



**OTSEGO COUNTY ADMINISTRATION
 BID REGISTER LOG/PRELIMINARY TABULATION SHEET**

BID NUMBER: 2019-09 **DATE/TIME BIDS DUE:** October 15, 2019 10:00 am
TITLE: Fireworks at County Park **DATE/TIME OF BID OPENING:** October 15, 2019 10:05 am

ADVERTISED: Yes
BID DEPOSIT REQUIRED: N/A **ADDENDUM/DATES:**

BIDS/PROPOSAL RECEIVED

	COMPANY NAME	LOCATION	PRELIMINARY TOTAL BID	PRELIMINARY RANK
1.	Great Lakes Fireworks	West Branch, MI	3-year total \$64,955	2
2.	Wolverine Fireworks	Kawkawlin, MI	3-year total \$49,575	1
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4.				
5.				
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8.				
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3.				
4.				
5.				
6.				
7.				
8.	Bids opened by Kyle Ryan			
9.	Information recorded by Rachel Frisch			
10.				

GREAT LAKES FIREWORKS

3275 W. M-76 P.O. Box 276 • West Branch, MI 48661 • Office: (989) 726-5040 • www.greatlakesfireworks.com

October 4, 2019

Kyle Ryan
Director of Otsego County Parks and Recreation
225 W. Main Street, Suite 203
Gaylord, MI 49735

Re: BID 2019-09

Dear Mr. Ryan,

Enclosed is Great Lakes Fireworks' (GLF) proposal for the Otsego County Fourth of July Fireworks Display, including the bid/proposal form, GLF's proposed display for 2020 with specific effects listed, a copy of our ATF license, and references.

You will also find a proof of insurance enclosed. If Great Lakes Fireworks is awarded the bid, we will then be able to proceed with generating a certificate that lists Otsego County as additionally insured.

When reviewing the bid/proposal form, please note that our price includes premium high-quality shells from manufacturers Yung Feng and Nobori Ryu. There is no comparison to the quality of these products, which your audience will experience should you choose Great Lakes Fireworks for your fireworks needs.

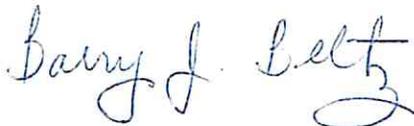
Please note the contract increases in 2021 and 2022. These increases are based on an anticipated 5% per year increase in product costs from our suppliers. Due to large increases in raw material costs (primarily paper) we have experienced annual increases averaging 5%. For instance, Lidu Fireworks Manufacturing Company has increased their price 15% in both 2018 and 2019! However, averaged with our other suppliers, the overall increase is reflected in the 5% amount. If a level contract price is preferred, products can be removed from the display total to accommodate actual pricing increases.

Great Lakes Fireworks, LLC is a Michigan based company formed in 1994. GLF provides 155+ displays annually throughout Michigan and the Midwest. As a member of the American Pyrotechnics Association and the National Fireworks Association, the GLF team consists of highly skilled and trained pyrotechnicians. Accordingly, many of our pyrotechnicians have been selected to participate in international fireworks displays and Guinness World Record attempts beginning with the World Record setting 2014 New Year's Eve display in Dubai where GLF provided 20 pyrotechnicians to assist in accomplishing this record.

Also, Great Lakes Fireworks has participated in international fireworks competitions in China, Spain, and most recently Russia, where 2nd place was achieved in the World Championship of Fireworks in both 2018 and 2019.

Complete customer satisfaction is our goal. Please contact our references and ask what they think about our show quality and the professionalism of our pyrotechnicians. If any more information is needed, please do not hesitate to contact us.

We look forward to hearing from you,



Barry Beltz
Co-Owner
Great Lakes Fireworks, LLC

SECTION IV. BID/PROPOSAL FORM

BID 2019-09

The undersigned proposes to provide a Fourth of July Fireworks Display at the Otsego Lake County Park on the dates specified in this RFP document. This is an all-inclusive price.

ALL-INCLUSIVE COST PROPOSAL FOR A FOURTH OF JULY FIREWORKS DISPLAY AT THE OTSEGO LAKE COUNTY PARK

YEAR 1 (2020)	\$ <u>21,250.00</u>
YEAR 2 (2021)	\$ <u>21,645.00</u>
YEAR 3 (2022)	\$ <u>22,060.00</u>

THREE-YEAR TOTAL	\$ <u>64,955</u>
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COMPANY NAME: Great Lakes Fireworks, LLC

ADDRESS: 3275 W. M-76 P.O. BOX 276
West Branch, MI 48661

SIGNATURE: 

TITLE: CO-OWNER

TELEPHONE: 989 - 726 - 5040

EMAIL (if any): sales@greatlakesfireworks.com

FAX: N/A

DATE: 10/4/19

GREAT LAKES FIREWORKS

3275 W. M-76 P.O. Box 276 • West Branch, MI 48661 • Office: (989) 726-5040 • www.greatlakesfireworks.com

Otsego County Fourth of July Fireworks Proposal

Opening

- 2 – 48 shot Color Carpet Water Cakes
- 120 – 2.5" Red, White, Blue, Salute w/ Silver Tail Finale Chain
- 60 – 3" Red, White, Blue, Salute w/ Silver Tail Finale Chain

Body

- 216 – 3" Assorted Color Shells
- 243 – 4" Assorted Color Shells
- 104 – 5" Assorted Color Shells
- 68 – 6" Assorted Color Shells

Specials (Large Scenes; In Addition to Body Shells, Shot Throughout Display)

- 2 – 48 shot New Color Mines to New Color Crossette water cakes layered with
- 1 – 100 shot New Color Crossette layered with
- 1 – 150 shot Fan Multicolor Crossette layered with
- 3 – 5" Nobori Ryu Red Crossette w/ Crackling Palm Tree Pistil (2; on ends) & 5" Nobori Ryu Glittering Gold Crossette w/ Crackling Palm Tree Pistil (1 in middle) in fan rack
- 3 – 6" Nobori Ryu Glittering Gold Crossette w/ Crackling Palm Tree Pistil (2; on ends) & 6" Nobori Ryu Red Crossette w/ Crackling Palm Tree Pistil (1 in middle) in fan rack

- 2 – 48 shot Gold Crackling Flower Ball Mine to Gold Crackling Flower Ball water cakes
- 1 – 150 shot Gold Crackling layered with:
- 3 – 4" Yung Feng Crackling Nishiki Kamuro shells in fan rack
- 3 – 5" Yung Feng Crackling Nishiki Kamuro shells in fan rack
- 3 – 6" Yung Feng Crackling Nishiki Kamuro shells in fan rack

- 3 – 4" Nobori Ryu White Strobe shells in fan rack
- 3 – 5" Nobori Ryu White Strobe shells in fan rack
- 3 – 6" Nobori Ryu White Strobe shells in fan rack

- 4 – 50 shot Red and Blue Stars w/ White Glittering layered with:
- 3 – 4" Nobori Ryu Red White Blue Waterfall shells in fan rack
- 3 – 5" Nobori Ryu Red White Blue Waterfall shells in fan rack
- 3 – 6" Nobori Ryu Red White Blue Waterfall shells in fan rack

- 8 – 5" Nobori Ryu Pattern Shells (Snail, Jellyfish, Happy Face to Red Heart, Brocade to Red Strobe Ring; 2 of each effect shot 1 at a time throughout display)
- 8 – 6" Nobori Ryu Pattern Shells (Snail, Jellyfish, Happy Face to Red Heart, Brocade to Red Strobe Ring; 2 of each effect shot 1 at a time throughout display)

Total Special Shells:

- 9 – 4"
- 20 – 5"
- 20 – 6"

Finale

- 120 – 2.5" Titanium Salute Finale Chain
- 120 – 2.5" Assorted Color Finale Chain
- 390 – 3" Assorted Color Finale Chain
- 90 – 3" Titanium Salute Finale Chain
- 90 – 4" Assorted Color Finale Chain
- 20 – 5" Assorted Color Finale Chain
- 8 – 6" Assorted Color Finale Chain

In accordance with the provisions of Title XI, Organized Crime Control Act of 1970, and the regulations issued thereunder (27 CFR Part 555), you may engage in the activity specified in this license or permit within the limitations of Chapter 40, Title 18, United States Code and the regulations issued thereunder, until the expiration date shown. **THIS LICENSE IS NOT TRANSFERABLE UNDER 27 CFR 555.53.** See "WARNINGS" and "NOTICES" on reverse.

Direct ATF Correspondence To ATF - Chief, FELC 244 Needy Road Martinsburg, WV 25405-9431	License Permit Number 4-MI-099-27-0L-01174
Chief, Federal Explosives Licensing Center (FELC) <i>Christopher R. Reeves</i>	Expiration Date November 1, 2020

Name
GREAT LAKES FIREWORKS LLC

Premises Address (Changes? Notify the FELC at least 10 days before the move.)
**24805 MARINE
 EASTPOINTE, MI 48021-**

Type of License or Permit
27-DEALER OF EXPLOSIVES

Purchasing Certification Statement

The licensee or permittee named above shall use a copy of this license or permit to assist a transferor of explosives to verify the identity and the licensed status of the licensee or permittee as provided by 27 CFR Part 555. The signature on each copy must be an original signature. A faxed, scanned or e-mailed copy of the license or permit with a signature intended to be an original signature is acceptable. The signature must be that of the Federal Explosives Licensee (FEL) or a responsible person of the FEL. I certify that this is a true copy of a license or permit issued to the licensee or permittee named above to engage in the business or operations specified above under "Type of License or Permit."

Mailing Address (Changes? Notify the FELC of any changes.)

GREAT LAKES FIREWORKS LLC
24805 MARINE
EASTPOINTE, MI 48021-

Barry J. Beltz
 Licensee/Responsible Person Signature
MEMBER
 Position Title
Barry J. Beltz
 Printed Name
 2/6/19
 Date

Federal Explosives License (FEL) Customer Service Information

Federal Explosives Licensing Center (FELC)
244 Needy Road
Martinsburg, WV 25405-9431

Toll-free Telephone Number: (877) 283-3352
Fax Number: (304) 616-1401
E-mail: FELC@atf.gov

ATF Homepage: www.atf.gov

Change of Address (27 CFR 555.54(a)(1)). Licensees or permittees may during the term of their current license or permit remove their business or operations to a new location at which they intend regularly to carry on such business or operations. The licensee or permittee is required to give notification of the new location of the business or operations not less than 10 days prior to such removal with the Chief, Federal Explosives Licensing Center. The license or permit will be valid for the remainder of the term of the original license or permit. (The Chief, FELC, shall, if the licensee or permittee is not qualified, refer the request for amended license or permit to the Director of Industry Operations for denial in accordance with § 555.54.)

Right of Succession (27 CFR 555.59). (a) Certain persons other than the licensee or permittee may secure the right to carry on the same explosive materials business or operations at the same address shown on, and for the remainder of the term of, a current license or permit. Such persons are: (1) The surviving spouse or child, or executor, administrator, or other legal representative of a deceased licensee or permittee; and (2) A receiver or trustee in bankruptcy, or an assignee for benefit of creditors. (b) In order to secure the right provided by this section, the person or persons continuing the business or operations shall furnish the license or permit for that business or operations for endorsement of such succession to the Chief, FELC, within 30 days from the date on which the successor begins to carry on the business or operations.

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Federal Explosives License/Permit (FEL) Information Card

License Permit Name: GREAT LAKES FIREWORKS LLC

Business Name:

License Permit Number: 4-MI-099-27-0L-01174

License Permit Type: 27-DEALER OF EXPLOSIVES

Expiration: November 1, 2020

Please Note: Not Valid for the Sale or Other Disposition of Explosives.

GREAT LAKES FIREWORKS

3275 W. M-76 P.O. Box 276 • West Branch, MI 48661 • Office: (989) 726-5040 • www.greatlakesfireworks.com

References

St. Helen 4th of July Fireworks Display

Roscommon County Airport

Sherrie Kempfer, Committee President, (989) 389-7530

Marquette Area 4th of July Fireworks

Marquette Bay and Ore Dock in Lake Superior

Chris Wattsson, Committee President, (989) 458-6803

National Cherry Festival

Traverse City, MI

Kat Paye, Executive Director, (231) 947-4230, kat@cherryfestival.org



Wolverine FIREWORKS
Display, Inc.

205 West Seidlers Rd. • Kawkawlin, MI 48631
Phone: 989.662.0121 • Fax: 989.662.0122

Visit us at www.wolverinefireworks.com

10/3/2019

Kyle Ryan
Director of Otsego County Parks and Recreation
225 W. Main Street, Suite 203
Gaylord, MI 49735

Dear Mr. Ryan,

In response to the Request for Bids issued by Otsego County, please find enclosed our fireworks display proposal form for 2020-2022. Wolverine Fireworks Display, Inc. has gratefully had the opportunity to put on your fireworks display for more than a decade now and we are delighted to have that chance again.

Evidence of Commercial General Liability Insurance, Worker's Compensation Insurance, Motor Vehicle Liability Insurance and our Federal Explosives License are included. Also included you will find a list of references with contacts for some of the other shows Wolverine Fireworks Display currently shoots.

By signing a multiyear contract, Wolverine Fireworks is able to offer a 7% *cash* discount off the cost of fireworks to customers who choose to do so. This can also be taken in *extra fireworks* if you prefer.

Thank you so much for the opportunity to bid your display this year. Should you have any questions or need any further information please feel free to give me a call.

Best Regards,



Jennifer Campau,
Display Manager

SECTION IV. BID/PROPOSAL FORM

BID 2019-09

The undersigned proposes to provide a Fourth of July Fireworks Display at the Otsego Lake County Park on the dates specified in this RFP document. This is an all-inclusive price.

ALL-INCLUSIVE COST PROPOSAL FOR A FOURTH OF JULY
FIREWORKS DISPLAY AT THE OTSEGO LAKE COUNTY PARK

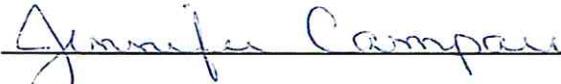
YEAR 1 (2020)	\$ <u>15,750.00</u>
YEAR 2 (2021)	\$ <u>16,500.00</u>
YEAR 3 (2022)	\$ <u>17,325.00</u>

THREE-YEAR TOTAL	\$ <u>49,575.00</u>
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COMPANY NAME: Wolverine Fireworks Display, Inc.

ADDRESS: 205 W. Seidlers Rd.

Kawkawlin, MI 48631

SIGNATURE: 

TITLE: Display Manager

TELEPHONE: 989-662-0121

EMAIL (if any): jenny@wolvdisplay.com

FAX: 989-662-0122

DATE: 10/2/19

WORKERS COMPENSATION AND EMPLOYERS LIABILITY
INSURANCE POLICY



AR INFORMATION PAGE

175 Berkeley Street Boston, MA 02116

Issued by **LM INSURANCE CORPORATION** 27243

Policy Number WC5-34S-319949-029 Issuing Office 0354
RENEWAL OF: WC5-34S-319949-028 Issue Date 01-02-19
Account Number 4-319949 Sub Account 0000

1. Insured and Mailing Address
WOLVERINE FIREWORKS DISPLAY CO INC

205 W SEIDLERS RD

MI RISK ID 2402220A

KAWKAWLIN, MI 48631

Status OTHER

Other workplaces not shown above: SEE ITEM 4. PREMIUM - EXTENSION OF INFORMATION PAGE

2. Policy Period: The policy period is from 01-02-2019 to 01-02-2020 12:01 A.M. standard time at the Insured's mailing address.

3. Coverage

A. Workers Compensation Insurance: Part One of the policy applies to the Workers Compensation Law of the states listed here: **MI**

B. Employers Liability Insurance: Part Two of the policy applies to work in each state listed in Item 3.A. The limits of our liability under Part Two are:

Bodily Injury by Accident \$ 1,000,000 each accident
Bodily Injury by Disease \$ 1,000,000 policy limit
Bodily Injury by Disease \$ 1,000,000 each employee

C. Other States Insurance: Part Three of the policy applies to the states, if any, listed here:

REFER TO RESIDUAL MARKET LIMITED OTHER STATES INSURANCE ENDORSEMENT WC 00 03 26A

D. This policy includes these endorsements and schedules: SEE EXTENSION OF INFORMATION PAGE

4. Premium: The premium for this policy will be determined by our Manuals of Rules, Classifications, Rates and Rating Plans. All information required below is subject to verification and change by audit.

Classifications	Code Number	Premium Basis Total Estimated Annual Remuneration	Rate per \$100 of Remuneration	Estimated Annual Premium
See Extension of Information Page				
Minimum Premium	\$	(MI)	Total Estimated Annual Premium	\$
Premium will be billed	ANNUAL			

Producer -022079

**MICHAEL EDWARDS HAYES DBA MICHAEL
HAYES AGENCY LLC
505 S EUCLID AVE
BAY CITY MI 48706**

In accordance with the provisions of Title XI, Organized Crime Control Act of 1970, and the regulations issued thereunder (27 CFR Part 555), you may engage in the activity specified in this license or permit within the limitations of Chapter 40, Title 18, United States Code and the regulations issued thereunder, until the expiration date shown. **THIS LICENSE IS NOT TRANSFERABLE UNDER 27 CFR 555.53.** See "WARNINGS" and "NOTICES" on reverse.

Direct ATF Correspondence To	ATF - Chief, FELC 244 Needy Road Martinsburg, WV 25405-9431	License/Permit Number	4-MI-017-24-1C-05846
Chief, Federal Explosives Licensing Center (FELC)	<i>Christopher R. Keers</i>	Expiration Date	March 1, 2021

Name
WOLVERINE FIREWORKS DISPLAY, INC

Premises Address (Changes? Notify the FELC at least 10 days before themove.)
205 W SEIDLERS RD
KAWKAWLIN, MI 48631-0000

Type of License or Permit
24-IMPORTER OF EXPLOSIVES

Purchasing Certification Statement
The licensee or permittee named above shall use a copy of this license or permit to assist a transferor of explosives to verify the identity and the licensed status of the licensee or permittee as provided by 27 CFR Part 555. The signature on each copy must be an original signature. A faxed, scanned or e-mailed copy of the license or permit with a signature intended to be an original signature is acceptable. The signature must be that of the Federal Explosives Licensee (FEL) or a responsible person of the FEL. I certify that this is a true copy of a license or permit issued to the licensee or permittee named above to engage in the business or operations specified above under "Type of License or Permit."

Mailing Address (Changes? Notify the FELC of any changes.)
WOLVERINE FIREWORKS DISPLAY, INC
205 W SEIDLERS RD
KAWKAWLIN, MI 48631-0000

Licensee/Permittee Responsible Person Signature
ALLAN A. STAEN
Printed Name
Position Title
V-P
Date
8-6-2019

ATF Form 5400.14-5400.15 Part 1
Revised October 2011

Previous Edition is Obsolete WOLVERINE FIREWORKS DISPLAY, INC 205 W SEIDLERS RD 48631-0000 48631-0000 24-IMPORTER OF EXPLOSIVES

Federal Explosives License (FEL) Customer Service Information

Federal Explosives Licensing Center (FELC) 44 Needy Road Martinsburg, WV 25405-9431	Toll-free Telephone Number: (877) 283-3352 Fax Number: (304) 616-4401 E-mail: FELC@atf.gov	ATF Homepage: www.atf.gov
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(Continued on reverse side)

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Federal Explosives License/Permit (FEL) Information Card

License/Permit Name: WOLVERINE FIREWORKS DISPLAY, INC

Business Name:

License/Permit Number: 4 MI-017-24-1C-0 846

License/Permit Type: 24-IMPORTER OF EXPLOSIVES

Expiration: March 1, 2021

Please Note: Not Valid for the Sale or Other Disposition of Explosives.



Wolverine FIREWORKS

205 West Seidlers Rd. • Kawkawlin, MI 48631
Phone: 989.662.0121 • Fax: 989.662.0122

Display, Inc.

— Visit us at www.wolverinefireworks.com —

References

Bay City, MI	Doug Clark	989-280-1591
Midland River Days, MI	Jim Malek	989-839-9661
City of Rochester Hills, MI	Maria Willett	248-841-2542
City of Sault Ste. Marie, MI	Scott LaBonte	906-632-2226
Huron Clinton Metropolitan Authority, MI:		
Kensington	Kim Jarvis	248-395-7226
Hudson Mills	Jerry Cyr	734-426-8211
Stony Creek and Lake St. Claire	Mike Lyons	586-781-4242
Lower Huron and Lake Erie	Jim Pershing	734-697-9181
Summit Motorsports Park, OH:		
6 Shows	Bill Bader	419-668-5555
Jackson, MI:		
3 Shows	Margaret Myers	517-563-2773
Gun Lake, MI	Jan Schuiling	616-532-6867
Albuquerque International Balloon Festival, NM		
	Paul Smith	505-821-1000

Wolverine currently shoots over 500 crew fired shows in the United States.