March 9, 2011

Loren,

As a follow-up to our conversation, FieldTurf has agreed to offer our new 'Revolution' turf (see attached info) at no additional cost to the district. The Revolution 'blade of grass' is the result of over 3 years of innovative science, engineering and technology that will provide our customers with a softer, stronger fiber that will last longer than any other! The vast majority of our new fields moving forward will be Revolution. People love how FieldTurf “plays” so the FieldTurf 'system' (infill, backing, spacing etc) has been kept in tact.....which means that the 'playability' of our surface (and really the overall look and feel) will be the same that exists at all of your current FieldTurf fields. Few will notice the difference. It is the new blades of grass that have been improved in terms of chemical makeup, wear and longevity.

FieldTurf has agreed to make this 'no additional cost' offer to a select group of our most important customers. I am happy that San Diego Unified made the list! We are ready to install Revolution on your next field upon your approval. We started out with 'Slit-Film' turf for your district and then graduated to Duraspine (FTOM). Revolution is the 'next generation' and we are excited to now begin offering it.

Here are the answers to your questions:

You mentioned that the cost would be the same as for the FTOM. If we’re going to do a new IDIQ, then this would mean that the price you give Byrom-Davey (who is the current holder of the existing IDIQ contract) would be the same price you would need to give everyone else who bids this contract, because you’re the only source for this material as it is my impression that they cannot get the carpet from anyone else, correct?

Yes, this is correct.

Is the installation process the same as with the previous carpet material, that is, installation of the drainage system, seams sewn, sand/rubber infill, etc.?

Nothing changes in terms of the installation, material makeup and playability compared to every FieldTurf field that you currently have. The only change is the improvement in the chemical components of the blades of grass to increase the longevity / life of your fields.
Do you have a comparative spreadsheet or any other written materials that can give us an overall statement of the main similarities and differences between the old FTOM and the new carpet material, and if so, could you please send us this material?

Attached you will find our FieldTurf Revolution brochure. This will give you an idea on what has been improved with the new fiber. The focus is all about the process, polymer, and geometry. The major improvement from Duraspine Pro to Revolution has been the resiliency of the fiber.

The chart to the left shows durability in flexural strength following 7500 cycles Flat Sole Lisport wear test machine.

The resilience of Revolution is **23% greater than our Duraspine Pro fiber.**

*Left Column – Virgin  
Middle Column – Resilience at 5000 Cycles  
Right Column – Resilience at 7500 Cycles*

Revolution is thicker and wider than Duraspine yet softer. Skin abrasion is 16% less!

<table>
<thead>
<tr>
<th>Property</th>
<th>Duraspine</th>
<th>Revolution</th>
</tr>
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<tbody>
<tr>
<td>Denier</td>
<td>9,000</td>
<td>10,800</td>
</tr>
<tr>
<td>Thickness</td>
<td>220</td>
<td>236</td>
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</tbody>
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Another issue that we need to consider is the fact that when we did the original IDIQ contract, we obtained a legal opinion from our counsel with respect to the reasons to accept a unique product because we wanted to homogenize ALL the fields with the same product! If we go now and we change the product, be it because it is better or what have you, we may be defeating our purpose, because we now do not have the same produce everywhere else throughout the district.

You actually will have the same product in terms of maintenance, warranty, playability, look, company behind it…etc. This improvement to the blades of grass is just like when we went from the original slit film fields to Duraspine for your district and all others in S. Calif. It was the normal progression as the product evolved. Revolution represents the latest 'upgrade' from FieldTurf. We would not be offering this upgrade if we didn’t think that it would be better for our clients. This technology will ensure that fields play at a high performance for a longer period of time.

Is the existing FTOM still available at the same time this new product is offered?

Yes, we can still offer FTOM but the Revolution fiber represents the future of FieldTurf installations across the Country. Truthfully, we expect most of our customers to switch to FieldTurf Revolution in 2011.

What is important for us, as well as our clients, is the fact that FieldTurf is now making our own fibers. Long gone are the days where we rely on a third party, we now control the quality and delivery schedule of all of our own products.

I hope you decide to take advantage of this offer. It is an opportunity to get the latest advancement from FieldTurf without the added costs that others will pay. Please let me know if you have further questions.

Sincerely,

Tim Coury
FieldTurf
760-635-2504
The New Age Of Artificial Turf

REVOLUTION

FieldTurf
A Tarkett Sports Company

THE ULTIMATE SURFACE EXPERIENCE
This is no evolution. This is revolution. Innovation at its finest. And it’s what FieldTurf is all about.

From its invention of the first infilled, long pile turf system, now the standard for sports fields across the globe, FieldTurf has always been generations ahead of the competition – continually leading innovation in performance, safety and durability.

Continuing a history of innovation, FieldTurf is now pleased to introduce the Revolution fiber. The biggest technological advancement the artificial turf industry has seen in decades.

To celebrate the development and launch of the industry’s best fiber technology, FieldTurf has inaugurated a new fiber manufacturing plant in Germany. This plant is up and running and Revolution turf has gone from a dream to a firmly planted reality. And best of all, Revolution is just the beginning. Long gone are the days where one fiber manufacturer can monopolize innovation and trickle technology to the end users. Revolution is just the start of The New Age Of Artificial Turf.

A result of the passion and ingenuity of its scientists, FieldTurf in-house fiber manufacturing makes it one of the most vertically integrated companies in the industry – with full control over all facets of the turf system – fiber, tufting, coating and installation. This provides FieldTurf clients with a level of quality assurance that simply cannot be matched.
Simple. As third party fiber manufacturers began to grow, their quality began to suffer. A decline in quality was not something FieldTurf could pass on to its clients. So in typical FieldTurf fashion, they did things differently. They recruited the top fiber intelligence in the industry to join its “dream team”, led by Jürgen Morton-Finger and Thorsten Emge. Jürgen is the former technical director at Reimotec, who for decades has been supplying much of the industry with fiber production equipment. Thorsten is a longtime industry expert in process engineering, including filament development and patent applications.

The Revolution fiber is the result of innovative science, engineering and technology that will provide FieldTurf customers with a soft, strong fiber that will last longer than any other.

Why Fiber? Why Now?

For years the belief throughout the industry has been that the shape of the fiber dictates its performance and durability. While this is partly true, the real key to fiber performance is a combination of Polymer, Process, and Geometry. FieldTurf has spared no expense in using the best – and now exclusive – polymer and processing technology available in the market today.

POLYMER - Proprietary polymer formulation to resist splitting and degradation complete with the strongest ultraviolet inhibitor technology in the industry.

PROCESS - State-of-the-art extrusion process for precision manufacturing that ensures the production of the industry’s strongest 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.

Revolutionary Thinking
Produced in our new fiber plant, the Revolution fiber is the result of innovative science, engineering and technology that provides FieldTurf customers with a soft, strong fiber that will last longer than any other.
 Revolution Is The Best Investment

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.

Combined with independent testing and proven safety characteristics that have been linked to FieldTurf’s patented infill system, along with the product’s ability to make a positive contribution to the environment, the Revolution fiber represents another innovative component added to a system that has already redefined player safety, athletic performance and field longevity.

Safety + Performance + Longevity + Efficiency = Revolution

Safety
Independent testing proves FieldTurf is the safest system available.

Performance
The top high school, college and pro teams confirm FieldTurf is the #1 choice at all levels.

Longevity
The significant number of 8+ year old FieldTurf fields still in daily use are proof that FieldTurf lasts longer than any other.

Efficiency
FieldTurf may be priced slightly higher, yet it has the lowest overall cost and the greatest return on your investment.

1 – Revolution Fiber
A proprietary polymer formulation resists splitting and degradation and includes the strongest ultraviolet inhibitor technology in the industry. A state-of-the-art extrusion process provides intricate concave and ridged construction to eliminate breaking points.

2 – FieldTurf’s Patented Infill
Specially sized cryogenic rubber particles and washed silica sand granules are layered, in a patented installation process, surrounding the Revolution fibers. This provides ideal player safety and longer-lasting performance than any other competing system.

3 – SureLock Coating System
Revolution fibers are tufted into a backing of permeable woven and non-woven polypropylene. Each row of fibers is sealed with our patented SureLock coating system that leaves the backing 40% porous, for unmatched drainage, while providing an industry-leading 9 lbs average tuft bind.

THE REVOLUTION SYSTEM IS LIKE NO OTHER. FOLLOW THESE 8 STAGES SHOWING HOW IT’S INSTALLED TO UNDERSTAND THE WORLD’S SAFEST, HIGHEST PERFORMING AND MOST DURABLE SPORTS FIELD.
Loren:
Please see attached.....

From: Chico Loren [mailto:lchico@sandi.net]
Sent: Wednesday, March 09, 2011 1:44 PM
To: Tim Coury
Cc: Henning William
Subject: New ST Field Carpet
Importance: High

Tim:

I wanted to ask you some questions regarding this new product:

- You mentioned that the cost would be the same as for the FTOM. If we’re going to do a new IDIQ, then this would mean that the price you give Byrom-Davey (who is the current holder of the existing IDIQ contract) would be the same price you would need to give everyone else who bids this contract, because you’re the only source for this material as it is my impression that they cannot get the carpet from anyone else, correct?
- Is the installation process the same as with the previous carpet material, that is, installation of the drainage system, seams sewn, sand/rubber infill, etc.?
- Do you have a comparative spreadsheet or any other written materials that can give us an overall statement of the main similarities and differences between the old FTOM and the new carpet material, and if so, could you please send us this material?
- Another issue that we need to consider is the fact that when we did the original IDIQ contract, we obtained a legal opinion from our counsel with respect to the reasons to accept a unique product because we wanted to homogenize ALL the fields with the same product! If we go now and we change the product, be it because it is better or what have you, we may be defeating our purpose, because we now do not have the same produce everywhere else throughout the district.
  - Is the existing FTOM still available at the same time this new product is offered?
- As you can see, we have a few hurdles to cross before we even consider changing our specification to your new and improved carpet material. Please advise. Thank you.

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