$ 182.40	12
					\$ -	
5"	Red Crossette Palm W/Red Tail	4	4	31.3	\$ 125.20	4
5"	Glittering Silver to Red & Blue Crossette	4	4	26.4	105.6	4
5"	Gold Popping Kamuro to Crackling Flower w/Crackling Pistil & Crackling Tail	4	4	31.3	125.2	4
5"	Brocade Crown	4	4	26.4	105.6	4
	Total Grand Finale:				\$ 3,119.90	
	Total Cost of Items:				\$ 7,000.00	10416

\$ 9,013.20