

Form C**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**Company Name: AstroTurf Corporation

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		AstroTurf will not take any exceptions.	

Proposer's Signature: Date: May 31, 2018**NJPA's clarification on exceptions listed above:**

Contract Award
RFP #060518

FORM D



Formal Offering of Proposal
(To be completed only by the Proposer)

ATHLETIC SURFACING WITH RELATED MATERIALS, SUPPLIES, INSTALLATION, AND SERVICES

In compliance with the Request for Proposal (RFP) for ATHLETIC SURFACING WITH RELATED MATERIALS, SUPPLIES, INSTALLATION, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: AstroTurf Corporation Date: May 31, 2018

Company Address: 2680 Abutment Road

City: Dalton State: GA Zip: 30721

CAGE Code/DUNS: DUNS # 08-039-0521

Contact Person: Victoria Stringham Title: Director of Cooperative Purchasing

Authorized Signature:  Troy Squires
(Name printed or typed)

FORM E

CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 060518-AST

Proposer's full legal name: AstroTurf Corporation

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be August 7, 2018 and will expire on August 7, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:

Jeremy Schwartz

78144D8205F84E3
SOURCEWELL DIRECTOR OF OPERATIONS AND

PROCUREMENT/CPO SIGNATURE

DocuSigned by:

Chad Coquette

3F75ED2BA547446
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Jeremy Schwartz

(NAME PRINTED OR TYPED)

Chad Coquette

(NAME PRINTED OR TYPED)

Awarded on August 3, 2018

Sourcewell Contract # 060518-AST

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name AstroTurf Corporation

Authorized Signatory's Title President

[Signature]
VENDOR AUTHORIZED SIGNATURE

Troy P. Squires
(NAME PRINTED OR TYPED)

Executed on Aug 7, 2018

Sourcewell Contract # 060518-AST

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.


Company Name: AstroTurf Corporation

Address: 2680 Abutment Road

City/State/Zip: Dalton, GA 30721

Telephone Number: 800-723-8873

E-mail Address: help@astroturf.com

Authorized Signature: 

Authorized Name (printed): Troy Squires

Title: President

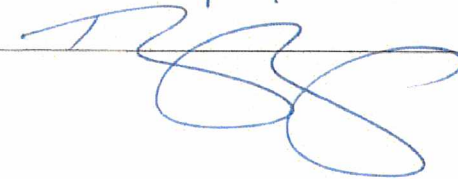
Date: May 31, 2018

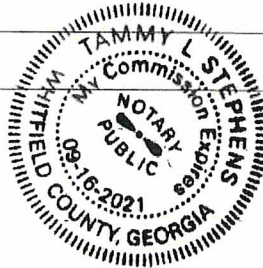
Notarized

Subscribed and sworn to before me this 31st day of May, 20 18

Notary Public in and for the County of Whitfield State of GA

My commission expires: 9/16/21

Signature: 





PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: AstroTurf Corporation

Questionnaire completed by: Victoria Stringham

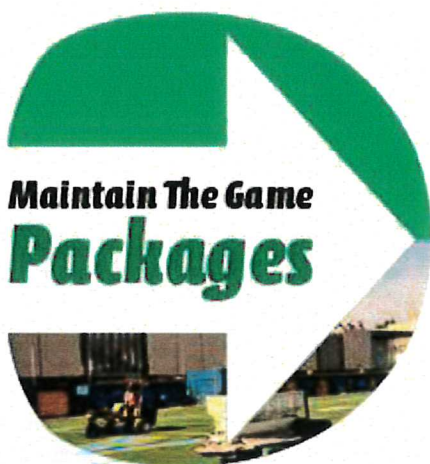
Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
 - Progress payments starting when materials/equipment arrives on-site for installation.
 - Progress payment invoices are updated monthly, and payment is expected 30 days after receipt.
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?
 - AstroTurf offers interest rates between 4% - 7% based on credit worthiness.
 - i. Minimum purchase amount is \$150,000 with no maximum purchase limit.
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.
 - Once a NJPA order is accepted by an owner:
 - i. Either AstroTurf or one of our approved distributors (depending on the contracting entity).
 1. Should an approved distributor receive the order, then they are required to notify AstroTurf of any new orders within 24 hours.
 - ii. Submittal paperwork such as field layout are submitted for production.
 - iii. Once submittal paperwork is received, product is put into production.
 - iv. Product is delivered for installation.
 - v. Every quarter, orders received are relayed back to NJPA for reporting. The reports are based on orders received, produced products, shipped projects & installed projects.
- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?
 - We do not accept P-card procurement and payment process. We accept checks, and due to the typical six-figure purchase figure this has been preferred by our client base.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
 - Do your warranties cover all products, parts, and labor?
 - Yes

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
 - No
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
 - Yes, this expense is covered under the AstroTurf warranty & not borne by the owner.
 - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
 - There are not any regions in the United States that AstroTurf cannot provide a certified technician to perform warranty repairs.
 - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
 - The warranties offered cover the synthetic turf, running track or tennis court product. Any items not made by AstroTurf but offered in a system would be included in our warranty to the owner, and not passed onto the owner. In short, a user of AstroTurf & NJPA won't have to be passed from AstroTurf to another vendor/manufacturer if there is an issue with an item. AstroTurf would handle that as those items are covered in our manufacturer warranties to NJPA members.
 - What are your proposed exchange and return programs and policies?
 - Once the surfacing product arrives on-site, we do not have a return policy. The products are manufactured to order, so we would not be able to use them for another client. The exception would be if a product was delivered that had a defect or wasn't what the NJPA member ordered. A replacement shipment would cover this at no cost to the owner.
- 6) Describe any service contract options for the items included in your proposal.



RHINO PACKAGE



Performed over the course of a full day by certified technicians, the Rhino Package is an excellent complement to regular maintenance.

Experts will assess, groom and clean your surface using the latest equipment and techniques to protect your investment.

- **One full day of service**
- **Inspection** of the field to assess the condition of turf and infill and identify any problem areas.
- **Grooming** of the entire field, using AstroTurf approved equipment, to perform extensive fiber brushing.
- **Magnetic Metal Collecting** to remove foreign objects (ferrous materials) that can cause unsafe conditions.
- **Professional Cleaning** and removal of all unwanted materials and debris from the field area.
- **Disinfectant Application** of approved antimicrobial disinfectant to comply with your warranty.
- **Review Maintenance Procedures** to be performed by owner's personnel and make recommendations.
- **Owner Sign Off** will be obtained by AstroTurf Senior Field Maintenance Technician to ensure the owner is pleased with all the work performed during their Rhino package.

THE INVENTOR AND LEADER OF THE SYNTHETIC TURF MARKET IS PROUD TO OFFER THE INDUSTRY'S LEADING TURF CARE PROGRAM.

Our turf care team has developed two levels of care. Maintain the Game Aftercare is available in the Rhino and Rhino Pro packages to better meet the needs of each individual customer.

Each are Certified packages performed under the direct supervision of an AstroTurf Field Maintenance Technician to ensure the desired results and customer satisfaction.

Specialized equipment rejuvenates your field to improve playability, prolong the life of your field, and deliver customized maintenance results.

RHINO PRO PACKAGE



The Rhino Pro Package provides more intensive maintenance than the standard program. After assessing field condition, experts will perform a complete cleaning, de-compaction and grooming

service to the entire field. Rhino Pro packages are performed over the course of two full days. This program is especially suitable for high use fields.

- **Two full days of service**
- **Inspection** of the field to assess the condition of turf and infill and identify any problem areas.
- **Multi-Level Field Vacuuming** of the entire field, using the SMG Sport Champ, to perform extensive cleaning across the entire playing surface. This process is designed to pull debris and other unwanted material out of the top layer of infill.
- **Multi-Level De-Compaction** of the infill with the SMG Sport Champ to help assure safe playability and improve G-MAX performance.
- **Extensive Grooming** using the SMG Sport Champ to help lift fibers and level out the infill depth across the entire playing surface.
- **Magnetic Metal Collecting** to remove foreign objects (ferrous materials) that can cause unsafe conditions.
- **Disinfectant Application** of approved antimicrobial disinfectant to comply with your warranty.
- **Review Maintenance Procedures** to be performed by owner's personnel and make recommendations.
- **Owner Sign Off** will be obtained to ensure the owner is pleased with all the work performed during their Rhino Pro package.

MAINTAIN THE GAME® AFTERCARE PROGRAM

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

AstroTurf Field Surfaces:

AstroTurf engineers multiple families of turf systems that serve multipurpose and sport specific fields using the latest fiber, infill and pad technologies. These innovative surfaces balance aesthetics, long term performance, player protection, and playability. Offerings include:

- RootZone® 3D Series -- AstroTurf's RootZone® 3D Series boasts the RootZone technology. The RootZone is a system of texturized fibers that curl down to create a net-like matrix that encapsulates infill – dramatically reducing infill spray during play and infill migration over time.
- Rhino Series -- AstroTurf's Rhino Series synthetic sports turf is a good choice for clients who want to increase the playing time and performance of their sports fields. The Rhino Series systems benefit from AstroTurf's legendary quality control protocols, industry-leading R&D efforts and start to finish control over manufacturing, civil construction and installation.
- AstroTurf Trionic Series -- AstroTurf's RootZone 3DM-TRIONIC features the exciting new TRIONIC face fiber. For the first time in the history of the industry, our experts have molecularly fused Polyethylene and Nylon into a single fiber using patent pending compatibilizer technology. That translates to softness AND durability.
- Diamond Series -- Today's premiere baseball and softball surface, Diamond Series handles ball bounce exactly like a natural grass field in every area of performance - outfield, infield and base paths. And this can be custom tailored to any coach or facility specifications for speed or bounce.
- LigaTurf Soccer and Rugby Series -- LigaTurf is the world's pre-eminent family of turf systems designed specifically for soccer and rugby performance. LigaTurf has a large footprint around the globe and can be found at the most elite facilities in Europe, including Bayern Munich, Liverpool and FIFA's World Headquarters.

Rekortan Track Surfaces:

Designed for the current day athlete, the renowned Rekortan® track systems are a diverse, world class series of polyurethane running tracks that are unmatched in quality and performance. The Rekortan debut in 1969 revolutionized the track world with quality and innovation, forever crowning our systems as “the fast tracks”.

Four decades have passed and the Rekortan name continues a tradition of excellence, representing the most technologically advanced running surfaces in the world.

The Rekortan Series runs the gamut of surface sophistication, including single, double, and triple layer black mat track systems; sandwich systems; full pour PU systems; and innovative Gel systems which provide ideal force reduction and energy return to athletes.

Many Rekortan surfaces are IAAF certified.

Laykold Court Surfaces:

Laykold® is an acrylic sports surfacing system that can be customized to achieve the desired performance, playability and appearance.

Laykold is the number one choice of premier tennis facilities across the world and is also widely used for Pickleball courts, all weather basketball courts, game courts, and in-line skating.

Laykold® is the official surface of the Miami Open and has been since 1984.

Most recently, Laykold® has partnered with the U.S. Soccer Foundation and the Safe Places To Play program.

Choose from hard court, cushion court, Laykold Traditional systems or our new Laykold Masters systems, which feature the next generation of court technology.

Want to go green? Two of the Laykold Masters systems utilize recycled tennis balls! Finally, after a tennis ball has had its last bounce, it can be recycled and used again instead of rolling into a landfill.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

AstroTurf is offering a combined pricing model of both line item discounts and volume discounts for purchasing multiple fields or combining the purchase of a track and field together. Please see separate price list for more information.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The NJPA discount rate is 6%, our highest discount offered on a cooperative contract.

- 10) The pricing offered in this proposal is

- _____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- _____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- X c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- _____ d. other than what the Proposer typically offers (please describe).

The pricing for this NJPA contract is the most aggressive discount structure that AstroTurf has offered to date for any of our cooperative contracts. Understanding the value of NJPA's resources and the strength of your brand led to a strategic decision by our leadership to position this contract, if awarded, as our new lead contract.

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

AstroTurf will extend the following discounts:

- Combination projects:
 - o If an NJPA client purchases an AstroTurf field and a Rekortan track – we will extend an additional 1% discount.
 - o If an NJPA client purchases an AstroTurf field, Rekortan track, and Laykold court – we will extend an additional 2% discount.
- Non-peak discount:
 - o Due to the seasonal nature of client demands for installation we will incentivize clients to arrange construction at non-peak times. Therefore, if an NJPA client agrees to construct their field between October 1 – April 31, we will extend a 1% discount.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

For clients who wish to use the NJPA contract to procure items not anticipated on this pricelist, we will offer those ancillary items at a rate of **cost + 5%**.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

This price list includes all fees. No hidden charges will be applied to NJPA customers.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

AstroTurf is pleased to offer free shipping for members within the 48 contiguous States.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Shipping to Alaska and Hawaii would carry an additional not-to-exceed cost of \$0.85 per square foot of materials. Shipping to Canada would be included in the prices set forth in the pricelist.

Shipping to other offshore deliveries is not included in the pricelist and will vary by destination.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

N/A. All materials will be delivered via truck, rail, or ship.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Contract compliance is an extremely important part of the AstroTurf culture and one of the reasons our customers feel assured their purchase meets procurement standards for using a cooperative contract. The entire AstroTurf sales team, including our distributor partners, are trained and tested on working closely with their project estimator to ensure customer proposals fall within the bounds of the named contract pricing. Reporting will be managed by the Cooperative Sales Director working directly with Accounting to make our quarterly payments.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

AstroTurf Corporation proposes a 1% fee in order to support NJPA and pass as much savings on to NJPA member as possible. High contract values within the synthetic turf industry are commensurate with this fee structure, and AstroTurf anticipates making NJPA a lead cooperative for the company.

Industry-Specific Questions

- 19) Identify the categories in which you provide solutions: wood, turf, rubber, and/or synthetic.

- Turf
 - i. Synthetic Turf Surfacing
- Synthetic
 - i. Synthetic Running Track Surfacing
 - ii. Synthetic Tennis Court Surfacing

20) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.

In 2017 AstroTurf opened its brand new, state-of-the-art manufacturing facility. This plant has a massive footprint and spans almost 400,000 square feet under one roof. Moving our existing equipment to the new plant, integrating it with new equipment, retrofitting concrete and upgrading electrical capacities to handle our demands—all while continuing to run our business in our largest year ever—was a logistical challenge of monumental proportions. It was all worth it though. The boost in volume capacity and enhancement of logistical integration enables us to respond to market demands with high quality products. Moving from one end of the building to the other, you can witness the manufacturing of almost every step of the product. At our facility in Dalton, GA, you will witness:

- Fiber masterbatch compounding and extrusion
- Fiber extrusion (nylon, polyethylene, and TRIONIC nylon/PE copolymers)
- Tufting
- Coating
- Shipment to site
- R&D laboratories
- Quality Control laboratories for each step of the process

The unique demands of the synthetic turf industry require that we know exactly how our products will perform, especially with respect to fiber integrity. Our fields are often outdoors for a decade or longer, sustaining constant abuse, yet the safety and investment of our clients depend upon our products holding up. This is why we control our own destiny.

Quality control is of paramount importance. We implement strict protocols that ensure that each field is tested during the manufacturing process to ensure it is being manufactured correctly. And – crucially important – we control the masterbatch formulation of our fibers. To our knowledge, no other turf manufacturer takes back the chain of control to this critical step. The masterbatch is like the DNA of the fibers. It is the “special sauce” that contains the UV stabilizers, color, heat resistance and other critical factors that influence the performance of the fibers. SportGroup’s masterbatch formulations were developed in Germany by some of the world’s foremost polymer chemists, who are directly employed by the SportGroup. The masterbatch formulation is consistent across the globe for all SportGroup turf fibers.

This unique control over the masterbatch, coupled with a laser focus on product development, has enabled us to introduce the TRIONIC fiber. This patent-pending development is a feat of chemical engineering never before achieved in the history of our industry. TRIONIC combines player friendly PE with ultra-durable nylon to deliver the ultimate fiber. These polymers historically have been too dissimilar to be combined, repelling each other like water and oil. However, high tech chemical compatibilizers allow us to fuse them into a single co-polymer.

21) Describe any serviceability attributes that your offered solutions contain. Please indicate which of these attributes are considered “industry-expected attributes” and which you believe are “vendor differentiators.”

While all synthetic turf manufacturers claim to provide the best products on the market, the real test is the level of investment and ingenuity that underpins its research and development efforts.

All synthetic turf providers offer monofilament and slit film polyethylene (PE) fibers, but AstroTurf leverages its global partnerships and laser focus on innovation to elevate fiber performance with key differentiators:

- AstroTurf PE fibers benefit from in-house masterbatch formulation for ultimate quality control

- AstroTurf PE fibers incorporate **Entanglement Technology** – wherein we entangle side molecular chains to reinforce the fiber's integrity.

Every polyethylene molecular structure contains a main chain, with branches of side chains. As fibers are made, the resin and masterbatch pellets are melted down, extruded, and stretched.

As the newly made fiber is stretched, those main molecular chains are lengthened along the direction they are stretched. This creates long molecular chains that run parallel to one other along the length of the fiber. In most fibers, with UV exposure and use, this lends itself to splitting lengthwise down the shaft of the fiber.

WITHOUT ENTANGLEMENT
the main molecular chains are vulnerable to splitting



WITH ENTANGLEMENT
cross chains reinforce the main molecular chains



To prevent splitting of the fiber, we entangle the side chains to reinforce any weak spots that would form between the main molecular chains.

- AstroTurf PE fibers incorporate **Sharkskin Technology**

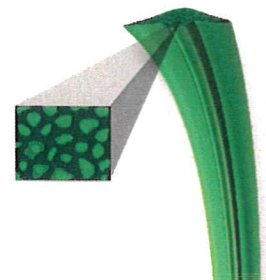
At the molecular level PE has some amorphous molecules and some crystalline molecules. Amorphous molecules are random and unstructured. Crystalline molecules are stacked and structured. Sharkskin technology engineers the molecular structure of the PE turf fiber to increase crystallization. More and larger crystalline portions, when interspersed with smaller amorphous sections, create a rougher surface at the molecular level of the fiber that resembles the scales of a shark's skin.

Although it may seem counter-intuitive, the rougher surface at the microscopic level creates a less abrasive fiber. When a player slides across the fiber, the player is exposed to the crystalline portions and not the amorphous portions. That means fewer contact points, which reduces friction on the skin. (Think about sliding your hand across glass. The surface is so smooth that it creates significant friction). Those molecular peaks and voids also create more space for polyurethane secondary coating to adhere, which improves tuft bind and makes it more difficult to pull out fibers! That translates to a longer lifespan for your turf field.



Plus, innovative and patented fibers help set us apart from the industry:

- **RootZone** -- The RootZone is a system of texturized fibers that curl down to create a net-like matrix that encapsulates infill – dramatically reducing infill spray during play and infill migration over time. For field owners, that creates more even infill levels across the field, which in turn provides:
 - o Better shock absorption over time
 - o Less intensive maintenance required to redistribute infill
 - o Less UV exposure to the fibers



- More grass-like cleat release, per independently funded studies at Michigan State University
- **TRIONIC** Fiber – For the first time in the history of the industry, our experts have molecularly fused Polyethylene and Nylon into a single fiber using patent-pending compatibilizer technology. That translates to softness AND durability.

Taken together this holistic approach to innovative system design amount to longer-lasting fields that require less maintenance and service on the part of our clients.

22) Please explain the installation and maintenance services that are available.

AstroTurf has created a network of directly employed and exclusive partners to form a national network of installation and maintenance team ready to serve our clients. We directly employ more base construction, turf installation, and maintenance crews than all other turf providers in the industry.

It is rare in our industry for one company to be able to offer a track or field customer, a coast-to-coast resource for their entire project. Starting from initial project guidance, to selecting, procuring and putting it in the ground, our team will simplify and improve the outcome of all of your decisions.

We provide the only national, one stop team, with engineering, construction and management that will let you take control of the process. Eliminate costly and time-consuming bid procedures. And put an end to scheduling conflicts and finger pointing.

From surveying and design, to permits and engineering right through civil work, base, drainage and construction of the fully serviced and warranties track or field ...of your dreams. We do it all.

From initial product selection, through the design and construction processes. From budget to base path. From fiber to field. Full project services, managed end to end. Regardless of what track or field you are considering, you can count on AstroTurf for the complete package.

Our long history gives us a unique perspective. Over the past 50 years our team has experienced tens of thousands of projects. And that helps eliminate surprises and problems for you.

With the global resources of SportGroup– and a growing network of national hubs from coast to coast – we provide our customers with the latest technologies and one stop project management. All of which deliver the most efficient and attractive financial benefits.

PERMITS SURVEYING ENGINEERING REPORTS DESIGN PROCUREMENT CONSTRUCTION INSTALLATION INSPECTIONS WARRANTY MAINTENANCE

ONE STOP. ONE SOURCE. ONE TEAM.

Featuring **Rekortan** track and **Laykold** court systems.



More control. More communication. More efficiency.
Less conflict. Less confusion. Less expensive.

National Engineering and Construction Hubs ...from Coast-to-Coast!



THE LEADER IN FIBER TECHNOLOGY AND ENGINEERED POLYMER SCIENCE. THE LARGEST AND MOST EXPERIENCED IN HOUSE INSTALLATION CREWS. SUPERIOR WARRANTY AND MAINTENANCE SERVICES.

Signature: _____

A handwritten signature in blue ink, appearing to be 'JPM', is written over the signature line.

Date: May 31, 2018