

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: FIELDTURF USA, INC.

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
N/A	N/A	N/A	N/A

Proposer's Signature: _____

Date: 5/2/2018

NJPA's clarification on exceptions listed above:

Not applicable. No exceptions.

Sourcewell, formerly known as NJPA, received this document blank.



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: FIELDTURF USA, INC.

Date: 5/2/2018

Company Address: 7445 COTE-DE-LIESSE, SUITE 200

City: MONTREAL

State: QUEBEC

Zip: H4T 1G2

CAGE Code/DUNS: 131862364

Contact Person: ERIC FISHER

Title: DIRECTOR OF SALES

Authorized Signature: _____

ERIC DALIERE

(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-FTU

Proposer's full legal name: FieldTurf USA Inc.

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:

Jeremy Schwartz

78144D620E684E3

SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

Chad Coquette

3F75ED2BA547440...

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on August 3, 2018

Sourcewell Contract # 060518-FTU

Vendor Authorized Signatures:

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

Vendor Name FieldTurf USA, Inc.

Authorized Signatory's Title Vice-President, Marketing, Innovation, Customer Service

VENDOR AUTHORIZED SIGNATURE

Darren Gill
(NAME PRINTED OR TYPED)

Executed on Aug. 7, 2018

Sourcewell Contract # 060518-FTU

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: **FIELDTURF USA INC.**

Address: 7445 COTE-DE-LIESSE ROAD, SUITE 200

City/State/Zip: MONTREAL, QUEBEC, CANADA, H4T 1G2

Telephone Number: 1-888-209-0065

E-mail Address: ERIC.DALIERE@TARKETTSPORTS.COM

Authorized Signature: _____

Authorized Name (printed): ERIC DALIERE

Title: PRESIDENT

Date: 5/2/2018

Notarized



Subscribed and sworn to before me this 2nd day of May, 2018

Notary Public in and for the City of MONTREAL PROVINCE State of QUEBEC

My commission expires: March 26, 2021

Signature: _____

Form P



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

Proposer Name: FIELDTURF USA, INC

Questionnaire completed by: ERIC FISHER

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?

Response

FieldTurf's payment terms: net 30

ARTICLE 5 PAYMENTS

§ 5.1 PROGRESS PAYMENTS

§ 5.1.1 Based upon Applications for Payment submitted to the Owner by the Contractor and Certificates for Payment issued by the Contractor, the Owner shall make progress payments on account of the Contract Sum to the Contractor as provided below and elsewhere in the Contract Documents.

§ 5.1.2 The period covered by each Application for Payment shall be one calendar month ending on the last day of the month, or as follows:

« N/A »

§ 5.1.3 All Payments shall be in accordance with the provisions of Illinois Local Government Prompt Payment Act.

(Federal, state or local laws may require payment within a certain period of time.)

§ 5.1.4 Each Application for Payment shall be based on the most recent schedule of values submitted by the Contractor in accordance with the Contract Documents. The schedule of values shall allocate the entire Contract Sum among the various portions of the Work. The schedule of values shall be prepared in such form and supported by such data to substantiate its accuracy as the Owner may require. This schedule, unless objected to by the Owner, shall be used as a basis for reviewing the Contractor's Applications for Payment.

§ 5.1.5 Applications for Payment shall show the percentage of completion of each portion of the Work as of the end of the period covered by the Application for Payment.

§ 5.1.6 Subject to other provisions of the Contract Documents, the amount of each progress payment shall be computed as follows:

- .1 Take that portion of the Contract Sum properly allocable to completed Work as determined by multiplying the percentage completion of each portion of the Work by the share of the Contract Sum allocated to that portion of the Work in the schedule of values, less retainage of «Five » percent («5 » %). Pending final determination of cost to the Owner of changes

- in the Work, amounts not in dispute shall be included as provided in Section 7.3.9 of AIA Document A201™–2007, General Conditions of the Contract for Construction;
- .2 Add that portion of the Contract Sum properly allocable to materials and equipment delivered and suitably stored at the site for subsequent incorporation in the completed construction (or, if approved in advance by the Owner, suitably stored off the site at a location agreed upon in writing), less retainage of « Five » percent (« 5 » %);
 - .3 Subtract the aggregate of previous payments made by the Owner; and
 - .4 Subtract amounts, if any, for which the Owner has withheld or nullified a Certificate for Payment as provided in Section 9.5 of AIA Document A201–2007.

§ 5.1.7 The progress payment amount determined in accordance with Section 5.1.6 shall be further modified under the following circumstances:

- .1 Add, upon Substantial Completion of the Work, a sum sufficient to increase the total payments to the full amount of the Contract Sum, less such amounts as the Owner shall determine for incomplete Work, retainage applicable to such work and unsettled claims; and *(Section 9.8.5 of AIA Document A201–2007 requires release of applicable retainage upon Substantial Completion of Work with consent of surety, if any.)*
- .2 Add, if final completion of the Work is thereafter materially delayed through no fault of the Contractor, any additional amounts payable in accordance with Section 9.10.3 of AIA Document A201–2007.

§ 5.1.8 Reduction or limitation of retainage, if any, shall be as follows:

#

(If it is intended, prior to Substantial Completion of the entire Work, to reduce or limit the retainage resulting from the percentages inserted in Sections 5.1.6.1 and 5.1.6.2 above, and this is not explained elsewhere in the Contract Documents, insert here provisions for such reduction or limitation.)

« N/A »

§ 5.1.9 Except with the Owner's prior approval, the Contractor shall not make advance payments to suppliers for materials or equipment which have not been delivered and stored at the site.

§ 5.2 FINAL PAYMENT

§ 5.2.1 Final payment, constituting the entire unpaid balance of the Contract Sum, shall be made by the Owner to the Contractor when

- .1 the Contractor has fully performed the Contract except for the Contractor's responsibility to correct Work as provided in Section 12.2.2 of AIA Document A201–2007, and to satisfy other requirements, if any, which extend beyond final payment; and
- .2 a final Certificate for Payment has been issued by the Contractor.

§ 5.2.2 The Owner's final payment to the Contractor shall be made no later than 30 days after the issuance of the Contractor's final Certificate for Payment, or as follows:

- 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?

Response

PNC Bank partners exclusively with FieldTurf USA. Offering industry leading financial rates, accommodating any market and any project size.

Please see:

Exhibit AA: 2.1 FieldTurf PNC Financial Flyer

- 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.

Response

- Client/ owner/ owner's representative makes contact with FieldTurf or Beynon Sports.
- FieldTurf or Beynon Sports Representative (or authorized representative) sets up a site visit.
- A FieldTurf/ Beynon Sports/ NJPA proposal is produced for review by the client/owner/owner's representative.
- Proposal is reviewed and if changes or additions are needed, they are completed.
- Once approved the client/ owner/ owner's representative sends FieldTurf a P.O.
- A sales agreement, AIA contract or similar form of agreement is entered into (owner's choice if they want a contract at all or if they only want to issue a PO.)
- Construction begins with progress payments throughout.
- Construction is substantially complete and 100% of the contract price (including any retention) is acquired.
- NJPA is remitted their fee for the project.
- Project is closed.

Outlined previously, Ross and Lesley bring more than five years of experience in billing and contracting, specific to the terms and conditions of each cooperative's means, methods and needs. They are proficient in dealing with the specific requirements of NJPA and adhere exactly to the reporting needs. They also have access to SysPro, MAS 90 and other advanced accounting systems with the ability to produce complex sales, accounting and operational reports, spreadsheets and other pertinent data. Any necessary specifics outlined in the terms and conditions of the Master Agreement regarding reporting would be satisfied above and beyond what is required.

In addition, Ross and Lesley are backed by the efforts of Jennifer Hopper (Controller) and CFO Pedro Azevedo. FieldTurf USA, Inc.'s supplemental accounting team is well-versed in the day-to-day, monthly, quarterly and annual reporting requirements within the FieldTurf SmartBuy Cooperative Purchasing Division. FieldTurf has a strong record of over 4 years of submitting NJPA quarterly reports and remitting the admin fee to NJPA in a timely manner.

As part of the Tarkett Group, FieldTurf USA, Inc. has the ability to produce a variety of reports including but not limited to:

- Private client lists
- Federal client lists
- National Sales (annual)
- Sales by Agency (co-op, city, state, school district, etc.)
- Quarterly sales reports by region, state, product type, etc.
- Annual Sales reports by region, state, product type, etc.
- Outstanding billings

- Subcontractor reports and billings
- Activity reports
- Pipeline reports (upcoming project info)

In summary, FieldTurf has the capability to produce necessary reports, as needed.

- 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?

Response

No, not applicable. Most owners use a PO and progress payment process to purchase turf and track systems.

Warranty – only supply sample – see attached

- 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?

Response

Yes, for more information please see the following exhibits.

Exhibit AB: 5.1 FieldTurf Sample Court Warranty 1 Year
Exhibit AC: 5.2 FieldTurf Sample Full Depth Track Warranty 5 Year
Exhibit AD: 5.3 FieldTurf Sample Maintenance Track Warranty 1 Year
Exhibit AE: 5.4 FieldTurf Warranty Template Baseball 8 year
Exhibit AF: 5.5 FieldTurf Warranty Template Baseball 5 year
Exhibit AG: 5.6 FieldTurf Warranty Template 8 Year SAMPLE
Exhibit AH 5.7 FieldTurf Warranty Template 5 Year SAMPLE
Exhibit AI: 5.8 EasyField SAMPLE Warranty
Exhibit AJ: FieldTurf CORE 10 Year Warranty STANDARD

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

Response

This varies. Please see the attached exhibits (AB: 5.1, AC: 5.2, AD: 5.3, AE: 5.4, and AF: 5.5, AG: 5.6, AH 5.7, AI: 5.8, AJ: 5.9) referenced above.

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Response

Yes.

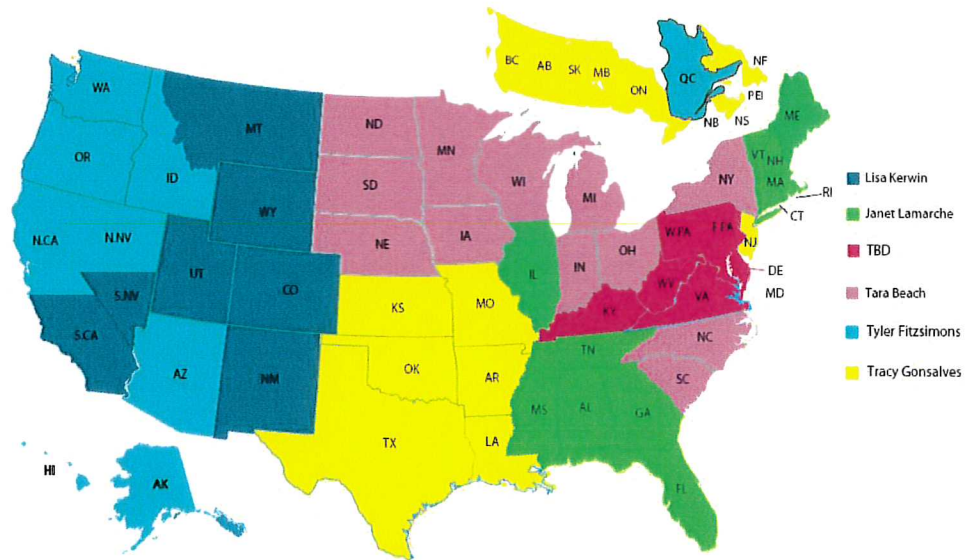
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?

Response

No, there are not any geographic regions of the US that FieldTurf cannot provide a certified technician to perform warranty work. Please see our Customer Service Representative Region map below to see that the entire US is covered.

Customer Service Regions

(January 2018)



- 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?

Response

This varies, please see the attached exhibits Please see the attached exhibits (AB: 5.1, AC: 5.2, AD: 5.3, AE: 5.4, and AF: 5.5, AG: 5.6, AH 5.7, AI: 5.8, AJ: 5.9) referenced above.

- What are your proposed exchange and return programs and policies?

Response

Not applicable, exchanges and returns are not available due to the nature of our business. Customer service will step in to evaluate the situation and determine a solution that is acceptable to the customer if there is a concern regarding their turf, track, court system.

- 6) Describe any service contract options for the items included in your proposal.

Response

- FieldTurf FieldCare 1:

1 Yr. Contract – 2 Visits per Year (Continental US only, excludes Alaska and Hawaii). FieldCare is a national maintenance program geared towards making FieldTurf synthetic turf field systems perform at their optimal level for even longer. FieldTurf's FieldCare Maintenance Program will support years of consistent, high performance to your field and let you maximize your investment. Consult with your FieldCare Service Manager to find the FieldCare program that's right for you. (Additional charges may apply for alternate infill fields)

- FieldTurf PureCare:

PureCare 1 year- (3 times a year) Field Assessment summary, infill depth measurements, select warranted seam and inlay repairs (not to exceed 8), perimeter debris cleaning, Cork infill replenishment (max 1 supersack of cork at 1500lbs per year across the 3 visits) if necessary for infill topdressing material, field infill decompaction (only if needed), field magnet sweeping for metal debris, surface temperature reading, static brush in multiple directions to redistribute infill, application of Anti-static spray during and after maintenance service (5 bottles per session). G-Max testing: one per year to be performed right after 2nd maintenance visit.

- Beynon:

Beynon service contract options can be customized to fit each individual customers needs. Beynon Sports is committed to providing customers the highest level of workmanship and customer service. Beynon stands behind our products and the experience of working with Beynon Sports. It is our goal that each client that utilizes a sports surface or athletic surfacing component designed and manufactured by Beynon Sports be 100% satisfied. Any deficiencies in providing the highest level of service will be addressed immediately.

Beynon Sports 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.

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.

Response

- Indoor/ Outdoor synthetic turf supply and installation.
- Indoor/ Outdoor running track supply and installation.
- Indoor/ Outdoor tennis court/ sport court/ synthetic flooring supply and installation.
- Related site work preparation (on a per project basis) including but not limited to: asphalt, concrete, curbing, football and track equipment, drainage, stone, grading, HDPE piping, demolition, removal/ disposal services, irrigation, subgrade prep., construction management, project management, layout, survey work, SWPP, milling, capping, turf/ track protection, geotextile fabric etc.
- Professional Services (Engineering, project management, construction management etc.)

See the price list for full list of products and detailed descriptions: Exhibit AG 8.1

- 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.)

Response

FieldTurf's pricing model is line-item discount. Please see NJPA Primary Pricing Spreadsheet for pricing model, additional pricing information and pricing notes. FieldTurf acknowledges the NJPA Vendor Change & Price Form, see signed blank example.

Please see:

Exhibit AK: 8.1 NJPA Primary Pricing

Exhibit AL: 8.2 NJPA Primary Pricing Notes

For additional product information please refer back to the following exhibits:

Exhibit B: 3.2 FieldTurf Product Specs

Exhibit C 3.3 Beynon Product Specs

- 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.

Response

9% off MSRP/ Public bid marketplace.

- 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.
- ☒ 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).

- Published pricing is consistent across all cooperative offers but includes a 9% discount off of typical MSRP/ Bid marketplace pricing for additional savings to NJPA customers.

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

Response

If a client purchases both a Beynon running track and a FieldTurf field, FieldTurf/ Beynon Sports will discount the total and in certain circumstances and based on project size, may offer additional discounts.

If a client purchases multiple fields, running tracks or tennis courts at once (on the same P.O.) FieldTurf will offer volume discounts that are substantial but vary based on total size location etc.

Overall the nature of our business is not commodity base. Fixed discounts are not offered. Rather, varied discounts are and we pass on savings based on economies of scale. These savings can be substantial depending on the scope and total cost of the project.

- 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.

Response

All items that fall under the category of “open market” or “nonstandard options” will be priced according to RS Means.

RS MEANS explanation: Construction Cost Estimating Tool

RS MEANS: RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf

reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.

1. RS MEANS is a division of Reed Business Information and is a construction cost estimating tool that has been in place for over 74 years.
2. RS MEANS provides current, regionally–customizable data that reflects cost information to the construction industry so contractors can provide accurate estimates and projections for their project costs. There are over 20 specialized cost data titles for various construction categories.
3. RS MEANS has become a data standard for government work in terms of pricing and is widely used by the construction industry as a whole.
4. RS MEANS pricing books are updated annually and have over 50,000 material and labor unit line items associated with various types of construction. The unit prices are adjusted for location using a “City Index.” (otherwise known as a Coefficient)

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.

- 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.

Response

Not applicable. Product pricing is all inclusive if minimum purchase amount is met. Additional costs may apply for projects that are less than minimum purchase quantities provided in Pricing Notes.

Pricing and warranty applies to turf fields that are 40,000sf or more. For projects less than 40,000 sf, owner, NJPA and FieldTurf can discuss a possible adjustment to pricing that all agree upon if necessary (RS MEANS can also be used). EasyTurf sq. foot pricing applies for a minimum purchase of 4000 sf. For projects that do not meet the minimum requirement, owner, NJPA and FieldTurf can discuss a possible adjustment to pricing that all agree upon. Pricing is for track projects over 3500 sy and applies to only standard black or red colors. Custom color track surfacing is available at an increased price per square yard.

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

Response

All product pricing is “all-in” and contains shipping (in continental US), delivery and associated installation costs.

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

Response

Shipping and Freight to Canada, Hawaii, Alaska or other areas outside of the continental US is not included in standard Primary pricing and will be an additional cost based on site location. Additional shipping costs will be based on the cost to transport equipment and materials from the closest US port to the job site. Additional costs may also be added for crew transportation and accommodations to any site outside of the continental US.

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

Response

Not applicable, we utilize standard shipping and delivery methods.

- 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.

Response

FieldTurf USA, Inc has a dedicated Cooperative Purchasing Team = SmartBuy. The team consists of: SmartBuy Sales Director Eric Fisher, Operations Director Sarah Morehead, Project Manager Ross Hinrichs and Project Administrator Lesley Miles. Eric Fisher is responsible for implementing sales strategies, attending lunch and learns and educating the FieldTurf and Beynon Sales Personnel. Sarah Morehead is responsible for the coop proposal compliance with NJPA bid oversees bid compilation and pricing aspects of the program. Sarah review's each NJPA proposal to ensure compliance with NJPA bid response. Ross and Lesley and responsible for generating, sending proposal, submittals and other information to owner's and have five (5) year's combined experience doing so.

Sarah Morehead has more than twelve years of experience in cooperative purchasing. Eric Fisher has over eight experience in cooperative purchasing. Our division has generated more than 500 million dollars in total co-op contracts resulting in approximately 4 million dollars in revenue for cooperative purchasing agencies. Ross and Lesley bring more than five years of experience in billing and contracting, specific to the terms and conditions of each cooperative's means and methods.

The FieldTurf Cooperative Purchasing "SmartBuy" Division Team has worked with many cooperative state agencies successfully to market, educate and guide municipal members in their purchase of Beynon running tracks, outdoor courts, and FieldTurf synthetic fields. This past experience and our successful current contracts with NJPA will only continue to add to the benefits that we as a group can bring to the table. We already have systems and processes in place to handle a high volume of Cooperative Purchasing projects. Additionally, our FieldTurf

and Beynon sales forces are already currently utilizing various cooperative purchasing programs aiding in maximizing their sales efforts.

As part of the current Co-Op requirements, FieldTurf keeps and manages admin fee report spreadsheets and maintains an honest and transparent rapport with NJPA. All co-op fees are identified and FieldTurf will send quarterly, annually or in any format or fashion that NJPA requires.

Please see:

Exhibit AM: 17.1 NJPA Quarterly Report Sample

- 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.)

Response

We propose the same administrative fee we pay NJPA for our current contract; 1.25% admin fee. Fieldturf will remit back to NJPA the 1.25% once FieldTurf has been paid 100% by owner. The fee is calculated as a percentage of our sales and is not a line-item addition to the Member's cost of goods as per RFP 6.29 requirements.

Industry-Specific Questions

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

Response

FieldTurf supplied synthetic sports surfacing such as FieldTurf turf products and Beynon running tracks.

Scope of Services
Turf

Professional Services

1. Project design, development or consultant/construction management.
2. Professional engineering services.
3. Installer/admin (tradesman) (not related to turf, track, or court installation. Project Administrator costs for site work.

Products – Synthetic Turf Systems

- | | |
|-------------------------|-----------------------------------|
| 1. FieldTurf CORE 2.5" | 4. FieldTurf Revolution 360 2.5" |
| 2. FieldTurf CORE 2.25" | 5. FieldTurf Revolution 360 2.25" |
| 3. FieldTurf CORE 2.0" | 6. FieldTurf Revolution 360 2.0" |

- | | |
|-----------------------------------|---|
| 7. FieldTurf Classic HD 2.5" | 23. FieldTurf - Prestige Double Play |
| 8. FieldTurf Classic HD 2.25" | 24. FieldTurf Numbers/Arrows |
| 9. FieldTurf Classic HD 2.0" | 25. Inlaid Soccer Markings |
| 10. FieldTurf XM6-65 (2.5") | 26. FieldTurf Hash Marks |
| 11. FieldTurf XM6-57 (2.25") | 27. FieldTurf Logo |
| 12. FieldTurf XM6-50 (2.0") | 28. FieldTurf – Endzone Letters |
| 13. Fieldturf XT 65 (2.5") | 29. FieldTurf - Field Hockey Lines |
| 14. FieldTurf XT 57 (2.25") | 30. FieldTurf - Lacrosse Lines |
| 15. FieldTurf XT 50 (2.0") | 31. FieldTurf - Baseball Lines |
| 16. FieldTurf Vertex Prime 2.5" | 32. FieldTurf – Flag Football Lines |
| 17. FieldTurf Vertex Prime 2.25" | 33. FieldTurf - Softball Lines |
| 18. FieldTurf Vertex Prime 2.0" | 34. FieldTurf – Football Restraining
Lines |
| 19. FieldTurf Vertex 2.5" | 35. FieldTurf – Lacrosse Tick Marks |
| 20. FieldTurf Vertex 2.25" | 36. FieldTurf - GMAX |
| 21. FieldTurf Vertex 2.0" | |
| 22. FieldTurf - Elite Double Play | |

Alternate Infills, Underlayment Options and Misc.

- | | |
|--|--|
| 1. Rondi – PDS Drain Tiles | 11. E-Core/EPDM |
| 2. Schmitz Proplay – Proplay 16mm | 12. USGreentech – Coated Sand |
| 3. Brock Power Base | 13. EnviroFill |
| 4. Brock – SP14 | 14. Sustainable Performance
Solutions – ECO Grind |
| 5. Beynon Shock Base 26mm | 15. SofterSpa – EcoGreen Plus
Environmental Infill (TPE Infill) |
| 6. Beynon Shock Base 19mm | 16. Colorex – Eco Max Infill |
| 7. Rondi – Veratile | 17. DOF Cork – Purefill Infill |
| 8. FieldTurf – Removal and disposal of
existing field | 18. FieldTurf – Purefill Plus |
| 9. Natural Grass Field – Sod or Seed | 19. Pure Elite |
| 10. Amorim – CoolPlay V3 | |

Products - EASYTURF

- | | |
|--|---|
| 1. FieldTurf – EasyTurf Playground
Turf | 8. FieldTurf- EasyTurf General Purpose
Blend |
| 2. FieldTurf- EasyTurf Playground Pad | 9. FieldTurf- EasyTurf Signature Pro
Golf |
| 3. FieldTurf- EasyTurf Canine Turf | 10. FieldTurf- EasyTurf Easy Play |
| 4. FieldTurf- EasyTurf Command Turf | 11. FieldTurf- EasyTurf Drainage Tiles |
| 5. FieldTurf- EasyTurf Command
Select | 12. FieldTurf- EasyTurf Versa Lush |
| 6. FieldTurf- EasyTurf Command
Premium | 13. FieldTurf – EasyTurf AirField Turf |
| 7. FieldTurf- EasyTurf General Purpose | |

Site Work

New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.

RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.

Scope of Services

Track

Professional Services

1. Project design, development or consultant/construction management.
2. Professional engineering services.
3. Installer/admin (tradesman) (not related to turf, track, or court installation. Project Administrator costs for site work.

Track Surfaces on Existing Stable Base

- | | |
|---------------------|-----------------------------|
| 1. Beynon - BSS 50 | 5. Beynon – BSS 1000 (10MM) |
| 2. Beynon – BSS 100 | 6. Beynon – BSS 1000 (13MM) |
| 3. Beynon - BSS 200 | 7. Beynon – BSS 2000 (13MM) |
| 4. Beynon - BSS 300 | |

Resurfacing on an Existing Rubber Running Track

- | | |
|----------------------------|---------------------------|
| 1. Beynon – BSS 100 RE | 6. Beynon- BSS 1000 ML |
| 2. Beynon-BSS 200 RE | 7. Beynon- Hobart Coating |
| 3. Beynon-BSS 300 RE | 8. Beynon- In situ Base |
| 4. Beynon-BSS 2000 RE 5 mm | 9. Beynon: E-layer |
| 5. Beynon- BSS 2000 RE 7mm | |

Site Work

New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.

RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.

Scope of Services Indoor/Outdoor Court Surfacing

Polyurethane Indoor Sports Floors and sport striping

1. OS 6.5
2. PTP P&P 7 + 2
3. Tarkolay Moisture Barrier

Outdoor Court Surfacing and sport striping

1. Outdoor Court Surfacing (4 Coat Plexipave or 3 Coat Action Pave. Includes painting 1 set of game lines)
2. Site Work for Track and Court projects

Site Work

New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.

RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.

Scope of Service Service and Maintenance

Services

1. Track Restriping
2. Track Cleaning

Grooming and Maintenance

- | | |
|---------------------|---------------------------|
| 1. GroomAll | 6. Hydraulic Sweeper |
| 2. GroomRight | 7. Tow Behind Magnet |
| 3. GroomRight Wings | 8. FieldTurf Static Brush |
| 4. SweepRight | 9. FieldTurf Fieldcare |
| 5. SweepRight Pro | |

Site Work

New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.

RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.

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

Response

FieldTurf has manufacturing facilities in the USA, France, and Spain. In addition FieldTurf opened a 500,000 square foot facility in Calhoun, GA with complete tufting and coating abilities. FieldTurf also reached triple ISO Certification (Environmental 14001, Occupational Health and Safety 18001, and Quality 9001) in 2010 which is the only turf company in North America with this distinction.

FieldTurf performs the following directly:

- Manufacture, supply and installation of turf
- Design and engineering

FieldTurf – 7445 Cote-de-Liesse Road Suite 200 – Montreal, QC H4T 1G2 – Tel 1-800-724-2969
www.fieldturf.com

- Design assist
- On-site supervision
- Maintenance
- Recycling of infill
- Removal/disposal services
- Infilling
- Sewing
- Stitching
- Gluing
- Painting
- Drafting
- Logo Design, manufacture and installation

In addition to these items, FieldTurf is one of the most vertically integrated companies in the industry with sales, manufacturing, project management, marketing and installation/ construction resources capable of supporting more than 400 fields per year

THE BEYNON DIFFERENCE:

Beynon surfaces are found in North America's most prestigious track and field facilities, reputed collegiate campuses, high schools, and city parks.

Not only do we strive to make you fast but we help to keep you safe. Our specialized, high performance synthetic athletic surfaces are designed for speed, competition, and most importantly, daily training. Should it be at one of our thousands of outdoor tracks, indoor fieldhouses or multipurpose gymnasiums, you will feel the difference a Beynon surface makes.

BEYNON RUNNING TRACK SURFACE & MANUFACTURING:

Beynon Surfaces are built to last. They are manufactured and installed with the highest attention to detail. Beynon systems showcase proven durability. Numerous Beynon surfaces have seen over 20 years of use.

Beynon controls all aspects of the manufacturing chain, which allows us to create the right product, regardless of the facility. Because our founder's name stands behind each track that we make, we take special care throughout the entire installation process. We do this by only using certified Beynon track installers, specialized equipment, and skilled craftsmen, which ensures impeccable results.

- 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.”

Response

- FieldTurf has the most innovative product offering.
- Independent testing has proven that FieldTurf is the safest turf system when compared to natural grass.
- FieldTurf is one of the most vertically integrated companies in the world.
- When it comes to playability and performance, FieldTurf is the clear market leader.
- No other long pile, artificial turf system has lasted longer than FieldTurf.
- FieldTurf may be priced higher, but it costs less.
- For peace of mind, FieldTurf provides clients with the best insured warranty in the business.
- FieldTurf is the clear choice of the pros.
- FieldTurf offers First Class Customer Service.
- When combining all these benefits it's clear that FieldTurf is simply ...the best investment.

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

Response

- Manufacture, supply and installation of turf
- Design and engineering
- Design assist
- On-site supervision
- Maintenance
- Recycling of infill
- Removal/disposal services
- Infilling
- Sewing
- Stitching
- Gluing
- Painting
- Drafting
- Logo Design, manufacture and installation

In addition to these items, FieldTurf is one of the most vertically integrated companies in the industry with sales, manufacturing, project management, marketing and installation/ construction resources capable of supporting more than 400 fields per year.

FieldCare

<http://www.fieldturf.com/en/service/fieldcare-maintenance-program>

The proper maintenance of your FieldTurf surface will not only keep your field looking and playing its best, but will extend the life span of your field by many years.

FieldCare is a national maintenance program geared towards making FieldTurf synthetic turf field systems perform at their optimal level for even longer. The FieldCare program is comprised of complete field inspections and regular maintenance done only by FieldTurf authorized maintainers.

Twice per year, our industry-best certified FieldTurf maintainers will visit your facility for regularly scheduled maintenance which consists of a deep sweep and rejuvenation. This in-depth grooming will remove all dirt, bird droppings, gum, blood, skin and other detritus that ultimately collects in any playing surface, leaving your field bright and clean.

A complete inspection of all areas of the field, including:

- Fiber Fibrillation Analysis
- Seam Analysis
- Perimeter Anchoring
- Excessive Wear Analysis
- UV Fade Inspection
- Infill - Consistency in Depth
- Infill - Migration Analysis
- Glued Inlay Analysis
- Base Stability Analysis
- Painted Markings Inspection

Other services offered by our maintenance professionals include:

- Logo or line painting removal
- Goal post installation/repair
- GMAX testing
- Snow removal
- Ceremony/event preparation

Total Care

<http://www.fieldturf.com/en/service/totalcare>

With over 7,000 fields in the ground customers can benefit from FieldTurf's unmatched expertise and advanced technology to find the most economical method to replace their existing turf system. Let our experts evaluate your field and give you economic options you can live with.



THE ULTIMATE
SURFACE EXPERIENCE

TotalCare is the complete package. Our comprehensive program helps you save money and ensure maximum performance on your field replacement.

Here's how it works:

➤ Field Removal

Our objective is simple - remove the maximum amount of infill at the lowest cost to you.

➤ Base Remediation

Our team of experts will help determine if any base remediation is necessary.

➤ Field Replacement

Only the best materials go back in to the field. Our assessment will help determine how much of the existing infill can be reused and how much, if any, cleaning of the infill is necessary. To find out more about this program, check out the FieldTurf Infill Renewal guidelines.

➤ Comprehensive Maintenance

The TotalCare program includes an 8-year service plan of 2 visits per year from our FieldCare team. This maintenance includes deep grooming and field rejuvenation along with any spot repairs. Plans are customized for each customer based on needs.

For additional information please refer back to the following exhibit:

Exhibit T: 27.1 FieldTurf Total Care & Beynon Sports Maintenance

Signature: _____ Date: _____

See Signature Page Below

- 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.
- 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.
 - _____ 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).
- 11) Describe any quantity or volume discounts or rebate programs that you offer.
- 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.
- 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.
- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.
- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.
- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.
- 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.
- 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.)

Industry-Specific Questions

- 19) Identify the categories in which you provide solutions: wood, turf, rubber, and/or synthetic.
- 20) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.
- 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."
- 22) Please explain the installation and and maintenance services that are available.

Signature: _____

Date: _____

5/2/2018