

----- Forwarded Message -----

Subject:Re: Fwd: Valhalla HS

Date:Wed, 23 Mar 2011 17:51:20 -0700

From:Bob Kiesling <Bkiesling@guhds.net>

To:Scott Patterson <Spatterson@guhds.net>

We'll get them to come out with a demonstration and give us a list of references of where this is installed.

FYI, they had a big demonstration event recently for their new product somewhere in Florida that I got invited to and they would pay all the expenses including golf ... but not airfare. I can't imagine looking at fake grass for two days.

Bob

>>> Scott Patterson 3/23/2011 5:09 PM >>>

So the question on the table is how we evaluate the upgrade alternatives.

Scott

>>> Bob Kiesling 3/23/2011 2:46 PM >>>

Scott ... FYI. I expect a letter similar to this for Santana in the next month or so.

Janea ... you should check with the Site and see if they want to upgrade to a higher quality product ... for \$20K or \$25K. Do they have any discretionary money left?

>>> "Olinger, Martin" <Martin.Olinger@fieldturf.com> 3/23/2011 12:47 PM >>>

Bob:

Thank you for your continued patience as it relates to the field issues you have experienced at Valhalla HS. **Please let this serve as confirmation of our agreement to replace the current field with a new surface, including previous agreed upon in-lays and logos. This replacement is under the terms of your warranty agreement which was issued at the time of purchase and this warranty remains in effect with it's original terms.**

We discussed the field replacement options available to the District during my visit with the improvements that have been made to the Duraspine system. In addition to the two Duraspine options I have listed below, I have also included an exciting opportunity for Valhalla HS to be one of the first stadiums to install the new Revolution fiber we have just announced. This new fiber has been in the works for the past year and offers an unmatched level of playability and durability thru the creation of a new polymer, a unique fiber geometry, and a refined extrusion process. I've attached a brochure which explains in more detail the specifics of Revolution and how and why it was created. The testing completed on this fiber blows away anything we have seen to date in terms of wear, resiliency, and feel. It also is manufactured by Fieldturf and not a third party supplier.

The three options available are:

1. [Fieldturf Duraspine 2.5 inch](#) - Original Duraspine design, 36 oz face weight, 3- layer 9.2 lb in-fill system, porous finger coated backing. **NO CHARGE.**
2. [Fieldturf Duraspine PRO 2.5 inch](#) - Improved Polymer, same design, 40 oz face weight, 3-layer 9.2 lb in-fill system, porous finger coated backing. **\$20K UPCHARGE.**
3. [Fieldturf REVOLUTION 2.5 inch](#) - Best Polymer, new "ridged" blade design which eliminates weak points and improves resiliency, 43 oz face weight, 3-layer 9.2 lb in-fill system, porous finger coated backing. **\$25K UPCHARGE.**
4. [Fieldturf Duraspine PRO or REVOLUTION with new 8 year warranty issue](#) - The field when replaced under the three options above would continue to be covered under the original warranty issued at time of purchase. If West Covina wanted to invest in a new warranty term with either the Pro or Revolution system, there would be an **additional \$100K cost.**

Regardless of which option you select, we would require a 3-4 week window to complete the removal and re-install.

Let me know if I can provide any additional information.

Martin Olinger
Senior Vice-President Sales



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