

**CITY OF NAPLES  
PURCHASING DIVISION  
CITY HALL, 735 8<sup>TH</sup> STREET SOUTH  
NAPLES, FLORIDA 34102  
PH: 239-213-7100 FX: 239-213-7105**

**ADDENDUM NUMBER 2**

NOTIFICATION DATE:	BID TITLE:	BID NUMBER:	BID OPENING DATE & TIME:
08/21/13	FIREWORKS DISPLAY	054-13	09/03/13 2:00PM

**THE FOLLOWING INFORMATION IS HEREBY INCORPORATED INTO,  
AND MADE AN OFFICIAL PART OF THE ABOVE REFERENCED BID.**

The following clarifications are issued for the referenced solicitation:

- 1) Can you please create an addendum in regards to the format of proposals and possibly make available the current provider's proposal from several years ago available for viewing?

**Answer: Please refer to Section "II. PROPOSER TO PROVIDE IN PROPOSAL" page (18 ) describing the minimum information and order of information to be provided in your proposal under Display, Company Background, Qualification of Personal, and Company Experience. Hard copy information needs to in an 8 ½ x 11 inch formation clipped or binder bound. There is no page length or limit requirement. Additional required and completed information from the RFP includes:**

- **Cover Sheet "Request for Proposal" with your Authorized Signature**
- **Reference Sheet**
- **Submission Checklist Sheet**
- **EXHIBIT A – Shell Count Sheet**

**Addendum 2 - Exhibit A is the past award proposal found on next page.**

**ADDENDUM 2 - EXHIBIT A – PAST AWARD PROPOSAL**

# EXHIBIT A - PAST AWARD PROPOSAL

City of Naples



## REQUEST FOR PROPOSAL

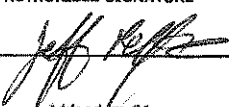
CITY OF NAPLES  
PURCHASING DIVISION  
270 RIVERSIDE CIRCLE  
NAPLES, FL 34102

PH: 239-213-7100 FX: 239-213-7105

NOTIFICATION DATE: 03/16/09	TITLE: JULY 4 <sup>TH</sup> FIREWORKS DISPLAY	NUMBER: 028-09	OPENING DATE & TIME: 04/09/2009 2:00 P. M.
<p><b>PRE-PROPOSAL CONFERENCE:</b> Non-Mandatory on Thursday, March 26, 2009@10:00 A.M/ 270 Riverside Circle, Naples, FL 34102</p>			

NAME OF PARTNERSHIP, CORPORATION OR INDIVIDUAL: Zambelli Fireworks Manufacturing Co.	
MAILING ADDRESS: 1 West Camino Real Blvd, Ste 100	
CITY-STATE-ZIP: Boca Raton, FL 33432	
PH: 561.395.0955	EMAIL: jrolfe@zambellifireworks.com
FX: 561.395.1799	WEB ADDRESS: www.zambellifireworks.com

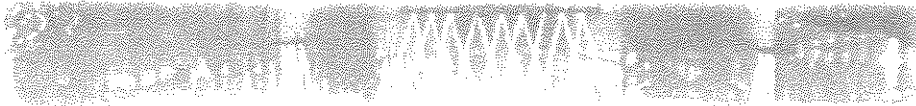
I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, or equipment or services and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this proposal and certify that I am authorized to sign this proposal for the proposer. In submitting a proposal to the City of Naples the proposer offers and agrees that if the proposal is accepted, the proposer will convey, sell, assign or transfer to the City of Naples all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the Anti-trust laws of the United States and the State of FL for price fixing relating to the particular commodities or services purchased or acquired by the City of Naples. At the City's discretion, such assignment shall be made and become effective at the time the City tenders final payment to the proposer.

AUTHORIZED SIGNATURE 	DATE 04/09/09	PRINTED NAME/TITLE Jeff Rolfe/Project Manager
<p>Please initial by all that apply I acknowledge receipt of the following addendum</p> <p> <input type="checkbox"/> Addendum #1                  <input type="checkbox"/> Addendum #2                  <input type="checkbox"/> Addendum #3                  <input type="checkbox"/> Addendum #4         </p>		

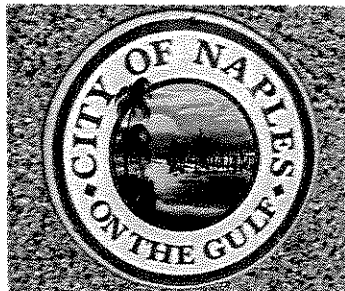
### PLEASE NOTE THE FOLLOWING:

- > This page **must be completed and returned** with your proposal.
- > Proposals must be **submitted in a sealed envelope, with the proposal number & closing date.**
- > Proposals received after the above closing date and time will not be accepted.
- > Proposal tabulations will be available on the City of Naples web site [www.naplesgov.com](http://www.naplesgov.com), Departments, Finance, Purchasing.

# ZAMBELLI FIREWORKS



JULY 4, 2009  
BID # 028-09  
FIREWORKS PROPOSAL  
FOR



# Fireworks Photo Gallery



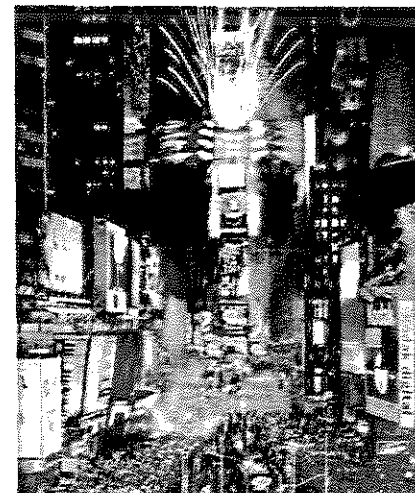
Pittsburgh, PA



West Palm Beach, FL



Detroit Freedom Festival, Detroit, MI



Times Square, New York City, NY

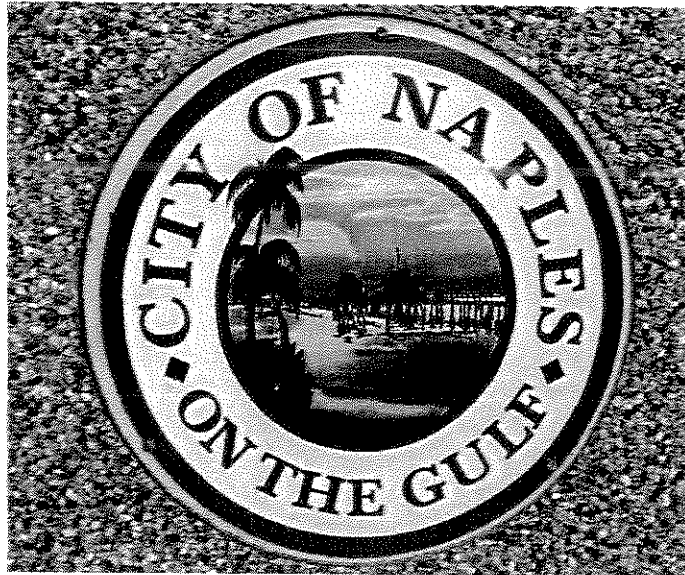


ZAMBELLI FIREWORKS INTERNATIONALE

IS PROUD TO PRESENT OUR

 FIREWORKS PROPOSAL 


*TO LIGHT UP THE NIGHT FOR*



July 4<sup>th</sup> Celebration  
City of Naples, FL  
July 4<sup>th</sup>, 2009  
Bid # 028-09




## ZAMBELLI AT A GLANCE

 Proudly known as the "First Family of Fireworks," Zambelli is one of the oldest and largest American fireworks companies. Today, the family name is synonymous with quality, creativity and safety.

Zambelli Fireworks Internationale is one of the largest and oldest fireworks company in the United States.

The Zambelli family has manufactured the highest quality fireworks and has presented artistic excellence in fireworks displays for over 100 years.


The Zambelli name is recognized and respected, worldwide.

 Zambellis are now known worldwide for setting the industry standard in design and technology -- then exceeding it.

George Zambelli was the Pioneer of Zambelli Fireworks for over 65 years. His father, Antonio Zambelli, brought the artistry to New Castle, Pennsylvania from Italy.


George Zambelli Jr. and one son-in-law work in the business, carrying on the Family Tradition of "Lighting Up the Skies! The family and the year-round professional staff of technicians, designers, office staff and administrators are here to assist and guide you in the development and implementation that is specific for your firework's event.



 **S**ome of the top master pyrotechnicians in the industry are longtime employees of Zambelli Internationale.


With extraordinary emphasis on safety, we are proud to state that our plant manager, has 32 years of experience, our chief pyrotechnician has 30 years of experience and our chief computer pyrotechnician, has 15 years of experience.

Zambelli's Nashua Harbor Plant has over 60 blockhouses for manufacturing and storing fireworks. Another plant specializes in manufacturing aerial shell components, and our nationwide warehouses enable us to give our clients unequalled service.

 **W**e have the best safety record among all firework companies and our insurance rating is the finest in the industry.

All our pyrotechnicians have attended our extensive training classes and have met all our rigid safety procedures, which exceed state and federal requirements.


We offer three different training courses with extensive classroom and hands-on training. New pyrotechnicians must also work hand in hand with experienced Technicians to gain competence and meet the highest safety, regulatory and overall performance standards.

 **W**e manufacture our own shells, one at a time, to the highest quality and safety standards.


Because we are the world's largest manufacturer and displayer of fireworks, we can offer our clients a variety of home made and customized shells in conjunction with the finest fireworks selected from other countries.

Additionally, being as large as we are, we are able to store and stockpile thousands of shells to ensure that our customers never have to worry about planning a show and then being unable to produce because of some unforeseen shortage in shell availability or some other unexpected hazard.



 In ten decades, we have never been stumped.

With a superior, computer and artistic staff, we can implement any type of show, construct any type of graphics, and manufacture any type of shell. We launch shows from the rooftops of skyscrapers, and from floating ocean barges, sandy beaches, golf courses, riverbanks, bridges, parks and parking lots.

 We are on the forefront of new technology and artistic innovation.

We are constantly changing and adding the hottest, latest and greatest artistic pyrotechnic techniques. We work with our clients to “wow” their audiences with creative shows that appeal to all the senses, and enable audiences to feel and experience the show's power.

Our artistic staff designs shows coupling computers, high tech firing strategies and unexpected surprises. We even custom-design shells to commemorate special occasions. We are able to write any story in the skies.





## COMPANY EXPERIENCE:



### *Internationally known programs*

The Statue of Liberty, Super Bowls, Desert Storm, Presidential Inaugurations, Visits of Kings and Queens, Times Square New Years Eve, Mount Rushmore, Washington D.C. and New York City Fireworks displays and many more historical events.



### *Top U.S. Festivals and Civic Celebrations*

Atlanta, Detroit, Pittsburgh, St. Louis, Thunder Over Louisville/Kentucky Derby Festival, Minneapolis Aquatennial, Boise Riverfest, Macon Cherry Blossom Festival and many more.



### *Customer Service and Satisfaction*

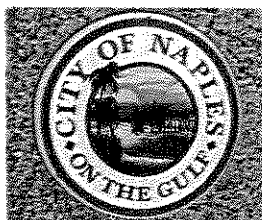
We go to great lengths to provide satisfaction and pleasure to our customers and their sponsors. Our name alone bespeaks of our commitment to quality, affordability, originality and technology.

## ***COUNTRY OF ORIGIN***



<b>USA</b> * Zambelli Fireworks Mfg. Co., Inc. * Grand Fireworks Mfg. Co., Inc. * Dakota Fireworks * Starr Specialty Designs, Inc.	<b>40%</b>
<b>CHINA</b> * Sunny Internationale * Pyro East Corporation * China Light Corporation	<b>40%</b>
<b>JAPAN/TAIWAN</b> * Ogatsu Fireworks * Hosoya Fireworks * Mantsuna & Co. Ltd.	<b>10%</b>
<b>ITALY</b> * Pirotechnica Panzera	<b>4%</b>
<b>SPAIN</b> * Pirotecnia Igual * Pirofantasia	<b>6%</b>

***\*\*\* NOTE: Percentage of actual show content may vary and is subject to change based on program design!***



July 4<sup>th</sup> Celebration  
City of Naples, FL  
July 4<sup>th</sup>, 2009  
Bid # 028-09

*Your Schedule of Spectacular Services*



**Your Show Date:** July 4<sup>th</sup>, 2009



**Your Show Duration:** High Impact 20-25 minute\* choreographed display  
\* Duration of show will be determined by music selection



**Your all inclusive Budget:** \$30,000



**Insurance Liability Coverage:** \$10 Million Dollars to cover the Fireworks Display.



**Transportation Liability Coverage:** \$5 Million as required by United States Department of Transportation.



**Worker's Compensation:** Pyrotechnicians will meet all of the requirements of the Worker's Compensation Laws of Florida.



**License & Permits:** Zambelli Internationale will obtain all required local, county and state fireworks permits and approvals.



**Transportation:** Fireworks and equipment will be delivered by qualified drivers as required by US DOT.



**Personnel:** Certified Pyrotechnicians and Trained Assistants.



**References:** See Imagination on Display.



**Safety Procedures:** Zambelli Internationale adheres to all safety regulations. NFPA 1123 & 1126 codes will be strictly enforced.



DEPARTMENT OF THE TREASURY - BUREAU OF ALCOHOL, TOBACCO AND FIREARMS

LICENSE/PERMIT (18 U.S.C. CHAPTER 40, EXPLOSIVES)

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/permit within the limitations of Chapter 40, Title 18, United States Code and the regulations issued thereunder, until the expiration date shown. See "WARNING" and "NOTICES" on back.

DIRECT ATF CORRESPONDENCE TO	Christopher R. Reeves Chief, Federal Explosives Licensing Center (FELC) Bureau of Alcohol, Tobacco, Firearms and Explosives 244 Needy Road Martinsburg, West Virginia 25405 Telephone: 1-877-283-3362 Fax: 1-304-616-4401	LICENSE PERMIT NUMBER	<b>8-PA-073-20-2B-02043</b>
		EXPIRATION DATE	<b>February 1, 2012</b>

NAME	ZAMBELLI FIREWORKS INTERNATIONALE	Premises Address CHANGES? You must notify the FELC at least 10 days before the move.	20 SOUTH MERCER STREET NEW CASTLE, PA 16101-
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TYPE OF LICENSE OR PERMIT	20-MANUFACTURER OF HIGH EXPLOSIVES
CHIEF, FEDERAL EXPLOSIVES LICENSING CENTER (FELC)	<i>Christopher R. Reeves</i> Christopher R. Reeves

PURCHASING CERTIFICATION I certify that this is a true copy of a license/permit issued to me to engage in the activity specified.	Mailing Address CHANGES? You must notify the FELC at least 10 days before the change.
<i>W.D. Taylor</i> (SIGNATURE OF LICENSEE/PERMITEE)	ZAMBELLI FIREWORKS MANUFACTURING CO ZAMBELLI FIREWORKS INTERNATIONALE PO BOX 1463 NEW CASTLE, PA 16103-

The licensee/permittee named herein shall use a reproduction of this license/permit to assist a transferor of explosives to verify the identity and status of the licensee/permittee as provided in 27 CFR Part 555. The signature on each reproduction must be an ORIGINAL signature.

**LOCAL BUSINESS TAX RECEIPT # 09 00022182**

**CITY OF BOCA RATON  
BUSINESS TAX AUTHORITY  
201 WEST PALMETTO PARK ROAD  
BOCA RATON, FLA. 33432-3795**

**THIS IS NOT A BILL**

Any changes in name, address, suite, ownership, etc. will require a new application within 15 days to avoid penalty or the license is null and void.

ZAMBELLI FIREWORKS MFG. CO INC  
ZAMBELLI, DANABETH  
1 W CAMINO REAL 100

**BUSINESS TAX RECEIPT  
CERTIFICATE OF USE  
EXPIRES: 9/30/09**

Business Tax fee: 105.00  
Penalty fee: .00  
Late fee: .00  
Additional fee: .00  
Transfer fee: .00  
**Total paid: 105.00**

ZAMBELLI FIREWORKS MFG. CO INC  
1 W CAMINO REAL 100  
BOCA RATON FL 33432

has paid the business tax at the above address for the period beginning the 1st day of October and ending the 30th day of September to engage in the business, profession or occupation of:

Class: ADMINISTRATIVE OFFICE

Z008-04822

STATE OF FLORIDA  
PALM BEACH COUNTY

OS-012  
CLASSIFICATION

**LOCAL BUSINESS TAX RECEIPT  
EXPIRES: SEPTEMBER 30, 2009**

ZAMBELLI FIREWORKS  
MANUFACTURING CO  
ZAMBELLI FIREWORKS  
MANUFACTURING CO

\*\* LOCATED AT

CNTY \$33.00

1 W CAMINO REAL BLVD #100  
BOCA RATON FL 33432

TOTAL \$33.00

This receipt is hereby valid for the above address for the period beginning on the first day of October and ending on the thirtieth day of September to engage in the business, profession or occupation of:

ADMINISTRATIVE OFFICE

**THIS IS NOT A BILL - DO NOT PAY**

PAID PBC TAX COLLECTOR  
\$33.00 BTR 095 01453749 07/21/2008

**ANNE M. GANNON  
TAX COLLECTOR, PALM BEACH COUNTY**

**THIS DOCUMENT IS VALID ONLY WHEN  
RECEIPTED BY TAX COLLECTOR**

Board of County Commissioners, Broward County, Florida  
BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

FOR PERIOD OCTOBER 1, 2008 THRU SEPTEMBER 30, 2009

FORM NO. 401-280/AC 25-061  
RV200833567 (Rev. 3/08)

RENEWAL     TRANSFER    SEC # \_\_\_\_\_  
 NEW    DATE BUSINESS OPENED \_\_\_\_\_ / \_\_\_\_ / \_\_\_\_  
STATE OR COUNTY CERT/REG # \_\_\_\_\_  
Business Location Address: \_\_\_\_\_

TAX  
BACK TAX  
PENALTY  
T.C. FEE  
TRANSFER  
TOTAL

**PENALTIES IF PAID**  
OCT. - 10%    NOV. - 15%  
DEC. - 20%    After DEC. 31 - 25%  
\* Plus Tax Collection Fee of up to \$25.00  
Based on Cost of Business Tax if Paid  
On or After November 30.

ACCOUNT NUMBER

THIS RECEIPT MUST BE CONSPICUOUSLY DISPLAYED  
TO PUBLIC VIEW AT THE LOCATION ADDRESS ABOVE.

**BROWARD COUNTY  
FLORIDA**

TYPE OF BUSINESS TAX PAID

BROWARD COUNTY REVENUE COLLECTION  
115 S. Andrews Avenue, Rm A-100  
FORT LAUDERDALE, FL 33301  
www.broward.org/revenue

**2008 - 2009**  
PAYMENT RECEIVED AS VALIDATED ABOVE

\*SEE INSTRUCTIONS ON REVERSE SIDE

0000002250 100006150 0000003770015127 1001 0

**Technician Resume**  
**Tech. # 93479**

**Kent Stoner**  
**5968 Fox Hollow Drive**  
**Winter Haven, FL 33884**  
**Phone # : 863-289-2424**

**S/S # : 286-58-1038**

**New York City Fire Dept - Certificate #0254790**

**Display Experience:**

**City of Naples, FL**  
**Baptist Hospital, Miami, FL**  
**City of Auburndale, FL**  
**City of Vero Beach, FL**  
**City of Coconut Creek, FL**  
**City of Safety Harbor, FL**  
**Florida Marlins, Miami, FL**  
**Atlanta Braves, Atlanta, GA**

**Mr. Stoner has worked for Zambelli Fireworks as a technician for the past 10 years with 20 displays as a supervisor and 100+ displays as an assistant.**

# ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
4/9/2009

PRODUCER Phone: 440-248-4711 Fax: 440-248-5406  
Britton-Gallagher and Associates, Inc.  
6240 SOM Center Rd.  
Cleveland OH 44139

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED  
Zambelli Fireworks Mfg. Co., Inc.  
PO Box 1463  
New Castle PA 16103-1463

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Lexington Insurance Co	
INSURER B: Granite State Insurance Co.	23809
INSURER C: Arch Specialty Ins Co	
INSURER D: Florida JUA	
INSURER E:	

## COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	X	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	1619391-01	2/1/2009	2/1/2010	EACH OCCURRENCE	\$ 1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 50,000
						MED EXP (Any one person)	\$
						PERSONAL & ADV INJURY	\$ 1,000,000
						GENERAL AGGREGATE	\$ 2,000,000
						PRODUCTS - COMP/OP AGG	\$ 2,000,000
B	X	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	CA93488081	2/1/2009	2/1/2010	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
		<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT	\$
						OTHER THAN AUTO ONLY: EA ACC	\$
						AUTO ONLY: AGG	\$
C	X	<b>EXCESS/UMBRELLA LIABILITY</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE  <input type="checkbox"/> DEDUCTIBLE RETENTION \$	UFP0024525	2/1/2009	2/1/2010	EACH OCCURRENCE	\$ 9,000,000
						AGGREGATE	\$ 9,000,000
							\$
							\$
D		<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below	2838C374	12/30/2008	12/30/2009	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER	
						E.L. EACH ACCIDENT	\$ 1,000,000
						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
						E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
		OTHER					

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS  
SAMPLE CERTIFICATE ONLY

## CERTIFICATE HOLDER

Sample Certificate Only  
00000  
00000 00 000000

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

The budget for your display is backed by Zambelli's commitment of excellence.

\$30,000.00

*Your dynamic display will include the following elements of excitement:*



**OPENING:**

A shining bouquet of brilliance blankets the night sky with color, introducing your audience to a night of sheer excitement.

- 30 – Three Inch Titanium Salutes
- 30 – Three Inch Assorted Shells
- 12 – Four Inch Assorted Shells
- 10 – Five Inch Assorted Shells
- 8 – Six Inch Assorted Shells
- 2 – Eight Inch Assorted Shells



**BODY OF PROGRAM:**

“Oohs and Aahhs” will wake up the night as your phenomenal program shines up the sky.

- 100 – Three Inch Assorted Shells
- 150 – Four Inch Assorted Shells
- 150 – Five Inch Assorted Shells
- 150 – Six Inch Assorted Shells
- 16 – Eight Inch Assorted Shells



**GRAND FINALE:**

A happiness happening, your glorious gala will close with a crowd-clapping chorus of illumination.

- 120 – Three Inch Titanium Salutes
- 300 – Three Inch Assorted Shells
- 96 – Four Inch Assorted Shells
- 45 – Five Inch Assorted Shells
- 16 – Six Inch Assorted Shells
- 4 – Eight Inch Assorted Shells



Exhibit B

SHELL COUNT

Shell Size	Total Number of Shells by Size	Shell % by Size
3" or smaller	<u>580</u>	<u>46.81</u>
4"	<u>258</u>	<u>20.82</u>
5"	<u>205</u>	<u>16.55</u>
6"	<u>174</u>	<u>14.04</u>
7"	<u>0</u>	<u>0</u>
8"	<u>22</u>	<u>1.78</u>



## QUALIFICATIONS & EXPERIENCE



**F**or 100 years and three generations, members of the Zambelli Family have combined quality, showmanship and safety in establishing ourselves as America's Leading Manufacturer and Exhibitor of Pyrotechnic Extravaganzas.

The development of a variety of firing systems that include Push Button, Touch Tone, Micro-Processor, Digit Cue and Electrical Firing Systems that has transgressed from a toggle type switch in 1963 to a totally computerized firing system that has been completed and tested.

This computerized system is the World's First and most advanced. It is the prototype for the new generation of electronic-computerized-pyrotechnics.

Zambelli Internationale has produced the world's largest pyro-musical productions, commencing with the City of Chicago's Sesquicentennial. Sixteen individual pyrotechnic launching sites throughout the Metropolitan Chicago area were coordinated to music that was simulcast over radio and television.

The manufacturing capability for producing every pyrotechnic ground, water or aerial device from raw materials utilizing either the stringless technique or the non-flammable spiked technique. Zambelli Internationale has also incorporated automated presses along with hand craftsmanship to facilitate quality control compression where needed for safety and effectiveness.

We are proud to say that we have met all the stringent requirements that are duly enforced by the Alcohol, Tobacco and Firearms Administration and the Occupational Safety and Health Administration. We are also proud to say that we employ a safety director at our facility and in addition, a safety director to make on-site inspections of pyrotechnic displays.

Zambelli's pyrotechnicians have attended our extensive training classes and have met all of our rigid safety procedures that exceed state and federal requirements and that are necessary to exhibit a pyrotechnic display in a safe and sane manner.

 **IMAGINATION ON DISPLAY** 

**TIMES SQUARE NEW YEARS EVE 07, 08, 09  
NEW YORK, NY**

**TARGET INTERNATIONAL FREEDOM FIREWORKS  
DETROIT, MI**

**DERBY FESTIVAL OPENING CEREMONIES/THUNDER OVER  
LOUISVILLE  
LOUISVILLE, KY**

**FORD MOTOR COMPANY'S 100<sup>TH</sup> ANNIVERSARY  
DETROIT, MI**

**COLORADO AVALANCHE – NHL CHAMPIONS  
DENVER, CO**

**STATUE OF LIBERTY CELEBRATION  
NEW YORK, NY**

**NATIONAL VICTORY CELEBRATION  
WASHINGTON, DC**

**SUPER TARGET – AQUATENNIAL FIREWORKS  
MINNEAPOLIS, MN**

**GUAMS NEW YEARS PROGRAM  
GUAM, MARIANA ISLANDS**

**COLORADO ROCKIES  
DENVER, CO**

**REFERENCES**

**THIS SHEET MUST BE COMPLETED AND RETURNED WITH PROPOSAL**

**PROVIDE AT LEAST THREE REFERENCES FOR WHOM YOUR COMPANY HAS PROVIDED SAME OR SIMILAR SERVICES WITHIN THE LAST 2 YEARS.**

**COMPANY NAME:** Siesta Key Chamber of Commerce

**ADDRESS:** 5118 Ocean Blvd

Siesta Key, FL 34242

**TELEPHONE:** 941.925.8559

**CONTACT PERSON:** Charlie Valentine

**COMPANY NAME:** Village of Royal Palm Beach

**ADDRESS:** 100 Sweet Bay Lane

Royal Palm Beach, FL 33411

**TELEPHONE:** 561.790.5124

**CONTACT PERSON:** Lou Recchio

**COMPANY NAME:** Palm Beach County

**ADDRESS:** 12551 Glades Road

Boca Raton, FL 33498

**TELEPHONE:** 561.488.7414

**CONTACT PERSON:** Ann Butler



## Regional References

City of Naples  
Naples, FL  
Mike Leslie  
(239) 213-7111

Siesta Key  
Siesta Key, FL  
Charlie Valentine  
(941) 925-8559

The Village of Royal Palm Beach  
Royal Palm Beach, FL  
Lou Recchio  
(561) 790-5124

Gasparilla Festival  
Tampa, FL  
Darrell R Stefany  
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# ZAMBELLI SPECIALTY SHELLS

## - SPECIALTY SHELLS -

### Kaleidoscope Shells -

These shells represent the small tubes of colored glass. The colored stars change their colors three times by sections, creating different shapes and colors.

### Wagon Wheels -

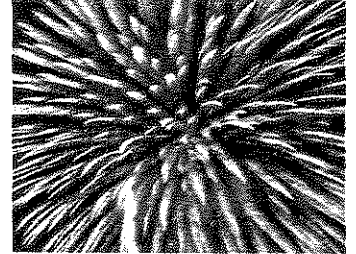
These unique shells are in the shape of an old fashioned wagon wheel. The spokes are thick palm tree effect of white and gold with a colored ring.

### Tremelon -

A bright silver glittering ball creating a shimmering effect!

### Glitter Blast -

A thick glittering gold chrysanthemum ball creating a sparkling golden glow!



### DURATION/ LINGERING EFFECTS

Gold Spider to White Strobe  
Diadem Chrysanthemum with Strobing Pistil & Rising  
Gold Tail  
Spider Web and Pimpinella  
Brocade and Silver Crown Chrysanthemum  
Gold Rippling Chrysanthemum  
Twinkling Kamuro Chrysanthemum with Rising Tail  
Majestic Transformation Arch  
Diadem Chrysanthemum with Palm Tree pistil  
Big Willow with Strobing Stars  
Glittering Gold to Green Crown Chrysanthemum  
Glittering Gold to Red Crown Chrysanthemum  
Glittering Gold to Silver Crown Chrysanthemum  
Weeping Willow and Gold Spiderweb Shell of Shells  
Brocade and Golden Kamuro Chrysanthemum  
White Magnesium Comets

### NOVELTY SHELLS

Bees and Bees  
Tourbillions  
Tourbillions to Report  
Tourbillions to Titanium Report  
Serpents and Whistles  
Red Comets to Titanium Reports with Rising Silver Tail  
Blue Comets to Titanium Reports with Rising Silver Tail  
Red and Purple Magnesium Butterflies  
Silver, White Flitter and Gold Flitter Crossettes  
Green Magnesium with Gold Flitter Crossettes

### PATTERN SHELLS

Red and Silver concentric Rings  
Letter "F", "H", "M" and "Z" Pattern Shells  
One Red, White, Blue, Green or Yellow Circles  
Ring and Small Flower  
Hat Pattern Shell and Saturn Shell  
Cross Within, Interlocking and Square in Circle  
Umbrella, Stained Glass, Snails, Clovers and Lemon  
Patterns  
Diamond Pattern with Strobing Center

### SPECIAL PATTERN SHELLS

Red and Purple Heart Pattern  
Red Strobe Ring  
Hour Glass Silver with Red Ring  
Hour Glass Gold with Blue Ring  
Red & White Double Strobe Rings  
Red, White or Blue Five Pointed Star Patterns  
Yellow & Green Ribbons (In Honor of our Troops)

### PALM TREE EFFECTS

Gold Tiger Tail with Palm Tree Core  
Golden Palm Tree Shell of Shells  
Golden Palm Tree with Large Rising Tail  
Silver Palm Tree with Large Rising Tail  
Diadem Chrysanthemum with Palm Tree Pistil  
Red, Blue, Green and Purple Peony with Palm Tree Pistils  
Crackling Palm Tree with Large Crackling Tail

**MULTI-SHELL OF SHELLS EFFECTS**

Red, Blue and Green Chrysanthemum Shell of Shells  
Golden Palm Tree and Weeping Willow Shell of Shells  
Eight Break Spider Web and Pimpinella  
Blooming Silvery Chrysanthemum  
Gold Sparkling Kamikazes  
Silver, White Flitter and Gold Flitter Crossettes  
Green Magnesium with Gold Flitter Crossette  
Purple laced Flowers  
Grapes all over the Vineyard  
Blossom After Thundering  
Twice Presented Flowers  
Gold Spiderweb Shell of Shells

**RISING TAIL EFFECTS**

Silver Tiger Tail with Silver flower Core  
Gold Tiger Tail with Gold Flower Core  
Red Tiger Tail with Blue Core  
Golden Tiger Tail with Palm Tree Core  
Golden Palm Tree with Large Rising Tail  
Crackling Tiger Tails with Crackling Core

**NOISE SHELLS**

Flash and Titanium Salute  
Tourbillions to Report  
Floral Salute Shell of Shells  
Crackling Star Shells  
Blooming Silvery Chrysanthemum  
Gold Sparkling Kamikazes  
Red Comets to Titanium Reports with Rising Silver Tail  
Blue Comets to Titanium Reports with Rising Silver Tail

**HALF AND HALF EFFECTS**

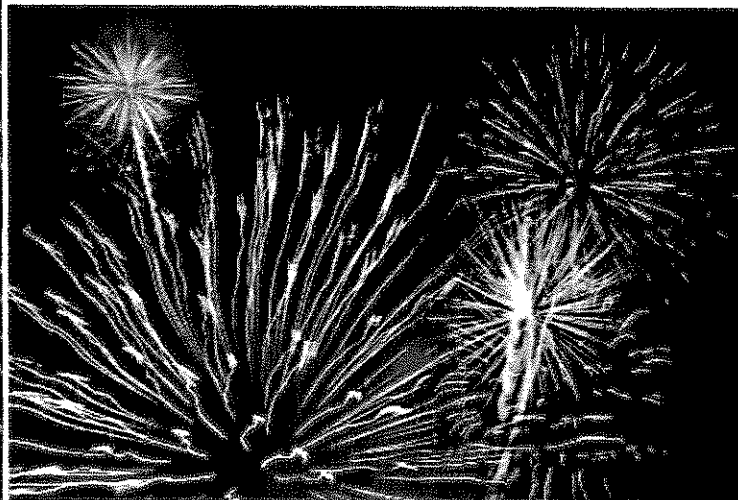
Half Blue & Red Chrysanthemum with Half Red & Blue  
Pistil with Rising Tail  
Half Silver & Red Chrysanthemum with Half Red & Silver  
Pistil with Rising Tail  
Half Blue & Silver Chrysanthemum with Half Silver &  
Blue Pistil with Rising Tail

**STROBING EFFECTS**

Diadem Chrysanthemum with Strobing Pistil & Rising  
Gold Tail  
Lightning Bugs (Strobing Stars)  
Big Willow with Strobing Stars  
Sparkling Red, Green, Silvery or Golden Lights  
Red or White Strobe  
Gold Sparkling Kamikazes  
Double Strobing Rings

**PARACHUTE SHELLS**

Series of Glittering, Red, Green or Colored Stars  
Flying Butterflies in the Star Night  
Double Happiness Lantern  
Wailed Flowers in Successive Appearance



## *Key Personnel/Creative Design Team*

Our professional crews will spend months on the project. We have a substantial year-round, trained and proven staff, and do not need to sub-contract with other companies. Fireworks product is assembled at our warehouses and a caravan of tractor-trailer trucks are loaded box by box with materials in the exact order the show is fired. Upon arrival, the men begin setting up meticulous rows and patterns of firework launching tubes, special effects, laptop computers, firing control boxes, and miles of wiring. Everything must be done in order and double-checked, to ensure everything goes as planned. We use all our own people, many of whom have been with us for a decade or more. There is great pride here, in our safety records, training and ongoing commitment to being the best. Our master pyro-technicians are the finest in the business and they understand customer services, just as well as they do fireworks.

*Dr. George R. Zambelli, MD, Chairman of the Board*

*W. Douglas Taylor, Chief Executive Officer*

*Michael D. Richards, Senior Vice President*

*Howard Simmons, Plant Superintendent*