

East Coast FIREWORKS

1st April 2016

File: Quotations

Dear Sir/Madam

“LET US FLASHUP YOUR WEDDING & LIGHT UP THE SKY”

Thank you for your recent enquiry in relation to availability of wedding fireworks display services offered by Eastcoast Fireworks.

This letter is to confirm that Eastcoast Fireworks is able to offer you a professional fireworks display during your wedding reception as requested, which will surprise and delight your family and guests.

As the only dedicated full time professional fireworks display company in the Eastcoast region, we specialise in custom fireworks displays for newlyweds. A Firework display at your wedding will be the perfect end to your perfect day, a triumph of fireworks will be an unforgettable surprise!

Our Wedding Packages are custom built for each client. We design the display with your venue and preferences in mind, and on the day of your wedding...we make all the magic happen. We take care of everything for you, by providing a total turnkey display. Our success is based on our drive to create the safest, most memorable and spectacular wedding firework display possible.

Please note that it's not duration that counts, but how spectacular the display will be. Wedding Fireworks Packages start from as little as \$1500 + GST per minute, so the sky really is the limit!

I have enclosed a copy of our Wedding Reception Fireworks Guide and costs for your consideration.

It's YOUR wedding firework display, so why not let everyone else know it using our "coyote and road runner" style antique blasting machine to ignite your new partnership, as you and your wife take centre stage and both plunge the handle of antique blasting machine down together to start the display in style. Then all you have to do is sit back, relax and watch the display unfold before you and your guests.



Every wedding we are invited to be involved in is truly an honour which is reflected through our work, customer satisfaction and ability to deliver results beyond belief!

Eastcoast Fireworks have a dedicated team motivated to get your event up and running, safe and hugely successful. To serve our clients, Eastcoast Fireworks services are available 365 days of the year.

Feel free to get in touch simon@fireworks.org.nz or +64 21 712 180 if you have any questions and to discuss any ideas you may have.

We would like to thank you in advance for considering Eastcoast Fireworks and hope that we have the opportunity to make your wedding unique and unforgettable.

Kind regards

Handwritten signature of Simon Osborne

Captain Simon Osborne ADM, Dip Fire, Dip Tch (TAFE) Melb
Pyrotechnician & NZEPA Approved Handler Pyrotechnics

LET US FLASH UP YOUR EVENT & LIGHT UP THE SKY!

Fireworks are our passion; your enjoyment is our goal!

WEDDING RECEPTION FIREWORKS GUIDE

PERSONALISED – If you are looking to make your event stand out from the rest then perhaps a professional Fireworks Display fired by professional Firefighters, might add that special visual entertainment you have been looking for. To make your show completely personalised you can choose to use your wedding theme colours to compliment your special day.

Our wedding reception “One-Stop” entertainment service:

- can be tweaked to suit your venue anywhere within New Zealand
- can be colour co-ordinated to your wedding day colours
- can be set up as a surprise service without anyone knowing and we can even keep the display a secret from the wedding couple
- can be set up to allow you to start the display in style by using our antique blasting machine whereby you push the plunger down to ignite your display and surprise your guests
- includes all correspondence, risk assessment of your site, a number of consents and approvals, full public and product liability insurance, professional pyro crew, all equipment and hardware, transportation to and from your site, setting up, firing the display, and any clearance of firework debris from your site

We will ensure that your celebration is memorable for both for you and your guests.

TESTIMONIALS – Eastcoast Fireworks are very proud of our wedding displays and the service that we offer, but don't just take our word for it. Check out this link for a selection of our exceedingly happy customers: <http://www.fireworks.org.nz/feedback>

DISPLAY OPTIONS – It is not duration that counts, but how spectacular the display will be...so the sky really is the limit....as a guide, we recommend:

BRONZE KIWI OPTION - This introductory display is ideal for clients on a limited budget. While very affordable, this display lasts approximately 1 - 2 minutes and includes fountains, roman candles, cakes and spectacular aerial star shell effects @ \$2000 + GST.

SILVER KIWI FIREWORKS DISPLAY - Our Silver Kiwi fireworks display delivers twice the amount of effects as our Bronze Kiwi display. This display lasts approximately 3 – 4 minutes and utilises ground-based effects combined with larger star shells, and finishes with a grand finale @ \$4000 + GST

GOLDEN KIWI FIREWORKS DISPLAY – This display is the best and it delivers two to three times the amount of effects and star shells of the Silver Kiwi display. From the opening salvo to the breathtaking grand finale, this display lasts approximately 4 – 6 minutes and provides the highest intensity and largest amount of effects of all the shows we offer @ \$6000 + GST.

PLEASE NOTE: The above options are an indication only, and are highly dependent on the location of your venue, marine transport, the availability of staff accommodation and meals if required for bookings outside of Hawke's Bay.

Regardless of the size of your event, you can be assured your wedding display will be a professional, safe and fun night you'll never want to forget. If you require anything extra special or would like something completely different, please contact us directly.

OUR BOOKING PROCESS – Once you have seen the types of fireworks and special effects we offer please get in touch with us and let us know your ideas and thoughts. We will first listen to what you have in mind and dream of for your wedding reception and then discuss together and make recommendations to create an effective solution that will exceed your expectations.

DESIGN – Our Pyrotechnician will conduct a Skype meeting with you, where he will ascertain your needs, then recommend appropriate pyrotechnics and special effects depending on the nature of the event, the space and any height restrictions or hazards at the location of the display.

He will then supply you with a detailed proposal and quotation based on your desired scenario and integration within the event, your venue location, style, colour themes and budget and will send this for your perusal and approval.

Fireworks are our passion; your enjoyment is our goal!

FIREWORKS – We hold approval to store and use up to 12" star shells, which gives us an upper hand over our competitors, as most firework companies are limited up to 6" star shells. Your display will be unique to your event and location. We will utilise beautiful and colourful star shells accented with low-level items such as large calibre Roman Candles, Fountains and multi-shot cakes.

RISK ASSESSMENT – As part of our service to you, we will undertake all organisational and operational matters for your fireworks display including a full risk assessment and record a site plan at the proposed firing location along with a concise method of safe working for the event.

SITE VISIT – Having decided upon an operator fired display a site visit by Eastcoast Fireworks will be necessary unless we have fired at the site before or we are satisfied that there is a large open space to fire from. You are welcome to attend the site visit to discuss the details of your display

After carrying out an onsite risk assessment of the site and reaching agreement with the venue owners as to a suitable firing site, we then obtain a number of written consents and approvals to conduct an outdoor pyrotechnic display and communicate with the emergency services and authorities as appropriate.

QUOTATION – Having satisfied ourselves that the site is safe and suitable for fireworks the next stage is to issue you with a contract. It is quite straightforward and commits both parties to the show. The contract details the location, date, time and duration of the show, details of our insurance and terms of payment. Having received the signed contract, it's over to us! Our skilled staff will then commence the regulatory planning and consent process.

WHAT WE SUPPLY – As a minimum you will receive a customised design and professionally fired fireworks display within the limits of the Venue and the available budget. All of our fireworks packages include the following services:

- Complimentary consultations
- Skype meeting and site visit if required
- ERMA Permit & Consent acquisition
- Fireworks & Materials
- Transportation to and from the display
- Public liability Insurance cover to \$5,000,000
- Pyrotechnician and/or crews
- Transportation and On site labour
- Setup and firing of the show
- removal of equipment and clean up

WHAT YOU SUPPLY – Meals and refreshments on the evening for a Pyro Crew, and a travel surcharge and accommodation (we don't mind sharing) for bookings outside of Hawke's Bay.

HEALTH & SAFETY – We take safety beyond the regulations set by the Environmental Protection Authority and Worksafe. With a 100% incident free safety record, you can be sure to feel safe in the hands of Eastcoast Fireworks. Our Pyrotechnicians are trained to use proper precautionary measures to keep you, your family and guests out of harm's way and ensure the safest possible environment.

INSURANCE COVER – Our company policy and practice is to fully comply with all legislation and firework industry code of practice for safe displays and to guarantee your enjoyment. We hold extensive public liability insurance to the sum of \$5,000,000....so you are well covered!

REFINE – We work closely with each and every one of our clients making sure each job is totally unique and displays are individually designed. We understand the importance of this occasion so once you're happy, we're happy. Typically, a 30% deposit is required to secure and confirm your date and ascertain our availability.

As a general guide 2-3 months is advised to book prior to your event which will allow us sufficient time to plan and coordinate any fireworks or pyrotechnics presentations. Less lead time is required for special effects (Confetti Effects, Dry Ice, Flames etc.) and in some cases is quite possible to have organized last minute but to avoid disappointment best get in touch with us sooner rather than later.

LIAISON WITH VENUE – Eastcoast Fireworks will liaise with your venue and all relevant stake holders to ensure that you do not have to worry about anything at all. All you have to do is look forward to enjoying the fireworks and special effects and seeing the look on your guests faces!

Fireworks are our passion; your enjoyment is our goal!

ON THE DAY – On the day of your booked display, our professional Pyrotechnician and firing crew will arrive several hours prior to the show, to set up the necessary firing racks, pyrotechnics and firing systems without causing interference to your event. The display set-up is finished with time to spare.



At the agreed time you and your wife can take centre stage and both plunge the handle of our "coyote and road runner" style antique blasting machine down together to start the display and light up the sky making it a night to remember! And that's all there is to it! Probably the simplest part of your wedding to arrange!

AFTER THE DISPLAY – When it is all over, we will take care of clearing any debris that may have fallen and pack up the racks and other equipment on the night.

OUR COMMITMENT TO YOU – For many years now, Eastcoast Fireworks have provided a silver lining to family celebrations, and increasingly, for corporate events in locations all over New Zealand. This experience makes our team the perfect choice to deliver a truly memorable and spectacular display for your special day.

BOOKINGS – As you may appreciate, we would love to provide you a detailed quote for your Wedding reception fireworks display. If you would like to book us - please fill out and return the attached "*Fireworks Display Booking Form*" by email, which will confirm your desired display option (Bronze, Silver or Golden Kiwi) and allow us to lock in a date and send through a formal quotation for your consideration.



Under our normal terms, an invoice for 30% of the total budget will be raised, after it has been paid, the booking will be finalised and we will commence the legislative planning and consent processes.



START PLANNING TODAY – As a customer focused business, we bend over backwards to ensure that when we offer a service, we do it well.

As you can appreciate, we are keenly interested in being invited to add some impact to make your celebration an affair to remember.

LET US FLASHUP YOUR EVENT, BY BOOKING US TODAY!

By calling **0800 347 398** or TXT **021 712 180** or emailing simon@fireworks.org.nz

Thank you for considering our services and opportunity to submit this proposal.

Simon Osborne

Captain Simon Osborne ADM, Dip Fire, Dip Tch (TAFE) Melb
Pyrotechnician & NZEPA Approved Handler Pyrotechnics



Fireworks are our passion; your enjoyment is our goal!

THINK YOU CAN'T AFFORD TO HAVE FIREWORKS AT YOUR WEDDING? THINK AGAIN!

We know that planning a special event can be an expensive business and fireworks are often something that are way down the list of priorities. We also know that many couples would love to have fireworks at their wedding but think that they can't afford them; well we think we have the answer.

OPTION 1 - PAY MONTHLY INSTALMENT PLAN

Eastcoast Fireworks is offering a special payment instalment option. We've designed a unique PAY MONTHLY instalment scheme for couples that want to book our services. This service costs you nothing and helps spread the cost of your wedding reception fireworks display package between the day you book and your big day.

This convenient plan is ideal for couples that want to manage their wedding budget and avoid a big bill close to the wedding. The plan is completely flexible. You can choose to pay a big deposit (which must be paid at the time of booking) and spread the remainder over a monthly plan or just simply divide your wedding reception fireworks display package cost by equal instalments leading before the display date.

OPTION 2 – WEDDING RECEPTION FIREWORKS DISPLAY FUND

Wedding Reception Fireworks Display Fund, this is where fundraising comes into its own. We can now offer your family, friends and guests the ability to contribute towards a unique wedding gift that is probably the most spectacular way achieve the perfect end to your perfect day.

HOW THE WEDDING RECEPTION FIREWORKS DISPLAY FUND WORKS?

If you choose to use this option to pay for your wedding reception fireworks display you simply, choose the package that you would like on your big day and pay us a 30% deposit (*which must be paid at the time of booking*). Then let your family, friends and guests know that they can contribute to your wedding reception fireworks display as a gift to you. Your family, friends and guests simply contribute an affordable amount towards your "Wedding Reception Fireworks Display Fund" by sending a gift/donation payment by

- Cheque payable to Eastcoast Fireworks (and the wedding name), P.O. Box 55, Ongaonga, 4244; or
- Electronic Funds Transfer payment using the following banking details:

Bank & Branch:	Westpac, Waipukurau
Account Name:	Eastcoast Fireworks (Rural Fire Service Ltd)
Account Number:	03-1509-0062102-00
Payment Particulars:	(wedding name & date)

You (the Bride and Groom) will receive an email at the beginning of each month letting you how much is in your "Wedding Reception Fireworks Display Fund" so that you know what your current balance is.....Once your "Fund" has reached the target amount, we will email you and let you know.

You can then make a choice whether to contact your friends and family and tell them to stop donating or you can let your fund grow bigger and bigger, allowing for a bigger display.....It's as simple as that! Of course, if your "fund" does not reach the targeted amount you will receive an account for the balance, which must be paid prior to your big day.

Fund Raising Emails - We even provide a few fund raising email templates, which you can use to either email or post to your family, friends and guests to tell them about how they can contribute to your "Wedding Reception Fireworks Display Fund". Please feel free to amend any of them to suit your needs.

This is a truly a unique wedding gift. So why not ask your family, friends or guests to chip in and raise the desired funds to achieve something you've never had before, or may never have again? After all, you only get married once!

Feel free to get in touch simon@fireworks.org.nz or 021 712 180 if you have any questions and to discuss any ideas you may have. We would like to thank you in advance for considering Eastcoast Fireworks and hope that we have the opportunity to make your wedding unique and unforgettable.