

CITY OF DORAL
July 4th FIREWORKS DISPLAY PROPOSAL
Doral Glades Park



GARDEN STATE FIREWORKS, INC.

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I. Qualifications and Experience

GARDEN STATE FIREWORKS, INC. is a family owned and operated corporation thriving since 1890. For over one hundred and twenty years we have maintained a commitment to excellence and treat each display with an artistic attention to detail and budget. We are a New Jersey based firm we perform displays throughout the country and world. We operate major satellite offices in California, Nevada, Florida, Colorado, and Ohio with State and Federal approved storage and operation facilities in multiple locations that allow us to serve our nationwide customers well. Our North Port, Florida operations center has full storage and warehousing of material and equipment that allows us to service the region without increased mobilization costs.

A. History

A generation of fireworks was born in 1872. Augustine “Boots” Santore was born in Italy. As a young child he worked for a shoemaker. Now, history could have turned at that point and perhaps our family would be in the shoe business today. Fortunately for our family, a firework manufacturer named Capobianco was displaying fireworks at the request of King Victor Emmanuel, II. Capobianco’s firework displays left unconsumed parts. An obviously curious and industrious child, Augustine picked up these pieces and without any training turned them into a series of working fireworks. By all accounts he was under ten years of age. Once in a great while someone special emerges. This child was loaded with ability. Augustine presented his reconstructed fireworks to Capobianco in the form of a small display. Capobianco was impressed and he took on young Augustine as an apprentice. In 1890 he arrived in America to start his own pyrotechnic company. The rest is history. Our history. Garden State Fireworks has over a century of experience and have produced displays spanning events from the Winter Olympics, to Macys, to the Statue of Liberty to multiple first place awards in International Fireworks competitions.

- 1. Current Major Clientele:** Our company is proud to serve municipalities across the country. We have amassed a lengthy list of clients in our 120 plus years. In addition to nationwide coverage of July 4th and special events for cities and towns, our company is proud to currently service the following major companies for multiple annual events;

Recent Productions

- July 4, 2013 –July 4, 2023 Washington D.C. National Mall
- 2014 Super Bowl XLVIII at Met Life Stadium
- Walt Disney World (Manufacturer for Nightly Productions since 1985)
- Mandalay Bay Casino, Las Vegas, NV (Multiple Annual Events since 2010)
- Major League Soccer (MLS Cup and MLS All Star Games Annually from 2000-2011)
- Foxwoods Casino’s Sailfest, New London, CT (Dual Barge Locations 2011/2012)
- Princeton University (Annual Reunion Events since 1996)

- Trump National Golf Courses (Annual Events Bedminster, NJ and Colts Neck, NJ)
- Coney Island Amusement Park (Weekly Shows)
- Usher World Tour 2011-12
- Jennifer Lopez World Tour 2012
- U.S. Military (Battlefield Effects and July 4th Fireworks Displays)
- Golden Nugget Casino, Atlantic City, NJ (2012 Grand Opening Fired from the Roof)
- New Jersey Special Olympics (Donate Multiple Annual Events)
- Red Bull: Annual complex in stadium close proximate pyrotechnic and special effect productions including choreographed lighting and LED board integration
- Dana Point, California July 4, 2016 through July 4, 2023

While we remain loyal to our ancestors approach to customer satisfaction, design, quality assurance and artistic integrity, we continue to innovate and expand year after year and are never content to rest on our laurels. We remain the largest manufacturer of display fireworks in the country and consistently introduce new products and concepts to our displays.

Our staff has grown with us and has become part of our extended family over the years. Our factory employees dozens of technicians who have more then twenty five years of direct manufacturing and display experience.

B. References

As per the RFP requirement, attached please find the completed reference form reflecting three clients who we have consistently supplied superior service to on an annual basis. Our family of clients continues to grow as we assure our existing customers remain satisfied while inviting new customers to join our family.

C. International Awards:

We have won multiple International World Fireworks Competitions and we still treat each display with the same care and attention regardless of scope and scale.

- 1. 1982 World Champions** – International Festival of Fireworks, Monte Carlo, France
- 2. 1983 Grand World Champions** – International Festival of Fireworks, Monte Carlo
 - a. Special Competition where 5 recent prior Champions competed in a best of the best competition. Garden State Fireworks, Inc. emerged victorious and was barred from future competition from event organizers as they indicated there was no competition as our skills were vastly superior to the industry and any future presence by us for many years would result in a lack of competitors willing to enter thus negatively impacting the event.
- 3. 1986 Silver Jupiter Award** – Montreal Canada
- 4. 1991 First Place** – San Sebastian, Spain (28th Annual Fireworks Competition)
 - a. People’s Choice Award
- 5. 1994 First Place** – San Sebastian, Spain (31st Annual Fireworks Competition)

- a. Special Distinction Award (Juror's choice best show in 31 year history)
- b. People's Choice Award

II. Scope of Work: \$18,500.00 Fireworks Display

Garden State Fireworks, Inc. will comply with all aspects of your request for proposal. Our display format, offers a "turn-key" method and is comprised of the following assurances:

- Fireworks as selected per the enclosed program and reference exhibit.
- Assistance in aesthetic design for special events.
- Production schedule outline.
- Pre-display site visit in compliance with NFPA recommendations.
- Acquisition of all necessary permits.
- All labor necessary to transport, install, discharge and remove your display.
- Safety equipment and personnel in conformation with the requirements of agencies having jurisdiction including trained pyrotechnicians as currently required by law and site representative for meetings and coordination of the display.
- All trucking and transportation of equipment and material; including transportation permits.
- Technicians have met DOT regulations and carry current health cards and CDL licensing.
- All pyrotechnic devices have mandatory EX numbering as required by the Bureau of Explosives and the DOT for transportation on any roadway and/or waterway.
- Proof of State and Federal licenses.
- Insurance coverage in the amount of \$5,000,000 with sponsor as additional insured; mandatory Surety Bond, vehicle insurance in the amount of \$5,000,000, as required by the DOT.
- Coverage of all GARDEN STATE employees under Interstate Workers
- Compensation and Employers Liability Insurance

A. Approach to Display for Doral Glades Park

The display will be fired in a traditional manual fire format. This is not a musically choreographed computer fired display. The display is being designed with a focus on aerial shells to maximize the footprint in the sky to reach as much of the local audience as possible so that they can enjoy the display from their own homes. The display will last a minimum of 15 to 18 minutes in duration.

B. Technology and Equipment

1. **Mortars:** Garden State Fireworks uses the highest quality launch mortars available to the industry. We manufacture our own launch mortars from HDPE to exceed N.F.P.A regulations for structural integrity and safety. Mortars are routinely inspected prior to loading for quality assurance.

- 2. Materials:** As per the information supplied in our exhibit “A” we use the highest quality import fireworks available from China and Japan. We are also very proud to include our own fireworks manufactured at our New Jersey factory in the tradition of our ancestors. Our experience in manufacturing allows us to inspect our import products with a complete understanding of safety and quality assurance. We import a very diverse library of effects in hundreds of color combinations and effects as covered in a condensed version in the attached Exhibit “A.” We also continue to innovate our own products to create the most unique effects and breathtaking displays available.

C. Experienced Professional Staff:

Garden State Fireworks will staff your event with one (1) Lead pyrotechnician with ten or more years of experience and three (3) experienced support pyrotechnicians. A second in command pyrotechnician with more than five years of experience comprise part of the crew.

1. Production Designer: Christopher Santore

The designer for the display will be Christopher Santore. Chris Santore is a family member and fourth generation pyrotechnician and has apprenticed and trained in the family art and business since his youth. He has extensive experience in all aspects of pyrotechnic design and execution. Additionally, Mr. Santore will be the lead choreographer and designer of the display. Mr. Santore has designed hundreds of complex musically choreographed displays, computer fired displays and electrically fired displays for venues across the country.

Mr. Santore has over 30 years of experience in manufacturing, displaying and designing fireworks displays. He has designed displays ranging from complex multi-barge location productions, to compelling close proximate pyrotechnics for stadiums and building rooftops.

Chris Santore has extensive experience designing and executing high profile, complex, musically choreographed displays around the country. He has designed, choreographed and executed one of the largest displays in the country for the July 4th display for our nation’s capitol in Washington D.C. annually since 2013. He has choreographed complex barge fired displays on the shores of the West Coast and East Coast. He has worked hard to master the craft of ensuring the choreography of our displays is tangible to the audience. He is passionate about making the visuals and music match at a level that exceeds expectation. He has been privileged to design and choreograph the display for the City of Doral for nearly a decade and treats each display with an effort towards exceeding our prior performances.

2. Lead Pyrotechnician: Gary Kearney

The lead pyrotechnician for this production would be Gary Kearney. Gary has been with our company for more than twenty years and has extensive experience in all aspects of display set up and execution. He has extensive experience firing manual and electrically fired displays and knows how to manage time and resources effectively to complete the task at hand.

Additionally, Gary has been the lead technician on a Holiday Lights and Ice Display several years ago in the City of Doral.

D. Operating Schedule:

We will require two days to install mortars and load and finalize live materials by 4pm on July 3rd. Equipment will be set up on July 2nd. Live fireworks will be on location at Doral Glades Park beginning July 2nd at 10 a.m.. City of Doral will provide security for the fireworks delivery truck and fireworks display launch site for the overnight period from 4pm July 2nd to 8 a.m. on July 3rd. City of Doral will also provide 26 hour continuous security from July 3rd at 4pm to July 4th at 6pm. Live fireworks will begin being loaded at Doral Glades Park on July 3rd at 8 a.m. and will be completed by 12 noon on July 3rd. The crew will then focus all resources on the main production at Trump National Golf Course and will not return to Doral Glades Park until 6pm on July 4th to be ready to fire the display at 9:20pm.

E. City of Doral's Responsibility:

The City of Doral's requirement is to provide adequate security from July 4th morning through completion of the event and to ensure the perimeter is secured and maintained at a minimum of 450 feet for the displaying of the five inch shells in the program. Doral will also be responsible for ensuring the FAA and Miami International Airport provide approval for the display.

F. Training and Safety Precautions:

Our staff members are all trained directly by our senior pyrotechnicians each exceeding twenty five years experience in manufacturing display shells, installing mortars and executing firework displays. As active members of the American Pyrotechnic Association lead pyrotechnicians also attend annual seminars and training courses to ensure continuing education on safety and the expanding complexities of the industry. We focus on compliance with NFPA guidelines for audience distances and safety perimeters and we work closely with local police, fire officials and coast guard to ensure the safest environment possible.

Material List

Arrayal

DORAL FLORIDA
JULY 4, 2024

Opening:

<u>40</u>	3"	<i>Red Comets, Titanium Reports & Finale</i>
<u>8</u>	4"	<i>Bumper Harvest Shell</i>
<u>4</u>	4"	<i>Spangle Chrysanthemum</i>

Body:

<u>120</u>	3"	<i>Assorted Chrysanthemum Peony & Reports</i>
<u>114</u>	4"	<i>Santore Bros. Special Multi-break & Custom Designer Chrysanthemum</i>
<u>52</u>	5"	<i>Assorted Chrysanthemum Report</i>

Grand Finale:

<u>60</u>	3"	<i>Colors and Multi Salute 450 color and salute effects</i>
<u>60</u>	3"	<i>Assorted Color and lightning Flashes 4,500 Crackling Effects</i>
<u>60</u>	3"	<i>Assorted Color Strobing Stars 3,000 Bright Flashes</i>
<u>40</u>	3"	<i>Titanium Report</i>
<u>8</u>	4"	<i>Assorted Chrysanthemum and Peony</i>
<u>8</u>	5"	<i>Glittering Silver Color Changing Red, White and Blue</i>

Total Production Price:

\$18,500.00

Display Duration:

Approximately 14 Minutes

“Exhibit A”
Display Shell and Effect Descriptions

The following list is a reference of the shells and variety of effects that will be used in the display and corresponds to the pieces itemized in the cost proposal. Garden State Fireworks is proud to be the largest manufacturer of display fireworks in the country. We continue to innovate, design and manufacture our own products at our facility in New Jersey to incorporate in our displays. We also use our 100 plus years of experience to research, design and purchase the highest quality and largest selection of import products from China and Japan. We also use our manufacturing knowledge to perform rigorous quality and safety testing on all imported products.

****Special Note:**

More than fifty percent of the display shells fired in the display and listed below include a rising silver or color tailed tracer that follows the shell from launch to break. We purchase display shells at an additional premium to include a fancy rising tail to create absolute continuity of sky coverage. As each display shell has a 2-4 second lift time the absence of a tracer effect creates a dark sky. The premiums of our designs eliminate the lag time to create constant sky coverage and momentum.

The following List of Materials is a condensed version of our extensive library of effects that will be displayed in your program. Color combinations within individual effects as well as transformation color changing effects expand the list below to hundreds of varieties.

2 ½” Assorted Display shells:

Red Peony

White Peony

Blue Peony

Green Peony

Variegated Peony

Yellow Peony

Purple Peony

Red White and Blue Peony

Titanium Report (Salute/Noise)

3” Assorted Color and Report Shells:

Red Peony

White Peony

Red White And Blue Peony

Green Peony

Yellow Peony

Titanium Reports

Multi-Salutes
Silver Peony
Red and Blue Wave
Color Changing Peonies
Flash Reports
Spiders
Aqua Peony
Variegated Chrysanthemums

Ring Patterns
Blue Peony
Purple Peony
Golden Willow
Crackling Chrysanthemum
Rainbow Peony
Tiger Tails
Multi Color Combinations

4" Assorted Color and Fancy Aerial Shells:

Red Peony
White Peony
Blue Peony
Red White And Blue Peony
Green Peony
Yellow Peony
Lemon Peony
Orange Peony
Aqua Peony
Rainbow Peony
Multi Color Combinations
Titanium Reports
Multi-Salutes
White Strobe
Red Strobe
Color Changing Peonies
Flash Reports
Spider Webs
Whistling Shells
Variegated Chrysanthemums
Wave Ring Patterns
Golden Strobe
Purple Peony
Golden Willow

Brocade Chrysanthemum
Crackling Chrysanthemum
Crackling Rain Willow
Tiger Tails
Red Wave
Green Wave
Colors w/Palm Core Centers
Peonies w/Fancy Center Pistils
Whistling Shells
Red Crossettes
Green Crossettes
Silver Palm Trees
Tourbillions & Serpents
Silver Crown c/c Green
Gold Kamuro c/c Blue
Red and Green Bees
Variegated Fish
Thousands of Crackling Flowers
Colors to Crackling
Dragon Eggs
Glittering Willows
Color & Timed Reports
Hummer Shells
Gold Flitter

5" Assorted Color and Fancy Aerial Shells:

*****ALL COLORS AND EFFECTS LISTED ABOVE IN 4" DISPLAY SECTION**

Smile Face Patterns
Heart Shape Patterns
Lemon Crossette w/Strobe Pistil

Variegated Strobes
Thousands of Flowers
Red Falling Leaves

Blue to White Flashing Willow
Half Red and Half Blue Peony
Half Purple/Half Yellow Peony
Green Coconut Tree
Aqua Crossette
Whirl Flower w/Strobe Pistil

Three Color Changing Peonies
Glittering Gold to Purple
Red and Blue Wave
Green and Blue Wave
White w/Red Pistil
Purple w/Green Pistil

III. Availability:

Garden State Fireworks hereby confirms we are available and ready to execute your display per the requirements. Garden State Fireworks does not require sub-contracted or outside support beyond the expectations of the City of Doral to secure the safety perimeter and secure the fireworks delivery truck from arrival on July 2nd to completion on July 4th. Our main office in New Jersey is prepared to deliver the display to our satellite facilities in Florida upon awarding of the contract.