

CITY OF DORAL
July 4th FIREWORKS DISPLAY PROPOSAL
(At Trump National Golf Course, Doral)



GARDEN STATE FIREWORKS, INC.

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I. Qualifications and Experience (Tab 3)

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 (Returning July 4, 2023)
- 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 Since 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 and returning July 4, 2022

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 (Tab 4) DISPLAY PRICE: \$51,500.00

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

Pyromusical displays are the highest form of the pyrotechnic art. The emotional impact of the combination of sight and sound reaches intensity levels that most mediums cannot dream of and we treat it accordingly. Our many years of delivering such displays have helped us hone our craft in such a way that from the first beat of the music we grab the audience and pull them on a roller coaster ride of sensory overload.

- 1. A 'Sound' Approach:** Our approach to a musically choreographed display is driven by an intense focus of interpreting the soundtrack in a clear emotionally connected visual that the audience can readily perceive. We firmly believe that the soundtrack and music drive the display and not the other way around. We work closely with the client to ensure a soundtrack is built that encompasses a full range of tones, tempos and themes in an arrangement that will create a seamless and coherent production.
- 2. In House Sound Studio:** We do not outsource the production of the soundtrack. We will work to build the soundtrack in our studios from the ground up and select, edit and arrange the music while visualizing the overall arc and design of the production. We

welcome soundtrack input and will work together to create the final soundtrack that will serve as the foundation of an artistic and powerful presentation.

3. Painstaking Design Philosophy:

We invest up to four hours of choreography and design per minute of soundtrack. We pay close attention to the relationship of one effect to another and are constantly aware of how each segment flows into the next. Our vision for our displays is to always incorporate the full range of our unique library of manufactured and imported effects.

4. Synchronization:

Garden State Fireworks, Inc. has extensive experience synchronizing pyromusicals. We will work closely with the sound company to interface their sound system with our computer firing systems.

B. Technology and Equipment

We have a strong focus on large scale complex computer fired pyromusical productions as we are passionate about this unique art form. We utilize state of the art firing equipment and a diverse library of effects to interpret the soundtrack.

- 1. Hardware Firing Systems:** We will use Fire One brand computer firing systems to execute the display. Fire One is the industry leading computerized firing system and is the most powerful system available on the market. For electrically fired, pre-loaded displays as required in this RFP, Garden State uses this state of the art firing system built for speed of installation, safety and accurate firing of circuits to insure coordination of the scripted design.
- 2. Software Systems:** We use state of the art sound editing software and the leading computerized choreography and firing software systems on the market. The software allows us to 'zoom' in on the visual wave lengths of the audio file to accurately place effects on very specific beats.
- 3. Shell Database:** To utilize the state of the art choreography suite we employ in our productions, an accurate database of the detailed information of the shells themselves is essential. To choreograph music and fireworks you must know exactly how long it takes for an effect to get from the mortar to the bursting point at its apex. Without this critical data the rest of the technology and design efforts is moot. We have spent years building our database with accurate details of how long it takes for each specific brand, size and effect to complete its full course of ignition, burst, and effect duration. We use this data to present the most accurate displays in the industry.
- 4. 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.

5. **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 six (6) experienced support pyrotechnicians. A second in command pyrotechnician with more than five years of experience comprise part of the crew.

1. Production Manager/Choreographer: Christopher Santore

The choreographer 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 studied music and is fluent in sound editing software and has a firm grasp on the essential components of a strong soundtrack. His knowledge of music and sound editing allows him the freedom to build custom soundtracks all with a trained ear and eye to the marriage of the accompanying visual pyrotechnic effects.

His extensive understanding of the manufacturing process and product performance is unmatched by any choreographer in the world having grown into the business since his childhood. This provides him a virtual library of effects, critical timing points in his mind like an immediate encyclopedia for reference. Mr. Santore has over 25 years of experience in manufacturing, displaying and designing fireworks displays. He has designed displays ranging from complex multi-charge 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 charge 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: Jose Santamaria

The lead pyrotechnician for this production would be Jose Santamaria. Mr. Santamaria has been with our company for more than thirty years and has extensive experience in all aspects of display set up and execution. He has extensive experience firing complex computer fired pyromusicals and knows how to manage time and resources effectively to complete the task at hand.

D. Operating Schedule:

We will require two days to install mortars and load and finalize live materials by afternoon of July 4th. Equipment install will take place at 5pm on July 3rd and live fireworks install will take place on July 4th at 7 a.m.

E. City of Doral's Responsibility:

The City of Doral's requirement is to provide and coordinate access to Trump National Golf Course for 5pm on July 3rd for equipment set up, and for 7 a.m. on July 4th live fireworks. Adequate security must be in place from July 4th morning to ensure no persons can enter the display set up area on the driving range. Security must also be placed on the evening of the event to ensure the perimeter is secured and maintained in accordance with the site plan.

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. Our electrical firing systems and mortar construction allow for a safe and controlled environment for both our operators and the spectators. 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

OPENING

ROUNDS TOTAL: 1,476

Portions of opening to consist of flights

DESCRIPTION OF SHELL	REFERENCE TO LITERATURE	QTY
408 Shot Peacock Fan	**See Exhibit "A"	2
100 Shot of Color & Reports	**See Exhibit "A"	3
72 shot RWB Peony	** See Exhibit 'A'	1
2 ½" Variegated Peony Shell	**See Exhibit "A"	60
2 ½" Titanium Report Shells	**See Exhibit "A"	60
3" Colorful Crackling Shells	**See Exhibit "A"	60
3" Chrys. and Reports	**See Exhibit "A"	60
4" Assorted Color Shells	**See Exhibit "A"	36
5" Assorted Color Shells	**See Exhibit "A"	12

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BODY:

ROUNDS TOTAL: 7,953

DESCRIPTION OF SHELL	REFERENCE TO LITERATURE	QTY
100 Shot Colorful Crossette	**See Exhibit "A"	3
665 Shot Green Strobe Willow	**See Exhibit "A"	1
665 Shot Gold Strobe & Blue	**See Exhibit "A"	2
408 Shot Z-Fan Wave	**See Exhibit "A"	4
88 Shot Glitter Mine w/Red	**See Exhibit "A"	2
372 Shot Gold Willow Red	**See Exhibit "A"	2
88 Shot Blue to Brocade	**See Exhibit "A"	2
100 Shot Dragon Eggs	**See Exhibit "A"	2
100 Shot Blue Fish Dancing	**See Exhibit "A"	2
100 Shot Whirl Flowers	**See Exhibit "A"	2
200 Shot Whistling Dragons	**See Exhibit "A"	2
300 Shot Dragon Phoenix	**See Exhibit "A"	1
500 Shot Brocade Crackling	**See Exhibit "A"	1
300 Shot Red Sun	**See Exhibit "A"	1
3" Asst Color & Report Shells	**See Exhibit "A"	340
4" Asst. Fancy Aerial Shells	**See Exhibit "A"	270
5" Asst. Fancy Aerial Shells	**See Exhibit "A"	220

Comments: Our firing systems allow us to deliver complex multi-tiered segments featuring highly coordinated tapestries of colors and effects covering the sky from floor to ceiling. Pacing will include constant volleys of effects ranging from 4 to 12 simultaneous 3" to 5" shells accompanied by low level effects.

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PRICE PROPOSAL WORKSHEET

FINALE:

ROUNDS TOTAL: 3,218
Specify configuration of flights,

DESCRIPTION OF SHELL	REFERENCE TO LITERATURE	QTY
100 Shot Color & Reports	**See Exhibit "A"	6
665 Shot Report Peacock	**See Exhibit "A"	2
408 Shot Red Z-Fan Wave	**See Exhibit "A"	2
2 1/2" Assorted Display Shells	**See Exhibit "A"	100
3" Assorted Display Shells	**See Exhibit "A"	100
3" Red White Blue & Reports	**See Exhibit "A"	100
3" Titanium Report Shells	**See Exhibit "A"	100
4" Assorted Wave Shells	**See Exhibit "A"	36
5" Assorted Color Shells	**See Exhibit "A"	36

Total Pieces 12,647

SUBTOTAL - FINALE

Comments: Our rapid fire finale is our signature to the performance. The volume and speed of effects are accentuated by the layering design that covers the sky in a blistering pace with effects fired simultaneously from multiple locations.

Total Production Price:
\$51,500.00

“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.

Multi-shot Cake Effects:

Effects Listed in the Cost proposal ranging from 88 shots to 665 shots are self-contained repeater units custom designed by Garden State Fireworks and manufactured to the highest quality standards. Effects repeat in a variety of multiple angled simultaneously fan shapes, or elaborate zig-zagging wave configurations. Shots range from 1.5 inches to 2 inches and create ground to sky coverage to be coordinated with aerial display shells.

****Special Note:**

The majority 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.

Exhibit “A” (Continued)

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	Yellow Peony
White Peony	Purple Peony
Blue Peony	Red White and Blue Peony
Green Peony	Titanium Report (Salute/Noise)
Variegated Peony	

3” Assorted Color and Report Shells:

Red Peony	Flash Reports
White Peony	Spider Webs
Blue Peony	Aqua Peony
Red White And Blue Peony	Variegated Chrysanthemums
Green Peony	Ring Patterns
Yellow Peony	Purple Peony
Titanium Reports	Golden Willow
Multi-Salutes	Crackling Chrysanthemum
Silver Peony	Rainbow Peony
Red and Blue Wave	Tiger Tails
Color Changing Peonies	Multi Color Combinations

4” Assorted Color and Fancy Aerial Shells:

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

**Star Shape Patterns
Sky Waterfall
Silver Crossette
Crackling Crossette
Sea Blue Peony
Purple Bees
Varigated Falling Leaves
Thousands of Red White & Blue
Pink Peony
Four Color Changing Peonies
Red Coconut Tree
Aqua to Lemon w/Lemon to
Aqua Pistil**

**Lemon to Purple w/Purple to
Lemon Pistil
Red Dahlia w/White Strobe
Aqua Dahlia w/Red Strobe Pistil
Red to Silver Wave w/Blue Pistil
Nishiki Kamuro Niagra Falls
Red Strobing Nishiki Kamuro
Reddish Gamboge to Green
Blue Circle with Twice
Crackling Pistil
Multi Color Cycas
Lemon w/Magenta Circle**