

File No.: 04-1000-20-2016-061

September 14, 2016

s.22(1)

Dear s.22(1)

Re: Request for Access to Records under the Freedom of Information and Protection of Privacy Act (the "Act")

I am responding to your request of February 23, 2016 for:

The submissions related to PS20130722 which was an RFP for the lighting and sound design for the Festival of Lights event on 10/22/2013, and any related information including proposals, scoring, and notes for the winner and applicants.

All responsive records are attached. As a result of an OIPC review requested by the third party, some information in the records has been severed (blacked out) under s.21(1) of the Act. You can read or download this section here:

http://www.bclaws.ca/EPLibraries/bclaws_new/document/ID/freeside/96165_00

Under section 52 of the Act you may ask the Information & Privacy Commissioner to review any matter related to the City's response to your request. The Act allows you 30 business days from the date you receive this notice to request a review by writing to: Office of the Information & Privacy Commissioner, info@oipc.bc.ca or by phoning 250-387-5629.

If you request a review, please provide the Commissioner's office with: 1) the request number assigned to your request (#04-1000-20-2016-061); 2) a copy of this letter; 3) a copy of your original request for information sent to the City of Vancouver; and 4) detailed reasons or grounds on which you are seeking the review.

Please do not hesitate to contact the Freedom of Information Office at foi@vancouver.ca if you have any questions.

Yours truly,

A handwritten signature in black ink, appearing to be 'B. Van Fraassen', with a stylized, flowing script.

Barbara J. Van Fraassen, BA
Director, Access to Information
City Clerk's Department, City of Vancouver
Email: Barbara.vanfraassen@vancouver.ca
Telephone: 604.873.7999

Encl.
:kt

CITY OF VANCOUVER
REQUEST FOR PROPOSAL PS20130722

LIGHTING DESIGN SERVICES FOR
FESTIVAL OF LIGHTS EVENT

Closing Time of Tuesday, October 1, 2013,
3:00 PM

Submitted By:
AV Strategies
1295 Napier Street
Vancouver BC Canada
V6A 2H7
Office: 604.879.3950
Cell: 604.240.8375
Fred Horsman, President

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Executive Summary

AV Strategies is delighted to have the opportunity to respond to the City of Vancouver's RFP PS20130722; Lighting Design for the Festival of Lights Event. We understand that the VanDusen Botanical Gardens is looking for creative and practical ways to bring their Dancing Light show to life and our proposal includes all the goods and services necessary to do so, as well as augment some of the other areas of the park.

Our company was founded in 2004 and has grown steadily since then – expanding to Toronto and Calgary in recent years. Our stock of lighting equipment has been built up over the past three years and we are now a major player in this market. Our facility is located close to downtown Vancouver which allows for quick response during the install and run of the show.

Our lead designer, Robert Sondergaard, has an extensive background working with the VanDusen Botanical Garden on the Festival of Lights. He has designed four previous shows – including the last two – and has an intimate knowledge of the gardens and its infrastructure. He is a critically acclaimed lighting designer and is passionate about bringing his creative vision to all projects he works on.



The Commercial Proposal contained in this document is based on the size of the previous Festival of Lights and what our experience tells us is needed to achieve this. We are conscious though that there are always budget challenges, and we are more than willing to work with the City of Vancouver to fit our design within a designated budget based on the pricing structure we have supplied. We hope that if we are awarded this contract we can begin these types of discussions with the City and the VanDusen Botanical Gardens.

We appreciate the opportunity to bid on this prestigious event and we hope we are selected to bring our creative and technical expertise to enhance the Festival of Lights.

Technical Proposal

As part of our proposal, AV Strategies will provide the following goods and services:

- Fully realized designs for two 7 minute shows that will run on the half hour. These shows will be synchronized with the soundtrack created by the Sound Designer, and will be triggered in our lighting console via Timecode. These shows will punctuate and accentuate the music to make a show that is dynamic and exciting for the viewing audience.
- In order to make the most enjoyable show possible, we will coordinate with Sound Designer to build a soundtrack that takes full advantage of the lighting possibilities. This will involve picking songs that have enough dynamics to make the lights want to “dance”.
- We will also coordinate with the Sound Designer on a theatrical opening to each show, and will add an appropriate cue or cues to make this an attention getting moment for the audience.
- Building on our experience from last year, we will work with the VanDusen Botanical Garden staff on enhanced “interval” lighting looks. These looks will be more varied than previous years, but will not take away or overshadow the main Dancing Light show.
- Using wireless DMX technology to transmit control signal, we will add 36 outdoor rated LED fixtures to other areas of the park that have a dynamic colour or dimmer chases. These looks and locations will be coordinated with VBG staff.
- Our lead designer will work with the VBG staff on the installation of the static Christmas Lights on the peninsula and surrounding area. This will include discussions on what colours go on which plants/trees, the addition of “features” in the water and on the peninsula and how these lights will be circuited to take full advantage of their layout.
- We will provide 132 digitally controlled dimmers to plug all of the static lights into. This will allow us to break the various plants/trees/features into discrete groups for more dynamic chases.
- In addition we will provide 66 outdoor rated LED fixtures that are also digitally controlled. These fixtures will be used to provide colour washes of the peninsula and surrounding trees.
- To control the dimmers and LED we will provide a digital lighting console (grandMA) which will allow us to build the cues for the shows and can be triggered via Timecode fed from the audio rack.
- We will provide an adequate sized garden shed to house all of our dimmers and distros and this shed will be placed on the path at the North end of the peninsula. If the VBG is able to free up one of their ticket sheds as they did in 2012, we can take this item off of our quote.

- Our proposal includes all the labour to cable from the static lights installed by VBG staff back to our dimmer racks, to install and cable the LED fixtures, and to strike all of this equipment after the last show. We will have one of our senior supervisors on site for all of this work.
- Our proposed start date for installation of dimmers/LED/cabling is Dec 5th. This should give us adequate time to have the rig up and working with enough time to have the shows programmed by December 9th.
- During the run from December 11, 2013 through to Jan 4, 2014 we will have emergency contact numbers available for VBG staff. We can either talk staff through troubleshooting options over the phone, or dispatch a service tech to get things working.



Commercial Proposal

On the following pages please find our quote for supply of design, labour and equipment. This quote is broken out in detailed, line item pricing. The pricing contained therein can be extended for additions and changes, and takes the place of Tables A/D/E.

AV Strategies is conscious that there are budget pressures for every project we work on. If we are awarded this contract we can tailor our proposal to meet a budget figure provided by the City of Vancouver within the pricing structure detailed in our quote.

As per Part A, Section 6.1 of the RFP, AV Strategies confirms that the Form of Agreement included in Part D is consistent with our proposal.

Estimate

Customer

Name	City of Vancouver		
Address			
City	Prov.	ZIP	
Phone	Fax		

Date	09/28/2013
Order No.	Festival of Lights
Rep	Fred Horsman
Client Contact	

Ship	Return	Comments
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Qty	Description	Unit Price	Days	TOTAL
- PENINSULA				
EQUIPMENT:				
56	Single Soca Runs	\$15.00	4.0	\$3,360.00
198	Single Cable Runs	\$5.00	4.0	\$3,960.00
4	Feeder	\$75.00	4.0	\$1,200.00
66	Elar Pars	\$30.00	4.0	\$7,920.00
8	Boom & Base	\$25.00	4.0	\$800.00
1	Grand Ma UltraLite Lighting Console with backup	\$1,750.00	4.0	\$7,000.00
2	Sensor 24 x 2.4K Dimmer	\$500.00	4.0	\$4,000.00
7	Sensor 12 Channel x 2K Dimmer	\$175.00	4.0	\$4,900.00
1	DPD2 - 400A CAM IN / 2X175A CAM OUT + THRU	\$150.00	4.0	\$600.00
2	MLD Main Only	\$150.00	4.0	\$1,200.00
3	MLD 208	\$75.00	4.0	\$900.00
- OTHER AREAS:				
36	Elar Pars	\$30.00	4.0	\$4,320.00
36	Single Cable Runs	\$5.00	4.0	\$720.00
6	Boom & Base	\$25.00	4.0	\$600.00
4	WDMX Transceivers	\$95.00	4.0	\$1,520.00
	Equipment SubTotal			\$43,000.00
	50.0% Discount			-\$21,500.00
MISC:				
1	Delivery & Removal (includes empty case run)	\$650.00	1.0	\$650.00
1	Garden Shed	\$800.00	1.0	\$800.00

Estimate

Customer

Name	City of Vancouver		
Address			
City	Prov.	ZIP	
Phone	Fax		

Date	09/28/2013
Order No.	Festival of Lights
Rep	Fred Horsman
Client Contact	

Ship	Return	Comments
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Qty	Description	Unit Price	Days	TOTAL
LABOUR:				
- Design:				
1	Preliminary Desing/Consult Meetings	\$750.00	1.0	\$750.00
1	Design of 2 x 7 minute show segments of "dancing lights", design of enhanced "interval" component, design of lighting effects in other garden areas	\$1,500.00	1.0	\$1,500.00
- Install:				
1	Designer On-Site - Day Rate	\$750.00	3.0	\$2,250.00
1	Production Electrician On-Site - Day Rate	\$550.00	2.0	\$1,100.00
4	General Techs - 8hr Call (Day 1)	\$440.00	1.0	\$1,760.00
4	General Techs - 6hr Call (Day 2)	\$330.00	1.0	\$1,320.00
2	General Techs - 4hr Call (Day 3)	\$220.00	1.0	\$440.00
- Tech Run Throughs:				
1	Designer On-Site - Day Rate	\$750.00	2.0	\$1,500.00
- Dismantle:				
1	Production Electrician On-Site - Day Rate	\$550.00	1.0	\$550.00
4	General Techs - 6hr Call	\$330.00	1.0	\$1,320.00
2	General Techs - 4hr Call (Shed Assembly/Install)	\$220.00	1.0	\$440.00
NOTES:				
- client is responsible for security of equipment on site				

Payment Details

Payment Type:
TERMS

Terms:

Pricing valid for 30 days
Quotation does not guarantee equipment availability
Deposit required to confirm booking

REVISION 002



Equipment	\$43,000.00
Discount	-\$21,500.00
Labour	\$12,930.00
Misc	\$1,450.00
Deposit	\$0.00
Sub-Total	\$35,880.00
PST	\$2,511.60
GST	\$1,794.00
TOTAL	\$40,185.60

G.S.T. #85452 6274

SUPPLEMENTARY CONDITIONS for attached work order.

GUARANTEES & RESPONSIBILITY LIMITATION

A.V. Strategies guarantees performance of equipment and continuity of operation under normal circumstances. We assume no responsibility for circumstances beyond our control such as power failures or malfunctioning of systems supplied by others. In all cases, A.V. Strategies liability is limited to the amount of the A.V. Strategies contract. In no event shall A.V. Strategies be liable for special, indirect, or consequential damages.

OVERTIME

Overtime will be charged for all hours worked over and above 8 hours in a day at a rate of 1.5 times the hourly rate. All hours worked over and above 11 hours in a day will be charged at 2 times the hourly rate. All hours worked on Statutory Holidays will be charged at 2 times the hourly rate.

UNION LABOUR

In any facility where union labour must be used in order to provide our services, these costs will be the responsibility of the customer and will be invoiced directly to the customer by the facility.

FACILITY SERVICES AND CHARGES

Any charges levied by the meeting facility for electricity, electrical connections, connection to built-in sound systems, connection to built-in video systems, connection to built-in telecommunication networks, furniture and staging, labour, or any other charges levied relative to our activities on behalf of the customer in the facility will be the responsibility of the customer and will be quoted and invoiced directly to the customer by the facility.

CUSTOMER AUTHORIZATION

The customer herewith requests and authorizes A.V. Strategies to make all arrangements with the facility for Facility Services and Union Labour (as above), required under this contract. Furthermore, the customer herewith provides express instruction that the facility is to be advised to quote and invoice the customer directly for all such charges.

LIABILITY

The customer is responsible for equipment at all times when it is under contract to the customer, and is liable for the full replacement value of the equipment, notwithstanding the fact that A.V. Strategies personnel may be on-site with the equipment. The customer is hereby advised of their responsibility to safeguard the equipment at all times, to ensure the security of the equipment when unattended by the customer, and to ensure pickup of the equipment by A.V. Strategies personnel when use is completed.

TERMS

Your signature on the attached estimate is a binding contract for both parties.

CANCELLATION

In the event of cancellation of this contract 7 days or more prior to the install date of the event, the customer shall pay A.V. Strategies Ltd. 50% of the total contract price. In the event of cancellation of this contract 2 days or less prior to the install date, the customer shall pay A.V. Strategies Ltd. 100% of the total contract price.

INVOICING

Invoices are payable upon receipt and interest on all unpaid sums thereafter shall accrue at 2% per month. If you are exempt from the Goods and Services Tax and/or Provincial Sales Tax, please provide your tax exemption numbers or exemption certificates in advance of the install date.

BC PROVINCIAL SALES TAX

Provincial Sales Tax is applicable in accordance with the legislation of the province where the meeting is held.

If exempt, please give number: _____.

Proponent Overview

A.V. Strategies Ltd (AVS) is a British Columbia incorporated company, wholly owned by Fred Horsman, with offices in Vancouver, Toronto and Calgary. Formed in 2004, AVS was built to provide cutting edge audiovisual and multimedia services to the entertainment industry. The growth of the company is a result of Fred's drive and commitment to provide superior products in a professional and intelligent manner. Recently the focus of the company has shifted to encompass a holistic approach to events, packaging Lighting, Audio and Video services together to find synergies between all departments and efficiencies in pricing.

The company specializes in the following products and services:

Event Staging:

- Rental Equipment and Support of Lighting, Audio and Video for;
- Press Conferences
- Awards Shows
- Live Television Broadcasts
- Corporate Events
- Community Events and Festivals
- Lighting Design & Specification
- Technical Consultation/Technical Direction/ Crew Call
- Vendor Management, CAD Floor Plans and Systems Wiring Design

Video Production:

- Promotional and Presentation Content
- Live Broadcast and Multi-Camera Production, SD, HD, (4x3 and wide Screen)
- NLE Video Editing (Final Cut ProHD, Adobe Premiere CS4)
- Mastering to DVD, Betacam SP, DVCAM, HDV, Blue-Ray and Web
- Duplication; DVD, VHS, CD Rom

Multimedia Production:

- Presentation Development-PowerPoint, Macromedia Director, Adobe Flash and After Effects
- Web Streaming and Digital Encoding
- Kiosk P.O.S. Interactive Production

AVS employs a full time staff of 12. In Vancouver we operate from our 19,000 square foot facility on Napier Street, minutes from the VanDusen Botanical Gardens. In Toronto our 5000 square foot facility is conveniently located downtown at Carlaw and Dundas, minutes from the MTCC. In Calgary our 10,000 square foot shop is located in the North East, close to the airport and only 15 minutes to downtown.

Our stock of lighting has grown rapidly over the past year and we now have an inventory that rivals many local lighting companies. All of our lighting gear is less than three years old and is maintained and packaged with the highest standards. Our equipment and systems are made to match up with Christie Lites, the leading lighting supplier in our local markets. This allows us to seamlessly augment our systems through sub-rental where required.

At AVS we believe that one of our key strengths is our ability to collaborate effectively with other service providers - and with our clients. Our in-house project manager's skill set includes CAD operation; we offer system planning and design, including floor plans and system wiring designs. Our experience has shown us if a project is to be executed successfully it is critical all parties be involved in a team environment as early as possible in the planning stages. A project planned and produced in the spirit of collaboration affords the opportunity for all parties to integrate the most effective technologies and provide the most creative and rewarding solutions. The AVS mandate is to fulfill the requirements of the client while exceeding their expectations and visions.

AV Strategies is a financially robust entity with a proven, sustainable business model. In addition to being WCB-Work Safe compliant, we carry Production Services Insurance underwritten by Royal and Sun Alliance - including five million dollar in liability protection. AVS utilizes an advanced quotation and invoicing database software solution that enables us to provide accurate quotations, bookings and invoicing promptly and efficiently. Although we are a non-union company it is our policy to provide fair wages for services rendered. Unless otherwise quoted, we therefore charge overtime for hours worked after an 8 hours period at a rate of time and a half for 8 to 11 hours, double time after eleven hours and double time for hours worked on statutory holidays. AVS labour policies have allowed the company to maintain a highly skilled and reliable staff and dedicated pool of freelance contract technicians.

Key Personnel

Robert Sondergaard – Lighting Designer

239A Evergreen Drive • Port Moody • BC • Canada • V3H 1S1 • (604) 728-7919 • rob@electricaura.net

Selected Design Credits

THEATRE/DANCE/MUSIC

Production	Company	Date
Dances for a Small Stage 26 & 27	Movent	July 2012
Hello Dolly!	Royal City Musical Theatre	April 2012
Something(s) Relative – World Premiere	Science Friction	February 2012
Chapter Three: Collaboration	Chutzpah Festival	February 2012
Leaving Grit	Chutzpah Festival	February 2012
New Animal – World Premiere	605 Collective	February 2012
The Other You	Nederlands Dans Theater	November 2011
The Tempest Replica – World Premier	Kidd Pivot	October 2011
Will Rogers Follies	Royal City Musical Theatre	April 2011
The You Show – World Premier	Kidd Pivot	November 2010
Dark Matters – World Premier	Kidd Pivot	May 2009
Disney's High School Musical 2 (Set & Lighting Design)	URP	November 2009
Little Shop of Horrors (Set & Lighting Design)	URP	January 2009
Canada Dance Festival	Kidd Pivot	June 2008
Disney's High School Musical	URP	November 2007
Rankin Family Canadian Tour		January 2007
Arietta	Ballet BC	November 2006
Cabaret	URP	November 2005
Jesus Christ Superstar	URP	November 2004
Westside Story	URP	November 2003
Vagabond Tales	Barrage	September 2003
Celebration of Canada - IOC Gala	Patrick Roberge Productions	March 2003

THEME PARKS

Production	Years	Company
Festival of Lights – Dancing Lights	2012, 11	VanDusen Botanical Garden
Pop City (Production & Lighting Design)	2012, 11	Pacific National Exhibition
Pirates' Cove (Set Design)	2011	Legoland Florida
Kaboom! (Production & Lighting Design)	2009, 10	Pacific National Exhibition
Rollin' Thunder	2006, 07, 08	Pacific National Exhibition
Bring on the Night	2003, 04, 05	Pacific National Exhibition
Cirque Pop	2002, 03, 04	Pacific National Exhibition
Equestriana	2003, 04	Pacific National Exhibition
Holiday Harbour Lights	2002	Legoland Windsor
Fire in the Night	2000, 01, 02	Pacific National Exhibition
Bionicle Jam	2001	Legoland California
Color Jam	2000	Legoland California

Robert Sondergaard – Lighting Designer

239A Evergreen Drive • Port Moody • BC • Canada • V3H 1S1 • (604) 728-7919 • rob@electricaura.net

Selected Design Credits

TELEVISION/FILM

Production	Client	Date
Times of India Film Awards	TOIFA	April 2013
Grey Cup Half Time Show Featuring Justin Bieber (Production & Lighting Design)	PRP	November 2012
Rick Hansen: A Concert for Heroes	PRP	May 2012
Grey Cup Half Time Show Featuring Nickelback (Production & Lighting Design)	PRP	November 2011
2011 Canada Winter Games - Opening & Closing Ceremonies (Production & Lighting Design)	PRP	February 2011
Vancouver 2010 Paralympics Opening & Closing Ceremonies (Production & Lighting Design)	VANOC/PRP	March 2010
BC International Media Centre Press Theatre	ProShow Broadcast	February 2010
Vancouver 2010 One Year Countdown (Production & Lighting Design)	VANOC/PRP	February 2009
Vancouver 2010 Olympic Mascot Launch	VANOC/PRP	November 2007
2007 Canada Winter Games - Opening & Closing Ceremonies	PRP	February 2007
21st Annual Gemini Awards	Out to See Entertainment	November 2006
United Nations World Urban Form - Opening & Closing Ceremonies	PRP	June 2006
Grey Cup Half Time Show Featuring The Black Eyed Peas	CLV	November 2005
Imagine 2010 - Vancouver 2010 Olympics Emblem Launch	VANOC/PRP	April 2005
Miss Chinese Vancouver Pageant	Fairchild TV	December 2004
World Weightlifting Championships Opening & Closing Ceremonies	PRP	November 2003

CORPORATE/SPECIAL EVENT

Production	Client	Date
Rick Hansen 25 th Anniversary Galas	PRP	May 2012
Arctic Winter Games Opening & Closing Ceremonies (Production & Lighting Design)	PRP	March 2012
BC Place Re-Opening Celebration	PRP	September 2011
TELUS Annual General Meeting	TELUS	May 2011
122 ND IOC Session Opening Ceremonies	PRP	February 2010
Experience BC @ Robson Square	PRP	February 2010
Vancouver Convention Centre West Wing Opening	BCEM	April 2009
BC 150 Douglas Day Celebrations	PRP	November 2008
BC Canada Pavilion Opening Ceremonies, Beijing	PRP	May 2008
TED Conference	TED Conferences LLC	February 2005-08
S.U.C.C.E.S.S Fundraiser	brand.LIVE	February 2008
British Petroleum E&P Projects Conference	TBA Global	October 2007
Rick Hansen Man in Motion 20th Anniversary Gala	PRP	May 2007
British Petroleum E&P Engineering Conference	TBA Global	April 2007
Maccabi Games Opening Ceremonies	PRP	August 2006

Reviews

“In a series of brief vignettes separated by the raising and lowering of light (which throughout the piece is impeccably designed by Robert Sondergaard)...”

– The Rogovoy Report, July 7, 2011

“Robert Sondergaard’s lighting design is stunning, simple yet layered. While the lighting stood out in all of the pieces, I thought that it was particularly effective in A Picture of You Falling. A circle of spotlights rose and fell on the two dancers at turns isolating them and bringing them together with complete precision.”

– Culturebot, June 10, 2011

“Opening the second half after the intermission was Das Glashaus... (which) included more of the night’s incredible lighting by Robert Sondergaard.”

– Vancouver Sun, May 13, 2011

“Pite is a talent, for sure, but she’s also assembled an incredibly gifted, textured troupe of dancers—not to mention the always mesmerizing scores by Owen Belton and that moodily artful lighting by Robert Sondergaard.”

– The Georgia Straight, May 12, 2011

“Rob Sondergaard’s lighting, with its eerily mobile shadows and spotlights with minds of their own, is almost another “character” in the show...”

– Seattle Times, February 18, 2011

“... and gorgeously enfolded in Robert Sondergaard’s lighting design, which uses darkness as much as light to frame, contextualize and sometimes undercut the action.”

– New York Times, October 26, 2010

“... in scenes whose shifting borders are defined by Robert Sondergaard’s brilliant lighting. The space may be wide open, its edges dissolving in a blue haze, or it may be restricted to the dusty beam of a standing lamp. At other times, the performing space stretches to accommodate the distance between the dancers and their far-off shadows.”

– New Jersey On-Line, October 23, 2010

“Rob Sondergaard’s lighting is some of the best I’ve seen anywhere, anytime.”

– Vancouver Courier, November 13, 2009

“Top of the list was the lighting by Rob Sondergaard. Every scene is carefully composed of colour and effects truly heightening the overall production value.”

– Plank Magazine, November 6th, 2009

“And Rob Sondergaard’s lighting is sensational; several effects make you feel like you’re in the middle of a rock video.”

– The Georgia Straight, November 5, 2009

References

We regularly do work for a variety of local and national customers. The following is a sample of some of our larger clients:



TELUS

We have provided full service audiovisual staging for TELUS for over 10 years. We provide staging and production services for a number of annual events including, AGM, Sales Conferences, Executive Road Shows, Holiday Gala, etc. These events generally include full audiovisual services including projection, audio, lighting, multi-camera broadcast video, and pre-production such as floor plans, renders, site inspections, etc.



HSBC

For over 5 years we have provided full audiovisual staging for HSBC's National Sales Conference, President's Roadshows, and National Town Hall Meetings internal and external audiences. These meetings typically require us to provide, projection, audio, and lighting in addition to production management and stage management.



Pacific National Exhibition

We have provided various audiovisual services to the PNE for a number of years. This year we have been awarded the contract to supply audio & lighting for the Beer Garden Plaza, and Garden Auditorium as well as lighting for the WestJet Amphitheatre Stage.



BC-NDP

We provided full AV staging for the 2013 election headquarters for the provincial NDP. We provided multi-screen projection, lighting, audio, multi-camera broadcast video, and logistical support.



Canada Winter Games

We were selected as the official supplier for the 2011 Canada Winter Games in Halifax and for the 2009 Winter Games in Whitehorse. As an official supplier we provided projection and logistical services for the opening and closing ceremonies of the games.



SHAW Communications

We produce the annual Shaw Christmas Party, and numerous employee meetings. We provide projection, audio and lighting services.



TOIFA

We provided concert audio, lighting, and projection at the Pacific National Coliseum for the TOIFA Musical Extravaganza.



Caterpillar

Annually we provide full audiovisual support for the Canadian Institute of Mining Awards Gala hosted by Caterpillar. We develop the overall event design, production management, multi-screen projection, multi-camera broadcast video, concert audio, lighting design, and operation.



Canucks

We provide full service support to a number of Canucks events including the annual Dice N' Ice, Sports Celebrities Festival, and various community events. We provide multi-screen projection, multi-camera broadcast video, concert audio, lighting, and pre-production services.



Pharmasave

We have provided support for this annual national conference, which has taken place in Montreal, Toronto, Ottawa, and Calgary. We provide full audiovisual support for the main conference room, breakout rooms, and the gala events.

References

TELUS Communications Inc.

3777 Kingsway, 4th Floor, Burnaby, BC V5H 3Z7

Chris Hudson

Senior Event Production Manager

TELUS Strategic Initiatives

604-695-6564 t.

604-837-1730 m.

Shaw Cable Systems

1900-1067 West Cordova Street, Vancouver, BC V6C 3T5

Ken Kaneko

Supervisor, Programming, Shaw Cablesystems G.P.

604-629-3315 t.

Pacific National Exhibition

2901 East Hastings Street, Vancouver, BC V5K 5J1

Debie Leyshon

Director Corporate Services

604-251-7710 t.



Subcontractors

There are no proposed subcontractors as part of our proposal



Work Plan

AV Strategies is proud to submit this proposal to supply design services, as well as labour and equipment, for the 2013 Animated Lights Show at VanDusen Gardens.

Our lead designer for the project will be Robert Sondergaard. Robert has a long history working with the gardens on the dancing lights show, consulting and programming on 4 previous installations. He has an extensive portfolio of designing shows for public events that are automated to run without operators, and this is detailed on the previous pages in his CV. Also on the team as Production Electrician will be Jason McKinnon, who was our service technician during the 2011-12 run.



In order to make the show as vibrant as possible, we are proposing to provide 132 digitally controlled dimmers to plug the Christmas lights into. Having this number of dimmers allows us to give individual circuits to each tree or feature on the peninsula and surrounding area, which allows us to create dynamic chases that move across the landscape. In addition, we are proposing to install 66 outdoor rated LED fixtures to illuminate the peninsula and surrounding trees. These fixtures were also used in 2011-12 and provided a new and unique layer to the show. All of these elements will be controlled from a computerized lighting console that is triggered via Timecode which is sent from the audio equipment. This system allows the lighting cues to be synced perfectly with the sound track.

Beginning on or around December 5th, (dependent on when the VanDusen staff has their display installed) our crew will deliver our equipment and begin to cable the Christmas lights back to our dimmers. In past years this has taken a couple of days and we anticipate the same schedule for 2013. On the second day of the install we should have all of the lights plugged in and tested and will then commence to focus the LED fixtures. The evenings from December 6-8th will be used to program the light show and sync it to the sound track. We will have everything programmed by December 9th so we can give a preview show to the VanDusen staff in advance of the opening on December 11th.



On January 5th, our crew will come back and remove all of the LED fixtures, cable and dimmers that were installed for the show. The strike date has been altered in past years due to inclement weather and snow, and we can adjust this date accordingly by up to 4 days without affecting our quote.

Sustainability

AV Strategies has a documented environmental responsibility program in place and we expect all of our staff, freelance contractors, and suppliers to understand and adhere to our policies.

We have three pillars of environmental stewardship:

1. Running a day-to-day eco conscious organization.
 - Office recycling program for expendables
 - Warehouse recycling program for packaging, paper, lighting fixtures, batteries, etc.
 - Responsible procedures for waste removal.
 - Using low-sulfur premium diesel in our company trucks to ensure fuel efficiency.
 - Electronic reliance rather than printed documents.
2. Developing strategies for long-term reductions in our carbon and environmental impact.
 - Opening branch offices to support geographic regions and reduce travel.
 - Adopting technologies that reduce the requirement for travel such as video conferencing via the web.
 - Purchasing equipment that is produced in an environmentally friendly manner.
 - Redeployment, reuse and recycling of obsolete or end-of-life equipment.
3. Encouraging our team members to contribute to this effort at work and in their personal lives.
 - We have a compliance policy for all our team members to ensure our environmental standards are encouraged, embraced, and adhered to.
 - Encourage team members to use transit and to carpool in order to lower the environmental impact of commuting.
 - We have flexible work hours for all of our staff to enable the use of transit and/or to commute during less busy times of the day, avoiding time spent idling in traffic.

The following are some of the green initiatives we have implemented at AV Strategies.

1. Technology Selection
 - We have upgraded most of our lighting inventory to LED lights that use little power and don't ever require replacement bulbs. Conventional lighting produces approximately 12-24 lm/w (lumens per watt). The latest generation LED fixtures produce anywhere between 80-200 lm/w.
 - Our inventory of conventional lighting is entirely ETC Source Four fixtures, which use high-efficiency bulb design and require less energy than traditional conventional lighting fixtures.
 - We purchase Energy Star rated and RoHS compliant equipment ensuring all our new equipment adheres to energy efficiency standards and that there are no hazardous materials in the products we use.

2. Disposal

- We recycle all our paper and corrugated cardboard through Super-Save shredding and recycling. Our plastic and metal beverage containers are taken home for curbside recycling and/or return to Encorp.
- We recycle all batteries through Interstate Battery Corp.
- Our used cable products contain copper and PVC. When possible we re-use old or damaged cable by discarding only the damaged portion of the cable and soldering new connectors. When cables need to be retired, we send them for recycling at Urban Impact.

3. Environmental Conscience

- We have recently upgraded all of the lighting in our Vancouver Warehouse to newer technology energy efficient lighting fixtures, decreasing our energy consumption and carbon footprint.
- Our entire fleet of trucks are all less than five years old and run on fuel-efficient diesel, using less energy and producing significantly less emissions than older vehicles.
- We use a system of organizing all of our cases and audiovisual gear in the warehouse to ensure maximum utilization of space in every truckload of equipment we deliver to the show site. This efficient loading system ensures we are not making more trips than necessary to the show site.
- Our flexible work hours facilitate the ability for employees to carpool or use alternative means of travel. We have dedicated space for the storage of employee bicycles.
- We often send our road cases to suppliers of equipment and cable to minimize the requirement for supplier packaging.
- We provide electronic invoicing to our clients and electronic payment to many of our vendors.



Deviations and Variations

In addition to the lighting detailed in Technical Proposal and Work Plan, AV Strategies would like to propose the addition of lighting for the exterior of the Visitors Centre. The unique curves of the building along with the variety of building materials lends itself to a variety of colour washes similar to the lighting we have proposed for the other areas of the garden. Adding these lights would extend the visitors experience right out to the parking lot and street.

These additional lights could also be connected to our computerized controller via wireless DMX so they could be triggered remotely. This would allow for dynamic effects to be layered into the overall look of the visitors centre.

Instead of adding an additional line to our quote to light this area, it is our hope that we can enter into a discussion about this lighting with the VanDusen Botanical Garden after we are awarded the contract. It would be advantageous to look at the budget for all areas in a holistic manner and decide where the money could be best spent to get the biggest impact.



Conflicts; Collusion; Lobbying

See attached Conflict of Interest Declaration

Conflict of Interest Declaration

CONFLICT OF INTEREST DECLARATION

1 NO CONFLICT OF INTEREST / NO COLLUSION / NO LOBBYING

1.1 Declaration as to no Conflict of Interest in Bid Process

The Bidder confirms and warrants that there is no officer, director, shareholder, partner or employee of the Bidder or of any of its proposed subcontractors, or any other person related to the Bidder's or any proposed subcontractor's organization (a "person having an interest") or any spouse, business associate, friend or relative of a person having an interest who is:

- (a) an elected official or employee of the City; or
- (b) related to or has any business or family relationship with any elected official or employee of the City,

in each case, such that there could be any conflict of interest or any appearance of conflict of interest in the evaluation or consideration of the Bid document by the City, and, in each case, except as set out, in all material detail, in a separate section titled "Conflicts; Collusion; Lobbying" in the Submission.

1.2 Declaration as to No Conflict of Interest Respecting Proposed Supply

The Bidder confirms and warrants that neither the Bidder nor any of its proposed subcontractors is currently engaged in supplying (or is proposing to supply) goods or services to a third party such that entering into an agreement with the City in relation to the subject matter of the Bid would create a conflict of interest or the appearance of a conflict of interest between the Bidder's duties to the City and the Bidder's or its subcontractors' duties to such third party, except as set out, in all material detail, in a separate section titled "Conflicts; Collusion; Lobbying" in the Submission.

1.3 Declaration as to No Collusion

The Bidder confirms and warrants that:

- (a) the Bidder has no affiliation, whether legal or financial, with any other entity which is in the business of providing the same type of goods or services which are the subject of the Bid; and
- (b) the Bidder is not competing within the bid process with any entity with which it is legally or financially associated or affiliated,

in each case, except as set out, in all material detail, in a separate section titled "Conflicts, Collusion, Lobbying" in the Submission.

1.4 Declaration as to Lobbying

The Bidder confirms and warrants that:

- (a) neither it nor any officer, director, shareholder, partner, employee or agent of the Bidder or any of its proposed subcontractors is registered as a lobbyist under any lobbyist legislation in any jurisdiction in Canada or in the United States of America; and
- (b) neither it nor any officer, director, shareholder, partner, employee or agent of the Bidder or any of its proposed subcontractors has engaged in any form of political or other lobbying whatsoever with respect to the Bid or sought, other than through the submission of the submission, to influence the outcome of the Bid process,

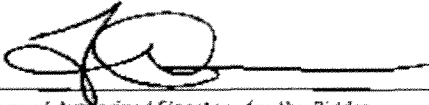
Conflict of Interest Declaration

in each case as set out, in all material detail, in a separate section titled "Conflicts, Collusion, Lobbying" in the Submission.

All of the terms of this Declaration to this Bid Form which by their nature require performance or fulfillment following the conclusion of the Bid process will survive the conclusion of such process and will remain legally enforceable by and against the Bidder and the City.

The Bidder consents to the City contacting any references named by the Bidder in the Submission.

AS EVIDENCE OF THE BIDDER'S INTENT TO BE LEGALLY BOUND BY THIS DECLARATION, THE BIDDER HAS EXECUTED AND DELIVERED THIS DECLARATION AS AN INTEGRAL PART OF ITS BID FORM IN THE MANNER AND SPACE SET OUT BELOW:



Signature of Authorized Signatory for the Bidder

Sep 27, 2013

Date

Fred Horsman, President

Name and Title

Signature of Authorized Signatory for the Bidder

Date

Name and Title

UNIONVILLE INSURANCE BROKERS
A Division of
The CG&B Group Inc.
 120 South Town Centre Blvd.,
 Markham, Ontario L6G 1C3

CERTIFICATE OF INSURANCE

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 listed.

NAMED INSURED: AV Strategies Ltd

MAILING ADDRESS: 1295 Napier Street Vancouver BC V6A 3P4

COVERAGE	INSURER	POLICY NO.	POLICY TERM	LIMITS OF LIABILITY
COMMERCIAL GENERAL LIABILITY (including cross liability)	RSA	95140621-PS	September 13, 2013 to September 13, 2014	\$ 5,000,000 inclusive, bodily injury and property damage
Employers Liability				\$ 5,000,000 Products & Completed Operations Aggregate
				\$ 5,000,000 Annual Aggregate
				\$ 100,000

Certificate Holder is added as an Additional Insured, but only with respect to the operations of the Named Insured

This is to certify that the Policies of Insurance listed herein have been issued to the above Named Insured and are in force at this time. 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, conditions and exclusions of this Policy.

Should these policies be cancelled before the expiration date thereof, the issuing company will endeavour to mail 30 days written notice of cancellation to the below named Certificate holder, but failure to mail such notice shall impose no obligation or liability of any kind on the company.

CERTIFICATE HOLDER:

City of Vancouver
453 W 12th Ave., Vancouver, BC V5Y 1V4

Signed on behalf of the Insurers shown above

September 26, 2013



 Authorized Representative

 Date



Assessment Department **Location**
Mailing Address
PO Box 5350
Station Terminal
Vancouver BC V6B 5L5

Clearance Section
Telephone 604 244 6380
Toll Free within Canada
1 888 922 2768
Fax 604 244 6390

City of Vancouver
Purchasing Services
453 West 12th Avenue
VANCOUVER, BC V5Y 1V4

September 27, 2013

Person/Business : A.V. STRATEGIES LTD
783899 AQ(004)

This letter provides clearance information for the purposes of Section 51 of the *Workers Compensation Act*.

We confirm that the above-referenced firm is active, in good standing, and has met WorkSafeBC's criteria for advance clearance. Accordingly, if the addressee on this letter is the prime contractor, the addressee will not be held liable for the amount of any assessment payable for work undertaken by the above-referenced firm to October 01, 2013.

This firm has had continuous coverage with us since March 15, 2007.

Employer Service Centre
Assessment Department

Clearance Reference # : C127466817
CLRAAA

For more information about Section 51 and clearance letters visit WorkSafeBC.com

Please refer to your account number in your correspondence or when contacting the Assessment Department.

To alter this document constitutes fraud.

REQUEST FOR PROPOSAL NO. PS20130722
LIGHTING DESIGN AND SOUND DESIGN SERVICES FOR FESTIVAL OF LIGHTS EVENT
PART C - FORM OF PROPOSAL LETTER

PROPOSAL FORM

RFP No. PS20130722, Lighting Design and Sound Design Services for Festival of Lights Event (the "RFP")

Proponent's Name: A.V. Strategies LTD
"Proponent"

Address: 1295 NAPIER Street
Vancouver, BC V6A 2H7

Jurisdiction of Legal Organization: _____

Date of Legal Organization: _____

Key Contact Person: FRED Horsman

Telephone: 604 879 3950 Fax: 604 879 3990

E-mail: fred@avstrategies.ca

The Proponent, having carefully examined and read the RFP, including all amendments and addenda thereto, if any, and all other related information published on the City's website, hereby acknowledges that it has understood all of the foregoing, and in response thereto hereby submits the enclosed Proposal.

The Proponent further acknowledges that it has read and agreed to the Legal Terms & Conditions attached as Appendix 1 hereto and has separately executed such Appendix 1.

IN WITNESS WHEREOF the Proponent has executed this Proposal Form:


Signature of Authorized Signatory for the Proponent

Sep 30 / 2013
Date

FRED Horsman, President
Name and Title

Signature of Authorized Signatory for the Proponent

Date

Name and Title

REQUEST FOR PROPOSAL NO. PS20130722
LIGHTING DESIGN AND SOUND DESIGN SERVICES FOR FESTIVAL OF LIGHTS EVENT
PART C - FORM OF PROPOSAL LETTER

11 GENERAL

- (a) All of the terms of this Appendix 1 to this Proposal Form which by their nature require performance or fulfillment following the conclusion of the proposal process will survive the conclusion of such process and will remain legally enforceable by and against the Proponent and the City.
- (b) The legal invalidity or unenforceability of any provision of this Appendix 1 will not affect the validity or enforceability of any other provision of this Appendix 1, which will remain in full force and effect.
- (c) The Proponent now assumes and agrees to bear all costs and expenses incurred by the Proponent in preparing its Proposal and participating in the RFP process.
- (d) The Proponent consents to the City contacting any references named by the Proponent in the Proposal.

AS EVIDENCE OF THE PROPONENT'S INTENT TO BE LEGALLY BOUND BY THIS APPENDIX 1, THE PROPONENT HAS EXECUTED AND DELIVERED THIS APPENDIX 1 AS AN INTEGRAL PART OF ITS PROPOSAL FORM IN THE MANNER AND SPACE SET OUT BELOW:



Signature of Authorized Signatory for the Proponent

Sep 30, 2013

Date

FRED HORSMAN, President

Name and Title

Signature of Authorized Signatory for the Proponent

Date



Audio & Automation Proposal for:

2013 Vandusen Gardens Festival of Lights

December 11, 2013 – January 4, 2014

Vandusen Botanical Gardens

For the consideration of:

Jessica Li
Buyer, City of Vancouver

In Response to SF-RFP PS20130722
Closing date: October 1, 2013

Compiled by:


John Sharpe
Director of Production

3095 Hebb Avenue
Vancouver BC V5M 4V3
888-PROSHOW (888-776-7469)
Tel: (604) 293-1771
Fax: (604) 293-1403
www.proshow.com

Cover Letter

Proshow is pleased to offer this proposal for the supply, delivery and installation of sound equipment for the 2013 Festival of Lights at Vandusen Gardens. Contained within this package, you will find a short background on our company and its service offerings, a section with detail on relevant experience and subsequent references, as well as detailed estimates, fulfilling the conditions of the request for proposal.

I truly hope that you will recognize the value that Proshow can bring to your events – our service, quality and innovation are amongst the best in the industry. On behalf of the whole Proshow team, we look forward to being of service to you.



John Sharpe

Director of Production

Western Pro Show Rentals Limited

September 30, 2013

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1. Background

1.1 About Us

Proshow is a Vancouver based, locally owned and operated audiovisual company with extensive experience in providing technical services for meetings, conferences, media announcements, awards galas and broadcast events.

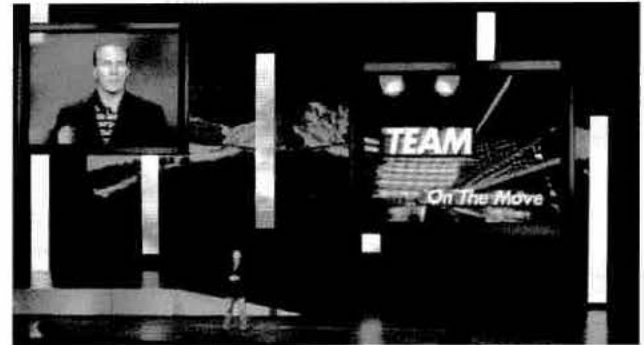
Since our inception in 1989, Proshow has been constantly adapting and innovating to meet the needs of its clients. Over the years, we've gained an outstanding reputation in British Columbia for our ability to provide an integrated solution for the technical staging of a wide array of events. Proshow's philosophy is very simple – anything short of perfection is unacceptable. It is this philosophy that has earned us the reputation of being second to none in customer service and presentation excellence.



1.2 Why Proshow?

Our People. Expertise, attitude and relentless attention to detail are the hallmarks of Proshow's technical team. Each and every event is treated as though this is the only show on which our careers will be judged. All our technicians have extensive experience, love what they do and are considered among the best in the business.

Focus. You have our complete attention. Vancouver is our head office. By design, it's also our only office. As a single branch company with an extensive equipment inventory and first-rate people, Proshow can provide your conference or



special event with the focus and priority that ensures success like only a true boutique company is able.

Contingency Plans. We understand that in the world of special events you don't get a second chance – that's why we include onsite backups of all key components.

1.3 Service Offerings

Proshow is able to provide all technical production elements of broadcast and live events of any size. Proshow's turnkey service ensures that clients can focus on the message of their event and leave us to handle the technical aspects of the delivery.

Some of the services we provide include:

- Pre-event Consultation & Planning
- Sound Reinforcement & Recording
- Media Feeds & Distribution
- HD Projection Screens & LED Walls
- Cameras, VTR Playback & Switching
- Video & Telephone Conferencing
- Webcasting & Podcasting
- Television & Stage Lighting
- Television Broadcasting
- Staging, Podiums, Backdrops & Drapery
- Speaker Ready Room Services
- Presentation Management & FTP File Uploading

1.4 Equipment Inventory

Proshow maintains one of the most extensive and diverse in-house equipment inventories in Canada. We continually reinvest in our inventory to ensure that we deliver only the most current and relevant technologies to our customers.

A small sampling of the range of products that Proshow carries includes:

- High Definition DLP and LCD Projectors from Barco, Christie and Sharp
- High Definition Switching from Folsom, Analog Way and Grass Valley
- Professional Broadcast Equipment from Sony, Panasonic and Miranda
- Line-Array and Traditional Sound Systems from Meyer, EAW and Electrovoice
- Wireless UHF Microphones from Shure

1.5 Financial Strength

Our focus on business management and conservative, consistent growth since the company's inception 20 years ago has helped us build a strong set of financials, giving you the peace of mind that Proshow will continue to deliver our high level of service quality for years to come.

1.6 Planning – Budgets and Schedules

Proshow has extensive experience working with meeting planners and event producers; we understand the importance of delivering our services within the agreed upon schedule and budget parameters. We pride ourselves on our ability to work with our clients to develop realistic, appropriate schedules that allow for ample testing and rehearsals, leaving nothing to chance and mitigating cost overruns.



2. 2013 Festival of Lights Proposal Highlights

2.1 Our Approach to Automation

Proshow has extensive experience in providing automated audio systems for special events and entertainment. We have been called on to provide turn-key packages for events of all sizes, we have the privilege to supply our services to hundreds of events every year. We believe a successful event requires a trifecta of equally important elements – preparation, personnel and packaging.

We believe our people are the best in the business – we are proud to foster of culture of trust and empowerment which has led to building a dedicated team of professionals who maintain the core values of the company on every project, regardless of size. We are extremely fortunate to have very low turnover; the average tenure of our technical team is over 7 years.

In order to give our staff the best chance to succeed, we must give them the best possible tools with which to do their jobs. We make considerable re-investment every year into the latest technologies to ensure that our clients are always receiving the best possible value. However, simply buying equipment isn't enough – it must be engineered and packaged in a manner that guarantees that when it arrives to the venue that it can be setup quickly and efficiently without needless troubleshooting or repair...packaging is one of the hallmarks by which we've gained our reputation for being a top tier provider.

Finally, preparation – as anyone in special events will attest to, “the devil is in the details”. Now in our 23rd year of operations, we understand how important it is to be able to foresee potential challenges and anticipate the unexpected. Whether it's understanding the need to have onsite backups of key equipment or making provisions for bad weather when shipping equipment, good preparation is at heart of every successful event.

2.2 Deliverables

Proshow is recommending the following deliverables in order to satisfy the Audio Design RFP:

5.21(1)



2.3 Transportation

Proshow will provide transportation of all Proshow equipment, to and from Vandusen Gardens.

2.4 Project Team

The Key Team that has amassed the extensive experience and achievements possessed by Proshow, is the same key team that has been an integral part of the Festival of Lights audio production team over the past 6 years, and is the same key team that we will be providing for the 2013 Festival of Lights.

Proshow is proud to have our senior management team heavily involved in the daily operations of the company. We put experience, expertise and accountability in the field where it's needed and where it's most important. This goes to the very core philosophy of how Proshow operates and why Proshow's most senior staff and management always will be in the field and hands-on with major projects.

Proshow will designate **John Sharpe** as project manager and lead designer for the 2013 Festival of Lights. John has assumed this role for the past four years. In addition, Proshow will again provide **Darel Simpson** and **Mark Fisher** as secondary project managers.

As specified in the RFP, Proshow will not provide an on-site operator during the Festival run, however Proshow will provide labour for the setup and strike of all Proshow equipment included in this proposal.

Proshow will designate **John Sharpe** as the first-call in case of equipment failure during the Festival run.

3. Schedule

December 5 – Equipment installation, fully operational by end-of-day

December 6 – Audio system and automation tuning

December 9 – Full technical run-through with VBG staff

December 10 – Soft opening

December 11 – Full opening to public

January 5 – Full equipment removal

Based on the above schedule, we have provided a detailed labour estimate, which includes all setup & takedown, operation and oversight. Please refer to the labour breakdown included in the adjoining package for a detailed daily/hourly breakdown of all technicians.

4. Contacts

Throughout the bid process and through to execution, Proshow will appoint John Sharpe (Director of Production) to be the single point of contact for the City of Vancouver. As an alternate, Mark Fisher (Chief of Engineering) will be available and briefed on all major developments. Both John and Mark are senior staff members in Proshow and have a combined 35+ years experience in the professional audio and video industries.

John Sharpe
Director of Production
jrsharpe@proshow.com
Office: 604-293-1771
Cell: 604-803-6084

Mark Fisher
Chief of Engineering
mfisher@proshow.com
Office: 604-293-1771
Cell: 604-218-0040

5. Bidder Information

- a) Western Pro Show Rentals Ltd.
3095 Hebb Avenue
Vancouver, BC V5M4V3
- b) Number of Employees: 24
- c) City of Vancouver Business License: : 12-14538
GST Number: 136675758RT0001
- d) WorkSafeBC: see attached Clearance Letter
NOTE: Current WorkSafeBC coverage expires in October 2013 but will be renewed and active for the Festival of Lights Event dates
- e) Insurance Certificate: see attached Certificate

6. Relevant Experience & References

s.21(1)





Status: *Reservation*
 Order #: 17347
 Account Rep: John Sharpe
 Updated: September 30, 2013
 Version: 1

Vandusen Gardens Festival of Lights 2013

EVENT INFORMATION

To: City of Vancouver-Parks
Attn: Jessica Li
Address: 2099 Beach Avenue

 Vancouver BC V6G 1Z4

Contact: Tracee Jung
Venue: Vandusen Gardens
 Oak Street
 Vancouver

Phone: 604-257-8420
Fax: 604-266-4236
Email:

Ship Via: PROSHOW
Terms: NET 30 DAYS
PO Number:

SCHEDULE

Load In Date: December 5, 2013 9:00 **Event End Date:** January 4, 2014 22:30
Event Start Date: December 11, 2013 16:30 **Pickup Date:** January 5, 2014 15:00

EQUIPMENT

	Rate	Extended	Final Price
s.21(1)			
[Redacted Equipment Table Content]			



Status: *Reservation*
Order #: 17347
Account Rep: John Sharpe
Updated: September 30,
2013
Version: 1

s.21(1)



Shipping

2	Production Trucking - 1 Ton	150.00	300.00	300.00
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s.21(1)





Status: *Reservation*
 Order #: 17347
 Account Rep: John Sharpe
 Updated: September 30,
 2013
 Version: 1

LABOUR

	Start	Finish	ST	OT	DT	Rate	Total
Dec 5 - Setup	s.21(1)					s.21(1)	
1 Audio Lead*							420.00
1 Audio Assistant*							350.00
2 Audio Assistant*							750.00
Dec 6 - Setup / System Tuning							
1 Audio Lead*							360.00
2 Audio Assistant*	500.00						
Dec 9 - Tech Run							
2 Audio Tech*							400.00
Dec 10 - Soft Open							
1 Audio Tech*							200.00
Dec 11 - Opening Night							
2 Audio Tech*							400.00
Jan 5 - Dismantle							
1 Audio Lead*							360.00
3 Audio Assistant*							1050.00

SUMMARY

COMMENTS:

EQUIPMENT :	\$6375.00
SALES :	
LABOUR :	\$4790.00
MISC. EXPENSES :	\$1200.00
SHIPPING :	\$300.00
SUB-TOTAL :	\$12665.00
R136675758 GST:	\$633.25
PST:	\$886.55
TOTAL :	CAD\$14,184.80

 Signature as Acceptance of the Proposal

 Date of Acceptance



WORKING TO MAKE A DIFFERENCE

Assessment Department Location

Mailing Address

PO Box 5350
Station Terminal
Vancouver BC V6B 5L5

6951 Westminster Highway
Richmond BC
V7C 1C6
www.worksafebc.com

Clearance Section

Telephone 604 244 6380
Toll Free within Canada
1 888 922 2768
Fax 604 244 6390

Western Pro Show Rentals Ltd
3095 Hebb Avenue
VANCOUVER, BC V5M 4V3

September 28, 2013

**Person/Business : WESTERN PRO SHOW RENTALS LTD
PROSHOW AUDIOVISUAL BROADCAST
538542 AQ(005)**

This letter provides clearance information for the purposes of Section 51 of the *Workers Compensation Act*.

We confirm that the above-referenced firm is active, in good standing, and has met WorkSafeBC's criteria for advance clearance. Accordingly, if the addressee on this letter is the prime contractor, the addressee will not be held liable for the amount of any assessment payable for work undertaken by the above-referenced firm to **October 01, 2013**.

This firm has had continuous coverage with us since March 01, 1995.

Employer Service Centre
Assessment Department

Clearance Reference # : C127469794
CLRAAA

For more information about Section 51 and clearance letters visit WorkSafeBC.com

Please refer to your account number in your correspondence or when contacting the Assessment Department.


To alter this document constitutes fraud.



FRONT ROW

INSURANCE BROKERS INC.

Entertainment Specialists

BINDER NO. s.21(1) 

This binder provides evidence of insurance, that in consideration of payment to be made by the insured of premiums specified, the insurance stated below has been placed with the Insurer named.

The term of this binder is as stated below or when replaced by delivery of the Insurers written contract.

NAME OF INSURED: **Western Pro Show Rentals Ltd.,
dba Proshow Audio Visual Broadcast,
Western Proshow Broadcast (Canada) Ltd., &
Western Proshow Broadcast (USA) Ltd.**

ADDRESS OF THE INSURED: **3095 Hebb Avenue,
Vancouver, BC V5M 4V3**

LOCATIONS: **1) 3095 Hebb Avenue, Vancouver, BC V5M 4V3
2) 11 – 3140 14th Avenue NE, Calgary, AB**

EFFECTIVE DATE: **February 13, 2013**


EXPIRY DATE: **February 13, 2014**

COVERAGES: **UMBRELLA LIABILITY**

LIMIT OF LIABILITY: s.21(1) 

UNDERLYING INSURANCE POLICIES

s.21(1) 

INSURER: s.21(1) 
TERRIORITY: 
POLICY NO. 

This Binder is Subject to the same terms and conditions as policy documentation issued by the insurer. All limits, premiums and deductibles in CDN dollars.

