

What It's Like

TO ORCHESTRATE FIREWORKS

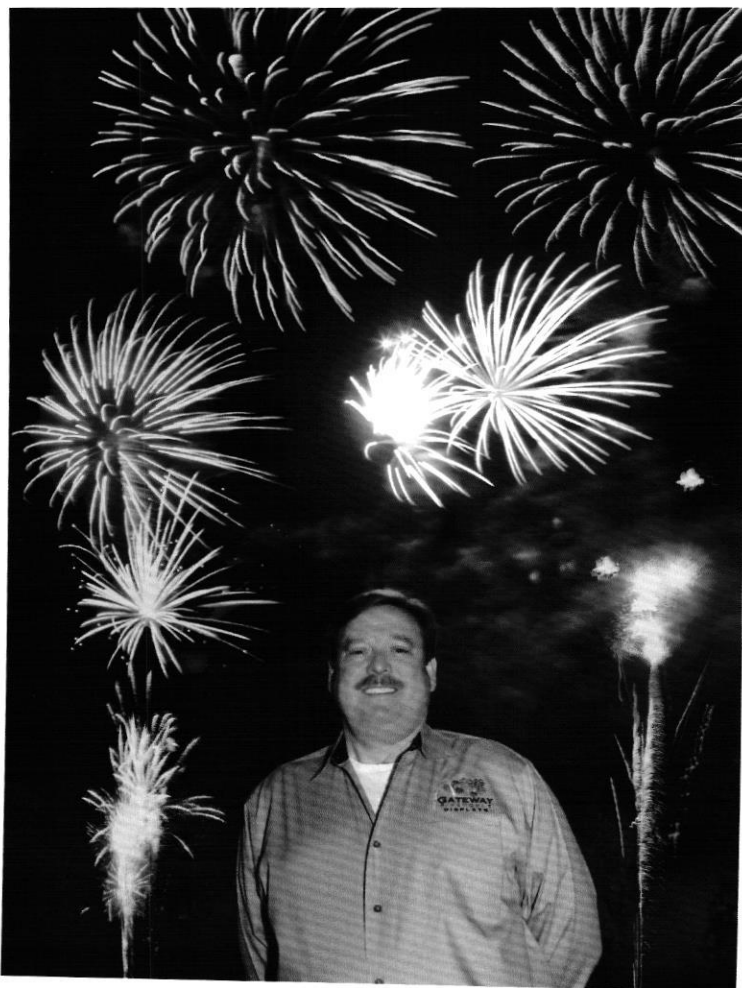
Most St. Louisans don't know **John Weiter**, but they're familiar with his work. He and his team put the exclamation mark on the last game at the old Busch, the first in the new stadium, and Lumière Place's grand opening. They continue to delight Cards fans. And they light up the night sky each Fourth of July, including this year's Fair Saint Louis, July 3 and 4. But for the founder and president of Gateway Fireworks Displays, it's all part of the family business—one that requires 400-plus hours of setup, 10,000 feet of wire, and more than 13,000 shells. For Weiter, who went from serving in the St. Louis Police Department for 20 years to entertaining at the World Series, it's been quite a show.

—J.M.

IN HIS WORDS...

- There's no manual for setting up a show. You've gotta be able to figure out a way to do it and do it well. We build hundreds of mortar racks at our shop to keep up with our needs.
- The soundtrack is where it all begins. The choreographer uses a program to arrange, in his mind's eye, how he'd like the show to be orchestrated.
- We plan the fireworks to go along with the lyrics. So for instance, during "Over the Rainbow," as the singer is describing the rainbow's colors, we're creating them. Advanced software helps us time it so that each shell is exploding at exactly the right time.
- It's one thing to create a fruit salad of color in the sky, and it's another to make the crowd go "ooh" and "ahh" because each burst hits right on that particular note with a well-choreographed display.
- We have a three-ring binder that lists the exact break times, down to a fraction of a second. I could look down at my watch and tell you what's going off in the sky without even looking up.
- We really have to rely on the products, so we only use the best—the most consistent shells, the most vibrant colors.
- Everybody working out there is family, so we take every safety precaution. We've been doing this 10 years, and we haven't had one reportable accident, knock on wood.
- During the shows, I'll be in the crowd and hear the reactions. The things that get the biggest reactions, you'll likely see those again.
- We start working on next year's show within days of finishing this year's.

"It's one thing to create a fruit salad of color in the sky, and it's another to make the crowd go 'ooh' and 'ahh.'"



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StLouis

What It's Like To Orchestrate Fireworks, July 2009

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January 19, 2021

Jennafer Mayfield, Assistant Director
Republic Parks and Recreation
711 E. Miller Road
Republic, MO 65738

RE: Qualifications Submittal

Dear Jennafer;

In response to your request for applicants to be reviewed for qualifications I submit the following information as requested. It is our desire to provide pyrotechnic services as outlined in your Scope of Services for a Pyromusical Display for the annual Republic Have-A-Blast celebration.

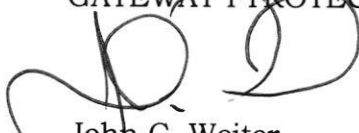
In order to assist your committee in reviewing our Qualifications I am providing the following information for consideration:

- Present Corporate Ownership and Overview of Staffing levels
- Qualifications and Experience Summary
- Proposal Overview and synopsis of services to be provided
- Key Personnel and Management to be assigned to this project
- References for Services Provided

As always I stake my reputation on every display that I provide. If there is anything that I can do for you, don't hesitate to call. I would consider it my pleasure.

Sincerely,

GATEWAY PYROTECHNIC PRODUCTIONS, LLC.



John C. Weiter
President



PRESENT CORPORATE OWNERSHIP

John C. Weiter
President/CEO
5021 Fyler Avenue – Suite 100
St. Louis, MO 63139

- ❖ Incorporated on October 8, 2004, in the State of Missouri.

EMPLOYEES

Full time employees – (6)

Total number of regular part-time employees – (25)

Total number of seasonal employees – Forty Five (75)



QUALIFICATIONS AND EXPERIENCE

Gateway Fireworks Displays has become the fastest growing fireworks exhibitor in the Midwest since beginning operations in 2004. Our operations and management teams have a collective experience of over 50 years in all aspects of the pyrotechnic industry. Our 30,000 square foot office and warehouse features a complete metal and wood fabrication shop. We design and build our own mortar racks, specialty product holders, blast shelters and mortar boxes. We also service and maintain all of our own electrical components in our in-house electrical repair facility. *Nothing is left to chance!*

Since launching *Gateway Fireworks Displays* we have carefully implemented all the details that we feel make for the very best displays – from the finest product and equipment to the most sophisticated pyromusical choreography software. In the fifteen years since beginning operations on October 8, 2004, *Gateway Fireworks Displays* has become a recognized leader in pyromusical innovation; including soundtrack development, unique product selection and precise choreography.

Gateway Fireworks Displays was selected to be the host display company at the 2009 annual American Pyrotechnic Association (APA) Convention and Conference. The APA is the premier trade association of the fireworks industry. It was a great honor to be selected from among our peers to represent the industry to the community in Branson Missouri where the convention was hosted. I invite you to see the difference in quality and programming that we can offer.

The *Gateway Fireworks Displays* Team is proactive in safety and training. Several of our key staff members participated in the development of the APA Pyrotechnician Training and Safety program that is recognized and approved by the Fire Safety Divisions around the country. It also meets the training requirements for licensure by the Missouri State Fire Marshal's Office. Every Gateway Pyrotechnician has received this training and has passed both a practical and a written examination. *Safety is truly first in everything we do!*



PROPOSAL OVERVIEW

- This proposal reflects a full turnkey; computer fired fireworks display for the Have-A-Blast Festival celebrations in 2021 with two one year extensions possible. The costs cover all construction materials, fireworks equipment, transportation, product, manpower and required licenses, fireworks permits and insurance for the use of fireworks during the event.
- The fireworks show will be approximately 12 - 14 minutes in duration overall, with the final two minutes consisting of a high impact Grand Finale. The show will be fired electronically using the FireOne® computer system and feature a rapid, high density rate to create a fast paced and exciting program. This display will be fully choreographed to a musical track that is approved by the Have-A-Blast fireworks committee.
- Gateway Fireworks Displays uses the FireOne® choreography and firing systems for creating and executing pyromusical productions. FireOne® is the cutting edge in pyrotechnic technology. We will have two complete systems live and running during the firing of the display. This redundancy will ensure the uninterrupted firing of your program.
- The Gateway Fireworks Team will remain the same group of professionals consistently throughout the entire process – from concept development to execution of the display. This ensures continuity throughout the process, enhances the overall success of the program, and promotes safety. This also provides the basis of building a cohesive team consisting of both Gateway Fireworks and Republic Have-A-Blast Festival staff and volunteers.
- The staff at Gateway Fireworks has worked with regulatory authorities across the country. We have a compliance officer on staff that ensures that all the appropriate licenses and permits are obtained. Gateway Fireworks has provided pyrotechnic training to the regulatory officials at all levels of Government, including the; U.S. Coast Guard, Missouri State Fire Marshal's office, the BATFE, the USDOT and numerous Fire Departments.



**KEY
PERSONNEL
AND
MANAGEMENT
TEAM**



KEVIN PAGLUSCH

Kevin Paglusich is Vice President and General Manager of Gateway Fireworks Displays and is one of our most experienced technicians. He has played a lead role in some of the largest pyrotechnic productions in the United States and Mexico. Some of the productions where Kevin played a lead role include, "Thunder Over Louisville," Las Vegas "Millennium," Chicago "Navy Pier," and "Fair St. Louis and the grand opening of the Chivas Stadium in Guadalajara Mexico."

Kevin is responsible for ordering, shipping, and properly storing all pyrotechnic products. In the ever changing environment of Local, State and Federal regulations Kevin's presence on the American Pyrotechnic Associations (APA) Display Committee, Transportation Committee and Technical Committee keep him current on all industry changes and trends in promoting safety and compliance.

Kevin co-wrote the company training manual for new technicians and he is the mentor to most of the newer technicians. Kevin's experience goes well beyond that of a pyrotechnician – he is a veteran Firefighter who retired from the St. Louis Fire Department after 24 years of service. He understands the serious need for attention to safety and conveys that while teaching in a classroom and in the field.

Kevin monitors all the new developments in this highly regulated industry tracking all the changes in federal, state and local laws and regulations. He is committed to providing the safest programs possible and is always striving to learn new techniques and practices. With this type of dedicated professional on staff – Gateway Fireworks Displays – will remain an industry leader in providing safe and sane displays.



JOHN C. WEITER

John C. Weiter is the founder and president of *Gateway Fireworks Displays*. Lou Holtz, the famous football coach once said, "The three keys to success in life are; do what's right; do it to the best of your ability; do it with passion." That is exactly our approach to business no matter if it is a small private event or a major municipal production.

John is a lifelong resident of the St. Louis area and a graduate of Webster University where he attained a Master of Arts Degree in Business. He is fulfilling his dream to own, manage and grow his own fireworks display company. The list of premier clients served by *Gateway Fireworks Displays* includes the Saint Louis Cardinals, Saint Louis Blues, Anheuser Busch Companies and Pinnacle Casinos to name just a few.

As a member of the American Pyrotechnic Association (APA,) the premier trade association of the fireworks industry, John has been selected to take on several leadership roles. In addition to serving on several committees that promote safe practices and procedures for the industry, John has also served as the Chairman of the Public Display Committee. He was a key planner in hosting the APA's annual convention in Branson Missouri in 2009

It is our mission at *Gateway Fireworks Displays* to collaborate with our clients to develop unique entertainment experiences that connect with the audience and communicate a message of excitement and celebration.



Technician Resume

Brian Paglusch

Years of Experience: 15

Current Pyrotechnic License

St. Louis, MO
St. Louis Fire Department
Certificate #15-3

State of Missouri
Missouri Division of Fire Safety
License #549

State of Illinois
Office of the State Fire Marshal
License #IL16-OPF-00007-01276

State of Nevada
Office of the State Fire Marshal
Certificate of Registration

Canada
Department of Natural Resources
Pyrotechnic Operator License
License #: P40982

Major Displays fired/worked within past three years

“Saint Louis University 200th Anniversary Arch Display” – 2017

“Lake Saint Louis,” St. Louis, MO 2008 – 2019

“Arnold Day’s,” Arnold, MO 2010 - 2019

“First Night St. Louis,” St. Louis, MO 2005 – 2016

“Busch Stadium,” 2005 - 2019

“Saint Louis Blues,” St. Louis, MO 2012 - 2019

“Have a Blast,” Republic, MO 2020

“Celebrate America”, Bloomington and Normal, IL 2019



REFERENCES

Listed below are just a few of the individuals, or organizations, that GATEWAY FIREWORKS DISPLAYS has provided service to in the last three years. Each are familiar with our abilities, professionalism, experience, attention to detail and safety practices.

Inspector Ken Howard (St. Louis Fire Department)

- (314) 289-1900

James Boldt (VP Foundation)

- (314) 531-2000

Dave Crutchley (Arnold Parks and Recreation)

- (636) 282-6646

Matthew Gifford (St. Louis Cardinals)

- (314) 982-7826

Susan DeBarry (Saint Louis University/Alumni)

- (314) 977-7172

Lynn Butler (Bogey Club)

- (314) 993-0161

Aiden Murphy (Old Warson Country Club)

- (314) 968-0840

Cheryl Thompson (Florissant Parks and Recreation)

- (314) 839-7671

James Wayne (Bloomington/Normal, IL)

- (309) 454-9545

Jared Keeling (Republic, MO)

- (417) 732-3505