

**VENDOR CONTRACT AND SIGNATURE FORM**

Between FieldTurf USA, Inc. and

THE COOPERATIVE PURCHASING NETWORK (TCPN)

For

**Sports Surfaces, Installation & Related Materials**

The following pages will constitute the contract between the successful vendor(s) and TCPN. Bidders shall state, in a separate writing, and include with their response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TCPN, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between The Cooperative Purchasing Network, (hereinafter referred to as "TCPN") a government cooperative purchasing program sponsored by Region 4 Education Service Center, having its principal place of business at 7145 West Tidwell, Houston, TX 77092-2096, Mary C. O'Brien Accommodation School District, having its principal place of business at 3740 North Toltec Rd., Eloy, AZ 85231 and

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This contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth shall control.

**GENERAL TERMS AND CONDITIONS**

**1. Customer Support**

The vendor shall provide timely and accurate technical advice and sales support to TCPN staff and TCPN participants. The vendor shall respond to such requests within one (1) working day after receipt of the request.

**2. Assignment of Contract**

No assignment of contract may be made without the prior written approval of TCPN. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by TCPN.

Awarded vendor is required to notify TCPN when any material change in operations is made that may adversely affect TCPN's members, (i.e. bankruptcy, change of ownership, merger, etc.)

**3. Disclosures**

Respondent affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

Include a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in TCPN.

The respondent affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

**4. Renewal of Contract**


Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by TCPN and the vendor. TCPN shall review the contract prior to the renewal date and notify the current awarded vendor each year of the contract renewal. Awarded vendor shall honor the administrative fee for any sales occurred beyond 30 days on any sales made based on a TCPN contract whether awarded a renewal or not.

**SIGNATURE FORM**

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

If addenda to this RFP are released, indicate the receipt of addenda by entering the number of addenda here:  
\_\_\_\_\_

Prices are guaranteed for: 120 days

Company name FieldTurf USA, Inc.  
Address 8088 Montview Rd  
City/State/Zip Montreal, Quebec Canada H4P 2L7  
Telephone No. 1-514-340-9311  
Fax No. 1-514-340-9374  
E-mail address eric.daliere@fieldturf.com  
Authorized signature   
Printed name Eric Daliere  
Position with company President/ CEO  
Sales representative's name Eric Fisher  
Web site URL www.fieldturf.com

**Accepted by The Cooperative Purchasing Network:**

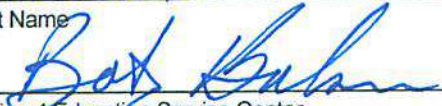
Term of contract October 1, 2012 to September 30, 2013

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by TCPN and the awarded Vendor. Vendors shall honor all participation fees for any sales made based on a TCPN contract whether the Vendor is awarded a renewal or not.

  
TCPN President

9/26/12  
Date

Jason Wickel  
Print Name

  
Region 4 Education Service Center  
Deputy Executive Director Division of Support Services

9/26/12  
Date

Bob Baker  
Print Name

TCPN Contract No. R5223

## VENDOR QUESTIONNAIRE

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

### 1. Minority and Women Business Enterprise (MWBE) and (HUB) Participation

It is the policy of some entities participating in TCPN to involve minority and women business enterprises and historically utilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

**a. Minority/Women Business Enterprise**

Respondent certifies that this firm is an M/WBE Yes No

**b. Historically Underutilized Businesses**

Respondent certifies that this firm is a HUB Yes No

### 2. Residency

\* Responding Company's principal place of business is in the city of Montreal, Quebec  
State of Canada.

\*FieldTurf/ Beynon Sports has Domestic Offices in OR, GA, CA, TX and  
MD and MI.

### 3. Felony Conviction Notice

Please check applicable box:

- A publicly held corporation; therefore, this reporting requirement is not applicable.
- Is not owned or operated by anyone who has been convicted of a felony.
- Is owned or operated by the following individual(s) who has/have been convicted of a felony.
  - If the 3<sup>rd</sup> box is checked, a detailed explanation of the names and convictions must be attached.

### 4. Processing Information

Company contact for:

Billing

Contact Person: Ross Hinrichs/ Rose Kedelarian

Title: Project Administrator/ Accounts Payable Clerk

Company: FieldTurf USA, Inc.

Address: 18765 SW Boones Ferry Rd

City: Tualatin State: OR Zip: 97062

Phone: 888-209-0065 Fax: 503-692-4869

Email: ross.hinrichs@fieldturf.com/ rose.kedelarian@fieldturf.com

Purchase Orders

Contact Person: Eric Fisher  
Title: Director of Sales- SmartBuy  
Company: FieldTurf USA, Inc.  
Address: 18765 SW Boones Ferry Rd  
City: Tualatin State: OR Zip: 97062  
Phone: 888-209-0065 Fax: 503-692-4869  
Email: eric.fisher@fieldturf.com

Sales and Marketing (Sales same as above/ Marketing, see below)

Contact Person: Darren Gill  
Title: VP Global Marketing  
Company: FieldTurf USA, Inc.  
Address: 8088 Montview Rd  
City: Montreal State: Quebec Zip: H4p 2L7 (Canada)  
Phone: 1-514-340-9311 Fax: 503-692-4869  
Email: darren.gill@fieldturf.com

**5. Distribution Channel:** Which best describes your company's position in the distribution channel:

- Manufacturer direct       Certified education/government reseller  
 Authorized distributor       Manufacturer marketing through reseller  
 Value-added reseller       Other \_\_\_\_\_

**6. Pricing Information**

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.

Yes    No

If answer is no, attach a statement detailing how pricing for TCPN participants would be calculated.

- Pricing submitted includes the required TCPN administrative fee.       Yes    No
- Vendor agrees to remit to TCPN the required administrative fee.       Yes    No
- Additional discounts for purchase of a guaranteed quantity?       Yes    No

\*On a case-by-case basis depending on scope

## 7. Cooperatives

List any other cooperative or state contracts currently held or in the process of securing

<b>Cooperative/State Agency</b>	<b>Discount Offered</b>	<b>Expires</b>	<b>Annual Sales Volume</b>
GSA	9%	5-2016	Approx 100K
Keystone Purchasing Network (KPN)	9%	2-28-17	None yet
AEPA	9%	2-28-16	Approx 30MM
Buy Board	9%	2-28-15	Approx 2MM
CMAS	9%	5-2016	Approx 4.5MM

## **Value Added Services Description**

### **Operational**

1. Describe how your company will interact with TCPN. Include a process map of communications.

#### **RESPONSE:**

FieldTurf has a dedicated team to interact specifically with TCPN. FieldTurf's Cooperative Purchasing Division will work to attend and meet all of the needs of customers and TCPN representatives. Please see the attached process map. The process map indicates a direct 2-way flow on all topics between FieldTurf and TCPN. Please see process map for specifics.

FieldTurf currently holds a nationwide TCPN contract and we have an established relationship with TCPN. We have had several running track, tennis, or turf projects in Texas, Arizona, Arkansas, Florida, Washington and Illinois.

The following are some examples of how FieldTurf has interacted with TCPN in the past and how FieldTurf will interact with TCPN in the future.

- FieldTurf will communicate with TCPN representatives and headquarters on a very frequent basis – regarding leads, board meetings, projects, procurement regulations, and special situations. Currently, we are in contact with TCPN (Stuart Verdon approx bi-weekly).
- FieldTurf will attend and sponsor TCPN roll-out meetings, lunch and learns, or other events to promote the FieldTurf/TCPN contract.
- FieldTurf will provide marketing documents that explain how an owner's TCPN membership can enable them to purchase Fieldturf sports surfaces through the TCPN Contract.
- FieldTurf will coordinate with TCPN when attending industry related conferences.
- FieldTurf will provide training to TCPN AZ representatives regarding our products and processes.
- FieldTurf will interact with TCPN in a flexible manner – our goal is to satisfy our customer.

2. Is your system a self-developed and self-managed system or an outside paid service?

**RESPONSE:**

FieldTurf's SmartBuy Co-op Group is a self-developed and self-managed system. All aspects of this division are managed in-house including but not limited to:

- Developing proposals for projects
- Creating and distributing marketing materials
- Following up with leads
- Managing accounts and coordinating with owners
- Training
- Coordinating with installation/operations to ensure project timelines

3. Describe your operational methods and procedures for Distribution Center Security, including:
- Audit Control Logs
  - Receiving
  - Production
  - Shipping
  - Personnel

**RESPONSE:**

FieldTurf does not have a Distribution Center but rather a 550,000 SF manufacturing facility in Calhoun, GA that is vertically integrated controlling all aspects of turf production, delivery and shipping. FieldTurf has advanced operational systems that track a variety of data. Sharepoint and SysPRO act in an operational capacity with a very systematic Audit Control Accounting System to track all of our raw materials that are delivered on site, track change orders, material usage, freight and other logistical data.

SysPRO also acts in an accounting capacity with the ability to produce a variety of production and accounting reports in a myriad of formats.

FieldTurf has a dedicated receiving department where all of the raw materials (yarn, glue, backing, polyethelene/ polypropylene etc.) to manufacture a field are gathered, categorized and marked accordingly. All raw materials are linked to SysPRO for proper tracking and projecting.

FieldTurf has the most advanced production facility in the industry with in house tufting and coating lines. This ensures quality control and reduces the amount of manufacturing mistakes.

FieldTurf's dedicated Operations staff ensures that all variables are accurately, thoroughly and precisely calculated with daily field reports, pipeline reports, production reports, inventory reports, logistics tracking, shipping and receiving. Nothing is left to chance.



4. Indicate if your company will accept all forms of Purchase Orders.

**RESPONSE:**

Yes, Fieldturf will accept all forms of purchase orders. Under our current contract with TCPN, FieldTurf has accepted the following:

- Purchase Orders
- Notices to Proceed (NTP)
- Municipality issued contracts (FieldTurf must review and accept)
- AIA contracts
- Letter of Intents (LOI)

FieldTurf has the ability to be flexible with the format of municipality purchase orders or other forms of purchase commitment.

5. What credit requirements are needed by the government entity in order for your company to accept a purchase order?

**RESPONSE:**

FieldTurf does not have any credit requirement in place for governmental entities. No background checks or credit checks are needed to enter into a contract with FieldTurf.

In certain isolated circumstances, FieldTurf may inquire as to the credit status of a given entity.

6. Identify the process of receiving a purchase order.

**RESPONSE:**

FieldTurf completes a site evaluation and generates a quote to the owner based on of the pertinent information (sq. footage/yardage, number of courts, required site work, type of product, etc.).

Once the owner and FieldTurf agree on the scope of work and final price, then the owner issues a purchase order, contract, AIA, letter of intent or other form of purchase commitment to FieldTurf. Owner must reference the FieldTurf/TCPN Arizona contract on the PO then e-mail or mail to FieldTurf. FieldTurf then notifies TCPN of the PO.



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7. Does your company require Tax Exempt Forms be provided by government entities for each purchase order?

**RESPONSE:**

FieldTurf does require a tax exempt certificate if a municipality is tax exempt. Municipalities can either submit their tax exemption certificates/forms with the purchase order or with the contract.

8. Describe how your company will invoice the government entity. Include a process map.

**RESPONSE:**

FieldTurf will use an AIA standardized invoice system that allows for progress payments, retention, and changes (additions/deductions, etc.) to the project as needed. The invoice will show the line items, scheduled values, previous applications, current portions completed, stored materials, total completed, % completed, balance to finish, and retainage.

Please see process map

9. Discuss the invoicing options your company offers and the payment terms for each.

**RESPONSE:**

Invoicing options include:

- AIA forms – G702, G703 (American Institute of Architects)
- Standard American Contractor invoicing form

Payment terms:

- Progress payments
- Total project payments (depending on project size and scope).
- Case-by-case basis if owner requires another method



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10. Is your company capable of handling Electronic Funds Transfer (EFT) payment? If so, what EFT formats (CTX, CPT, etc.) do you support?

**RESPONSE:**

Yes, ACH or wire format. FieldTurf bank account and routing number will be provided to owner.

11. Is your company willing to accept a cut off of invoices not submitted within a 90-day or 120 day period?

**RESPONSE:**

No. Many of our projects will last beyond 120 days depending on scope of work, weather etc. FieldTurf will invoice until all funds are received.

12. What does your company do to ensure bills are received within a reasonable time frame and issued to government entities for payment?

**RESPONSE:**

The FieldTurf SmartBuy Representative works very closely with the FieldTurf operations division and FieldTurf's project administrators to ensure bills/invoices are received within a specific time frame and then issued to government entities for payment.

The FieldTurf Contracts Representatives have access to Sharepoint, a system that stores, alerts and manages copious amounts of project data. Furthermore, this system is linked to SysPRO, which automatically reminds Project Administrators to ensure that the owner's expectations are met and exceeded.



13. How many products do you stock? Where?

**RESPONSE:**

**Track Systems:**

FieldTurf's Running track sister company, Beynon Sports Surfaces, currently offers 13 full depth track systems and 6 track maintenance systems with a variety of variations, textures and colors. Beynon's track products are "in-situ" (constructed on the site). Beynon stores some of the components in our warehouse in Tualatin, OR with the main manufacturing facility in Hunt Valley, MD. Materials and products are shipped the necessary materials to the job site. For the components that Beynon does not keep in inventory, we work closely with our suppliers to forecast and maintain the appropriate levels.

**Synthetic Turf Systems:**

FieldTurf currently offers 12 FieldTurf or Prestige synthetic turf systems.

FieldTurf, the worldwide leader in artificial turf, has raised the bar with the opening of their new 550,000 square foot manufacturing facility in Calhoun, Georgia.

From a manufacturing standpoint, the plant is equipped with 10 tufting machines, a state-of-the-art coating machine, and warehouse space to hold enough raw materials to fill the entire yearly demand for artificial turf in North America.

The new facility has an annual production capacity of 236,000,000 square feet of turf - enough to supply over 2,500 football fields per year.

**Outdoor Basketball/Tennis Court Systems:**

4 Basketball/Tennis Systems with 4 options for construction.

FieldTurf stores rubber and Plexipave court surfacing materials at the Beynon warehouse in Tualatin, OR. Materials are shipped from the warehouse to the site. They are then mixed and applied on-site using a squeegee process.

14. Provide evidence of your company's ability to work with government entities to continuously lower their process costs.

**RESPONSE:**

FieldTurf has installed sports surfaces for thousands of municipalities/government entities throughout the United States. We have installed sports surfaces for cities, counties, school districts, universities, and colleges.

FieldTurf's SmartBuy Cooperative Purchasing Division is designed specifically to work with municipalities and government entities.

To keep prices low, FieldTurf has established a fluid process for governmental entities to purchase sports surfaces. By using the FieldTurf SmartBuy Cooperative Purchasing Program, owners do not need to duplicate the expensive and timely bid process. The owner does not have to design, organize bid documents, gather bids, evaluate (with little knowledge of what they are evaluating), or manage the sports surfacing project. FieldTurf can provide design build, turn-key projects that allow the owner to retain control of their project and purchase in a quick and efficient manner. This process allows the owner to allocate their personnel resources in more pertinent areas ultimately saving them time, money, and effort.

Additionally, FieldTurf is continually evaluating price to ensure that products available through the FieldTurf SmartBuy Cooperative Purchasing program are by far and away the best overall value for owners.

FieldTurf (formerly under Atlas's name) has been on the nationwide TCPN contract since 2007 and we can provide testimonials, pricing, timelines that prove our effectiveness.

15. Provide examples of any documented cost reduction results that your company has engaged in with your customers.

**RESPONSE:**

At Port Author ISD in Texas, FieldTurf recently reduced the price of our FieldTurf Duraspine Pro 2.5 to meet the owner's budget needs. Traditionally, Duraspine Pro 2.5" is \$4.55 per sq. foot but Fieldturf offered the Pro at the regular Duraspine cost of \$4.25 psf.

Additionally, FieldTurf re-evaluated the pricing of all turf and track products available through cooperative purchasing in 2012. The majority of turf pricing either stayed the same or were actually lower than 2011. Track prices remained very similar in price as well, with the exception of some increase in latex raw materials for latex tracks.

FieldTurf has donated/included some inlaid markings, reduced costs on logos, etc. to meet the owner's budget needs. These donations/inclusions are on a case by case basis. Finally, FieldTurf has reduced the cost of the site work packages to stay at or below industry standards while still ensuring the best base construction. Since FieldTurf purchased Atlas in the summer of 2009, FieldTurf has been able to provide a 5% or more reduction in site work costs for turf/track projects than previously provided.

16. How does your company work to continuously improve services that you provide?

**RESPONSE:**

**The Unique FieldTurf Philosophy**

It is the mission of FieldTurf to exceed the expectations of our clients through the formulation, production, distribution and installation of safe, environmentally-friendly polyurethane track and field and fieldhouse athletic surfaces designed for speed, resiliency and daily use in high school, collegiate and international athletic facilities.

**Global Corporate Values**



Positive Customer Experience

FieldTurf is committed to providing customers the highest level of workmanship and support. We stand behind our products and the experience of working with FieldTurf. It is our goal that each client we work with that utilizes a sports surface or athletic surfacing component designed and manufactured by FieldTurf be 100% satisfied. Any deficiencies in providing the highest level of service will be addressed immediately.

Innovation

Since the very beginning, FieldTurf has introduced engineered products that have set the standard in sports surfacing quality and are tailor made for each segment of the sports surfacing business. We own more than 30 patents that allow us to offer the industry's highest quality products for sporting and non-sporting applications.

Accountability



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FieldTurf employees are committed to diligently executing each of our duties thoroughly and conscientiously. Our highly skilled professionals design, engineer, manage and service each project, and we carefully ensure that our products meet your unique specifications from beginning to end.

#### Quality Control and Integrity

FieldTurf is committed to operational excellence in all aspects of our business – from estimating to contract management to scheduling to installations to close-out. This is the reality of our day to day processes and we are dedicated to continuous process improvement so any concerns are addressed in a transparent and forthright manner. One of the other main unique value propositions provided by FieldTurf is the financial strength of our firm when compared to competing entities in the marketplace today. FieldTurf is backed by Tarkett, the world leader in flooring with over 2 billion Euro/ yr in sales worldwide. Providing this level of fiscal perseverance requires an ever-vigilant focus on cost control, the maintenance or expansion of operating margins and the avoidance of unquantifiable risks. Our economic power creates sustainability and provides the customer with ultimate peace of mind throughout the warranty period of their FieldTurf or Beynon product and beyond.

#### Commitment to the Environment

FieldTurf has been a pioneer in the development of environmentally sustainable surfaces before most other companies even considered the environment in their day-to-day operations. Our state-of-the-art turf and Beynon's class-leading running tracks provide a high performance medium for exercise and healthy living for all to enjoy. Beynon sports surfacing systems are designed to meet stringent criteria required to earn points under numerous categories of LEED v3. Based on the ASBA criteria, our products can assist architects and designers in obtaining important credits toward LEED certification.



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17. What states would your company not honor pricing and services for this contract, in the event that this contract is made available to states other than Texas, New Mexico, Arkansas, Arizona and Oklahoma.

**RESPONSE:**

FieldTurf can honor pricing and services in all states with the exception of Hawaii and Alabama (no-license yet). We do have multiple coop service agencies that we work with in other states but we allow the owner to make the ultimate and final decision as to which coop service agency they would like us to utilize. FieldTurf will lead specifically with TCPN in Arizona.

18. Please specify actual price listing or common multiplier that will determine any price changes of additional states above if different.

**RESPONSE:**

Please see the attached pricing sheets in TAB 8. These are the current prices provided through the existing FieldTurf/TCPN contract. FieldTurf bases the coop pricing on a multiplier that adjusts per state and per product. The multiplier consists of prevailing wage rates and state use tax. We also consider the amount of labor necessary for installation of each product.

19. Please give examples of local agencies that have purchased products from your company.

**RESPONSE:**

FieldTurf has processed approx 50 projects and over \$13m of dollars through our existing TCPN contract. Please see the FieldTurf/TCPN "Co-op Master Job List TCPN" spreadsheet for a full list. Arizona specific TCPN projects:

1. 2008 Sedona Oak Creek School District: FieldTurf Duraspine Field, Atlas SW Running track and related site work.
2. 2008 Winslow Unified School District: FieldTurf Duraspine Field and related site work.
3. Mingus HS, AZ: FieldTurf Duraspine PRO 2.5", BSS 100 track and site work.



20. How flexible is this process for future changes or additions? What is the process and estimated timeline for future changes?

**RESPONSE:**

FieldTurf has the capability to adjust pricing or add products as needed. We are very flexible and are only constrained by the requirements of a specific state's bid laws and TCPN's requirements. If there is an opportunity for decreased pricing, then we are quick to respond. This can typically be addressed in a week or less.

**Quality Control**

1. What is your error rate?

**RESPONSE:**

FieldTurf error rate is very low. If there is any problem with one of our projects or installations then we work with the owner to remedy the situation in a quick manner and to the owner's full expectation. The owner is always FieldTurf first and foremost priority.

**Quality Control and Integrity**

FieldTurf is committed to operational excellence in all aspects of our business – from estimating to contract management to scheduling to installations to close-out. This is the reality of our day to day processes and we are dedicated to continuous process improvement. Any concerns are addressed in a transparent and forthright manner. One of the other main unique value propositions provided by FieldTurf is the financial strength of our firm when compared to competing entities in the marketplace today. Providing this level of fiscal perseverance requires an ever-vigilant focus on cost control, the maintenance or expansion of operating margins and the avoidance of unquantifiable risks. Our economic power creates sustainability and provides the customer with ultimate peace of mind throughout the warranty period of their FieldTurf or Beynon product and beyond.

2. How do you take responsibility for mistakes?

**RESPONSE:**

FieldTurf takes full responsibility to remedy any mistakes. We will take such measures as evaluating the situation, developing a solution, and then creating a method of execution for the solution that meets the owner's satisfaction in a timely and efficient manner.

For example:

East Chambers ISD, contracted with FieldTurf (formerly Atlas) through TCPN to resurface 2 tennis courts. Upon cleaning the courts, the base began to peel and bubble creating a problem for FieldTurf to install our surface upon. Fieldturf and the owner quickly came to an agreement to resolve the costly problem and to move forward with the resurfacing.

The representative from East Chambers was happy with the resolution and has since purchased another product from FieldTurf through TCPN.

3. If your product is deemed defective, what is the replacement process and turnaround?

**RESPONSE:**

FieldTurf will immediately be in contact with the owner to determine the situation. Once we have gathered some general information, a site evaluation is completed. Next, FieldTurf communicates with the owner what the remedy is. Together, we determine when the best time to address the situation is. Our process is quick and timely but there are situations where the owner may ask us to not mobilize until football season is over or for some other reason. FieldTurf's approach is to ensure the owner is satisfied with the product installed.

4. State whether your company provides a quality guarantee on their products/service. If so, please describe.

**RESPONSE:**

FieldTurf offers extensive warranties for our products that are available through TCPN. Please see attached Warranties for Track, Tennis and Turf.

**Insured Warranty - Best in the Business**



It takes a lot of hard work and dedication in order to bring an artificial grass or synthetic turf system to life. The size of the [investment](#), whether in time, energy or money, can be daunting. That's why we were the first company in the industry to offer a third-party insured warranty. And while you'll probably never need to use it, you can rest easy knowing that you're protected by the industry's best warranty in the unlikely event something goes wrong with your artificial turf system. It's piece of mind that sets FieldTurf apart.

See what highlights you can expect from a warranty for your specific application:

*Sports*

- All FieldTurf fields are automatically covered upon issuance of the Warranty Certificate
- Over \$500,000 earmarked in an in-trust bank account to cover small repairs
- Yearly aggregate claim maximum of \$13,000,000
- No deductible
- No per claim limit, no retention, and no retention period

*Golf, Landscaping, Playground, Pets, and Airport*

- Terms and conditions vary by application, installation size, and location. Please talk to your representative to review your personalized coverage.

See TAB 6.

**Website:**

1. Describe any direct order entry system or capabilities your organization has, such as internet capabilities. If so, provide detailed information related to the features and benefits related to your solution.

RESPONSE:

The process to order from FieldTurf is as follows:

Due to the nature of our products, direct order and ordering via internet are not feasible.

FieldTurf does provide a state of the art web page with information regarding FieldTurf and Beynon Track Systems.

[www.fieldturf.com](http://www.fieldturf.com)

[www.beynonssports.com](http://www.beynonssports.com)

To purchase or investigate pricing the following process should be used:

Contact FieldTurf and we will set up an on-site evaluation to determine your exact sports surfacing needs. Once an evaluation has been completed, then we will provide a fieldTurf Cooperative Purchasing quote to the owner for review. If the owner is satisfied with the quote, they simply issue a purchase order to FieldTurf and reference the TCPN bid.

This process is very quick and accurate and will most directly meet the needs of the owner. This process also allows for an open dialogue to occur ensuring that the owner is purchasing exactly what they need.

2. Is there a dedicated staff to address any issues with the system or access?

**RESPONSE:**

FieldTurf has a dedicated staff to ensure that our website is current and includes all of our sports systems and Cooperative Purchasing Program information.

3. How will your company provide for an online ordering web page? How will this page be linked to the TCPN webpage?

**RESPONSE:**

Due to the nature of our business, FieldTurf does not provide an online ordering web page. As mentioned in Website Response #2, FieldTurf does have staff who regularly updates the FieldTurf web page. We do provide information on our current TCPN contract, as well as a TCPN link. FieldTurf is in the process of updating their web page to cohesively align and represent all of the Tarkett brands.





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4. Who updates your website?

**Darren Gill**

Vice President, Global Marketing



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8088 Montview Road  
Montreal Quebec H4P 2L7  
Canada  
Tel: +1 514-340-9311 ext. 140  
Other: +1 800-724-2969 ext. 140  
Mobile: +1 514-862-4094  
Fax: +1 514-340-9374  
Email: [DGill@fieldturf.com](mailto:DGill@fieldturf.com)  
[www.fieldturf.com](http://www.fieldturf.com)

5. Please provide a list of all major upgrades that you have performed on your web site during the last 12 months and explain how the upgrades benefited or impacted the average customer.

**RESPONSE:**

FieldTurf has made significant changes to our website.

The new design is:

- Well organized, clean and simple.
- Easy to navigate.
- Showcases the synergies between Beynon and FieldTurf.
- Demonstrates FieldTurf's effectiveness as a one-stop-shop sports surfacing provider.
- Effective at educating an owner without any prior industry knowledge.
- Showcases current jobs, awards and other notable information.

The site will be hosted on a secure and automated server and has been optimized for better Web display (minimized file size, graphics, html).

Our active content pages include:

***On FieldTurf.com***

- [SmartBuy Purchasing Program](#)
- [FieldTurf: Myths and Facts](#)
- [Downloads / Brochures](#)

***Resources***

- [CAD Details](#)
- [LEED Certification](#)
- [Athletic Facility Design Magazine](#)
- [Français](#)

***Company Information***

- [Profile](#)
- [Privacy Policy](#)
- [Request Information](#)
- [Contact Information](#)
- Toll-free: 1-800-724-2969

**Shipping**

1. What type of shipping (USPS, UPS, Fedex, etc.) do you use? Is it possible for the government entity to choose?

**RESPONSE:**

Shipping products to Arizona is included in our cost to customer pricing for the sports surfacing portions of our bid. FieldTurf does use multiple types of shipping for the various products. By planning ahead and being prepared for projects, FieldTurf can use the most cost effective shipping option available.

For documents and some payments, FieldTurf uses UPS or FedEx.

FieldTurf is always open to input from the government entity we are working with but they usually defer to Atlas's expertise.

2. Are you able to drop ship orders directly to each of our members or their recipients?

RESPONSE:

Yes. FieldTurf prides itself with being very responsive to the customer's specific needs. This includes but is not limited to:

- Marketing information
- Bid information
- Product Lists
- Installations
- Drawings/Specifications



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3. Purchasers shall not be charged for shipping and handling, or for any service changers. The vendor agrees all deliveries will be F.O.B. destination.

**RESPONSE:**

Yes, FieldTurf agrees.

4. Do you have special rates with your shipping company based on volume?

**RESPONSE:**

Yes. FieldTurf has already passed the shipping savings on to the customer by reducing the product pricing through cooperative purchasing.

5. Describe your company's shipping schedule notification procedures.

**RESPONSE:**

Either FieldTurf or our approved installer's operations department works directly with the governmental agency to determine shipping schedules, material and equipment staging, and material delivery processes.

All information is categorized accordingly within Sharepoint and SysPRO to manage every variable, change order and other pertinent information.

6. Describe how your company deals with shipping delays. How do you notify your customer of delays?

RESPONSE:

The FieldTurf process for ordering materials is based off of receipt of a purchase order, a notice to proceed from the owner or other forms of acceptable purchase. Once FieldTurf has the PO/notice/contract/LOI, the materials are ordered and shipped to the site at a date agreed upon by both the owner and Atlas. Shipping delays are rare since FieldTurf has sole source responsibility and appropriate access to inventory.

FieldTurf has worked with the same transport company for over 15 years. We have a very established relationship with our shipping company and our approved installer's shipping companies. If shipping delays do occur, FieldTurf and our shipping company quickly and efficiently handle the situation to minimize delays. Our remedy will also meet the owner's satisfaction and needs.



7. Provide your shipping schedule reporting form. How many times do you update?

**RESPONSE:**

Beynon Track and Tennis Products:

Beynon inventories are stored at our facilities in Hunt valley, MD, Austin, TX, Fresno, CA Tualatin, OR and shipped on an as-needed basis directly to the job site. Our shipping forms are updated on a Daily basis by our operations department.

Beynon also receives a daily record of all of our shipment's positions throughout the world. Due to the sensitive level of this information, FieldTurf or Beynon cannot provide the shipping schedule report form.

FieldTurf Products:

FieldTurf stores raw materials in their 550,000 SF facility in Calhoun, GA. fieldTurf produces the finished turf product and ships direct, all across the United States and Canada.

To ensure quality at the highest level, we have invested heavily in modernizing the FieldTurf plant with the latest coating and tufting technologies, top manufacturing talent, and specialized installation equipment. Our dedicated CAD-based design department supports customization for each client, and our experts ensure timely delivery and installation on every project.

While our market share is greater than all of our competitors combined, we know that means nothing if *your* project isn't on target and on time. That's why we've worked hard to maintain the best record for effective and on-time completion in the industry.

**Training:**

1. Describe how you intend on involving TCPN's staff or any Regional Educational Service personnel in your introduction.

**RESPONSE:**

FieldTurf has already had the benefit of working directly with TCPN through two different contract options for the past six years. FieldTurf is very familiar with TCPN and several Regional Education Service personnel.

FieldTurf will work closely with TCPN representatives on several levels:

- Typically, FieldTurf is in contact with someone from TCPN approximately once a week if not more frequently to discuss upcoming meetings, projects, or opportunities.
- FieldTurf has attended and sponsored several TCPN events including Lunch and Learns and conference events.
- FieldTurf has asked TCPN representatives to attend school board meetings or other project related meetings.
- FieldTurf has also worked closely with TCPN on marketing efforts and we have created marketing flyers to best promote our existing TCPN contract.
- FieldTurf will continue all of these efforts in the Arizona market.
- FieldTurf makes it a priority to promote our relationship with TCPN as one cohesive unit for the owner to use to purchase their sport surfaces.
- FieldTurf acts as a liaison between the governmental agency representative and the TCPN representative to ensure that the owner's procurement process is as seem less as possible.
- FieldTurf will coordinate with TCPN when attending industry related conferences.

2. Describe how you intend on introducing this program to your company.

**RESPONSE:**

FieldTurf has been under contract with TCPN for many years, already. This program and process is not new to FieldTurf. FieldTurf has been extremely successful in promoting and establishing an entire Cooperative Purchasing Division that focuses solely on promoting the cooperative purchasing concept to municipalities and other governmental agencies.

FieldTurf has already had a couple of projects through TCPN in Arizona and we intend to have many more. We will achieve this goal by continuing to market TCPN in Arizona as we have in the past while looking at new market opportunities.

More details will be provided in the marketing plan section of our response.

3. Describe the scope of training opportunities your company would make available to government entities as needed.

**RESPONSE:**

FieldTurf is willing to provide whatever training opportunities are needed for a government entity. In the past, we have traveled to school board meetings to provide information on our products and to promote our relationship with TCPN. In these board meetings, we typically invite a TCPN representative to discuss TCPN and the cooperative purchasing process. This is a very effective tool and provides the owner the information they need to continue with their purchase of a sports surface through the TCPN contract.

Training tools Atlas has used in the past include:

- TCPN specific PowerPoints
- Sales representatives are provided FieldTurf/TCPN marketing flyers
- FieldTurf has arranged and hosted informational luncheons/dinners for High School Athletic Directors and other school officials. For example, in June of 2009, FieldTurf hosted an open invite at the University of Texas for Athletic Directors, School Officials, and for the public in general to tour the new UT FieldTurf Football Field prior to the High School All-Star Football game played on the new field. TCPN fliers were handed out to every attendee and they were very impressed with the process.
- FieldTurf will also take government representatives to our existing installations for a tour and for opportunities to ask questions.
- In Arizona specifically, both the Beynon Sales Representative (located in Phoenix) and the FieldTurf sales representative has met with multiple school/municipal representatives to educate and train them one-on-one regarding our available products and the TCPN cooperative purchasing opportunities.
- FieldTurf has taken multiple prospective clients to the Sedona Red Rocks Turf and Track for training and educating regarding our products and the TCPN process.
- Coordination with other non-competitive vendors in similar product categories (i.e. TREMCO) on the TCPN contract to discuss strategy, network and share leads.

4. Describe your training program with TCPN staff and a proposed schedule of topics and include any proposed training literature or materials.

RESPONSE:

FieldTurf will meet with TCPN staff multiple times a year (or more if needed) to educate and train regarding our products and programs.

The Beynon Sales Rep is located in Phoenix and can frequently meet with the Arizona TCPN representative. The FieldTurf sales representative spends a majority of his time in Arizona promoting FieldTurf. Sales Representatives will work closely with the Arizona TCPN representatives on the following topics:

- New product updates
- New industry standards from the American Sports Builders Association (ASBA)
- New marketing materials
- Project updates
- Process updates
- FieldTurf/TCPN marketing plans
- FieldTurf hosted events in Arizona

Additional meetings with TCPN staff members would occur at roll-out meetings, industry conferences such as Arizona School Buying Officials, Athletic Director's Conferences, Coaches Clinics and other events.

Proposed training materials or literature would include:

- FieldTurf/TCPN PowerPoint
- Product information
- Beynon/FieldTurf websites
- Marketing materials relating to FieldTurf, Beynon and TCPN.
- Information on past projects and what was most effective
- Testimonials from past customers in Arizona to purchase FieldTurf/ Beynon products through TCPN.



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5. Indicate who will be providing training including their title, telephone number, fax number and e-mail address. Include Resume.

**RESPONSE:**

Please see the FieldTurf/TCPN National contract for full sales force. The following FieldTurf/Beynon employees will provide training and sales information to both TCPN and Arizona government entities:

**Sarah Morehead**

Director of Operations- SmartBuy



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**Bob Lundgren**  
V.P. Tennis



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**Donny Jones**

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Fax: 503-692-0481

6. What is your best estimate of time needed for implementation? What are the items that most significantly impact this timeline?

**RESPONSE:**

Immediately. Due to the fact that we hold a current TCPN contract and we are very familiar with it, FieldTurf is ready to move forward with our TCPN Arizona plan immediately. There will be no delays in continuing the promoting, educating, or training of FieldTurf and Beynon employees.

7. Would any process change be required for TCPN?

**RESPONSE:**

No. To reiterate, FieldTurf will use the same process as we are currently using with our current TCPN AZ contract.

8. Provide details on your proven track record for commissioning systems?

**RESPONSE:**

FieldTurf has a proven track record for utilizing cooperative purchasing through TCPN for the sale of our products. Over the last six years we have had 50 projects accumulating to over \$13 million dollars of total projects. From those sales, TCPN has received their administrative fee. FieldTurf provides the administrative fee report in a timely manner to Lorraine Vuong at TCPN. FieldTurf is anticipating an equal or more successful future in Arizona with our Phoenix located track consultant. We expect FieldTurf's success to also continue to grow as AZ is a critical market.

**Customer Service and Reporting**

1. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)

**RESPONSE:**

FieldTurf's hours of operation in the office are from 8am-5pm PST/PDT Monday through Friday.

FieldTurf's sales representatives and project managers are available by cell phone and e-mail almost 24 hours a day.

FieldTurf is always quick to respond to messages, phone calls, questions, e-mails, or any special situations that may occur.

FieldTurf's customer service team led by Julie Paquin is made up of (7) dedicated people ensuring that all expectations are met and exceeded on a National level.

Our operations department is fully prepared to plan projects, schedule work, and address any concerns that develop. FieldTurf employees will do what it takes to satisfy the owner's needs.



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2. Describe how your company handles after-hours customer service needs.

**RESPONSE:**

FieldTurf and Beynon operates in various time zones that span the United States and South America. The sales force is available almost 24 hours a day by cell phone or e-mail. The installation crew's foremen and project managers are also available 24 hours a day by cell phone.

FieldTurf always ensures that if an individual employee is out that proper arrangements be made to ensure that all customer requests are satisfied, accordingly.

3. Indicate who will be providing technical assistance including their title, telephone number, fax number, and e-mail address. Include resume.

**RESPONSE:**

See Resumes. Please see the FieldTurf/TCPN Contract for nationwide technical assistance.

**Sarah Morehead**

Director of Operations- SmartBuy



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4. What is your turnaround time for orders?

**RESPONSE:**

Due to the scope of FieldTurf projects, we work directly with the owner to determine what dates the owner would like the installation to occur. Once the owner issues FieldTurf a purchase order or other acceptable ordering method, we put the owner on the schedule. We have had projects move extremely fast at the owner's request. On one project, four days after the PO was received, FieldTurf began construction. Other owner's may ask FieldTurf to wait until after track season or because of some other time constraint. We will meet the owner's needs for any time frame, within reason.

**Enhancement and Upgrade Policy –**

Provide a clear description of the upgrade and enhancement policies for all applications proposed. Clearly state the policy going forward relative to both the vendor selling price and the total cost to the application owner for upgrades and enhancements.

**RESPONSE:**

FieldTurf is very quick to respond to market changes in our industry regarding price and product changes. For example, when petroleum prices decreased in 2009 from 2008, FieldTurf submitted Addendums to the TCPN contract requesting price reductions on our petroleum related products.

If a product and price change is requested, FieldTurf submits an Excel spreadsheet with the requested base price, any adjustments to the state multiplier, final cost to customer, and documentation justifying and explaining the change in price to TCPN for review. If the product is upgraded or enhanced, we will also submit the specifications, warranty, and explanation of the given enhancement.

In 2009 and 2010, FieldTurf also submitted to TCPN Addendums for product additions/changes to correspond with product changes in the market. TCPN approved all addendums presented by FieldTurf. These changes allow FieldTurf to offer the most current and most demanded products in the marketplace.

Again, our proven experience and technical know-how ensures seamless introduction of revised pricing and cutting edge products.

### **System Requirements**

Please describe the infrastructure in order to support your proposed system including hardware, network infrastructure and personnel/skills required to support the system.

#### **RESPONSE:**

FieldTurf relies primarily on our personnel and their specific skill sets to support our systems. Although we use technology in terms of communication, project management, and marketing, it is longevity (40 plus years) of experience in the sports surfacing industry that sets FieldTurf apart from other companies.

Once the system is installed, very little support is needed until surface replacement. That being said, there is a strong emphasis on customer support provided by the many qualified project managers, install crews and operations personnel.

The following personnel skills/actions are required for system support:

- Quick response and ability to mobilize should a problem arise
- In house crews ready to address any patch work, re-gluing or other repairs needed
- Experienced personnel able to answer questions based upon years of knowledge

**Additional Value Added Services:**

Please include any additional information you think TCPN should have when making a decision to select your company.

**RESPONSE:**

- Longevity/experience in industry 40 + years.
- Owned by Tarkett, the largest entity in the sports surfacing industry.
- Site work capabilities available through the Alternative Costing Method and RS Means.
- Municipal financing options.
- Financial stability and backing of an over 2.5 billion dollar parent company, Tarkett.
- Seemingly limitless bonding capacity.
- Currently a successful member on TCPN and already familiar with the processes associated.
- Specific division dedicated to Cooperative Purchasing.
- Emphasis on customer service and establishing repeat business.
- Thousands of successful installations across the United States, South America and beyond.
- Low turnover.
- Network of approved installers from coast-to-coast.
- Specified nationwide.
- Long time member of the American Sports Builders Association (ASBA)- adhering to its strict rules and codes.
- Diversified product line appealing to all budgets and institutions.
- Technically proficient in-house install teams.
- Honest, on time and efficient.



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**Certificates:**

List any certificates you hold that would show value for your response.

**RESPONSE:**

See attachment and TAB 7 with certificates.





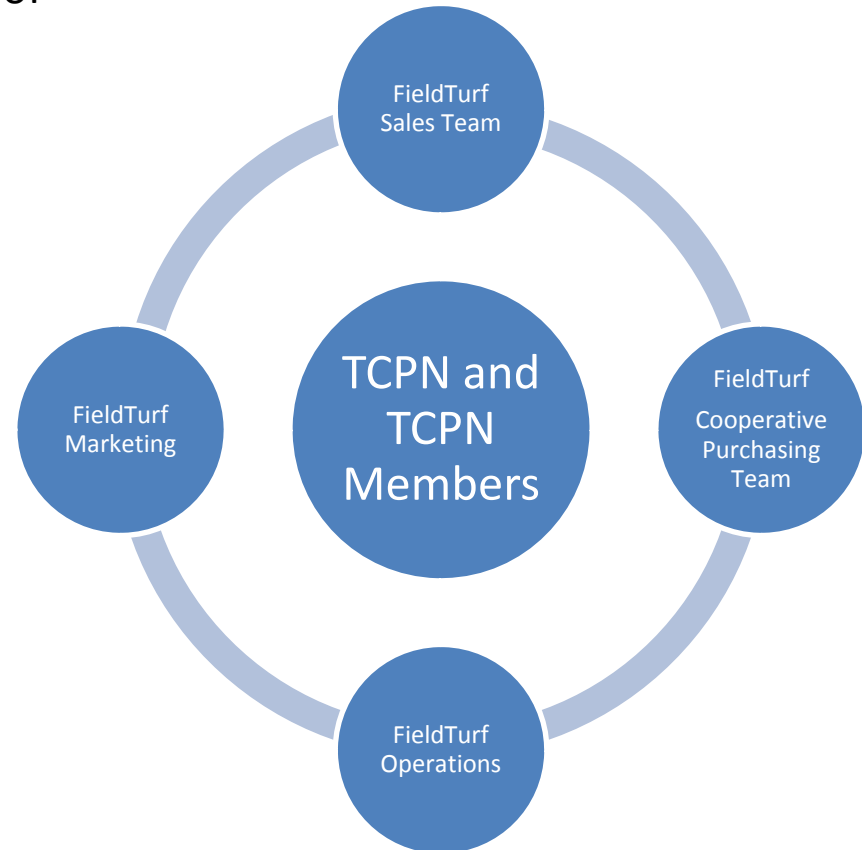
KIPP DC Bundy Field-66254	Calhoun , GA	Washington ,DC	9-Feb	55504	Integrity Express	630	#REF!	1.00	#REF!	630	van	1 van turf															
Alamo Navajo - SCT 67534	Dallas , TX	Alamo , NM	23-Apr	57235	Integrity Express	780	2.85	5.00	15575.00	5460	flats	7 flats rubber															
Fort Sill Alt Barracks SO 65020	Calhoun , GA	Lawton , OK	4-May	57469	CH Robinson	933	2.25	1.00	1900.00	933	van	1 van turf															
Alamo Navajo - SCT 67534	Dallas , TX	Alamo , NM	23-Apr	57235	Integrity Express	780	2.85	4.00	13350.00	4680	flats	6 flats sand															
Northbridge roll - GL code 62500-00-10-000	Calhoun , GA	Australia	9-Feb	55536	Cargolution	655	#REF!	1.00	#REF!	0	van	1 LCL container - roll of turf	R														
Prince George Sports Complex	Calhoun , GA	Landover , MD	10-Feb	55567	Total Quality Logistics	655	#REF!	2.00	#REF!	1310	van	Delivered to Prince George the															
Germany	Calhoun , GA	Calhoun , GA	30-Mar	13124	Cargolution	Airfreight	#REF!	1.00	#REF!		Red																
Redondo Beach - 67074	Calhoun , GA	Redondo Beach , CA	10-Feb	55643	Priority 1 Inc	2205	#REF!	1.00	#REF!	2205	van	1 LTL truck - turf															
Washington Redskins - 66018	Colonie , NY	Ashbum , VA	10-Feb	55481	Logistics Dynamics	400	#REF!	6.00	#REF!	2400	flatbeds	6 flats rubber		R													
Washington Redskins - 66018	Port Elizabeth , NJ	Ashbum , VA	10-Feb	55482	Foundry Services	163	#REF!	10.00	#REF!	1630	dumps	10 dump trucks sand		S													
Lake Washington - 56689	Kirkland , WA	Graham , WA	12-Feb	55984	Interwest	50	#REF!	6.00	#REF!	300	Van	6 Trucks - Used turf to storage															
Lake Washington - 66989	Kirkland , WA	Graham , WA	12-Feb	55984	Interwest	50	#REF!	12.00	#REF!	600	Van	12 Trucks - Used turf to storage															
Gerry Curtis Sports Complex	Calhoun , GA	Miami , FL	13-Feb	55656	Priority 1 Inc	740	#REF!	1.00	#REF!	740	van	1 sweepright															
Isotec to Calhoun - LCT - PO# 55632	Calhoun , GA	Canton , GA	13-Feb	55632	Arrow Lines	44	#REF!	1.00	#REF!	44	van	1 truck - Isotec Totes															
Seattle Seahawks - 66863	Moreno Valley , CA	Kirkland , WA	13-Feb	55570	Trans-Pro	1225	#REF!	5.00	#REF!	6125	flat	5 flatbeds rubber		R													
Isotec to Calhoun - LCT - PO# 55693	Calhoun , GA	Canton , GA	15-Feb	55693	Arrow Lines	44	#REF!	1.00	#REF!	44	van	1 truck - Isotec Totes		R													
Isotec to Calhoun - 78014-70-00-000	Calhoun , GA	Canton ,GA	15-Feb	55675	Arrow Lines	80	#REF!	1.00	#REF!	80	Van	1 Truck of materials - return to isotec		R													
KIPP DC Bundy Field-66254	Port Elizabeth , NJ	Washington ,DC	15-Feb	55673	Logistics Dynamics	156	#REF!	4.00	#REF!	624	VAN	4 Vans sand		S													
KIPP DC Bundy Field-66254	Bradock ,PA	Washington ,DC	15-Feb	55673	Logistics Dynamics	156	#REF!	4.00	#REF!	624	VAN	4 Vans rubber		R													
Prince George Sports Complex - 66443	Colonie , nY	Landover , MD	15-Feb	55684	CH Robinson	375	#REF!	5.00	#REF!	1875	Flat	4 flats rubber		R													
Prince George Sports Complex - 66443	Colonie , nY	Landover , MD	15-Feb	55684	CH Robinson	375	#REF!	1.00	#REF!	375	Flat	4 flats rubber		R													
Bishop Verot Catholic HS - 78004-66-00-000	Calhoun , GA	Fort Meyers ,FL	16-Feb	55749	Priority 1 Inc	656	#REF!	1.00	#REF!	656	LTL	1 LTL sweepright		S													
Calvary Baptist - Job # 01000122	Calhoun , GA	Shreveport ,LA	16-Feb	55708	Total Quality Logistics	595	#REF!	1.00	#REF!	595	van	1 Truck - turf		S													
Calvary Baptist - Job # 01000122	Calhoun , GA	Shreveport ,LA	16-Feb	55796	Priority 1 Inc	595	#REF!	1.00	#REF!	595	Van	1 Truck - turf - LTL		S													
67002 - drop 1	Calhoun , GA	Issaquah , WA	16-Feb	55709	Integrity Express	2680	#REF!	0.90	#REF!	2412	van	1 van turf - Drop 1		S													
Lake Washington - 66989 - Drop 2	Kirkland , WA	Landover , MD	15-Feb	55708	Integrity Express	2990	#REF!	0.10	#REF!	299	van	1 van turf - Drop 2		R													
66443	Port Elizabeth , NJ	Landover , MD	16-Feb	55685	Foundry Services	155	#REF!	11.00	#REF!	1705	dumps	11 dumps sand		S													
Fieldturf USA 78014-67-00-000	Montreal , QC	Calhoun , GA	17-Feb	55803	Priority 1 Inc	1193	#REF!	1.00	#REF!	1193	van	1 LTL tiles for R&D															
Witter Rec -66141	Calhoun , GA	Alexandria , VA	17-Feb	55753	Total Quality Logistics	631	#REF!	3.00	#REF!	1893	van	3 vans turf															
Calvary Baptist - Job # 01000122	Franklin ,LA	Shaveport , LA	20-Feb	55808	LHB Transport	347	#REF!	3.00	#REF!	1041	dumps	3 dumps sand		S													
Calvary Baptist - Job # 01000122	Queen Creek ,AZ	Shaveport , LA	20-Feb	55804	CH Robinson	1243	#REF!	1.00	#REF!	1243	flatbeds	1 flat rubber		R													
Fieldturf USA 78014-29-00-000	Raleigh ,NC	Calhoun , GA	20-Feb	55803	Priority 1 Inc	440	#REF!	1.00	#REF!	440	van	1 LTL flooring mats															
Fieldturf USA 78014-29-00-000	St ,Anthony , MN	Calhoun , GA	20-Feb	55803	Priority 1 Inc	1051	#REF!	1.00	#REF!	1051	van	1 LTL flooring mats															
FL Marlins Batting Tunnel -SO 66941	Calhoun , GA	Miami , FL	20-Feb	55800	Integrity Express	706	#REF!	0.10	#REF!	71	van	0.1 van turf															
FL Marlins Bulpen Area-SO 66941	Calhoun , GA	Miami , FL	20-Feb	55800	Integrity Express	738	#REF!	1.00	#REF!	738	van	1 van turf and rubber															
Gibson Park - 67062	Calhoun , GA	Miami , FL	20-Feb	55754	Integrity Express	706	#REF!	1.00	#REF!	706	van	1 vans turf															
Gibson Park - 67062	Calhoun , GA	Miami , FL	20-Feb	55754	Integrity Express	706	#REF!	0.90	#REF!	635	van	0.9 vans turf															
Issaquah - Field 1 - 67001 -	Delta , BC	Issaquah , WA	20-Feb	55691	Trans-Pro	136	#REF!	1.00	#REF!	136	Flat	1 flat rubber		R													
Issaquah - Field 2 - 67002 -	Delta , BC	Issaquah , WA	20-Feb	55691	Trans-Pro	136	#REF!	1.00	#REF!	136	Flat	1 flat rubber		R													
Calvary Baptist - Job # 01000122	Woodstock , GA	Shreveport ,LA	21-Feb	55864	Priority 1 Inc	608	#REF!	1.00	#REF!	608	van	1 LTL logo roll															
Soccer Village - 78014-41-00-000	Calhoun , GA	Cincinnati , OH	21-Feb	55864	Priority 1 Inc	392	#REF!	1.00	#REF!	392	van	1 LTL turf		R													
Centerville Baseball - 66288	Moreno Valley , CA	Fremito , CA	22-Feb	55751	Spencer Transportation	433	#REF!	4.00	#REF!	1732	flats	4 flats rubber		R													
GWU Barcroft - 66691	Modesto , CA	Arlington , VA	22-Feb	55908	Priority 1 Inc	2841	#REF!	1.00	#REF!	2841	van	1 LTL lava rock		S													
Beaumont HS 65837	Beaumont , GA	Beaumont , ca	23-Feb	55908	Priority 1 Inc	2155	#REF!	1.00	#REF!	2155	van	1 LTL logo roll															
Fieldturf USA - PO # 55801 LCT	Junction City ,GA	Calhoun , GA	23-Feb	55801	Total Quality Logistics	170	#REF!	1.00	#REF!	170	flatbeds	1 flat sand		S													
Fieldturf USA-65837	Beaumont , GA	Calhoun , GA	24-Feb	55956	Priority 1 Inc	2145	#REF!	1.00	#REF!	2145	van	1 LTL turf		S													
Gibson Park 67062	Woodstock , GA	Miami	24-Feb	55908	Priority 1 Inc	698	#REF!	1.00	#REF!	698	van	1 LTL logo roll															
1000 - Cost to Gallaudet - 66859-I and GWU Barcroft - 63855-I	Modesto , CA	Calhoun , GA	24-Feb	55953	Priority 1 Inc	2410	#REF!	1.00	#REF!	2410	Van	1 LTL truck - 5 skids of Lava rock for Gallaudet and GWU		R													
Petrovsky 1 - 66420	Moreno Valley , CA	Renton , WA	27-Feb	55951	Thompson Transportation	1195	#REF!	6.00	#REF!	7170	Flats	6 flats rubber		R													
CHALLENGER - GI code 78014-70-00-000	Calhoun , GA	Dalton , GA	8-Mar	55434	Land Expedite	30	#REF!	1.00	#REF!	30	van	1 LTL truc - seaming lape															
The Barrier Tech. 78014-67-00-000	Calhoun , GA	Calhoun , GA	27-Feb	55971	Land Expedite	10	#REF!	1.00	#REF!	10	van	1 truck turf		S													
The Shipley School	Port Elizabeth , NJ	Bryn Mawr , PA	27-Feb	55950	Integrity Express	65	#REF!	1.00	#REF!	65	flat	1 flat sand		S													
Witter Rec -66141	Shertrooke , QC	Alexandria , VA	27-Feb	13122	Patriot Freight	646	#REF!	16.00	#REF!	10336	van	16 vans rubber		R													
GWU Barcroft - 66691	Calhoun , GA	Arlington , VA	28-Feb	55913	TQL	626	#REF!	2.00	#REF!	1252	van	2 vans turf															
St Augustine HS 66914	Salt Lake City , UT	San Diego , CA	28-Feb	55915	Romali	755	#REF!	6.00	#REF!	4530	flats	6 flats rubber		R													
Maroa Forsyth SCT 67166	Calhoun , GA	Maroa , IL	29-Feb	56012	Integrity Express	548	#REF!	2.00	#REF!	1096	van	2 vans turf		R													
St. Augustine HS 66914	San Juan Capistrano , CA	San Diego , CA	29-Feb	55912	RAT Sand	66	#REF!	7.00	#REF!	462	dumps	7 dumps sand		S													
Beaumont HS 65837	San Juan Capistrano , CA	Beaumont , ca	1-Mar	55912	RAT Sand	77	#REF!	6.00	#REF!	462	dumps	6 dumps sand		S													
Logos - GI code 62500-00-10-000	Calhoun , GA	Aberdeen , NC	28-Feb	56426	Southeastern Express Lines	400	#REF!	1.00	#REF!	400	van	1 van - logos															
Logos - GI code 62500-00-10-000	Calhoun , GA	Aberdeen , NC	1-Mar	56426	Express Lines	400	#REF!	1.00	#REF!	400	van	1 van - logos															

King George HS 66690	Calhoun, GA	King George, VA	16-Mar	56257	Integrity Express	603	#REF!	6.00	#REF!	3618	flats	6 flats rubber		R		
King George HS 66690	Port Elizabeth, NJ	King George, VA	16-Mar	56259	Foundry Services	205	#REF!	6.00	#REF!	1230	dumps	6 dumps sand		S		
Northeast Community Center - 1000119	Edwardsville, IL	Kansas City, MO	16-Mar	56224	Advanced	11	#REF!	4.00	#REF!	44	dumps	4 dumps sand		S		
Northeast Community Center - 1000119	Des Moines, IA	Kansas City, MO	16-Mar	56350	Integrity Express	197	#REF!	7.00	#REF!	1379	flats	7 flats rubber		R		
Creighton Univ. 01000150	Edwardsville, KS	Omaha, NE	19-Mar	56225	Advanced	188	#REF!	3.00	#REF!	564	dumps	3 dumps sand		S		
Creighton Univ. 01000150	Edwardsville, KS	Omaha, NE	19-Mar	56225	Advanced	188	#REF!	3.00	#REF!	564	dumps	3 dumps sand		S		
SSI Warehouse - Storage Charges - 62502-00-10-000			1-Mar	55436	SSI Express Spencer		#REF!	1.00	#REF!	0	Storage	Storage - March - 101371				
Saint Augustine 66914	Compton, CA	San Diego, CA	19-Mar	56365	Transportation	115	#REF!	1.00	#REF!	115	flat	1 flat rubber		R		
Rubber for Stock - LCT PO 56344	Colonie, NY	Calhoun, GA	20-Mar	56344	Integrity Express	979	#REF!	1.00	#REF!		flat	1 flat rubber Calhoun Stock		R		
Bridgewater Raritan HS - SCT# 67288	Calhoun, GA	Bridgewater, NJ	20-Mar	56379	Total Quality Logistics	815	#REF!	1.00	#REF!	815	van	1 van turf				
Sand for Stock - LCT PO 56343	Junction City, GA	Calhoun, GA	21-Mar	56343	Total Quality Logistics	163	#REF!	1.00	#REF!	163	flat	1 flat sand Calhoun Stock		S		
The Shipley School	Braddock, PA	Bryn Mawr, PA	23-Feb	55834	Logistics Dynamics	285	#REF!	1.00	#REF!	285	flat	1 flat rubber		R		
Lakes HS Area 1 - 64650	Moreno Valley, CA	Lakewood, WA	21-Mar	56393	Thompson Transportation	1171	#REF!	2.00	#REF!	2342	flat	2 flats rubber		R		12024.1
Fieldturf USA - 62500-00-20-000	Salem, IN	Calhoun, GA	22-Mar	56918	Priority 1 Inc	389	#REF!	1.00	#REF!	389	van	1 LTL flooring samples				
Adelanto Football 66066	Calhoun, GA	Adelanto, CA	23-Mar	56413	Trans-Pro	2107	#REF!	1.00	#REF!	2107	van	1.5 van turf				
Adelanto Baseball 66067	Calhoun, GA	Adelanto, CA	23-Mar	56414	Trans-Pro	2107	#REF!	0.50	#REF!	1054	van	0.5 van turf				
Adelanto Football 66066	Calhoun, GA	Adelanto, CA	23-Mar	56414	Trans-Pro	2107	#REF!	0.50	#REF!	1054	van	1.5 van turf				
Purdue Univ. 1000148	Calhoun, GA	West Lafayette, IN	23-Mar	56425	Integrity Express	533	#REF!	0.40	#REF!	213	van	0.4 van turf				
Purdue Univ. 1000148	Calhoun, GA	West Lafayette, IN	23-Mar	56425	Integrity Express	533	#REF!	0.30	#REF!	160	van	0.3 van rubber		R		
Purdue Univ. 1000148	Calhoun, GA	West Lafayette, IN	23-Mar	56425	Integrity Express	533	#REF!	0.30	#REF!	160	van	0.3 van sand		S		
Landtek -62500-00-10-000	King George, VA	Islip Township, NY	22-Mar	56445	Integrity Express	326	#REF!	1.00	#REF!	326	flatbed	1 flat rubber		R		
Borough of Park Ridge 67201-00-10-000	Calhoun, GA	Park Ridge, NJ	23-Mar	56446	TQL	873	#REF!	1.00	#REF!	873	van	1 van rubber and sand		R		
Boise State Univ. SCT 67298	Calhoun, GA	Boise, ID	23-Mar	56613	TQL	2103	#REF!	1.00	#REF!	2103	van	1 van turf				
Tarkett Inc.Quebec 62500-00-20-000	Calhoun, GA	Farmham, QC	22-Mar	57287	Priority 1 Inc	1197	0.20	1.00	#REF!	1197	van	1 LTL flooring mats				
Gallaudet Univ. SO 66859	Calhoun, GA	Washington, DC	23-Mar	56462	Integrity Express	633	#REF!	2.00	#REF!	1266	van	2 vans turf				
Gallaudet Univ. SO 66859 - Drop 1	Calhoun, GA	Washington, DC	23-Mar	56518	Integrity Express	834	#REF!	0.40	#REF!	334	van	0.4 van turf				
Bridgewater Raritan HS - SCT# 67288 - Drop 3	Calhoun, GA	Bridgewater, NJ	23-Mar	56468	Integrity Express	834	#REF!	0.30	#REF!	250	van	0.3 van turf				
Agnes Irwin SCT 67297 - Drop 2	Calhoun, GA	Wayne, Pa	23-Mar	56466	Integrity Express	834	#REF!	0.30	#REF!	250	van	0.3 van turf				
Agnes Irwin SCT 67297	Calhoun, GA	Wayne, Pa	23-Mar	56465	Integrity Express	769	#REF!	1.00	#REF!	769	van	1 van turf				
Monta Vista SCT 37305	Calhoun, GA	Cupertino, CA	26-Mar	56539	Integrity Express	2447	#REF!	1.00	#REF!	2447	van	1 van turf				
Monta Vista SCT 37305	Calhoun, GA	Cupertino, CA	26-Mar	56555	Integrity Express	2447	#REF!	1.00	#REF!	2447	van	1 van turf				
Bridgewater Raritan HS 1000156	Colonie, NY	Bridgewater, NJ	30-Mar	56564	Integrity Express	173	#REF!	6.00	#REF!	1038	flats	6 flats rubber		R		
Agnes Irwin SCT 67297	Colonie, NY	Wayne, Pa	30-Mar	56567	CH Robinson	238	#REF!	5.00	#REF!	1190	flats	5 flats rubber		R		
Fieldturf USA - 62500-00-20-000	Montreal, CA	Calhoun, GA	27-Mar	56908	Patriot Freight Spencer	1186	#REF!	1.00	#REF!	1186	van	1 LTL flooring mats				
Harvard Westlake - 67201-00-10-000	Moreno Valley, CA	Los Angeles, CA	29-Mar	56570	Transportation	86	#REF!	1.00	#REF!	86	flat	1 flat rubber		R		
Adelanto Football 66066	Salt Lake City, UT	Adelanto, CA	2-Apr	56608	G.W. Transport	612	#REF!	6.00	#REF!	3672	flat	6 flats rubber		R		
Adelanto Softball 66067	Salt Lake City, UT	Adelanto, CA	2-Apr	56608	G.W. Transport	612	#REF!	1.00	#REF!	612	flat	1 flat rubber		R		
Boise State Univ. SCT 67298	Salt Lake City, UT	Boise, ID	30-Mar	56609	Romall	340	#REF!	5.00	#REF!	1700	flat	5 flats rubber		R		
Agnes Irwin SCT 67297	Port Elizabeth, NJ	Wayne, Pa	30-Mar	56610	Levari Trucking	67	#REF!	7.00	#REF!	469	dump	7 dumps sand		S		
Bridgewater Raritan HS 1000156	Port Elizabeth, NJ	Bridgewater, NJ	30-Mar	56611	Foundry Services	109	#REF!	11.00	#REF!	1199	dump	11 dumps sand		S		
Roanoke College - 67201-00-10-000	Calhoun, GA	Salem, VA	28-Mar	56920	Priority 1 Inc	393	#REF!	1.00	#REF!	393	van	1 LTL rubber and turf		R		
Adelanto Football 66066	San Juan Capistrano, CA	Adelanto, CA	3-Apr	56650	RAT Sand	95	#REF!	5.00	#REF!	475	dumps	6 dumps sand		S		
Adelanto Softball 66067	San Juan Capistrano, CA	Adelanto, CA	3-Apr	56650	RAT Sand	95	#REF!	1.00	#REF!	95	dumps	6 dumps sand		S		
Witter Rec - 66141	Sherbrooke, QC	Alexandria, VA	27-Feb	55914	Patriot Freight	646	#REF!	1.00	#REF!	646	van	1 van rubber		R		
Sand for stock - LCT PO 56601	Junction City, GA	Calhoun, GA	2-Apr	56601	Total Quality Logistics	163	#REF!	1.00	#REF!	163	flat	1 flat sand Calhoun Stock		S		
B2 Floor System 62500-00-20-000	Calhoun, GA	Clinton, UT	28-Mar	56922	Arrow Lines	1802	0.10	1.00	#REF!	1802	van	1 LTL flooring				
Commercial Floorworks of Lawrence 62500-00-20-000	Calhoun, GA	Overland Park, KS	29-Mar	56922	Arrow Lines	753	#REF!	1.00	#REF!	753	van	1 LTL flooring				
Sport Floor Resources 62500-00-20-000	Calhoun, GA	Lakewood, CA	29-Mar	56922	Arrow Lines	2123	#REF!	1.00	#REF!	2123	van	1 LTL flooring				
Big Sky Enterprises - 14051-00-00-000	Montreal, QC	Winnipeg, MB	28-Mar	56623	Cavalier Transport	1715	#REF!	1.00	#REF!	1715	van	1 LTL flooring				
Fieldturf USA 62500-00-10-000	Wayne, PA	Calhoun, GA	29-Mar	56626	Priority 1 Inc	768	#REF!	1.00	#REF!	768	van	1 LTL 1 roll return				
Fort Sam Houston 1 - 66460	Calhoun, GA	San Antonio, TX	30-Mar	56637	TQL	1005	#REF!	0.40	#REF!	402	van	0.4 van turf				
Fort Sam Houston 2 - 66462	Calhoun, GA	San Antonio, TX	30-Mar	56637	TQL	1005	#REF!	0.40	#REF!	402	van	0.2 van turf				
Fort Sam Houston 5 - 66466	Calhoun, GA	San Antonio, TX	30-Mar	56637	TQL	1005	#REF!	0.20	#REF!	201	van	0.4 van turf				
Fort Sam Houston 1 - 66460	Queen Creek, AZ	San Antonio, TX	30-Mar	56638	Trans-Pro	957	#REF!	1.00	#REF!	957	flat	1 van turf		R		
Fort Sam Houston 2 - 66462	Queen Creek, AZ	San Antonio, TX	30-Mar	56638	Trans-Pro	957	#REF!	1.00	#REF!	957	flat	1 flat rubber		R		
Fort Sam Houston 5 - 66466	Queen Creek, AZ	San Antonio, TX	30-Mar	56638	Trans-Pro	957	#REF!	1.50	#REF!	1436	flat	1.5 flats rubber		R		
900	Laona, WI	Headingley, MB	30-Mar	13112	Integrity Express	710	4.23	1.00	#REF!	710	flat	1 flatbed flooring				
Boise State - SCT# 67298	Calhoun, GA	Boise, ID	28-Mar	56636	Priority 1 Inc	2103	#REF!	1.00	#REF!	2103	van	1 van turf				
Gallaudet BB 66859	Port Elizabeth, NJ	Washington, DC	30-Mar	56641	Foundry Services	157	#REF!	10.00	#REF!	1570	dump	10 dump trucks sand		S		
Gallaudet BB 66859	Colonie, NY	Washington, DC	30-Mar	56643	Logistics Dynamics	372	#REF!	8.00	#REF!	2976	flats	8 flats rubber		R		
Berliner Park 67335	Calhoun, GA	Columbus, OH	29-Mar	56648	Ron Expedite	500	#REF!	1.00	#REF!	500	van	1 van turf				
Gallaudet BB 66859	Woodstock, GA	Washington, DC	29-Mar	56664	Priority 1 Inc	658	#REF!	1.00	#REF!	658	van	1 LTL truck - logos				
Fort Sam Houston 5 - 66466	Calhoun, GA	San Antonio, TX	2-Apr	56692	Trans-Pro	957	#REF!	0.20	#REF!	191	flat	1.5 flats rubber		R		
U of T - Indoor - SCT 67352	Calhoun, GA	Austin, TX	2-Apr	56667	Trans-Pro	972	#REF!	1.00	#REF!	972	van	1 truck - turf				
COE College - GL code - 14051-00-00-000 - chargeback - Brian Kramer	Calhoun, GA	Cedar Rapids, IA	30-Mar	55671	Priority 1 Inc	810	#REF!	1.00	#REF!	810	van	1 LTL truck - groomight				
IUPUI Carroll Stadium SCT 67359	Calhoun, GA	Indianapolis, IN	4-Apr	56689	Integrity Express	470	#REF!	2.00	#REF!	940	van	2 vans turf				
Fort Sam - Field 5 - drop 1	Calhoun, GA	Austin, TX	2-Apr	56691	C.H. Robinson	1350	2.02	0.20	3300.00	2272	van	1 van turf drop 1				
Harlingen Bogus Stad SCT 67358 - drop 2	Calhoun, GA	Harlingen, TX	2-Apr	56691	C.H. Robinson	1350	2.02	0.80	3300.00	2272	van	1 van turf drop 2				
Fort Sam - Field 5 - drop 1	Calhoun, GA	Austin, TX	2-Apr	56691	C.H. Robinson	1350	2.02	0.20	3300.00	2272	van	1 van turf drop 1				
Harlingen Bogus Stad SCT 67358 - drop 2	Calhoun, GA	Harlingen, TX	2-Apr	56691	C.H. Robinson	1350	2.02	0.80	3300.00	2272	van	1 van turf drop 2				
Harlingen Bogus Stad.SCT.67358	Calhoun, GA	Harlingen, TX	2-Apr	56691	C.H. Robinson	1136	2.02	1.00	#REF!	2272	van	1 van turf				
Fort Sam Houston 1-66460	Washington, DC	San Antonio, TX	30-Mar	56693	Priority 1 Inc	1600	#REF!	0.60	#REF!	960	van	0.6 van turf				
Fort Sam Houston 3 - 66464	Washington, DC	San Antonio, TX	30-Mar	56693	Priority 1 Inc	1600	#REF!	0.40	#REF!	640	van	0.4 van turf				
U of T - Indoor - SCT 67352	Calhoun, GA	Austin, TX	2-Apr	56692	Trans-Pro	972	#REF!	0.80	#REF!	778	van	1 van turf				
Plymouth North HS Football SO 66490	Calhoun, GA	Plymouth, MA	5-Apr	56706	Integrity Express	1067	#REF!	1.00	#REF!	1067	van	1 van turf				
Atlanta Silverbacks Indoor SCT#67369	Calhoun, GA	Suwanee, GA	5-Apr	56705	Priority 1 Inc	90	#REF!	1.00	#REF!	90	van	1 van turf				
Atlanta Silverbacks Indoor SCT#67369	Colonie, NY	Suwanee, GA	3-Apr	56706	Integrity Express	980	#REF!	1.00	#REF!	980	flat	1 flat rubber		R		
U of T - Indoor - SCT 67352	Queen Creek, AZ	Austin, TX	5-Apr	56708	Trans-Pro	982	#REF!	5.00	#REF!	4910	flats	5 flats rubber		R		
Logos - GI code 62500-00-10-000	Calhoun, GA	Aberdeen, NC	28-Mar	56850	Southeastern Express Lines	400	#REF!	1.00	#REF!	400	van	1 van - logos				
North Royalton SCT 67378	Calhoun, GA	North Royalton, OH	4-Apr	56712	C.H. Robinson Spencer	625	#REF!	1.00	#REF!	625	van	1 van rubber and turf		R		
Monta Vista SCT 37305	Moreno Valley, CA	Cupertino, CA	9-Apr	56743	Transportation	414	#REF!	6.00	#REF!	2484	flats	6 flats rubber		R		
Spec International 62500-00-10-000	Calhoun, GA	Tucson, TX	3-Apr	56744	Priority 1 Inc	1737	#REF!	1.00	#REF!	1737	van	1 LTL turf				
Fieldturf USA 62500-00-10-000	Tucson, AZ	Calhoun, GA	10-Apr	56744	Priority 1 Inc	1737	#REF!	1.00	#REF!	1737	van	1 LTL turf				
Fieldturf USA 62500-00-10-000	Cupertino, CA	Calhoun, GA	3-Apr	56744	Priority 1 Inc	2445	#REF!	1.00	#REF!	2445	van	1 LTL turf				
Logos - GI code 62500-00-10-000	Calhoun, GA	Aberdeen, NC	30-Mar	56957	Southeastern Express Lines	400	#REF!	1.00	#REF!	400	van	1 van - logos				
Logos - GI code 62500-00-10-000	Calhoun, GA	Aberdeen, NC	28-Mar	56957	Southeastern Express Lines	400	#REF!	1.00	#REF!	400	van	1 van - logos				
mCnASTER - Carr Supply - GI Code - 78014-70-00-000	Calhoun, GA	Atlanta, GA	2-Mar	56957	Southeastern Express Lines	70	#REF!	1.00	#REF!	70	van	1 LTL truck - supplies				
Bridgewater Raritan SCT 67288	Calhoun, GA	Bridgewater, NJ	4-Apr	56781	Land Expedite	815	#REF!	1.00	#REF!	815	van	1 roll turf				
Dickinson HS Astoria Field SCT 67405	Calhoun, GA	Dickinson, ND	5-Apr	56782	Integrity Express	1582	#REF!	1.00	#REF!	1582	van	1 van turf and sand				
Granger SO - GI code 71010-42-00-000	Calhoun, GA	Miramar Beach, FL	4-Apr	56780	Land Expedite	390	#REF									

Plymouth North HS Football SO 85490	Calhoun, GA	Plymouth, MA	5-Apr	58912	Priority 1 Inc	1087	#REF!	1.00	#REF!	1087	van	1 LTL turf and groomright					
	Calhoun, GA	Morton, IL	9-Apr	58914	Ron Expedite	635	#REF!	1.00	#REF!	635	van	1 Truck - rubber and sand					
Groomrights - SFS - LCT - 65127	Delhi, NY	Calhoun, GA	21-Mar	55127	Trans-Pro	900	#REF!	2.00	#REF!	1800	van	1 Truck - groomrights					
Coastal Sports of NJ SCT 67424	Bradstock, PA	Fairfield, NJ	10-Apr	58845	Logistics Dynamics	347	#REF!	2.00	3000.00	694	flats	2 flats rubber					
Coastal Sports of NJ SCT 67424	Port Elizabeth, NJ	Fairfield, NJ	10-Apr		Levan Trucking	147	#REF!	1.00	600.00	147	dump	1 dump sand					
Coastal Sports of NJ SCT 67424	Calhoun, GA	Fairfield, NJ	9-Apr	58844	TGL	840	#REF!	1.00	2400.00	840	van	1 van turf					
U of T - Indoor - SCT 67352	Calhoun, GA	Austin, TX	9-Apr	58852	Trans-Pro	1137	#REF!	0.50	#REF!	1137	van	0.5 van logos					
Harlingen Bogus Stad SCT 67358	Calhoun, GA	Harlingen, TX	9-Apr	58853	Trans-Pro	1137	#REF!	0.50	#REF!	1137	van	0.5 van logos					
Harlingen Bogus Stad SCT 67358	Queen Creek, AZ	Harlingen, TX	10-Apr	58861	Trans-Pro	1208	#REF!	4.00	#REF!	4832	flats	4 flats rubber					
Plymouth North HS Football SO 85490	Port Elizabeth, NJ	Plymouth, MA	10-Apr	58862	Foundry Services	355	#REF!	7.00	#REF!	2485	dump	7 dumps sand					
Plymouth North HS Football SO 85490	Colonia, NY	Plymouth, PA	10-Apr	58867	Integrity Express	207	#REF!	6.00	#REF!	1242	flats	6 flats rubber					
Bishop O'Connell Football 66207	Calhoun, GA	Arlington, VA	11-Apr	58866	Allen Lund	624	#REF!	2.00	3350.00	1248	vans	2 vans turf					
UPUI Carroll Stadium SCT 67359	Brantford, ON	Indianapolis, IN	11-Apr	58870	Integrity Express	454	#REF!	5.00	#REF!	2270	flats	5 flats rubber					
Gilmer SCT 67436	Calhoun, GA	Gilmer, TX	12-Apr	58880	Trans-Pro	682	#REF!	1.00	#REF!	682	van	1 van turf					
Portland Timbers SCT 67437	Calhoun, GA	Portland, OR	12-Apr	58881	Integrity Express	2530	#REF!	2.00	#REF!	5060	vans	2 vans turf					
North Royaton SCT 67378	Calhoun, GA	North Royaton, OH	11-Apr	58898	Priority 1 Inc	625	#REF!	1.00	#REF!	625	van	1 LTL turf					
												1 van turf - Premium freight paid to get the carrier to go back to Calhoun to pick up the Monta Vista logos					
Edison SCT 67439	Calhoun, GA	San Diego, CA	12-Apr	58899	Trans-Pro	2141	#REF!	1.00	#REF!	2141	van	van					
Ablene Shotwell SCT 67440	Calhoun, GA	Ablene, TX	13-Apr	58901	Trans-Pro	992	#REF!	1.00	#REF!	992	van	1 van turf					
Ablene Shotwell SCT 67440	Calhoun, GA	Ablene, TX	13-Apr	58902	Trans-Pro	992	#REF!	0.50	#REF!	496	van	0.5 van turf					
Gilmer SCT 67436	Calhoun, GA	Gilmer, TX	13-Apr	58900	Trans-Pro	992	#REF!	0.50	#REF!	496	van	0.5 van turf					
Mendota	Woodstock, GA	Mendota, IL	12-Apr	58913	Priority 1 Inc	730	#REF!	1.00	#REF!	730	van	1 LTL logo roll					
Rondi 62500-00-20-000	Montreal, QC	Calhoun, GA	12-Apr	58913	Priority 1 Inc	1186	#REF!	1.00	#REF!	1186	van	1 LTL flooring mats					
Monta Vista 67201-00-10-000	Calhoun, GA	San Ramon, CA	12-Apr	58913	Priority 1 Inc	2452	#REF!	1.00	#REF!	2452	van	1 LTL turf					
Ablene Shotwell SCT 67440	Queen Creek, AZ	Ablene, TX	16-Apr	58960	Integrity Express	858	#REF!	6.00	#REF!	5148	flats	6 flats rubber					
Gilmer SCT 67436	Queen Creek, AZ	Gilmer, TX	16-Apr	58961	Logistics Dynamics	1170	#REF!	1.00	#REF!	1170	flat	1 flat rubber					
Monta Vista SCT 37305	San Diego, CA	Cupertino, CA	16-Apr	58979	Priority 1 Inc	467	#REF!	1.00	#REF!	467	van	1 LTL turf					
Rosedale Rec. Center SO 84253	Calhoun, GA	Washington, DC	18-Apr	57017	Allen Lund	630	#REF!	1.00	#REF!	630	van	1 nan turf					
Gilmer SCT 67436	Ablene, TX	Gilmer, TX	17-Apr	57016	Trans-Pro	310	#REF!	1.00	#REF!	310	van	1 van turf					
Ramapo Day School 1 SCT 67481	Calhoun, GA	Airmont, NY	20-Apr	57023	Integrity Express	863	#REF!	0.40	#REF!	345	van	0.4 van					
Ramapo Day School 2 SCT 67482	Calhoun, GA	Airmont, NY	20-Apr	57024	Integrity Express	863	#REF!	0.30	#REF!	259	van	0.3 van					
Ramapo Day School 5 SCT 67483	Calhoun, GA	Airmont, NY	20-Apr	57025	Integrity Express	863	#REF!	0.30	#REF!	259	van	0.3 van					
William Field SCT 67503	Colonia, NY	Elizabeth, NJ	19-Apr	57058	Total Quality Logistics	165	#REF!	7.00	#REF!	1155	flat	7 flats rubber					
William Field SCT 67503	Port Elizabeth, NJ	Elizabeth, NJ	23-Apr	57060	Foundry Services	122	#REF!	13.00	#REF!	1586	dump	13 dumps					
Pioneer Athletics 62500-00-10-000	Calhoun, GA	Cleveland, OH	18-Apr	57057	Priority 1 Inc	632	#REF!	1.00	#REF!	632	van	1 LTL turf					
Edison SCT 67439	Moreno Valley, CA	San Diego, CA	19-Apr	57061	Transportation	100	#REF!	1.00	#REF!	100	flat	1 flat rubber					
Edison SCT 67439	San Juan Capistrano, CA	San Diego, CA	19-Apr	57064	Balton Trucking	67	#REF!	2.00	#REF!	134	dump	2 dumps sand					
US Naval Academy SCT 67508	Calhoun, GA	Annapolis, MD	19-Apr	57077	Integrity Express	670	#REF!	5.34	#REF!	603	van	0.9 vans turf					
Edison SCT 67439	Rialto, CA	San Diego, CA	12-Apr	57180	SSI Express	90	#REF!	1.00	#REF!	90	van	1 van - equip move - 102212					
Bishop O'Connell Football 66207	Calhoun, GA	Arlington, VA	19-Apr	57078	Integrity Express	670	#REF!	0.10	#REF!	67	van	0.1 van turf					
Rosedale Rec. Center SO 84253	Calhoun, GA	Washington, DC	19-Apr	57091	Priority 1 Inc	630	#REF!	1.00	#REF!	630	van	1 LTL groomright					
Columbia Public School 62500-00-10-000	Calhoun, GA	Columbia, MS	19-Apr	57091	Priority 1 Inc	611	#REF!	1.00	#REF!	611	van	1 LTL sweepright					
Allegheny County Public School	Calhoun, GA	Cumberland, MD	20-Apr	57095	Priority 1 Inc	636	#REF!	1.00	#REF!	636	van	1 LTL rubber					
William Field SCT 67503	Calhoun, GA	Elizabeth, NJ	20-Apr	57097	Total Quality Logistics	845	#REF!	2.00	#REF!	1690	van	2 vans turf					
Saddleback SCT 67517	Calhoun, GA	Santa Ana, CA	20-Apr	57098	Integrity Express	2180	#REF!	1.00	#REF!	2180	van	1 van turf					
Alamo Navajo - SCT 67534	Calhoun, GA	Alamo, NM	23-Apr	57122	Trans-Pro	1540	#REF!	2.00	#REF!	3080	van	2 vans turf					
Groomrights - SFS - LCT - 65127	Delhi, NY	Calhoun, GA	8-May	55127	Trans-Pro	900	#REF!	1.00	#REF!	900	van	1 Truck - groomrights					
Ramapo Day School 1 SCT 67481	Lockport, NY	Airmont, NY	23-Apr	57099	Total Quality Logistics	353	#REF!	2.00	#REF!	706	flats	2 flats rubber					
Ramapo Day School 2 SCT 67482	Lockport, NY	Airmont, NY	23-Apr	57102	Total Quality Logistics	353	#REF!	1.00	#REF!	353	flats	1 flat rubber					
Ramapo Day School 5 SCT 67483	Lockport, NY	Airmont, NY	23-Apr	57104	Total Quality Logistics	353	#REF!	1.00	#REF!	353	flats	1 flat rubber					
Ramapo Day School 1 SCT 67481	Port Elizabeth, NJ	Airmont, NY	23-Apr	57100	Total Quality Logistics	160	#REF!	1.00	#REF!	160	flats	1 flat sand					
Ramapo Day School 2 SCT 67482	Port Elizabeth, NJ	Airmont, NY	23-Apr	57103	Total Quality Logistics	160	#REF!	1.00	#REF!	160	flats	1 flat sand					
Ramapo Day School 5 SCT 67483	Port Elizabeth, NJ	Airmont, NY	23-Apr	57105	Total Quality Logistics	160	#REF!	1.00	#REF!	160	flats	1 flat sand					
Weir Field Replacement SO 67268	Calhoun, GA	Sackville, NS	20-Apr	57118	Integrity Express	1750	#REF!	2.00	#REF!	3500	vans	2 vans turf					
Percy Perry SO 67315	Calhoun, GA	Cocquiltam, BC	20-Apr	57118	Integrity Express	2730	#REF!	2.00	#REF!	5460	vans	2 vans turf					
Shea Stad. 67528	Calhoun, GA	Irontdale, AL	20-Apr	57119	Priority 1	140	#REF!	1.00	#REF!	140	van	1 van turf					
SchOrwood HS SO 67530	Calhoun, GA	Shorewood, WI	23-Apr	57120	Priority 1 Inc	753	#REF!	1.00	#REF!	753	van	1 LTL rubber					
Central Valley Builders Supply SO 67484	Calhoun, GA	Headsburg, CA	28-Apr	57120	Priority 1 Inc	2543	#REF!	1.00	#REF!	2543	van	1 LTL groomright and wings					
Bishop O'Connell Football 66207	Port Elizabeth, NJ	Arlington, VA	24-Apr	57152	Foundry Services	164	#REF!	8.00	#REF!	1312	dump	8 dumps sand					
Bishop O'Connell Football 66207	Bradstock, PA	Arlington, VA	25-Apr	57151	Logistics Dynamics	241	#REF!	6.00	#REF!	1446	vans	6 trucks rubber					
Saddleback SCT 67517	Calhoun, GA	Santa Ana, CA	23-Apr	57153	Priority 1 Inc	2180	#REF!	1.00	#REF!	2180	van	1 LTL turf					
Washington Rock 78014-67-00-000	Rialto, CA	Orting, WA	23-Apr	57154	Thompson	1166	#REF!	1.00	#REF!	1166	van	1 LTL carpet beater machine					
Andover HS Gl. code - 67201-00-10-00	Calhoun, GA	Andover, KS	25-Apr	57177	Priority 1 Inc	916	#REF!	1.00	#REF!	916	van	1 LTL rubber					
Flooring Resources 62500-00-20-000	Calhoun, GA	Lakeside, CA	25-Apr	57210	Priority 1 Inc	2123		0.17	353.19	2123	van	1 LTL flooring					
Fort Sam Houston 3 - 66464	Calhoun, GA	San Antonio, TX	27-Apr	57208	Planes Transportation	1005	#REF!	0.50	#REF!	1200.00	1005	van	0.5 van turf				
Fort Sam Houston 4 - 66465	Calhoun, GA	San Antonio, TX	27-Apr	57207	Planes Transportation	1005	#REF!	0.50	#REF!	1200.00	1005	van	0.5 van turf				
Fort Sam Houston 6 - 66467	Calhoun, GA	San Antonio, TX	27-Apr	57209	Planes Transportation	1005	#REF!	1.00	#REF!	2400.00	1005	van	1 van turf				
Rosedale Rec. Center SO 84253	Port Elizabeth, NJ	Washington, DC	26-Apr	57271	Levan Trucking	157	#REF!	17.00	#REF!	2669	dumps	17 sh-axes					
Rosedale Rec. Center SO 84253	Colonia, NY	Washington, DC	26-Apr	57220	Total Quality Logistics	373	#REF!	5.00	#REF!	1865	vans	5 flats rubber					
Westminster School SCT 67596	Calhoun, GA	Simsbury, CT	27-Apr	57224	Integrity Express	975	#REF!	2.00	#REF!	1950	flats	2 vans turf					
Murray State Univ. 67201-00-10-00	Calhoun, GA	Murray, KY	26-Apr	57273	Priority 1 Inc	297	#REF!	1.00	#REF!	297	van	1 LTL groomright					
East Senior HS SCT 67613	Calhoun, GA	Duluth, MN	30-Apr	57272	Total Quality Logistics	1120	#REF!	2.00	#REF!	2240	vans	2 vans turf					
William Field SCT 67503	Calhoun, GA	Elizabeth, NJ	30-Apr	57275	Total Quality Logistics	882	#REF!	0.50	#REF!	441	van	0.5 van rubber and turf					
Beach Park Field 14051-00-00-000	Calhoun, GA	Port Washington, NY	30-Apr	57274	Total Quality Logistics	882	#REF!	0.50	#REF!	441	van	0.5 van TURF					
US Naval Academy SCT 67508	Colonia, NY	Annapolis, MD	30-Apr	57297	Integrity Express	360	#REF!	4.00	#REF!	1440	flats	4 flats rubber					
US Naval Academy SCT 67508	Port Elizabeth, NJ	Annapolis, MD	30-Apr	57298	Levan Trucking	145	#REF!	8.00	#REF!	1160	flats	8 flats rubber					
Tiles - LCT - PO 56917	Montreal, QC	Calhoun, ga	4-May	56917	Trans-Pro	1205	#REF!	1.00	#REF!	1205	van	1 Truck - tiles					
Pro Football Hall of Fame SCT 67616	Calhoun, GA	Canton, OH	1-May	57300	TGL	638	#REF!	1.00	#REF!</								

G20836	PROJECT NAME	Year	OWNER	City	State	Entity	Product	Co-op	Sub	Received	Contract
A01395	Pearland High	2005	Pearland Independent SD	Pearland	TX	S.D.	Plexipave	TCPN	Patriot Courts		29,675.00
A01895	Texas Tech University	2005	Texas Tech University	Lubbock	TX	University	Classic 2.5" Site	TCPN	FieldTurf		400,487.84
B00195	East Chambers High	2006	East Chambers ISD	Winnie	TX	S.D.	Plexipave	TCPN	American Sports & Concrete		24,274.46
B00395	Stallworth Stadium	2006	Goose Creek ISD	Baytown	TX	S.D.	Duraspine 2.5" Site	TCPN	FieldTurf		748,938.84
B00695	Pearland High	2006	Pearland ISD	Pearland	TX	S.D.	Plexipave	TCPN	M Scott Construction, Ltd.		82,367.12
B00995	Friendswood High	2006	Friendswood School District	Friendswood	TX	S.D.	XT-60 Site and BMSS	TCPN	FieldTurf		1,018,361.57
B02185	Texas Tech Jones Stadium	2006	Texas Tech University	Lubbock	TX	University	Classic 2.5" & Site	TCPN	FieldTurf		959,500.00
B02295	Clark Field	2006	Plano ISD	Plano	TX	S.D.	Classic 2.5" & Site	TCPN	FieldTurf		465,160.48
B02595	Lyford High School	2006	Lyford Consolidated ISD	Lyford	TX	S.D.	4 Post Tension Courts Plexipave	TCPN	M Scott Construction, Ltd.		261,582.00
B03495	Texas Tech Soccer Stadium	2006	Texas Tech University	Lubbock	TX	University	Duraspine 2.0" & Site	TCPN	FieldTurf		1,510,887.00
B03795	Charles Rouse High	2006	Leander Independent SD	Leander	TX	S.D.	Duraspine 2.5" & Site	TCPN	Carter Construction		626,534.00
B64796	Americas High School	2006	Socorro Independent SD	El Paso	TX	S.D.	Poly-Mat S Black	TCPN	Omega Paving		172,078.00
BA3	Vista Ridge/Cedar Park	2006	Leander ISD	Cedar Park	TX	S.D.	Duraspine 2.5" & Site	TCPN	Carter Construction		1,425,820.00
C02585	Texas Tech Weight Room	2007	Texas Tech University	Lubbock	TX	University	Synthetic Turf/ Weight room	TCPN	FieldTurf		11,632.00
C04895	Fossil Ridge High	2007	Keller Independent School Dist	Keller	TX	S.D.	6 Courts Resurfaced Plexipave	TCPN	American Sports & Concrete		29,278.00
C22296	Walter Clark Middle	2007	Socorro Independent SD	El Paso	TX	S.D.	L-2000 & Site	TCPN	Dustrol Inc		59,603.00
C22396	Montwood Middle	2007	Socorro Independent SD	El Paso	TX	S.D.	L-2000 & Site	TCPN	Dustrol Inc		59,603.00
C22496	Sanchez Middle School	2007	Socorro Independent SD	Socorro	TX	S.D.	L-2000 & Site	TCPN	Dustrol Inc		82,735.00
C65296	Montwood High School	2007	Socorro Independent SD	El Paso	TX	S.D.	Poly-Mat S Black & Site	TCPN	Dustrol Inc		141,528.00
D01085	Red Rock High School	2008	Sedona Oak Creek Unified SD	Sedona	AZ	S.D.	Duraspine 2.5", Atlas SWE, & Site	TCPN	FieldTurf		830,984.00
D02185	Winslow District Stadium	2008	Winslow Area School District	Winslow	AZ	S.D.	Duraspine 2.5" & Site	TCPN	FieldTurf		852,561.00
D02795	Sherman ISD	2008	Sherman Independent SD	Sherman	TX	S.D.	6 Courts Plexipave	TCPN	American Sports & Concrete		144,443.00
D61936	Red Rock High School	2008	Sedona Oak Creek Unified SD	Sedona	AZ	S.D.	Atlas SWLE	TCPN	FieldTurf		829,911.00
E021E5	Pocahontas High School	2009	Pocahontas Public Schools	Pocahontas	AR	S.D.	Atlas-Resisport BMSS & Site	TCPN	McConnell & Associates		258,307.00
E03685	Daytona Beach Municipal Stad.	2009	Daytona Beach, city of	Daytona Beach	FL	City	Duraspine 2.5"	TCPN	FieldTurf		564,344.00
E064E5	East Chambers High	2009	East Chambers ISD	Winnie	TX	S.D.	PGL	TCPN	FieldTurf		19,997.00
E06795	Hallettsville Baseball Field	2009	City of Hallettsville	Hallettsville	TX	City	Classic 2.0"	TCPN	FieldTurf		189,410.00
F003E5	Port Arthur Turf	2010	Port Arthur ISD	Port Arthur	TX	S.D.	Duraspine Pro 2.5"	TCPN	FieldTurf		941,222.89
F016E5	Houston Amateur Sports Park	2010	Houston Parks Board	Houston	TX	City	FieldTurf Duraspine PRO 2.5	TCPN	FieldTurf		641,981.28
FM6	Mingus High School	2010	Mingus Union High School	Cottonwood	AZ	S.D.	Duraspine PRO 2.5" BSS 100	TCPN	FieldTurf		1,088,104.00
G001E5	Univ of Texas San Antonio	2011	Univ of Texas San Antonio	San Antonio	TX	University	Classic 2" Slit Film	TCPN	FieldTurf	12/8/2010	2,655,513.80
G00285	West Aurora High School	2011	SD #129	Aurora	IL	S.D.	Duraspine Pro 2.5"	TCPN	FieldTurf	12/21/2010	403,485.03
G01185	Hersey High School	2011	Township High School District #214	Arlington Heights	IL	S.D.	FT Revolution 2.5"	TCPN	FieldTurf	3/15/2011	430,539.04
G01285	Wheeling High School	2011	Township High School District #214	Wheeling	IL	S.D.	FT Revolution 2.5"	TCPN	FieldTurf	3/15/2011	437,007.35
G02585	Chesterton High School	2011	Duneland School Corporation	Chesterton	IN	S.D.	Revolution 2.5" & Sitework	TCPN	FieldTurf	5/23/2011	827,736.46
G02985	Lakeland HS Bryant Stadium	2011	City of Lakeland	Lakeland	FL	City	Duraspine Pro 2.5" & Sitework	TCPN	FieldTurf	6/17/2011	812,109.85
G03795	Glacier Peak - Snohomish	2011	Snohomish School District	Snohomish	WA	S.D.	Grass Fields & SiteWork	TCPN	FieldTurf	7/18/2011	871,687.49
G20836	Sun Ridge Middle School	2011	Socorro Independent SD	El Paso	TX	S.D.	Atlas L-2000 Running Track	TCPN	Atlas Tracks	10/31/2011	67,647.00
GM3A95	Petrovitsky Design	2011	Kent Youth Soccer Association	Kent	WA	Private	Design	TCPN	DOWL HKM	4/7/2011	48,789.71
GM3B95	Petrovitsky Construction	2011	Kent Youth Soccer Association	Kent	WA	Private	FT Revolution 2.0" & Site Work	TCPN	FieldTurf	10/12/2011	1,498,753.51
H006E5	New Trier High School	2012	New Trier Township HS District #203	Northfield	IL	S.D.	Revolution 2.5"	TCPN	FieldTurf	1/13/2012	1,160,591.28
H00795	Luke Jensen Batting Cage SCLL	2012	Salmon Creek Little League	Vancouver	WA	Private	FT Classic Slit Film 2.5"	TCPN	FieldTurf	2/15/2012	7,532.66
H014E5	Oak Brook Park District	2012	Oak Brook Park District	Oak Brook	IL	Parks	Revolution 2.0"	TCPN	FieldTurf	3/16/2012	440,860.68
HM1	Rolling Meadows HS	2012	Township High School District #214	Rolling Meadows	IL	S.D.	Revolution 2.5"	TCPN	FieldTurf	2/9/2012	428,329.10
HM1	Buffalo Grove HS	2012	Township High School District #214	Buffalo Grove	IL	S.D.	Revolution 2.5"	TCPN	FieldTurf	2/9/2012	433,908.69
HM1	Prospect HS	2012	Township High School District #214	Mount Prospect	IL	S.D.	Revolution 2.5"	TCPN	FieldTurf	2/9/2012	442,166.48

FieldTurf USA, Inc is committed to working directly with TCPN on all levels of corporate structure. From Sales, Operations, Marketing, etc. FieldTurf places TCPN and TCPN members in the center of our network.



**GARY LOGSDON**

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Tualatin, OR 97062

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Cell (503) 805-2631  
Fax (503) 692-0491

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**EMPLOYMENT HISTORY**

Vice President, Sales	Beynon Atlas, A Tarkett Sports Company	2010-Current
Vice President, Sales	Atlas Tracks, Inc. Promoted to Vice President Sales in charge of all track sales for Western States; OR, WA, ID, MT, CA, NV, UT	1995-2010
Tennis/Track Sales	Atlas Tracks, Inc. Track and tennis sales and installations	1989-1995
Tennis/Track Sales	Intracor Moved to Sales for both tennis and track. Developed track surfaces – L-2000, L-3000, Poly-4000 and Poly-5000.	1984-1989
Tennis Installer	N.W. Sports Surfacing Installed Plexipave system for 4 years approximately 50 courts per year.	1980-1984
Teacher	Molalla High School Taught 1 year at Molalla High School, Molalla, Oregon	1979-1980

Atlas has won a number of awards from the American Sports Builders Association.

**Outstanding Track Facility Awards**

- ◆ 1999 Michael Johnson Track at Nike World Campus – Beaverton, OR
- ◆ 2000 All-Weather Track Facility at Catlin Gable School – Portland, OR
- ◆ 2001 Colegio San Ignacio El Bosque – Santiago, Chile
- ◆ 2004 Mike Walsh Field at Lincoln High School, Portland, OR

**Outstanding Tennis Facility Awards**

- ◆ 1999 Private Tennis Facility Mike Naumes Residence – Medford, OR
- ◆ 2000 Randy & Machele Wilson Residential Tennis Court – Brush Prairie, WA
- ◆ 2004 Thorbeckes Fit Life Center – Chehalis, WA 2004

**ADDITIONAL REFERENCES AVAILABLE ON REQUEST**

**Greg Hull**  
**Consultant for Atlas Tracks**  
**P.O. Box 45507**  
**Phoenix, AZ 85064**  
**602-421-5722**

**Education:**

Arizona State University  
B.A. Secondary Education-Jan 1974

**Experience:**

Consulting in Design and Specifications for Synthetic Running Tracks and Turf Fields-- 2004-Present  
Southwest Recreational Industries--Project Design and Sales 2000-2004  
Consulting in Design and Specification for Synthetic Running Tracks and Turf Fields -- 1992-2000  
Collegiate Track Coach-- 1981-1992  
General Manager -- Massey Ferguson Construction Equipment Firm-- 1978-1981

**Services Provided to Atlas Tracks for Arizona**

- Assist in design and specification development
- Meet with owners for initial project evaluations
- Attend pre-bid and ongoing construction meetings as requested
- Observe and report on warranty related issues

Jeff Dickey  
California Regional Sales Manager  
Atlas Tracks, Inc.  
2461 W. Menlo Ave  
Fresno, CA 93711  
559-287-3071  
[jeff.dickey@atlastrack.com](mailto:jeff.dickey@atlastrack.com)

Experience:

Robertshaw Controls	1983-1989	National Marketing Manager
Sports Surfacing Inc.	1989-1993	Track and Tennis Sales
Southwest Recreational	1993-2000	Western US Regional Manager
California Track	2000-2004	President, Owner
Atlas Tracks, Inc	2005-Present	California Sales Manager

Overview:

- Over 20 Years Experience in the Synthetic Track Construction Industry
- Responsible for managing over 500 synthetic track installs in the Western U.S.
- Experience in both Latex and Polyurethane based systems
- Experience in Design / Build Projects in California, Oregon and Washington

Project Resume:

- UCLA
- Cal Berkeley
- Hughes Stadium
- Fresno USD
- Hart USD (Valencia CA)
- Clovis USD
- Huntington Beach USD
- Irvine USD
- Oxnard USD
- Lodi USD
- Corona/Norco USD
- Pasadena City College
- Santa Monica College
- Cal State Univ. Fullerton
- Claremont McKenna College



## **Donny Jones**

*Donny is one of the most experienced Turf Installer, Base Contractor, not only with FieldTurf, but in the world. He has been involved with the installations of artificial turf for over 25 years and with FieldTurf since the beginning for over ten years and has an impressive number of fields to his credit, the fields listed below are just a few of the fields in recent years where he was the supervisor. With Fieldturf and previous to Fieldturf he has done many NFL fields, Golf Driving Ranges, Major league Baseball Fields, Olympic Stadiums (Australia 2000 Olympic games) to just name a few. Most recently he was involved with the renovation of Seattle Parks Interbay Golf Driving Range to Fieldturf.*

Magnusson Park (5 fields) 2009  
Seattle, WA

New Lynnwood High School (5 fields) 2009  
Bothell, WA

Maplewood Driving Range 2009  
Drainage and Turf Repairs  
Renton, WA

Muckleshoot K-12 2009

Chiawana High School 2009  
Pasco, WA

University of Washington Husky Stadium 2009  
Seattle, WA

Battlepoint Soccer Park (2) Fields 2009  
Bainbridge Island, WA

Redmond High School 2009  
Redmond, WA

Juanita High School 2009  
Kirkland, WA

Sultan High School 2009  
Sultan, WA

Orting High School 2009  
Orting, WA

Hiawatha Playfields 2009  
Seattle, WA

Steilacoom High School 2009  
Steilacoom, WA

Sammamish High School 2009  
Sammamish, WA

Bellevue High School 2009  
Bellevue, WA

Interlake High School 2009  
Bellevue, WA

Miller Playfields 2009  
Seattle, WA

Woodinville High School (3 Fields) - 2009  
Woodinville, WA

Miracle League Field 2009  
Monroe, WA

Renton High School Stadium 2009  
Renton, WA

Hazen High School - 2009  
Renton, WA

Lindbergh High School - 2009  
Renton, WA

Lower Woodland #7 - 2009  
Seattle, WA

Mercer Island High School -2009  
Mercer Island, WA

Seahawk Stadium – Qwest Field 2008  
Seattle, WA

Mel Olsen 2008  
Seattle, WA

Newport High School 2008  
Bellevue, WA

Saghalie Soccer Field Park 2008  
Federal Way, WA

Preston Park 2008  
Preston, WA

Queen Anne Bowl – David Rodgers Park 2008  
Seattle, WA

Glendale Golf Course 2008  
Glendale, AZ

Moses Lake High School – 2008  
Moses Lake, WA

Newport High School - 2008  
Bellevue, WA

Georgetown Playfield - 2008

Seattle, WA

Glacier Peak High School - 2008  
Snohomish, WA

Eastside Catholic - 2008  
Sammamish, WA

Qwest Field - 2008  
Seattle, WA

Seahawks Practice Facility - 2008  
Renton, WA

Rainer Vista Boys & Girls Club-Soccer - 2008  
Seattle, WA

Mel Olsen Stadium - 2008  
Seattle, WA

Twin Ponds Soccer Fields (2 Fields) - 2008  
Shoreline, WA

Lakeside Middle School – 2008  
Bellevue, WA

Western Washington University - 2008  
Bellingham, WA

Carl C. Sparks Stadium - 2008  
Puyallup, WA

Memorial Field - 2008  
Federal Way, WA

Royal High School - 2008  
Royal City, WA

Kellogg Middle School - 2008  
Shoreline, WA

Einstein Middle School - 2008  
Shoreline, WA

Regional Athletic Complex (4 Fields) - 2008  
Lacey, WA

Marymoor Park #1&#2 - 2008  
Redmond, WA

Grasslawn Parks #2&#3 - 2008  
Redmond, WA

Starfire Sports Complex (3 Soccer Fields) - 2008  
Tukwila, WA

Microsoft West Campus-Soccer - 2008  
Redmond, WA

Kings High School – Woolsey Stadium 2007  
Seattle, WA

Washington Premier Soccer Club 2007  
Puyallup, WA

Lakeside Upper School 2007  
Seattle, WA

Shorecrest High School 2007  
Shoreline, WA

Kalama High School 2007  
Kalama, WA

Lake Stevens High School 2007  
Everett, WA

Granite Falls High School 2007  
Granite Falls, WA

Bothell High School 2007  
Bothell, WA

Loyal Heights Playfield 2007  
Seattle, WA

Marymoor Park – Baseball 2007  
Redmond, WA

Edmonds – Woodway High School 2007  
Edmonds, WA

Kiamak High School 2007  
Mukilteo, WA

Mariner High School – Goddard Stadium 2007  
Everett, WA

Robinswood Park 2007  
Bellevue, WA

Brandies Hillel Day School 2007  
San Rafael, CA

Granite Regional Park 2007  
Sacramento, CA

Shorewood High School 2007  
Shoreline, WA

Bothell High School 2007  
Bothell, WA

Tassajara Soccer Complex 2006  
Danville, CA

Mountlanke Terrace High School 2006  
Mountlake Terrace, WA

Monterey Peninsula College 2006  
Monterey, CA

Canyon Park Junior High School 2006  
Bothell, WA

Shoreline School District 2006  
Shoreline, WA

Washington State University – Martin Stadium 2006  
Pullman, WA

Meadowdale High School 2006  
Lynnwood, WA

Lampson Stadium – Kennewick Public Schools 2006  
Kennewick, WA

Cowan Memorial Stadium – Fort Lewis Army Base 2005  
Fort Lewis, WA

Inglemoor High School 2006  
Kenmore, WA

Heritage Park Recreation Center 2005  
Puyallup, WA

Bobby Morris Playfield – City of Seattle 2005  
Seattle, WA

Lake Stevens High School 2005  
Lake Stevens, WA

South Sound Stadium – North Thurston Public Schools 2005  
Lacey, WA

Auburn Mountainview High School 2005  
Auburn, WA

Denny Middle School 2005  
Seattle, WA

Edmonds School District Stadium 2005  
Seattle, WA

Whatcom Community College 2004  
Bellingham, WA

Ingersol Stadium – Olympia High School 2004  
Olympia, WA

Bishop Blanchet High School 2004  
Seattle, WA

Tahoma High School 2004  
Covington, CA

Eastlake High School 2004  
Sammamish, WA

Aloha High School 2004  
Aloha, OR

Bidder: FieldTurf USA, Inc.

**D.3.a -Key Contacts and Providers and D.3.b- In House Resources**

**Eric J. Fisher- Cooperative Purchasing Co-Director- Central Region  
FieldTurf USA, Inc.  
18765 SW Boones Ferry Rd, Suite 150  
Tualatin, OR 97062**

**Education:**

- West Linn High School- Diploma- June 2001
- Portland State University- B.S. Communications- June 2006

**Experience:**

- Atlas Tracks, Inc. Foreman-June 2005-2006
- Widmer Brothers Brewing- Waiter June 2007
- Atlas Tracks, Inc. Cooperative Purchasing Representative-October 2008 to 2011

**Job Responsibilities:**

- Manage the central region of the United States
- Grow new markets in underperforming cooperative purchasing states
- Coordinate with AEPA members in my region as to how best market the contract
- Sell Cooperative Purchasing Program to schools/municipalities.
- Travel to trade shows in Cooperative Purchasing states to promote and educate schools/municipalities on how to utilize the program in their respective state.
- Create quotes and budget estimates for schools and owners.
- Compile and mail sales literature to clients who have expressed interest in the program.
- Aid in the design of spreadsheets including updating, changing and adding products and pricing.
- Work with FieldTurf, Beynon and California Products on marketing and sales ventures.
- Coordinate with Ross Hinrichs and Patrick Dawson regarding insurance, bonding and subcontracts.
- Visit jobsites to coordinate projects and network with owners and subcontractors.
- Attend school board meetings, presentations and roll-out meetings to help serve our clients and partners.
- Conduct presentations on the benefits of cooperative purchasing from a cost and efficiency perspective.

**Interests:**

- Superbike asphalt track riding
- Cooking
- Indy films
- Sports cars
- Skydiving
- Bicycling
- Music

**Technical Skills:**

- Microsoft word, excel, powerpoint and outlook proficient
- Excellent public speaker
- Organized and focused
- Task oriented



THE ULTIMATE  
SURFACE EXPERIENCE

- Receptive to organizational and individual change
- Document editing and business writing
- Works well in groups
- Experienced and efficient traveler



Bidder FieldTurf USA, Inc.

**D.3.a -Key Contacts and Providers and D.3.b- In House Resources**

**John M. Schedler CFB, CTB**  
**Regional Director of Operations**  
**Fieldturf USA**  
**18765 SW Boones Ferry Road, Suite 150**  
**Tualatin, Oregon 97062**

***Qualifications***

Mr. Schedler has more than 27 years of experience in the construction of sports facilities throughout the USA and internationally. This includes a large variety of athletic surfacing in over 400 facilities all over the world. Mr. Schedler has installed and managed the construction of many different synthetic turf facilities (indoor and outdoor), track and field facilities (indoor and outdoor) and various natural grass facilities and tennis courts. Mr. Schedler has extensive experience in general contracting and design/building with various teams throughout the country and internationally.

***Education***

Portland Community College – 1983 - 1984

Oregon State University – 1984 – 1986

***Certifications***

Certified Field Builder (CFB) as designated by the American Sports Builders Association (ASBA), Ellicott City, MD

Certified Track Builder (CTB) as designated by the American Sports Builders Association (ASBA), Ellicott City, MD

***Committees***

Currently – Member of the Board of Directors for the American Sports Builders Association (ASBA), Ellicott City, MD

Formerly - President of the Fields Division (two terms) for the American Sports Builders Association (ASBA), Ellicott City, MD

Formerly – Chairman of the Synthetic Turf Committee for the United States Tennis Court and Track Builders Association, Ellicott City, Maryland

Formerly - Chairman of the Track and Turf Technical Committee for the United States Tennis Court and Track Builders Association, Ellicott City, Maryland

FieldTurf – 8088 Montview Road – Montreal, QC H4P 2L7 – Tel 1-800-724-2969 - Fax (514) 340-9374

[www.fieldturf.com](http://www.fieldturf.com)

## ***Affiliations***

American Sports Builders Association – Austin, Texas  
Sports Turf Managers Association – Council Bluffs, Iowa.

## ***Experience***

**2004- Present Fieldturf USA, Montreal, PQ** Regional Director of Operations and Design and Construction Services. Responsible for estimating, design, project management, sales support of assigned projects throughout North America and internationally.

**2003 – 2004 FieldTurf Mid-America, LLC, Saint Louis, Missouri.** *President.* Responsible for all day to day business.

**2001 - 2003 American Civil Constructors, Inc., Littleton, Colorado.** *Sport Facility Coordinator.* Responsible for all aspects of assigned sport facility projects for ACCSport. Responsibilities include design, estimating, management, administration and staffing for all assigned sport facility projects. Projects include natural grass based facilities, synthetic surface facilities, running track facilities and combination facilities across the country.

**1999 – 2001 Southwest Recreational Industries, Inc., West Berlin, New Jersey.** *Operations Manager.* Responsibilities included all aspects of construction for running track facilities throughout the northeast and mid-Atlantic regions. Responsible for estimating, design, inventory, logistics, vendors, departmental budget, project budgets, staffing of office and installation crews and all construction related activities.

**1996 - 1999 Martin Surfacing, Inc., Baltimore, Maryland.** *Vice President, Track Division Manager.* Responsibilities included all aspects of construction for running track and synthetic turf facilities throughout the United States and internationally. Responsible for estimating, design, bidding, contract administration, staffing of office and installation crews and all construction related activities.

**1992 - 1996 Petroleum Equipment Maintenance Company, Inc. (PEMCO), Portland, Oregon.** *Project Manager.* Responsibilities included all aspects of construction for assigned petroleum facilities throughout the northwest region. Responsible for estimating, design, permitting, staffing of office and installation crews and all construction related activities.

**1988 - 1991 Balsam Corporation, St. Louis, Missouri.** *Project Manager.* Responsibilities included all aspects of construction for assigned synthetic turf facilities throughout the United States for AstroTurf and All-Pro turf products which include knitted nylon, conventional polypropylene, in filled systems and others.

Responsible for customer relations, estimating, design, budgetary set up, scheduling and all construction related activities.

**1985 - 1988** Sportec International, Inc., Kenmore, New York. *Onsite Installation Supervisor.*

Key Projects:

United States Naval Base, Guantanamo Bay, Cuba – GC for three fields and running track construction

United States Air Force Academy, Colorado Springs, CO – GC and D/B for Stadium field (2 projects) and 4 field projects

Colorado State University, Fort Collins, CO – CM for Stadium Field and Indoor practice field

University of Kansas, Lawrence, KS – GC for Stadium Field (2 projects) and 3 field projects

University of Nebraska, Lincoln, NE – CM for Stadium Field and GC for 2 field projects

Other key clients/projects:

University of Oregon

University of California

Washington State University

University of Utah

Montana State University

Kansas State University

University of Illinois

Illinois State University

University of Missouri

Ohio State University

Louisiana State University

University of Arkansas

Auburn University

United States Naval Academy

United States Army, West Point

Kansas City Wizards

Washington University

Johns Hopkins University

Denver Broncos

Chicago Bears

Kansas City Chiefs

Cleveland Browns

Seattle Seahawks

Saint Louis Rams

San Diego Chargers

San Francisco 49ers

Baltimore Orioles

Toronto Blue Jays

Kansas City Royals

Goodwill Games

Pan American Games

Central American Games

Hamilton Tiger Cats

Brown University

Princeton University

John Carroll University



THE ULTIMATE  
SURFACE EXPERIENCE

**Patrick E. Dawson, Atlas Cooperative Purchasing Account Specialist**  
**Atlas Tracks, Inc.**  
**19495 SW Teton Ave.**  
**Tualatin, OR 97062**  
**888-209-0065 ext. 245**

**Education:**

University of Washington  
B.A. Political Science & Communication - June 2006

**Experience:**

U.W. Athletics Statistics and Operations Manager 2005-2006  
Atlas Tracks, Inc. Cooperative Purchasing Representative - October 2008 to Present

**Cooperative Purchasing Account Specialist Responsibilities:**

- Job Start Project Management
- Contracting, Subcontracting, Insurance, and Bonding
- Project Management and general Customer Service on FieldTurf installations
- Invoicing and Collections
- Project Closeout

**RICK HARDIN**  
19495 SW Teton Avenue  
Tualatin, Oregon 97062

Phone (503) 691-2484  
Cell (503) 805-2632  
Fax (503) 692-0491

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## OVERVIEW

- Supervisor of Installation at Atlas Track & Tennis. Since 1978, Rick has been surfacing running tracks and tennis courts throughout the U.S. (including Alaska and Hawaii), South Pacific Islands, Canada, China, Caribbean Islands and South America.
- Has installed an average of 20 tracks per year for the last 19 years.

## EMPLOYMENT HISTORY

**Operations Manager & VP of Construction**  
Beynon Atlas, A Tarkett Sports Company

2010 – Present  
Tualatin, OR

Responsibilities include the oversight of all installation crews and Field Superintendents. Scheduling of installations, co-ordination of project with jobsite, and owner personnel as well as general contractors and architects.

**Operations Manager & VP of Construction**  
Atlas Tracks, Inc.

1998 – 2009  
Tualatin, OR

Responsibilities include the oversight of all installation crews and Field Superintendents. Scheduling of installations, co-ordination of project with jobsite, and owner personnel as well as general contractors and architects. Managed equipment repair, developed new installation techniques, performed pre-jobsite inspections and oversaw product control of the warehouse.

**Head Foreman**  
Atlas Tracks, Inc.

1989 – 1997  
Tualatin, OR

Responsibilities included oversight of crew on the installations of tennis and running tracks along with racquetball courts.

**Previous Employers:**  
Intecor Corporation  
Holman Court Company  
NW Sports Surfacing

1977 - 1989  
West Coast Region

Responsible for all aspects of All-Weather Surfacing Companies for installation and scheduling of all track surfaces and tennis courts.

## EDUCATION

Portland Community College

## INSTALLATION REFERENCES

- Forks High School - Forks, WA
- Othello High School - Othello, WA
- Catlin Gable High School - Portland, OR
- New Bronco Stadium - Denver, CO
- Great Falls High School - Great Falls, MT

- Tigard High School - Portland, OR
- Lakes High School - Everett, WA
- Century High School - Hillsboro, OR
- Quincy High School - Quincy, WA
- David Douglas High School - Portland, OR
- Palm Springs High School - Palm Springs, CA
- Saddleback College - Mission Viejo, CA
- Orange Coast College - Costa Mesa, CA
- San Bernardino College - San Bernardino, CA
- Nike World Headquarters - Beaverton, OR
- Compton USD - Compton, CA
- Notre Dame High School - Sherman Oaks, CA
- Harvard-Westlake High School - Los Angeles, CA
- Palo Alto High School - Palo Alto, CA
- Mira Mesa High School - San Diego, CA
- William Hart School District - Newhall, CA
- La Canada High School - La Canada, CA
- Rancho Verde High School - Moreno Valley, CA
- Mira Costa High School - Manhattan Beach, CA
- Rancho Buena Vista High School - Vista, CA
- Vista High School - Vista, CA

**ADDITIONAL REFERENCES AVAILABLE ON REQUEST**

Bidder: FieldTurf USA, Inc.

**D.3.a -Key Contacts and Providers and D.3.b- In House Resources**

**Ross Hinrichs, Atlas Cooperative Purchasing Account Specialist**  
**Atlas Tracks, Inc.**  
**19495 SW Teton Ave.**  
**Tualatin, OR 97062**  
**888-209-0065 ext. 244**

**Education:**

Eastern Washington University  
B.A. Communication & Business - June 2000

**Experience:**

Atlas Tracks, Inc. Cooperative Purchasing Representative – June 2009 to Present

**Cooperative Purchasing Account Specialist Responsibilities:**

- Job Start Project Management
- Contracting, Subcontracting, Insurance, and Bonding
- Project Management and general Customer Service on FieldTurf installations
- Invoicing and Collections
- Project Closeout



# FieldTurf Marketing Plan for TCPN

Tab 4

Vendor shall provide to TCPN a marketing plan for promoting the TCPN contract. This plan shall cover all areas and states applicable. Vendor shall demonstrate how the TCPN contract will be used as a primary contract offering to participating agencies. Encouraging participating agencies to circumvent the contract by purchasing directly from Vendor will result in probation or termination of contract. Vendor must obtain prior approval from TCPN before utilizing promotional material utilizing TCPN name or logo. TCPN will not unduly withhold such approval.

**Contents:**

- I. Executive Summary
- II. Description of Product and Basic Sales Goals
- III. Situation Analysis
  - Goals
  - Promotion
  - FieldTurf Culture
  - FieldTurf Market Share
  - Customer Analysis
  - Competitor Analysis
  - Collaborators
- IV. FieldTurf SWOT Analysis
- V. Conclusion

## **I. Executive Summary:**

Date of incorporation: Nov 6, 1996 (FieldTurf International, Inc.)

Date of name change to FieldTurf USA, Inc.: Oct, 1 2004

FieldTurf was developed and engineered for athletes, by athletes. Before we came along, artificial turf was something to be avoided. The very phrase conjured up images of carpet and concrete, non-contact injuries, and careers ended prematurely. Natural grass was considered the only solution – even though it required constant maintenance and care. This was the environment in which we asked ourselves one question:

**“Can we make synthetic turf that is equal to or better than the best natural grass?”**

In seeking the answer to this question, we worked closely with athletes, former players, coaches, trainers, and doctors. Development included years of trials, tests, samples, equipment innovations and advanced formulas – all with the goal of developing an artificial turf system that combined the performance properties of natural grass with the benefits of a synthetic solution. It worked.

- The first company in the synthetic turf industry to own and operate its own manufacturing plant
- The only artificial turf manufacturing operation in North America to have received three specific ISO certifications
- 450,000+ square-foot facility in Calhoun, Georgia
- Over 40 employees at the plant with a combined 300+ years of experience in the artificial turf industry
- Annual production capacity that exceeds the worldwide yearly demand for artificial turf
- Rigorous quality control and inspection
- In-house fiber manufacturing
- In-house coating line
- In-house tufting operation
- 30 + Local and Regional FieldTurf Sales Representatives

## **II. Description of Product and Basic Sales Goals:**

FieldTurf will market several products on the TCPN bid. These products include:

- All-weather Beynon rubberized running track systems
- Plexipave Tennis and Basketball surfacing
- FieldTurf Synthetic Turf products

Fieldturf has set an ambitious goal of \$5 million dollars worth of sales to Arizona TCPN member agencies during the first year if awarded the TCPN contract.

FieldTurf's familiarity with TPCN's practices and procedures and the fact that Fieldturf currently holds both an AZ and National TCPN contract, makes FieldTurf better positioned than our competitors to service TPCN's many members.

### **III. Situation Analysis:**

#### **Goals:**

To meet the expectations of TCPN members with superior products and services. FieldTurf is anticipating \$5 million dollars in sales in the first year through the TCPN Arizona contract.

FieldTurf intends on meeting these goals by promoting our products and services to TCPN members using several of the following methods:

#### **Promotion:**

1. FieldTurf representatives will attend various industry related conferences such as: Coaches Clinics, Association of School Business Officials, Maintenance/Facilities Directors, Athletic Directors Conferences in the states that we promote TCPN. FieldTurf has local Arizona representation from our Athletic Facilities Consultant Greg Hull out of Phoenix, AZ.
2. FieldTurf representatives will attend and sponsor roll out meetings and other events hosted by TCPN.
3. FieldTurf representatives will attend school board meetings, meet with municipal officials, travel to municipalities such as: schools, park and recreation departments, city departments, county departments, colleges, universities, other educational institutes or municipal organizations that may be able to use our products.
4. FieldTurf already advertises TCPN on our web-site. The FIELDTURF/FieldTurf/Tarkett name is known across the United States and is often specified for running track, turf, and indoor court surfaces based off of the FieldTurf web-site.
5. FieldTurf will advertise in various publications that will reach the decision makers. Examples include: Facility Ad (FieldTurf Publication) and state publications.
6. At the various conferences, FieldTurf will display area specific posters, provide fliers, samples, and information.
7. Site evaluations will be conducted by local sales/site construction representatives. FieldTurf also has local representation in Arizona. Greg Hull is a sports facility consultant for FieldTurf who was born and raised in Arizona. Greg was an Arizona State University Track Athlete and coached track world wide for over 40 years. In Spring of 2010, FieldTurf and FieldTurf completed their installation at Brophy Prep in Arizona with Greg Hull's guidance. The project was deemed a great success by the owner and FieldTurf/FieldTurf.
8. In-house representatives will follow up with leads, provide quotes, and process all documentation. Also we can respond quickly to any repair requests.

9. FieldTurf has a joint Marketing agreement with California Products to promote Plexipave Tennis and Basketball products throughout the United States.

## **FieldTurf Products:**

### **About FieldTurf Artificial Turf**

FieldTurf was developed and engineered for athletes, by athletes. Before we came along, artificial turf was something to be avoided. The very phrase conjured up images of carpet and concrete, non-contact injuries, and careers ended prematurely. Natural grass was considered the only solution – even though it required constant maintenance and care. This was the environment in which we asked ourselves one question:

**“Can we make synthetic turf that is equal to or better than the best natural grass?”**

In seeking the answer to this question, we worked closely with athletes, former players, coaches, trainers, and doctors. Development included years of trials, tests, samples, equipment innovations and advanced formulas – all with the goal of developing an artificial turf system that combined the performance properties of natural grass with the benefits of a synthetic solution. It worked.

### **Beyond Stadiums and Practice Facilities**

Beynon Sports Surfaces was founded by John T. Beynon with the vision of creating the highest-performance synthetic surfaces designed for speed and competition, as well as daily training. Our premier track and field surfaces are found in the world's most renowned athletic facilities, carrying some of the world's greatest champions to record-breaking times. In the spring of 2008, Beynon Sports Surfaces joined the Tarkett Sports family, combining the most recognized and prestigious name in the artificial turf market in FieldTurf with the celebrated Beynon Sports Surfaces' branded track and field, fieldhouse, and gymnasium surfacing systems. The result is a global firm with unmatched financial strength and a dedication to innovation, customer service, and excellence. Through this partnership, you will receive unprecedented service, quality, and support as well as the financial backing to stand behind the products we manufacture and install as you move forward with your project.

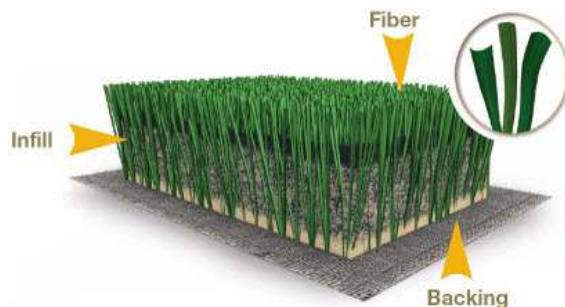
At Beynon Sports Surfaces, while we take pride in our history and our accomplishments, we're even prouder of the performance, longevity, and resiliency of our athletic surfaces. Quite simply, Beynon Sports Surfaces' products are safer; provide a greater return of energy and allow athletes to train daily without the risk of injuries found when using alternative sheet good products. In addition, Beynon Sports Surfaces' products are totally seamless, customizable and can be resurfaced at a fraction of the original installation cost to greatly extend the product lifecycle.

With factory direct installation crews as well as regional contracting partners covering North America, Canada, Mexico, Central America, Europe and Southeast Asia, Beynon

Sports Surfaces' suite of eco-conscious athletic surfaces can be found in thousands of high schools, colleges, universities and international competitive arenas across the globe.

*FieldTurf stays green and lush 365 days a year*

### The Proof is in the Product



In addition to significantly lowering maintenance costs, increasing playing time, and providing all-weather playability, FieldTurf's long list of exclusive benefits have put it in a class of its own.

- [Positive environmental impact](#)
- Patented heavy infill that protects muscles and joints
- Use of large quantities of smooth-sided rounded cryogenic rubber and silica sand
- True monofilament fibers that are built to last
- Stable, firm, non-abrasive and non-spongy
- Uniform traction, with superior shock absorption and durability
- Documented [reduction in neural and lower extremity injuries](#)
- Sewn seams for unmatched safety and durability
- Multi-layered installation

### Our Accomplishments

Take a look. Our patented approach has made us the first choice for clients across a number of industries and for residential uses worldwide. Here are just a few of the accomplishments we're proud of:



- FieldTurf fields have hosted The Super Bowl, BCS National Championship Games, World Cup Matches, The World Series, and the World Baseball Classic
- 21 of 32 NFL teams currently play and/or practice on FieldTurf
- Year after year, more NCAA bowl games are played on FieldTurf than all other turf brands combined
- FieldTurf was the first synthetic turf system to receive the coveted FIFA Recommended status in soccer
- USA Network Golf Set installation in Florida
- Hilton Hotel golf course installation in New York
- San Diego SeaWorld installation
- Humane Society installations in Marin County and Silicone Valley
- Air FieldTurf installations at Boston Logan, Hong Kong, and Charles De Gaulle International Airports
- 15,000+ residential / commercial installations and counting

### **The Unique FieldTurf Philosophy**

Simply put, we didn't revolutionize an industry to end up cutting corners – or performance. Since the very beginning, we have developed a reputation for setting quality and innovation standards that continue to revolutionize the artificial turf industry. Our 5 global corporate values ensure that all of our customers around the world – whether a small town, a professional team, a commercial enterprise, or a homeowner – receive the same industry-best products and services.



## Global Corporate Values:



**Positive Customer Experience** – Once you're our customer, you're part of the FieldTurf family. We begin building our relationship with you from the very first moment of contact throughout the life of your FieldTurf system.

**Innovation** – Over a decade ago, the original slit-film 'FieldTurf Classic' artificial turf system started the rebirth of the industry. Since then, we have introduced engineered products that are tailor made for each segment of the business. We own more than 30 patents that allow us to offer the industry's highest quality products for sporting and non-sporting applications.

**Accountability** – The turf stops here. FieldTurf is the most vertically integrated company in the business. Our highly skilled professionals design, engineer, manage and service each project, and we carefully ensure that our products meet your unique specifications from beginning to end. It is part of our mantra to make sure your project is installed exactly as it should be and completed on time. [Nothing is left to chance.](#)

**Quality Control and Integrity** – It's safe to say we're the most tested turf on earth. We are the only artificial grass and synthetic turf manufacturer that meets the integrity of the industry's [Q6 quality requirements](#), which include: owning and managing all aspects of the manufacturing process; testing each roll of fiber and tufted synthetic grass; testing infill and verifying its grade; maintaining in-house certified installation crews; issuing third-party insured warranties; and delivering highly responsive customer service.

**Commitment to the Environment** - Abuse the turf. Save the earth. Across all our systems, FieldTurf saves billions of gallons of fresh water every year. FieldTurf is 100% lead-free and 100% recyclable. Our artificial grass turns rocky dust bowls and asphalt lots into lush playing fields, lawns, playgrounds, and putting greens for all to enjoy. FieldTurf recycles materials into a playing surface that is artificially intelligent and [environmentally sound.](#)

## **Commitment to Innovation**

We are constantly striving for improvement. With the help of a dedicated research and development team, all of our products feature innovations providing added value to the end user. Whether they are functional or aesthetic, we continue to introduce product features and benefits designed to improve the way sports flooring is installed, experienced and maintained.

**FieldTurf Culture:**

FieldTurf's Culture is very flexible and accommodating to governmental entities and in our processes. For example, FieldTurf has been asked if we would use a predetermined contract other than the FieldTurf AIA contract. In that case, FieldTurf is willing to evaluate the school's contract and based off of that evaluation, use the school's contract. The Cooperative Purchasing team has direct and day-to-day interaction with the Owner of FieldTurf and direct communication with our sub-contractors. This allows for minimization in decision making delays.

**FieldTurf Market Share:**

FieldTurf and our approved sub-contractors have a substantial portion of the sports surfacing market. Although there are many competitors in our industry, few can compare their duration, quality, and product mix to FieldTurf and our sub-contractors.

**Customer Analysis:**

FieldTurf's customer through TCPN is any governmental agency who is interested in a quality sport surface system at a predetermined price. Almost all school districts through the country have a running track, an indoor court, and an outdoor field. Schools are FieldTurf's target market. The TCPN contract is an ideal concept for any municipality to use to purchase their sport surface system for the following reasons:

- Municipalities have budgets and responsibilities to tax payers to purchase a quality product at a reasonable price.
- Many of the decision makers at municipalities are not fully versed in the differences between sport surface products and companies in the industry. The TCPN/FieldTurf contract would eliminate the confusion and the "low bid" quality of product and installation where a municipality is put in a position to remove their surface shortly after installation due to surface failure.
- FieldTurf is finding that any size school is interested in our product. For example, a small rural school issued FieldTurf a purchase order for a \$600,000 track construction project. Some larger schools have a complete sports facilities upgrade where they purchase 2 turfs and 1 track all on the same purchase order. Therefore, school size is not necessarily a determinant of our marketing and sales efforts.
- The decision makers vary widely at each municipality in our industry. At some schools, the athletic director makes the product/purchasing decision and at other schools the superintendent may make the product/purchasing decisions.

**Competitor Analysis:**

FieldTurf encourages our customers to always carefully compare our product specifications, materials, financial stability, longevity in the business and installation expertise to our customers. For example, a customer may note that they received a quote from our competitor with a lower price. FieldTurf then suggests that the customer look into the aforementioned attributes to be sure they are making a direct comparison. A lower cost may result in a thin installation, bad service, the company may not be able to warranty the system, etc.



**Collaborators:**

FieldTurf collaborates with multiple approved subcontractors such as FieldTurf-Tarkett, California Products, and our site work installers. FieldTurf's team of expert installers and subcontractors enables us to install the best sport surfacing systems in the United States.

Recently, FieldTurf and Beynon Sports Surfacing established a joint marketing agreement to promote both company's systems together throughout the United States.

FieldTurf has access to a network of trusted contractors, materials providers and manufacturers.

#### **IV. FieldTurf SWOT Analysis:**

##### FieldTurf Strengths:

- Exceptional expertise and knowledge in installation, service, and operations
- Longevity in industry
- Sustainability in industry
- Financial stability
- Bonding capacity
- Licensing abilities
- Staff at FieldTurf - professional, reliable, easy to work with, enthusiastic, dedicated, accurate
- Marketing capabilities
- Small company which allows direct communication with top decision makers
- Although FieldTurf is based in Oregon, we manage projects effectively all throughout the United States
- FieldTurf has successfully managed cooperative purchasing with various municipalities throughout the United States

##### FieldTurf Weaknesses:

- Not licensed in Alabama but Alabama has restrictions to co-op use, anyway.

##### FieldTurf Opportunities:

- Increase sales in: Florida, Arkansas, Oklahoma, and Tennessee. FieldTurf will begin to focus more marketing and promotions in these states specifically.
- Increase training with sub-contractors to promote TCPN program.
- Educate more municipal decision makers on cooperative purchasing.

##### FieldTurf Threats:

- Low- bid competitors
- Municipalities that do not understand cooperative purchasing
- Competitors misinforming potential members about the legality of the program.

**Conclusions:**

FieldTurf is an innovative and forward thinking company that truly understands the cooperative purchasing dynamics. We understand where more business can be derived and how to promote the TCPN contract to best benefit governmental agencies throughout the United States. Our marketing, operations, installations, expertise, and stabilities will all be advantageous to TCPN's member agencies.

## AZ Reference List

2009 Brophey  
 2002 Cholla High Magnet School  
 2005 Embry-Riddle Aero Univ.  
 2001 Fort Huachuca Army Base  
 2008 Queen Creek H.S.  
 2001 Ray Unified H.S.  
 2008 Red Rock H.S.  
 1999 Santa Cruz Valley H.S.  
 2010 Mingus HS

## Tracks

Tucson	AZ	L-2000	Samuel Giangardella, Princ.	520-225-4000
Prescott	AZ	L-2000	Larry Stephan, A.D.	928-777-3777
Fort Huachuca	AZ	BMSS Red	Jay Hickman, Supt.	520-940-0866
Queen Creek	AZ	SS Red	Candy Cooley, Fac. Mtn.	480-987-5980
Kearny	AZ	L-2000	Robin Newman, Mtn.	520-363-5513
Sedona	AZ	SWLE Red	Greg Hull	602-421-5722
Eloy	AZ	L-2000	Paul Gabaldon, Supt.	520-466-2200
Mingus	AZ	BSS 100	Tim Foist, Supt	928-639-0744



THE ULTIMATE  
SURFACE EXPERIENCE



THE ULTIMATE  
SURFACE EXPERIENCE



## Tab 6- Products and Services

**Please see page 6-19 for detailed information on products**

### Categorical Responses

1. **Offers must, through written narrative, clearly identify the type, kind, level of products and services they are proposing to provide TCPN members under the various lot(s) of this category. For each lot this shall include:**
  - a. **The manufacture's name:** FieldTurf USA, Inc. and Beynon Sports Surfaces
  - b. **The various levels of products offered from each:** See below beginning with "FieldTurf Synthetic Turf Projects" through "Beynon Sports Surfaces"
  - c. **Services offered and provided by each manufacturer:** See below but includes supply, installation and related "sitework" services (turnkey).
  - d. **The products and services to be offered by subcontractors:** FieldTurf uses "in-house" installation teams and creates their own proprietary fibers. Beynon sports surfaces have a state-of -the-art facility that creates unique polyurethanes and other chemical compounds for their use in running tracks. Subcontractors would only perform related "site work" services (drainage, rock, laser grading, geo-textile fabric etc.) not directly related to the supply and installation of the sports surfaces.

**See below for additional information. Start with "FieldTurf Synthetic Turf Projects"**

2. **Offers must, through written documentation, demonstrate their ability to perform those services offered herein by providing prior experience with educational institutions. For each lot, documentation shall include:**
  - a. **List (5) previous projects related to this lot**
  - b. **The general scope of work for each project**
  - c. **The manufacturers product used for each project listed**
  - d. **The total cost of each project**
  - e. **The institutions name, address, phone number, contact person's name and title for each project.**
  - f. **Provide the time line for each**

**Response:**

**See attachment "Tab 5- References pdf"**

3. **Provide a brief narrative of (3) projects that you have done for educational institutions, which through your evaluation of existing conditions and your input into the design, development and installation of the final solution resulted in a high quality, cost efficient and better facility. For each project, provide a brief narrative why you feel your input was most advantageous to the final outcome.**

**Response:**

1. **Lakes High School- Lakewood, WA:**

A true “Design Build”, this project specifically showcases all of the expertise, skill and knowledge of the FieldTurf and Beynon Sports teams. The project included tennis courts, a running track, a synthetic turf and related site work. The project totaled in excess of 3 million dollars and resulted in a very satisfied customer.

**2. Farmington High School- Farmington, NM:**

A removal/ replacement of a synthetic turf field, a removal/ replacement of a running track and related track and field equipment, the owners at Farmington pre-selected our products and services based on our position in the marketplace. The timeline was very tight, the owner very demanding and the site in a challenging location (high elevation) FieldTurf and Beynon were able to meet and exceed all expectations for this project while still meeting budget.

**3. D 214, IL- Arlington Heights, IL- Wheeling and Hersey Fields (3 more under contract for 2012)**

Procured through TCPN, the Wheeling and Hersey Projects were successful. The owner ordered (3) more fields this year to be installed this Spring/ Summer. FieldTurf adapted to very strict contractual language and a base that was rejected twice (work not performed by FieldTurf). FieldTurf’s expert Construction Managers protected the owner by refusing to lay turf on a questionable base that could have resulted in issues further down the road. Once satisfactory, FieldTurf’s installation team completed the fields accordingly. TCPN also played a very critical role in the securing of these projects.

**4. Provide a narrative of your company’s policies, procedures and strategies to ensure quality control, response to concerns before, during and after the project. Indicate what follow-up, review and oversight process your management team has in place to ensure member satisfaction.**

**Response:**

FieldTurf has installed approximately 2,200 artificial turf fields throughout the United States in the past five years. Even in light of this volume, FieldTurf has managed these projects without resort to change orders except in limited circumstances which are typically driven by owner-directed scope changes or project delays due to other contractors whose work precedes the installation of the artificial turf. In typical cases, change orders are minimal and a small percentage of overall project values.

See Below for the General FieldTurf USA, Inc. Business Operations Plan, Q6 Brochure, and the Standard Design/Build Work Flow Chart. All three documents address the service FieldTurf provides, how our business functions are applied in the short term and long term, our quality of relevant services, and the steps we take to adhere to required timelines and budgets. If any problems are encountered in the process, we have open discussions with owner to quickly and effectively resolve to the owner’s satisfaction.

- (a) Every FieldTurf sub contractor is pre-approved through a rigorous pre-qualification process, including, but not limited to: a minimum of 50 athletic field projects, financial

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- stability, bonding capacity, Dun and Bradstreet rating, Safety EMR. FieldTurf's Construction Team assigned to this project offers over 1000 combined successful builds and will draw upon and utilize this knowledge in experience during the selection of subcontractors.
- (b) On-site superintendent (see below) has the authority to make all real-time schedule and sequencing decisions to keep this project on track; all other Critical Path Decisions are made by the Director of Operations – Charlie Cook. Organization chart included. FieldTurf is staffed regionally, including West, Central, South and East US regions. Below is an example of the one of the West FieldTurf teams:
- Charlie Cook – VP of Construction and Installation - Detroit and Montreal HQ offices
  - John Schedler – Construction Manager – Tualatin, Oregon
  - Robert McPhail – Site Superintendent – Denver, Colorado
  - Jed Easterbrook - Sales and Owner contact – Salt Lake City, Utah
  - Lindsay Agattas – Sr. Project Administrator – Houston, Texas
  - Dino Di Maulo - Project Administrator – Montreal, Quebec
  - John Rodgers - Director of Product & Performance – Calhoun, GA office
- (c) Project Schedule – Gantt Charts and open communication with owner and all trades are used to ensure that owner due dates or substantial completion dates are achieved.
- (d) FieldTurf directly employs over 150 installers of track and turf surfacing so manpower is available in any given situation. FieldTurf also extrude, produce and manufacture all of the major raw materials and components required for a turn-key field venue. In addition, FieldTurf has relationships with over 25 pre-qualified base builders in North America so the FieldTurf network of builders is available to mobilize in the case of a condensed schedule. FieldTurf is among the most financially sound companies in the industry. Our management team and staff are willing and, more importantly, ready to go the extra mile to meet the needs of and scheduling demands of our customers.
- (e) The FieldTurf pre-construction planning / building and review process is highly organized professionally staffed. Our attention to detail is second to none. With over 4000 successful projects in North America, our goal is not to search for change management opportunities, but to service our clients through professionalism, quality and ethics and provide seamless processes and deliverables. Our on-site superintendent will provide daily updates to the District and Project Team and coordinate third-party testing.
- (f) FieldTurf has a full time in-house General Contract Estimating Team with over 110 years combined experience in the Construction Industry. FieldTurf Drafters are equipped with most current CAD software to ensure material quantity accuracy.
- (g) FieldTurf has a comprehensive safety program which has been utilized and adhered to on many projects throughout the United States. A copy of the FieldTurf safety program can be provided upon request.

- (h) FieldTurf has performed multiple projects subject to the construction general requirement.

FieldTurf is uniquely positioned to meet owner's budget, schedule and design needs. To summarize, we have the in-house resources, project managers, U.S. manufacturing base, contract management support, installation asset base, personnel and product to meet your requirements for a superior, turnkey artificial grass installation. FieldTurf is the industry leader by every measuring process.

Items that set our company apart include the following:

- Our financial stability is the best in the industry. FieldTurf is part of Tarkett Sports, a division of Tarkett, which is the largest sports surfacing company in the world. Tarkett has annual sales in excess of \$3 billion and is owned in part by Kohlberg Kravis & Roberts, a venture capital firm with over \$60 billion in assets. Included within the Tarkett Sports portfolio is an impressive range of performance sports flooring products, including artificial turf; basketball, volleyball and gymnasium flooring; squash and racquetball courts; floor protection and covering systems; weight room flooring; and high performance indoor and outdoor running tracks.
- FieldTurf operates its own manufacturing facilities in the United States and worldwide. We inspect the turf from start to finish, including the coating process, and control the critical tufting phase of the manufacturing process, which controls product quality, weight and conformance to specification. Competing systems are not equally integrated and depend wholly on third parties for key inspections and manufacturing, often to the point of simply acting as jobbers for tufting mills.
- In one of the most technological advancements to come out of the synthetic turf industry, FieldTurf has revolutionized the tuft bind standard on its artificial grass products. Accordingly, we are able to guarantee the 9 lb tuft bind. This level of quality is achieved through the company's ability to coat and inspect its own products internally. FieldTurf's dedication to controlling all aspects of the manufacturing process has led to the creation of the company's **Surelock™** Coating Technology, whereby FieldTurf guarantees the strength of the fibers and their attachment to the backing material - referred to as "tuft bind". One of the most important elements of an artificial turf field is the ability for the fibers to stay locked in place over their lifetime. This is a very important factor in measuring short-term and long-term durability and performance of a synthetic turf field.
- The FieldTurf "concept" is unique and covered by numerous patents and patents pending. The intellectual property owned by FieldTurf assures you that with the purchase of FieldTurf you get the most innovative and highly perfected engineered system available on the market today.

### **Revolutionary Turf Fiber**

- Continuing a history of innovation, FieldTurf is pleased to offer the Revolution fiber. Revolution signifies The New Age of Artificial Turf. Complete with FieldTurf's patented FieldTurf – 8088 Montview Road – Montreal, QC H4P 2L7 – Tel 1-800-724-2969 - Fax (514) 340-9374  
[www.fieldturf.com](http://www.fieldturf.com)

layered sand/rubber infill of over 9lbs per square foot, the Revolution fiber means your field will last longer than ever before. And lasting longer means lower costs, more revenue generation potential and a better investment.

- Produced in our own fiber plant, the Revolution fiber is the result of innovative science, engineering and technology that will provide FieldTurf customers with a soft, strong monofilament fiber with outstanding durability and longevity. Most importantly, FieldTurf now has complete quality control over all aspects of our turf system.
- There are 3 keys to fiber design/production and FieldTurf has invested heavily in all 3 areas, specifically;
  - Polymer - Proprietary polymer formulation to resist splitting and degradation complete with an industry leading ultraviolet inhibitor technology.
  - Process - State-of-the-art extrusion process for precision manufacturing that ensures the production of an exceptionally strong fiber and a radical reflection feature built into each artificial grass blade.
  - Geometry - Intricate concave & ridged construction eliminates breaking points and provides for the most natural looking fiber.
  - Testing has shown that the Revolution fiber is more resilient than all other fibers currently being offered in the industry today.
- A recent long-term injury study among college athletes concludes fewer injuries on FieldTurf vs. Natural Grass.
  - 7% - Fewer total injuries
  - 3% - Fewer minor injuries
  - 19% - Fewer substantial injuries
  - 22% - Fewer severe injuries
- FieldTurf offers the third-party **insured** product warranty required by your specifications. Our insured warranty provides our customers with an aggregate of \$32 million per year for repair or replacement with cash reserves already frozen as a precaution. There are no maximums on any claim. No deductibles, no retentions and no retention period. Every FieldTurf field is protected for the full duration of the warranty through a prepaid policy that A.M. Best rates A++ (Superior) and Category XV, the highest rating available. With the recent slate of bankruptcies in the industry, clients are finding this tool to be of great value. You can see how important this insured warranty is for the University School of Milwaukee especially as you are making a very large investment in this project. This is just another one of many reasons FieldTurf is a superior value, regardless of price.
- FieldTurf is the product that revolutionized the industry and continues to do so! Again, it has been carefully designed and engineered to play almost exactly like good natural grass. This is the secret to our success. Change any aspect of the system – the backing, infill, fiber size

or shape, the density of the pile – and the performance will be affected. FieldTurf is the original and only system emulating natural grass, ideal not only for athletes at the elite level, but for the everyday activities of active, competitive young people. FieldTurf is clearly a superior investment and is seldom the low bid. We now have over 4000 fields installed and continue to improve the product through thorough testing and careful product development, including advanced maintenance techniques and equipment for older fields, new components to add durability, improved drainage and base designs and other advances. FieldTurf is the only proven product. We have over 700 fields in their 7<sup>th</sup> year of service or older.

We have put together a solid, experienced “team”—including superior, locally-based contractors for the base construction and turf installation--in order to properly meet your expectations and ambitious project requirements.

**See attached: Standard Design / Build Work Flow Chart as part of the Business Operations Plan.**

## FieldTurf Synthetic Turf Products

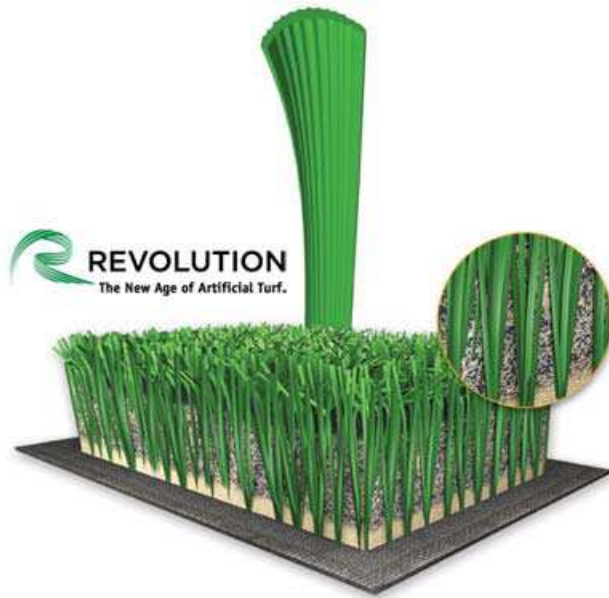
Versus natural grass and competing turf systems, FieldTurf has proven to be the better investment time and time again. Whether your main concern is long-term savings, athlete safety, field performance and durability, or environmental issues, FieldTurf has set the standard in all of these categories.

With a list of engineered products tailored to the many specific needs of our clients around the globe, all of FieldTurf’s patented innovative synthetic grass products have proven to outperform and outlast any other turf system in the marketplace – now that’s something you can invest in for the long-term!

[Contact Us](#) directly for more Product Information

## ELITE SERIES

### FieldTurf Revolution - The New Age of Artificial Turf



- Unique fiber shape and extrusion process eliminates breaking points
- Fiber resists splitting and includes a strong ultraviolet inhibitor technology
- Revolution system features patented 9lbs/sq.ft infill with proven long-term safety characteristics
- Patented SureLock coating system leaves the backing 40% porous for unmatched drainage

Continuing a history of innovation, FieldTurf is now pleased to introduce the Revolution fiber. Revolution signifies The New Age of Artificial Turf. Complete with FieldTurf's patented layered sand/rubber infill of over 9lbs per square foot, the Revolution fiber means your field will last longer than ever before. And lasting longer means lower costs, more revenue generation potential and a better investment.

The unique shape of Revolution complete with numerous ridges that run from top to bottom alongside each face of the fiber was created to eliminate breaking points in each artificial grass blade.

A proprietary polymer formulation resists splitting and degradation and includes an industry leading ultraviolet inhibitor technology. A state-of-the-art extrusion process provides intricate concave and ridged construction to eliminate breaking points.

The Revolution fiber is the result of innovative science, engineering and technology that provides FieldTurf customers with a soft, strong fiber with extraordinary durability and longevity.

### **FieldTurf Classic - Durability Defined**



- Slit-film fiber with proven long-term durability
- Excellent infill encapsulation
- Classic system features patented 9lbs/sq.ft infill with proven long-term safety characteristics
- Patented SureLock coating system leaves the backing 40% porous for unmatched drainage

FieldTurf Classic represents the best of the original slit film technology. Sheets of polyethylene are slit into individual fibers, each cut with a unique honeycomb pattern, twisted and tufted into the backing. The tips of the fibers are split open and lay over to encapsulate the infill. FieldTurf Classic represents the original FieldTurf invention which revolutionized the artificial grass and synthetic turf industry. Well over 1,500 FieldTurf Classic fields have been installed throughout North America at all levels of sport.

## **PRESTIGE SERIES**

### **FieldTurf XM - Best in Class**





- Fiber is a soft spined monofilament fiber
- Fiber has a strong wear resistance and excellent pile recovery
- XM system features a dimensionally-stable backing
- Ballast layers of sand and top layers of rubber infill for world-class performance

FieldTurf XM uses a specially engineered design technology consisting of spined monofilament fibers tufted into a two-layered durable backing. It is then filled with two distinct layers of infill: first a stabilizing layer of silica sand is brushed into the fibers, followed by a layer of recycled rubber granules.

With technologically advanced fiber structures and fiber heights, the system is designed to deliver a long lasting, high performance surface for a variety of sports. It can be played in all weather conditions. Neither rain, nor snow, nor heat affect Prestige's consistent performance.

### **FieldTurf XT - Best in Class**



- Superior infill encapsulation
- Fibers have very strong wear resistance and excellent durability
- The XT system features a dimensionally stable backing
- Ballast layers of sand and top layers of rubber infill for world-class performance

The XT system features a resilient slit-film fiber with proven long-term durability and an exceptional ability to encapsulate infill. The fibers are tufted into a two-layered durable backing. It is then filled with two distinct layers of infill: first a stabilizing layer of silica sand is brushed into the fibers, followed by a layer of recycled rubber granules. With technologically advanced fiber structures and fiber heights, the system is designed to deliver a long lasting, high performance surface for a variety of sports.

**PLEASE SEE SPECIFICATION SHEETS FOR ADDITIONAL INFORMATION**

## The Unique FieldTurf Philosophy

Simply put, we didn't revolutionize an industry to end up cutting corners – or performance. Since the very beginning, we have developed a reputation for setting quality and innovation standards that continue to revolutionize the artificial turf industry. Our 5 global corporate values ensure that all of our customers around the world – whether a small town, a professional team, a commercial enterprise, or a homeowner – receive the same industry-best products and services.

### Global Corporate Values:



**Positive Customer Experience** – Once you're our customer, you're part of the FieldTurf family. We begin building our relationship with you from the very first moment of contact throughout the life of your FieldTurf system.

**Innovation** – Over a decade ago, the original slit-film 'FieldTurf Classic' artificial turf system started the rebirth of the industry. Since then, we have introduced engineered products that are tailor made for each segment of the business. We own more than 30 patents that allow us to offer the industry's highest quality products for sporting and non-sporting applications.

**Accountability** – The turf stops here. FieldTurf is one of the most vertically integrated companies in the business. Our highly skilled professionals design, engineer, manage and service each project, and we carefully ensure that our products meet your unique specifications from beginning to end. It is part of our mantra to make sure your project is installed exactly as it should be and completed on time. [Nothing is left to chance.](#)

**Quality Control and Integrity** – It's safe to say we're the most tested turf on earth. We are the only artificial grass and synthetic turf manufacturer that meets the integrity of the industry's [Q6 quality requirements](#), which include: owning and managing all aspects of the manufacturing process; testing each roll of fiber and tufted synthetic grass; testing infill and verifying its grade; maintaining in-house certified installation crews; issuing third-party insured warranties; and delivering highly responsive customer service.

**Commitment to the Environment** - Abuse the turf. Save the earth. Across all our systems, FieldTurf saves billions of gallons of fresh water every year. FieldTurf is 100% lead-free and 100% recyclable. Our artificial grass turns rocky dust bowls and asphalt lots into lush playing fields, lawns, playgrounds, and putting greens for all to enjoy. FieldTurf

recycles materials into a playing surface that is artificially intelligent and [environmentally sound](#).

## Beynon Sports Surfaces

### **BSS 100 - Running Track & Field**

The BSS 50 running track combines SBR or EPDM granules with our polyurethane binder to create track and warning track surfaces of great value. The BSS 50 can be found in numerous high schools throughout the U.S., as well as MLB Stadiums, and lasts significantly longer than latex tracks with similar costs.

Below please find a sample of the institutions that have utilized the BSS 50 track and field system:

- Warning Track for Oriole Park at Camden Yards
- Warning Track for UNC Baseball Stadium
- Knox Jr. High School, Texas
- Madison Plains High School
- MacArthur High School

### **BSS 100 - Running Track & Field**

This surface stands up to all weather conditions and possesses capabilities to satisfy multi-use needs. It delivers consistent energy return throughout its life cycle and is water permeable.

The BSS 100 running track is a paved-in-place, porous track with a single-compound polyurethane binder and SBR rubber granules, finished with multiple sprays of 100% solids, pigment polyurethane, and EPDM granules.

Below please find a sample of the institutions that have utilized the BSS 100 track and field system:

- Johns Hopkins University
- Miami Dade College
- Virginia State University
- Chesapeake High School, Maryland
- Stillwater High School, Oklahoma



### **BSS 200 - Running Track & Field**

Users get the most out of the BSS 200 running track because it allows for safe, long-term training while providing a premier surface to meet virtually every level of competition. You'll get the optimal performance from your athletes for years to come with its ability to withstand most weather conditions.

We start with a paved-in-place polyurethane basemat, and then it's coated with a two-component polyurethane sealer and single component structural spray to make the surface impermeable. This track delivers consistent energy return throughout its lifespan.

Below please find a sample of the institutions that have utilized the BSS 200 track and field system:

- Shark Stadium, Sabine Pass, TX
- Mt. Pisgah High School
- Deerfield Beach High School
- Stratford High School
- Greensburg High School Stadium



### **BSS 300 - Running Track & Field**

The IAAF certified BSS 300 running track is a durable, all-weather, flood and chip sandwich system with excellent shock absorption and the highest return of energy. It's impermeable, resilient, and fast, and can take on anything that comes its way.

The Dual Durometer Sandwich system features a paved-in-place Polyurethane basemat, topped with a two-component seal coat and finished with a flow-applied layer of two-component Polyurethane and embedded or encapsulated texture.

The two-component wear layer provides the ultimate return of energy and ensures the

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longest life cycle in the industry.

Below please find a sample of the institutions that have utilized the BSS 300 track and field system:

- Perak Stadium, Malaysia
- University of Cincinnati
- United States Military Academy at West Point
- FBI Training Center at Quantico, Virginia
- Gagetown AFB, Canada
- Illinois College
- Colorado School of Mines



### **BSS 1000 - Running Track & Field**

The BSS 1000 is an IAAF certified surface that allows athletes to perform at their highest level while training or in competition. This surface is durable enough to resist the roughest weather and the toughest competition and requires no advanced maintenance

Its bio-engineered force reduction layer integrates very fine SBR rubber granules with environmentally friendly polyurethane to create an impermeable shock-absorbing cushion.

The BSS 1000 running track can be TUNED to meet the precise durometer required to meet and exceed the needs of your coaching staff, athletes and facility managers.

**Note that the BSS 1000 running track can be designed, manufactured and installed at a thickness of 10mm and IAAF certified at 13mm.**

Below please find a small sample of the institutions that have utilized the BSS 1000 track and field system:

- University of Wisconsin
- United States Coast Guard Academy
- Penag Stadium, Malaysia
- North Carolina State University
- Washington & Lee University

- University of Iowa
- Coppin State University



### **BSS 2000 - Running Track & Field**

The Olympic-caliber BSS 2000 is IAAF certified and offers athletes the top level of control and maximum energy return. It makes training more manageable and allows athletes to compete at the highest levels with the best in the world.

Featuring a force reduction layer of butyl rubber and full-depth color Polyurethane, this system is finished with a customized surface engineered to meet the intense demands of competition.

The BSS 2000 running track can be TUNED to meet the precise durometer required to meet the desires and needs of your coaching staff, athletes and facility managers.

Below please find a sample of the institutions that have utilized the BSS 2000 track and field system:

- University of Oregon, Hayward Field
- Auburn University
- Towson University
- Clemson University
- James Madison University



### **BSS 3000 - Running Track & Field**

Beynon Sports Surfaces has once again raised the bar in track & field. The new BSS 3000 is faster and more athlete-friendly - as well as more environmentally-friendly - than any track & field surface available today.

Not only is the BSS 3000 best-in-class in terms of performance, but unlike other full pour track surfaces, the BSS 3000 contains no SBR. Extensive R&D efforts and rigorous testing have been combined to deliver this remarkable advancement in track & field surfacing.

Among the BSS 3000's key benefits:

- **Speed:** Efficiently converts impact energy into kinetic energy, leading to faster times.
- **Safety:** Innovative gel technology produces an ultrasoft elastomer with viscoelastic behavior that allows for superior shock absorbing properties.
- **Eco-Friendly:** Approximately 300,000 lbs. of carbon dioxide is prevented from entering the atmosphere when installing the BSS 3000 system versus a standard full pour track system.
- **Highly customizable:** Force reduction (softness/firmness) can be adjusted to meet your specifications by increasing the surface's leveling layer size and decreasing the gel cushion layer (see surface cross-section for standard BSS 3000 specs).



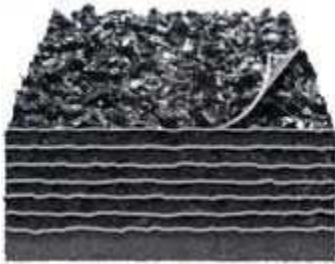
## L-2000 Running Track

### Solid, Seamless Latex

The L-2000 is unlike any other latex brand track system. It's a pure latex bound track – Beynon uses no emulsified asphalt in the bottom layers of its system. Instead, we use only high grade polymer resin-binder throughout the entire surface. The L-2000 is installed utilizing the patented "rake and spray" system. In this process, rubber granules are broadcast or "raked" onto the surface and then adhered by "spray-applying" a layer of polymer resin-binder. This method of layering is repeated until the specified thickness is achieved. The result is a dense, uniform, seamless latex track surface.

Our installation list will show you other institutions that have utilized the L-2000 track system





*“Atlas is not only an experienced company as far as installations, they're also done by people involved in track. It shows. They understand how we have to deal with this track on a daily basis.”*

**David Fix, PhD**

Head Coach

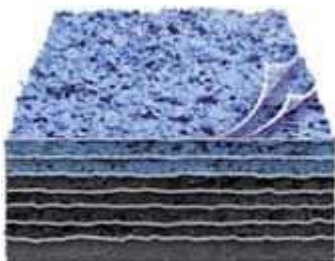
Men and Women's Track

Lewis & Clark College

Portland, OR



## **Poly-4000 Running Track**



## **The Next Generation**

This is it! The next evolutionary step for track surfaces. Water-based acrylic coating technology. Water-based coatings are non-toxic and friendly to the environment. The Poly-4000 incorporates water based resin technology throughout its structure. We've taken the unique Atlas latex system and finished it with multiple layers of large colored EPDM rubber granules and highly pigmented, structural acrylic coatings. The acrylic coating provides enhanced U.V. protection and with the combination of EPDM, establishes color stability. You get rich deep colors throughout its structure. The Poly-4000 measures up to the high performance criteria you expect from more expensive polyurethane track surfaces.

Our installation list will show you other institutions that have utilized the Poly 4000 track system.

**PLEASE SEE SPECIFICATION SHEETS FOR ADDITIONAL INFORMATION**

## **World Class Service**

### **Outdoor Track and Field Surfacing Systems**



## **Nothing is left to Chance**

What you see is an incredible track and field facility. What you feel is the premier surface for training and competition. Quality and attention to detail are of the utmost importance. To Beynon Sports Surfaces, that means overseeing every surface from raw material selection, to manufacturing the system to the specific needs of coaches and

student-athletes, all the way through installation. It also means having our collegiate track systems tested and certified according to IAAF and DIN standards to ensure that you and your client receive a superior product.

We guarantee only the industry's premium materials, workmanship, and service goes into each system. Our team is made up of the finest and most experienced in the industry, from world-famous track coaches to the world's leading polyurethane research chemists and the most experienced installation personnel. With them, and through tirelessly researching and developing new environmentally sensitive technology, we are able to bring you and your athletes the latest track and field surfacing innovations. We adhere to the top standards for environmentally-friendly products, and we're the leader in research and development of eco-products in the polyurethane sports surfacing industry.

### **Beynon Quality Assurance**

From the initial inquiry, our dedicated personnel give you undivided, one-on-one attention. We listen to you and work with you to get the final track system that fits your needs. Only Beynon Sports Surfaces can manufacture your track to your specification, which makes it easier to give you the track surface you desire, whether it's ideal for competition or perfect for extended risk-free training.

Once the sub-base of your track and field system has been cured and tested for planarity, only our experienced, trained technicians or accredited applicators install your surface to ensure the highest quality and superior precision and performance.

Bidder: FieldTurf USA, Inc.

D.4.b



## PREFERRED PRODUCER FOR FOOTBALL TURF

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# CERTIFICATE

FIFA is pleased to confirm that

**FIELDTURF INC.**

is classed as a **PREFERRED PRODUCER** for Football Turf

valid

**from 01/10/2011 to 30/06/2013**

Total Quality Service is guaranteed by

- Additional expertise in civil engineering (subbase) and project management (general contractor)
- Full responsibility for the production, installation and maintenance from inception to completion
- High level of service and continuous development of football turf products
- Experience as a FIFA Quality Concept licensee with FIFA RECOMMENDED fields

Mr. Joseph S. Blatter  
President Fédération Internationale de Football Association

[www.FIFA.com/footballturf](http://www.FIFA.com/footballturf)

# COMMON POLICY DECLARATIONS

This insurance is issued by a nonadmitted insurer not under the jurisdiction of the Maryland Insurance Commissioner.

ADMINISTRATIVE OFFICE  
Seaview House  
70 Seaview Avenue  
Stamford, CT 06902-6040  
HOME OFFICE  
505 Eagleview Blvd., Suite 100  
Dept. Regulatory  
Exton, PA 19341-0636  
800-688-1840

COMPANY PROVIDING COVERAGE: Indian Harbor Insurance Company  
POLICY NO.: US00011494LI11A RENEWAL OF: US00011494LI10A

POLICY PERIOD  
FROM May 01, 2011 to May 01, 2012  
AT 12:01 A.M., Standard Time at your mailing address shown below

Named Insured and Address:  
Fieldturf Tarkett USA Holdings, Inc.  
16 Alt Road  
Hunt Valley, MD 21030

Producer: Willis Group  
100 Matsonford Road, Building 5, Suite 200  
Radnor, PA 18052-5515

Business Description: Flooring Manufacturer  
Form of Business: Corporation

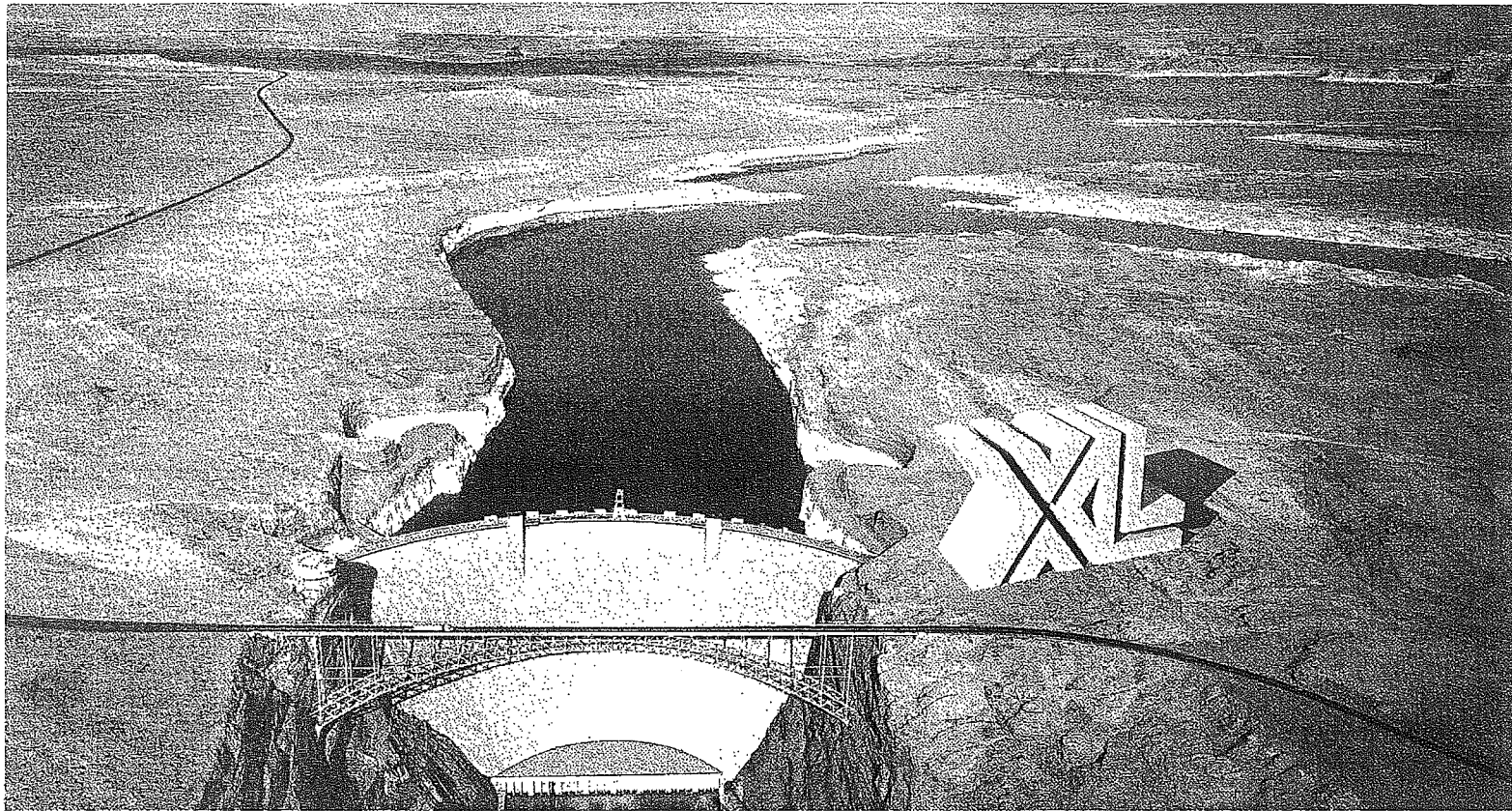
IN RETURN FOR THE PAYMENT OF THE PREMIUM, AND SUBJECT TO ALL TERMS OF THIS POLICY, WE AGREE WITH YOU TO PROVIDE THE INSURANCE AS STATED IN THIS POLICY.

This policy consists of the following coverage parts for which a premium is indicated. This premium may be subject to adjustment.	
	PREMIUM
Commercial Property Coverage Part	\$
Product Defect Correction Expense Coverage	\$
Commercial Crime Coverage Part	\$
Commercial Inland Marine Coverage Part	\$
Commercial Automobile Coverage Part	\$
Boiler and Machinery Coverage Part	\$
<b>Policy Premium:</b>	\$
	\$
Premium for Certified Acts of Terrorism	EXCLUDED

THESE DECLARATIONS TOGETHER WITH THE COMMON POLICY CONDITIONS, COVERAGE PART DECLARATIONS, COVERAGE PART COVERAGE FORM(S) AND FORMS AND ENDORSEMENTS, IF ANY, ISSUED TO FORM A PART HEREOF, COMPLETE THE ABOVE NUMBERED POLICY.

Form(s) and Endorsement(s) applicable to all coverage parts:  
Product Defect Correction Expense Coverage, IL MP 9104 (02/11) IHIC, IXI 405 (09/10), IXI 405 (09/10), XL-MDSOP (11/10), IL MP 7700 (05/04), PN CW 01 (02/10), PN CW 02 (05/05), PN CW 05(10/10)

Date: 08/01/11 jlh



Insurance Policy |

FIELDTURF TARKETT USA HOLDINGS, INC.

US00011494LI11A

5/1/2011 – 5/1/2012

**XL**INSURANCE

# COMMON POLICY DECLARATIONS

By:

Camille M. Netta

(Authorized Representative)

Type Name: Camille M. Netta

CONFIDENTIAL

# Product Defect Correction Expense Coverage

**Indian Harbor Insurance Company**

Policy Number: US00011494LI11A

Effective Date: May 01, 2011

## Declarations

**Named insured and Mailing-Address:**

Fieldturf Tarkett USA Holdings, Inc  
(see attached **Named Insured Endorsement**)  
16 Alt Road, Hunt Valley, Maryland 21030, USA

**Policy Period**

**From:** May 01, 2011

**To:** May 01, 2012

12:01 AM standard time at the Named Insured's Mailing Address Shown above

**Aggregate Limit Of insurance:**

\$13,000,000

**Each Defect Limit:**

\$13,000,000

**Retained Limit-S.I.R.:**

NIL

**Our Participation Share:**

100%

**Claim Reporting Period:**

**From:** Date of Validated Certificate of Completion for the Insured Product having the defect

**To:** Eight years from the Date of Validated Certificate of Completion for the Insured Product having the defect



# PRODUCT DEFECT CORRECTION COVERAGE INSURANCE POLICY

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## Contract

Various provisions in this policy restrict coverage. Read the entire policy carefully to determine right, duties and what is not covered.

Words and phrases that appear in quotation have special meaning. Refer to the Definitions section of this contract.

Throughout this contract the words "we," "us" and "our" refer to the Company providing this insurance policy. The words "you" and "your" refer to the Named Insured shown in the Declarations, and any other person or organization qualifying as a Named Insured under the policy.

## SECTION

- I. COVERAGE
- II. WHO IS AN INSURED
- III. LIMITS OF INSURANCE
- IV. POLICY EXCLUSIONS
- V. PRODUCT DEFECT CORRECTION CONDITIONS
- VI. DEFINITIONS

## SECTION I. - COVERAGE

Subject to the applicable Limits of Insurance, we will reimburse the insured, to the extent of our Participation Share shown in the Declarations, for "correction expenses" paid or incurred by you in excess of the Retained Limits, if applicable, solely because an "insured product" has a "defect".

This policy applies only if:

1. a claim for "correction expenses" is first made against you during the Claims Reporting Period shown in the declarations
2. such "defect" is first reported to us by you in writing during the Claims Reporting Period shown in the declarations; and
3. a certificate of completion has been validated by the "insured" during the policy period for the "Insured Product" having the "defect"

All reports in connection with the same "defect" will be deemed to have been made at the time the first of those reports is made to us by any "insured" in writing. We have no duty

to investigate, defend or settle any claim, suit or other demand of any nature against any "insured" or any other person or organization.

No other obligation or liability to reimburse sums or perform acts or services is covered. This policy applies only to "insured" products located in the "coverage territory".

## **SECTION II - WHO IS AN INSURED:**

You are an insured if:

- A. You are named insured in the Declaration Page
- B. You are an organization over which the Named Insured maintains ownership or majority interest except any
  1. Joint Venture
  2. Partnership (including any limited liability partnership); or limited company, unless also shown in this policy as a Named Insured

## **SECTION III. - LIMITS OF INSURANCE**

The Limits of Insurance shown in the Declarations and the rules below fix the most we will reimburse. If we or any insurance company affiliated with us issue coverage for more than one policy period, our obligation to reimburse "correction expenses" in connection with any one "defect" shall be subject to, and governed by the Limits of Insurance, the Retained Limits, if applicable, and the other terms and conditions of only one policy period. That policy period will be the one, if any, which was effective at the time the product installation was certified as completed by you.

### **A. Aggregate Limit:**

Subject to the Each Defect Limit, the Aggregate Limit is the most we will reimburse for all "defects".

### **B. Each Defect Limit:**

1. The Each Defect Limit is the most we will reimburse for the sum of all "correction expenses" in connection with any one "defect".
2. All "correction expenses" in connection with substantially the same general harmful condition will be deemed to arise out of the same "defect".

3. Any amount reimbursed for "correction expenses" in connection with any one "defect" will reduce the amount of the Aggregate Limit available for reimbursement of "correction expenses" in connection with any other "defect".
4. If the Aggregate Limit has been reduced by reimbursement of "correction expenses" to an amount that is less than the Each Defect Limit, the remaining Aggregate Limit is the most that will be available for reimbursement of "correction expenses" in association with any other "defect".

**C. Retained Limits:**

1. You agree to pay the Retained Limits, if applicable, shown in the Declarations.
2. The Retained Limits, if applicable, apply separately to each installation and "defect".
3. The Retained Limits, if applicable, apply whether or not any "insured" maintains applicable insurance or other funding mechanisms and whether or not such insurance would otherwise apply but for the application of the Retained Limits.
4. The Retained Limits, if applicable, can be exhausted only by payments of "correction expenses" to which this policy would otherwise apply but for the application of the Retained Limits.
5. The Retained Limits, if applicable, will not be reduced or exhausted by any amounts paid or payable under any other coverage of this policy or under any subsequent renewal, extension or substitution thereof.
6. We may, at our option, pay any part of the Retained Limits. You shall promptly reimburse us for such part of the Retained Limits, if applicable, and related costs and expenses paid by us.
7. Failure of the insured or others acting on the insured's behalf to comply with these provisions will not nullify this policy, but in the event of such failure, we will only reimburse you to the same extent as if there had been compliance.

**SECTION IV – POLICY EXCLUSION**

**A. Lead Exclusion**

This policy does not apply to any "correction expenses" in connection with any goods or products arising out of or alleged to have arisen of the exposure, existence, removal or abatement of lead, lead paint or any other material containing lead or lead paint.:

**B. Banned Materials**

This policy does not apply to any "correction expenses" in connection with goods or products that have been distributed after any governmental organization has banned such goods or products (or any container, ingredient or part thereof) or declared them unsafe.

**C. Internal Devices**

This policy does not apply to "correction expenses" in connection with any "insured product" which has actually been temporarily or permanently placed inside any portion of the body of any human being or animal.

**D. Deterioration**

This policy does not apply to any "correction expenses" in connection with:

1. Expiration of normal shelf life;
2. Normal perishability; or
3. Normal deterioration or decomposition of goods or products

**E. Kindred Goods or Products**

This policy does not apply to any "correction expenses" in connection with goods or products from any lot or for which it can be readily determined that none of such goods or products from that lot or batch have a "defect", even if goods or products from another lot or batch of kindred goods or products have been determined to have "defects".

**F. Goods or Products of Unnamed Organizations**

This policy does not apply to any "correction expenses" in connection with any goods or products manufactured, sold, handled or distributed by any joint venture partnership (including any limited liability partnership) or limited liability company not shown in the Declarations as a named insured.

**G. Known Defects**

This policy does not apply to any "correction expenses" in connection with any "insured product" which has a "defect" if such "defect" was known, or should have been known, by any insured prior to the:

1. effective date of the insurance; or
2. delivery of such insured product by you or any person of organization acting on your behalf

#### **H. Wasted Sites**

This policy does not apply to any "correction expenses" in connection with goods or products located at any premises, site or location which is or was at any time used for the handling, storage, disposal, processing or treatment of waste.

#### **I. Prior Goods or Products of Acquired or Formed Organizations**

This policy does not apply to "correction expenses" in connection with any goods or products manufactured, sold, handled or distributed by an organization any insured acquires or forms at any time if such goods or products were manufactured, sold, handled or distributed before such insured acquired or formed such organization.

#### **J. Willful Violation of Law**

This policy does not apply to any "correction expenses" in connection with any willful violation of any statute, regulation, ordinance or other law, or any governmental directive or order.

### **SECTION V - PRODUCT DEFECT CORRECTION CONDITIONS:**

#### **A. Abandonment**

There can be no abandonment of property to us unless we specifically agree to such abandonment in writing.

#### **B. Bankruptcy**

Bankruptcy or insolvency of you or your estate will not relieve us of our obligations under this policy.

If, during the Claims Reporting Period:

1. You should cease to exist as a business organization; and a customer of the yours believes they have an "insured product" that has a "defect"; and
2. Your customer believes the "correction expense" of that "defect" may be covered under this policy

then:

1. that customer should report the "defect" to us for remedy. The report should include the original certificate of completion validated by you. If we need additional information to authorize "correction expenses" to correct the "defect", the customer shall cooperate with us in attaining that information; and

2. the Each Defect limit of liability available for "correction expenses" for that customer is amended to the policy limits as described in Item 3 in the Declarations page of the policy.

### **C. Binding Arbitration**

If we and you do not agree whether coverage is provided under this insurance, or if we agree with the insured that coverage is provided, but cannot agree as to the amount of "correction expenses", then either party may make a written demand for arbitration.

Any written demand for arbitration must be made within 60 days of the date on which we notify the insured that coverage does not apply or (if we determine that coverage does apply) within 60 days of the date on which we notify you of the amount of "correction expenses" we deem reimbursable. If such demand is made, both parties may agree on a single arbitrator. If they cannot so agree, then each party will select an arbitrator. The two arbitrators will select a third. If they cannot agree on the third arbitrator within 30 days, either may request that selection be made by a judge of a court having jurisdiction. Each party will:

1. Pay the expenses it incurs; and
2. Share the expenses of the single arbitrator (if that format is chosen) or of the third arbitrator equally.

Unless both parties agree otherwise, arbitration will take place in the county or parish in which your address shown in the Declarations is located. Local rules of law as to procedure and evidence will apply. A decision rendered by the single arbitrator (if that format is chosen) or agreed upon by two arbitrators of a three Member panel will be binding and shall be enforceable in the same manner as a final judgment of any court of competent jurisdiction.

### **D. Cancellation**

1. The first Named Insured shown in the Declarations Page may cancel this policy by mailing or delivering to us advance written notice of cancellation.
2. We may cancel this policy by mailing or delivering to the first Named Insured written notice of cancellation at least:
  - a. 15 days before the effective date of cancellation if we cancel for nonpayment of premium; or
  - b. 90 days before the effective date of cancellation if we cancel for any other reason.

3. We will mail or deliver our notice to the first Named Insured's last mailing address known to us.
4. Notice of cancellation will state the effective date of cancellation. The policy period will end on that date.
5. If this policy is cancelled, we will send the first Named Insured any premium refund due. If we cancel, the refund will be pro rata. If the first Named Insured cancels, the refund may be less than pro rata. The cancellation will be effective even if we have not made or offered a refund.
6. If notice is mailed, proof of mailing will be sufficient proof of notice.

#### **E. Nonrenewal**

If we decide not to renew this policy, we will send written notice of nonrenewal at least 90 days before the end of the policy period. We will send our nonrenewal notice by certified mail, or deliver it, to you at the last mailing addresses known to us.

#### **F. Concealment or Misrepresentation**

This policy is void if any insured intentionally conceals or misrepresents any material fact.

#### **G. Duties In The Event of Discovery Of A Defect**

You must give us immediate written notice upon discovery or upon notification by a governmental organization that an "insured product" has a "defect" which makes it necessary to regain control over any "covered products"

You must immediately make every reasonable effort to stop any release, shipment, consignment or other distribution of any: "covered products" which are known or suspected to have a "defect"; and kindred goods or products until it is determined that those goods or products do not have a "defect"

As often as we reasonably require, any insured must:

1. Permit us to inspect and make copies of records which support all "correction expenses" claimed.
2. Cooperate with us in the investigation or settlement of any claim.
3. Permit us to examine any person under oath, outside the presence of any other person and at such times as may be reasonably required, about any matter relating

to this policy or any claim, including any insured's books and records. In the event of an examination, answers of the person we examine must be signed.

Within 90 days after any insured's report of a "defect" to us, you must see to it that we are sent a sworn written statement containing the following information:

1. A complete description and proof of the "defect", including its cause;
2. A listing that identifies the applicable "covered products", including batch or lot numbers, serial numbers and dates of manufacture; and
3. An itemized estimate of the "correction expenses".

#### **H. Legal Action Against Us**

No person or organization has a right under this policy to:

1. join us as a party or otherwise bring us into any suit against any insured or into any arbitration or other alternative dispute resolution with any insured; or
2. sue us on this policy

In making any loss determination under this policy we will utilize relevant sources of:

1. Financial records and accounting procedures; and bills, invoices and other vouchers.
2. Expenses which exceed normal operating expenses; and
3. Other necessary expenses which reduce "correction expenses" that otherwise would have been incurred.

We will deduct from the total of such expenses the salvage value that remains of any property bought for temporary use in connection with regaining control over "covered products".

#### **I. Loss Payable**

Persons or organizations for whom you validate a certificate of completion are Loss Payees, but only if you are contractually obligated to add them as Loss Payees. For covered "correction expenses", we may pay a Loss Payee directly if you agree and after we adjust the loss with you. If we pay the Loss Payee directly, such payments will satisfy your claims against us for "correction expenses" related to that particular "defect".



## **J. Loss Payment**

We will reimburse the insured for "correction expenses" within thirty (30) days after we received the sworn written statement, as described under the Duties in the Event of Discovery of a Defect condition, if you have complied with all of the terms of this policy and:

1. We have reached agreement with the insured on the amount of loss; or
2. An arbitration award has been made.

## **K. No Benefit To Others**

This policy is for the benefit of insureds. No other person or organization may benefit directly from it.

## **L. Other Insurance**

If any insured has "other insurance" covering loss which is also covered by this insurance, we will only reimburse you for the amount of loss, to which this insurance applies in excess of the amount due from that "other insurance", whether collectible or not.

## **M. Premium Audit**

We will compute all premiums for this insurance in accordance with our rules and rates. In accordance with the Estimated Premiums section of the Premium Summary, premiums identified by an asterisk are estimated premiums and are subject to audit. In addition to or in lieu of such designation in the Premium Summary, premiums may be designated as Estimated Premiums in the Liability Insurance section of this policy. In that event, these premiums will also be subject to audit and the second paragraph of the Estimated Premiums section of the Premium Summary will apply.

## **N. Reduction of Expenses**

All insureds must take all reasonable steps to minimize "correction expenses".

## **O. Transfer of Rights of Recovery**

If any Insured has the right to recover all or part of any payment we have made under this insurance, those rights are transferred to us. No insured shall do any thing after loss to impair them. At our request, an insured will bring suit or transfer those rights to us and assist us to enforce them.

## **SECTION VI - DEFINITIONS**

### **A. Correction Expenses:**

“Correction expenses” mean that part of the following expenses which are reasonable, and necessary:

The lesser of:

1. Your cost of correcting the “defect” of the “insured product”, provided that the “defect” does not arise out of the design of the insured product; or
2. Your cost of replacing the “insured product” having a “defect”, if such “insured product” cannot be repaired or if the “defect” cannot be corrected

***“Correction expenses” does not include:***

- Any cost or expense of revising the design of any “insured product”;
- Any cost or expense in connection with inspecting, adjusting or repairing any part of a “covered product” that is not an “insured product”;
- The cost of that portion of a “covered product” which is not an “insured product”, or the cost of any replacement thereof or of any other property;
- Refund to any person or organization, including any cost or expense in connection with such refund; or
- Cost or expense in connection with the realization, maintenance or recovery of market share, goodwill, reputation, revenue or profit

### **B. Coverage Territory:**

“Coverage territory” is defined as Worldwide

### **C. Covered Product:**

“Covered product” means any:

1. “Insured product” or
2. Good or product which incorporates an “insured product” as a container, part or ingredient and from which the “insured product” cannot practically be removed, which is in the possession of a person or organization other than an insured, at the time a “defect” to which this policy applies is discovered.

**D. Defect(s):**

“Defect” means an actual “defect” in workmanship or material which is not intended by any insured;

1. A reasonable person in the circumstances of any insured would not expect,
2. Arises out of the conduct of any insured, or a person or organization acting on behalf of any insured
3. “Defect” does not include any actual, alleged or threatened condition arising out of malicious:
4. Alteration; or
5. Contamination; of goods or products.

“Defect” does not include any actual, alleged or threatened condition arising out of a normal product wear or discoloration.

**E. Injury:**

“Injury” means physical “injury” to tangible property.

“Injury” does not include physical injury to any property owned by any insured.

**F. Insured Product:**

“Insured product” means:

1. Goods or products (other than real property) manufactured, sold, handled or distributed by:
  - a. Any insured;
  - b. Or others trading under any insured's name; and
2. Containers (other than vehicles), materials, parts or equipment furnished in connection with such goods or products.

**G. Other Insurance:**

“Other insurance” means a policy of insurance or any type of self-insurance or other mechanism by which any insured arranges for funding of a loss.

Named Insured Endorsement:

It is agreed and understood that the following named insured are added to this policy:

Fieldturf USA, Inc.  
Fieldturf Inc  
Les Installations Sportives DEFARGO Inc.  
Beynon sports Surfaces, Inc.  
Sports Division Of Tarkett, Inc.  
Atlas Tracks, Inc.

Also, the following are named insureds:

1. Any organization, partnership, joint venture or limited liability company over which you, or the Fieldturf Tarkett Division of Tarkett Inc., or one of their subsidiaries or affiliates of which you or the Fieldturf Tarett Division of Tarkett Inc. have a majority ownership or control (hereinafter "Controlled Affiliate"):

- a.) currently maintains ownership control or majority interest, or
- b.) has agreed to provide insurance

2. Any other organization you or the Fieldturf Tarkett Division of Tarkett Inc., or one of their subsidiaries or Controlled Affiliates newly form or acquire and over which you or the Fieldturf Tarkett Division of Tarkett Inc. or their subsidiary or Controlled Affiliate

- a.) currently maintains ownership control or majority interest, or
- b.) has agreed to provide insurance

**Knowledge and Notice of Defect –**

It is agreed that knowledge of a defect or offense by an agent, servant or employee of the insured shall not constitute knowledge to the insured unless the Risk Manager noted below shall have received such notice. It is also agreed that if the insured reports an defect or offense another carrier that develops into a liability claim, failure to report such defect or offense to this company at the time defect shall not be deemed in violation of "Duties In The Event of Defect, Offense, Claim Or Suit."

**Scheduled Individual:**

**Andrée Beaudry**  
Service juridique/Legal Department  
1001 Yamaska Est/East, Farnham, QC J2N 1J7

**IN WITNESS**

**INDIAN HARBOR INSURANCE COMPANY**

REGULATORY OFFICE  
505 EAGLEVIEW BOULEVARD, SUITE 100  
DEPARTMENT: REGULATORY  
EXTON, PA 19341-0636  
PHONE: 800-688-1840

It is hereby agreed and understood that the following In Witness Clause supercedes any and all other In Witness clauses in this policy.

All other provisions remain unchanged.

IN WITNESS WHEREOF, the Company has caused this policy to be executed and attested, and, if required by state law, this policy shall not be valid unless countersigned by a duly authorized representative of the Company.

*S. Maag*

Seraina Maag  
President

*Toni Ann Perkins*

Toni Ann Perkins  
Secretary



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
09/23/2011

Page 1 of 2

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Willis of Pennsylvania, Inc. c/o 26 Century Blvd. P. O. Box 305191 Nashville, TN 37230-5191	CONTACT NAME:		
	PHONE (A/C.NO.EXT):	877-945-7378	FAX (A/C.NO.): 888-467-2378
	E-MAIL ADDRESS:	certificates@willis.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #	
INSURED Fieldturf USA, Inc. c/o Sports Division Tarkett Inc. 8088 Montview Montreal, QC H4P 2L7 Canada	INSURER A:	XL Insurance America, Inc.	24554-003
	INSURER B:	Travelers Property Casualty Company of Am	25674-008
	INSURER C:	X L Insurance Company, Ltd.	F6825-001
	INSURER D:		
	INSURER E:		
	INSURER F:		

## COVERAGES

CERTIFICATE NUMBER: 16592443

REVISION NUMBER:

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADD'L INSRD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	Y	Y	US00010327LI11A	5/1/2011	5/1/2012	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS	Y	Y	TJCAP823K312A11	9/28/2011	9/28/2012	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY(Per person) \$ BODILY INJURY(Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	Y	Y	US00010615LI11A	5/1/2011	5/1/2012	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	AOS- TC2JUB823K310611 ** - TROUB823K311811	9/28/2011 9/28/2011	9/28/2012 9/28/2012	<input checked="" type="checkbox"/> WC STATUTORY LIMITS 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
C	Excess Liability	Y	Y	FR00005577LI11A	5/1/2011	5/1/2012	\$20,000,000 Each Occurrence \$20,000,000 Aggregate

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach Acord 101, Additional Remarks Schedule, if more space is required)

\*\* covers AZ, MA, OR, WI only

(continued on next page)

## CERTIFICATE HOLDER

## CANCELLATION

SAMPLE :	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 



## ADDITIONAL REMARKS SCHEDULE

AGENCY Willis of Pennsylvania, Inc.		NAMED INSURED Fieldturf USA, Inc. c/o Sports Division Tarkett Inc. 8088 Montview Montreal, QC H4P 2L7 Canada	
POLICY NUMBER See First Page		EFFECTIVE DATE: See First Page	
CARRIER See First Page	NAIC CODE		

### ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,  
 FORM NUMBER: 25      FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

(continued)

Additional coverage also exists as part of a global program as follows:

Carrier: XL Insurance Co. Ltd.  
 Policy Number: FR00005577LI11A  
 Effective Date: 05/01/2011  
 Expiration Date: 05/01/2012  
 Limits: \$20,000,000 Limit for Dismantling and Reinstalling Costs, Per Claim

#### CONTRACTOR'S EQUIPMENT:

Carrier: Travelers Property Casualty Company of America  
 Policy Number: QT6606487N957TIL11  
 Effective Date: 05/29/2011  
 Expiration Date: 05/29/2012  
 Limits: Leased or Rented Items - \$100,000 Per Item

#### PRODUCT DEFECT:

Carrier: Indian Harbor Insurance Company  
 Policy Number: US00011494LI11A  
 Effective Date: 05/01/2011  
 Expiration Date: 05/01/2012  
 Limits: \$13,000,000 Each Defect Limit, \$13,000,000 Aggregate Limit, \$0 Deductible

Certificate Holder is included as an Additional Insured on the General Liability / Automobile Liability policy, as respects to the liability arising out of ongoing and completed operations performed on the project specified in the construction contract for the period of time required within the contract.

It is further agreed that such insurance as is afforded shall be Primary with any other insurance in force for or which may be purchased by the Additional Insured, where required by written contract executed prior to loss and permitted by law.

Waiver of Subrogation applies in favor of Certificate Holder with respects to General Liability / Automobile Liability / Workers Compensation coverage, where required by written contract subject to policy terms and conditions.



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# How FieldTurf Can Contribute To Obtaining LEED® Credits

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## How FieldTurf Can Contribute To Obtaining LEED® Credits

### INDEX

#### The Leadership in Energy and Environmental Design

#### FieldTurf Recycled Content

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- 1 Point

**WE Credit 1.2:** Water Efficient Landscaping: No Potable Water Use or No Irrigation  
- 1 Point in addition to WE Credit 1.1

**MR Credit 2.1:** Construction Waste Management: Divert 50% From Disposal  
- 1 Point

**MR Credit 2.2:** Construction Waste Management: Divert 75% From Disposal  
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- 1 Point

**MR Credit 3.2:** Materials Reuse: 10%  
- 1 Point in addition to MR Credit 3.1

**MR Credit 4.1:** Recycled Content: 10% (post-consumer + 1/2 pre-consumer)  
- 1 Point

**MR Credit 4.2:** Recycled Content: 20% (post-consumer + 1/2 pre-consumer)  
- 1 Point in addition to MR Credit 4.1

**MR Credit 5.1:** Regional Materials: 10% Extracted, Processed & Manufactured Regionally  
- 1 Point

**MR Credit 5.2:** Regional Materials: 20% Extracted, Processed & Manufactured Regionally  
- 1 Point in addition to MR Credit 5.1

## How FieldTurf Can Contribute To Obtaining LEED® Credits

### The Leadership in Energy and Environmental Design

The Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™ represents the U.S. Green Building Council's effort to provide a national standard for what constitutes a "green building." It is utilized as a design guideline and certification tool for architects and designers seeking to develop high-performance, sustainable buildings.

LEED Version 2.2 is an updated version of the rating system for New Construction, Major Renovations, and Water Efficiency. It is designed to guide and distinguish high-performance commercial and institutional projects.

The rating system defines the requirements, by category, to achieve each prerequisite and voluntary point. Projects earn one or more points toward certification by meeting or exceeding each credit's technical requirements. Points compute to a final score that relates to one of four possible levels of certification.

FieldTurf's synthetic turf systems for athletic fields are designed to meet stringent criteria required to potentially earn points under 1 out of the 10 categories of LEED-NC. Based on this criteria, FieldTurf's products can assist architects and designers in obtaining up to 10 points toward LEED certification.



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## How FieldTurf Can Contribute To Obtaining LEED® Credits

### FieldTurf Recycled Content

**Product:** FieldTurf - Rubber & Sand Infill

**Dimensions (mm):**

Thickness	as specified
Length	as specified
Width	as specified

**Color:** Black

**Recycled Content:**

Total	70% (volume)
Post-Consumer	100%
Pre-Consumer	N/A

### LEED-NC (New Construction) CREDIT AREAS POTENTIALLY IMPACTED BY FIELDTURF

Category	Credit Title	Credit Number	No of Points Attainable
Materials & Resources	Construction Waste Management	MR 2.1	1
Materials & Resources	Construction Waste Management	MR 2.2	1
Materials & Resources	Materials Reuse	MR 3.1	1
Materials & Resources	Materials Reuse	MR 3.2	1
Materials & Resources	Recycled Content	MR 4.1	1
Materials & Resources	Recycled Content	MR 4.2	1
Materials & Resources	Regional Materials	MR 5.1	1
Materials & Resources	Regional Materials	MR 5.2	1
Water Efficiency	Water Efficiency Landscaping	WE 1.1	1
Water Efficiency	Water Efficiency Landscaping	WE 1.2	1

## How FieldTurf Can Contribute To Obtaining LEED® Credits

### WE Credit 1.1: Water Efficient Landscaping: Reduce by 50% - 1 Point

**Intent**

Limit or eliminate the use of potable water, or other natural surface or subsurface water resources available on or near the project site, for landscape irrigation.

**Requirements**

Reduce potable water consumption for irrigation by 50% from a calculated mid-summer baseline case.

Reductions shall be attributed to any combination of the following items:

- Plant species factor
- Irrigation efficiency
- Use of captured rainwater
- Use of recycled wastewater
- Use of water treated and conveyed by a public agency specifically for non-potable uses

**Potential Technologies & Strategies**

Perform a soil/climate analysis to determine appropriate plant material and design the landscape with native or adapted plants to reduce or eliminate irrigation requirements. Where irrigation is required, use high-efficiency equipment and/or climate-based controllers.

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### WE Credit 1.2: Water Efficient Landscaping: No Potable Water Use or No Irrigation - 1 Point in addition to WE Credit 1.1

**Intent**

Eliminate the use of potable water, or other natural surface or subsurface water resources available on or near the project site, for landscape irrigation.

**Requirements**

Achieve WE Credit 1.1.and:

Use only captured rainwater, recycled wastewater, recycled greywater, or water treated and conveyed by a public agency specifically for non-potable uses for irrigation.

**OR**

Install landscaping that does not require permanent irrigation systems. Temporary irrigation systems used for plant establishment are allowed only if removed within one year of installation.

**Potential Technologies & Strategies**

Perform a soil/climate analysis to determine appropriate landscape types and design the landscape with indigenous plants to reduce or eliminate irrigation requirements. Consider using stormwater, greywater, and/or condensate water for irrigation.

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## How FieldTurf Can Contribute To Obtaining LEED® Credits

### **MR Credit 2.1:** Construction Waste Management: Divert 50% From Disposal **1 Point**

#### **Intent**

Divert construction, demolition and land-clearing debris from disposal in landfills and incinerators. Redirect recyclable recovered resources back to the manufacturing process. Redirect reusable materials to appropriate sites.

#### **Requirements**

Recycle and/or salvage at least 50% of non-hazardous construction and demolition debris. Develop and implement a construction waste management plan that, at a minimum, identifies the materials to be diverted from disposal and whether the materials will be sorted on-site or comingled. Excavated soil and land-clearing debris do not contribute to this credit. Calculations can be done by weight or volume, but must be consistent throughout.

#### **Potential Technologies & Strategies**

Establish goals for diversion from disposal in landfills and incinerators and adopt a construction waste management plan to achieve these goals. Consider recycling cardboard, metal, brick, acoustical tile, concrete, plastic, clean wood, glass, gypsum wallboard, carpet and insulation. Designate a specific area(s) on the construction site for segregated or comingled collection of recyclable materials, and track recycling efforts throughout the construction process. Identify construction haulers and recyclers to handle the designated materials. Note that diversion may include donation of materials to charitable organizations and salvage of materials on-site.

### **MR Credit 2.2:** Construction Waste Management: Divert 75% From Disposal - **1 Point in addition to MR Credit 2.1**

#### **Intent**

Divert construction and demolition debris from disposal in landfills and incinerators. Redirect recyclable recovered resources back to the manufacturing process. Redirect reusable materials to appropriate sites.

#### **Requirements**

Recycle and/or salvage an additional 25% beyond MR Credit 2.1 (75% total) of non-hazardous construction and demolition debris. Excavated soil and land-clearing debris do not contribute to this credit. Calculations can be done by weight or volume, but must be consistent throughout.

#### **Potential Technologies & Strategies**

Establish goals for diversion from disposal in landfills and incinerators and adopt a construction waste management plan to achieve these goals. Consider recycling cardboard, metal, brick, acoustical tile, concrete, plastic, clean wood, glass, gypsum wallboard, carpet and insulation. Designate a specific area(s) on the construction site for segregated or comingled collection of recyclable materials, and track recycling efforts throughout the construction process. Identify construction haulers and recyclers to handle the designated materials. Note that diversion may include donation of materials to charitable organizations and salvage of materials on-site.

## How FieldTurf Can Contribute To Obtaining LEED® Credits

### **MR Credit 3.1:** Materials Reuse: 5% - **1 Point**

#### **Intent**

Reuse building materials and products in order to reduce demand for virgin materials and to reduce waste, thereby reducing impacts associated with the extraction and processing of virgin resources.

#### **Requirements**

Use salvaged, refurbished or reused materials such that the sum of these materials constitutes at least 5%, based on cost, of the total value of materials on the project. Mechanical, electrical and plumbing components and specialty items such as elevators and equipment shall not be included in this calculation. Only include materials permanently installed in the project. Furniture may be included, providing it is included consistently in MR Credits 3-7.

#### **Potential Technologies & Strategies**

Identify opportunities to incorporate salvaged materials into building design and research potential material suppliers. Consider salvaged materials such as beams and posts, flooring, paneling, doors and frames, cabinetry and furniture, brick and decorative items.

### **MR Credit 3.2:** Materials Reuse: 10% **1 Point in addition to MR Credit 3.1**

#### **Intent**

Reuse building materials and products in order to reduce demand for virgin materials and to reduce waste, thereby reducing impacts associated with the extraction and processing of virgin resources.

#### **Requirements**

Use salvaged, refurbished or reused materials for an additional 5% beyond MR Credit 3.1 (10% total, based on cost). Mechanical, electrical and plumbing components and specialty items such as elevators and equipment shall not be included in this calculation. Only include materials permanently installed in the project. Furniture may be included, providing it is included consistently in MR Credits 3-7.

#### **Potential Technologies & Strategies**

Identify opportunities to incorporate salvaged materials into building design and research potential material suppliers. Consider salvaged materials such as beams and posts, flooring, paneling, doors and frames, cabinetry and furniture, brick and decorative items.

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## How FieldTurf Can Contribute To Obtaining LEED® Credits

### **MR Credit 4.1:** Recycled Content: 10% (post-consumer + 1/2 pre-consumer) **1 Point**

#### **Intent**

Increase demand for building products that incorporate recycled content materials, thereby reducing impacts resulting from extraction and processing of virgin materials.

#### **Requirements**

Use materials with recycled content such that the sum of post-consumer recycled content plus one-half of the pre-consumer content constitutes at least 10% (based on cost) of the total value of the materials in the project.

The recycled content value of a material assembly shall be determined by weight. The recycled fraction of the assembly is then multiplied by the cost of assembly to determine the recycled content value.

Mechanical, electrical and plumbing components and specialty items such as elevators shall not be included in this calculation. Only include materials permanently installed in the project. Furniture may be included, providing it is included consistently in MR Credits 3–7.

Recycled content shall be defined in accordance with the International Organization of Standards document, *ISO 14021—Environmental labels and declarations—Self-declared environmental claims (Type II environmental labeling)*.

Post-consumer material is defined as waste material generated by households or by commercial, industrial and institutional facilities in their role as end-users of the product, which can no longer be used for its intended purpose.

Pre-consumer material is defined as material diverted from the waste stream during the manufacturing process. Excluded is reutilization of materials such as rework, regrind or scrap generated in a process and capable of being reclaimed within the same process that generated it.

#### **Potential Technologies & Strategies**

Establish a project goal for recycled content materials and identify material suppliers that can achieve this goal. During construction, ensure that the specified recycled content materials are installed. Consider a range of environmental, economic and performance attributes when selecting products and materials.

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## How FieldTurf Can Contribute To Obtaining LEED® Credits

### **MR Credit 4.2:** Recycled Content: 20% (post-consumer + 1/2 pre-consumer) **1 Point in addition to MR Credit 4.1**

#### **Intent**

Increase demand for building products that incorporate recycled content materials, thereby reducing the impacts resulting from extraction and processing of virgin materials.

#### **Requirements**

Use materials with recycled content such that the sum of post-consumer recycled content plus one-half of the pre-consumer content constitutes an additional 10% beyond MR Credit 4.1 (total of 20%, based on cost) of the total value of the materials in the project.

The recycled content value of a material assembly shall be determined by weight. The recycled fraction of the assembly is then multiplied by the cost of assembly to determine the recycled content value.

Mechanical, electrical and plumbing components and specialty items such as elevators shall not be included in this calculation. Only include materials permanently installed in the project. Furniture may be included, providing it is included consistently in MR Credits 3–7.

Recycled content shall be defined in accordance with the International Organization of Standards document, *ISO 14021—Environmental labels and declarations—Self-declared environmental claims (Type II environmental labeling)*.

Post-consumer material is defined as waste material generated by households or by commercial, industrial and institutional facilities in their role as end-users of the product, which can no longer be used for its intended purpose.

Pre-consumer material is defined as material diverted from the waste stream during the manufacturing process. Excluded is reutilization of materials such as rework, regrind or scrap generated in a process and capable of being reclaimed within the same process that generated it.

#### **Potential Technologies & Strategies**

Establish a project goal for recycled content materials and identify material suppliers that can achieve this goal. During construction, ensure that the specified recycled content materials are installed. Consider a range of environmental, economic and performance attributes when selecting products and materials.

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## How FieldTurf Can Contribute To Obtaining LEED® Credits

## How FieldTurf Can Contribute To Obtaining LEED® Credits

**MR Credit 5.1:** Regional Materials: 10% Extracted, Processed & Manufactured Regionally - **1 Point**

**Intent**

Increase demand for building materials and products that are extracted and manufactured within the region, thereby supporting the use of indigenous resources and reducing the environmental impacts resulting from transportation.

**Requirements** - See location map on next page.

Use building materials or products that have been extracted, harvested or recovered, as well as manufactured, within 500 miles of the project site for a minimum of 10% (based on cost) of the total materials value. If only a fraction of a product or material is extracted/harvested/recovered and manufactured locally, then only that percentage (by weight) shall contribute to the regional value. Mechanical, electrical and plumbing components and specialty items such as elevators and equipment shall not be included in this calculation. Only include materials permanently installed in the project. Furniture may be included, providing it is included consistently in MR Credits 3–7.

**Potential Technologies & Strategies**

Establish a project goal for locally sourced materials, and identify materials and material suppliers that can achieve this goal. During construction, ensure that the specified local materials are installed and quantify the total percentage of local materials installed. Consider a range of environmental, economic and performance attributes when selecting products and materials.

**MR Credit 5.2:** Regional Materials: 20% Extracted, Processed & Manufactured Regionally - **1 Point in addition to MR Credit 5.1**

**Intent**

Increase demand for building materials and products that are extracted and manufactured within the region, thereby supporting the use of indigenous resources and reducing the environmental impacts resulting from transportation.

**Requirements** - See location map on next page.

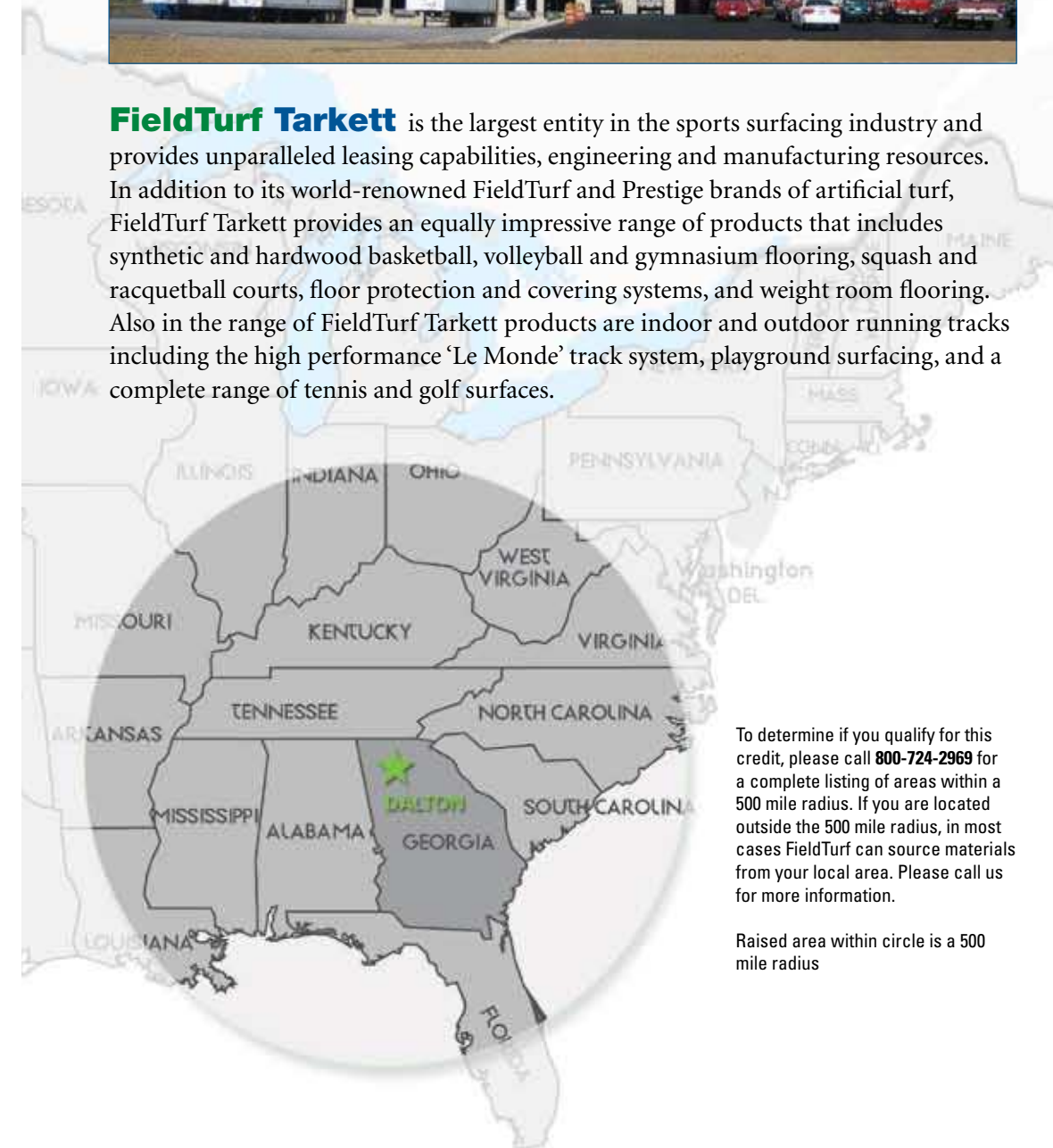
Use building materials or products that have been extracted, harvested or recovered, as well as manufactured, within 500 miles of the project site for an additional 10% beyond MR Credit 5.1 (total of 20%, based on cost) of the total materials value. If only a fraction of the material is extracted/harvested/recovered and manufactured locally, then only that percentage (by weight) shall contribute to the regional value.

**Potential Technologies & Strategies**

Establish a project goal for locally sourced materials and identify materials and material suppliers that can achieve this goal. During construction, ensure that the specified local materials are installed. Consider a range of environmental, economic and performance attributes when selecting products and materials.



FieldTurf Tarkett manufacturing facility in Dalton, GA



**FieldTurf Tarkett** is the largest entity in the sports surfacing industry and provides unparalleled leasing capabilities, engineering and manufacturing resources. In addition to its world-renowned FieldTurf and Prestige brands of artificial turf, FieldTurf Tarkett provides an equally impressive range of products that includes synthetic and hardwood basketball, volleyball and gymnasium flooring, squash and racquetball courts, floor protection and covering systems, and weight room flooring. Also in the range of FieldTurf Tarkett products are indoor and outdoor running tracks including the high performance 'Le Monde' track system, playground surfacing, and a complete range of tennis and golf surfaces.

To determine if you qualify for this credit, please call **800-724-2969** for a complete listing of areas within a 500 mile radius. If you are located outside the 500 mile radius, in most cases FieldTurf can source materials from your local area. Please call us for more information.

Raised area within circle is a 500 mile radius

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