

2012 FieldTurf USA, Inc. Arizona TCPN Solicitation No. 12-48 Turf Portion

Athletic and Recreational Field Surfaces (Synthetic Turf)

Column #1	2	3
ARIZONA Service Labor Rates All Lots Turf Fields	Unit of Measure	Total Price to Client
FieldTurf Revolution 2.5"	Per Sq. Ft.	\$ 4.67498460
FieldTurf Revolution 2.25"	Per Sq. Ft.	\$ 4.41761850
FieldTurf Revolution 2.0"	Per Sq. Ft.	\$ 4.29482190
FieldTurf Classic (slit film) 2.5"	Per Sq. Ft.	\$ 4.58327340
FieldTurf Classic (slit film) 2.25"	Per Sq. Ft.	\$ 4.34536400
FieldTurf Classic (slit film) 2.0"	Per Sq. Ft.	\$ 4.20437760
FieldTurf XM-65P 2.5"	Per Sq. Ft.	\$ 4.18460160
FieldTurf XM-57P 2.25"	Per Sq. Ft.	\$ 4.07732710
FieldTurf XM-50P 2.0"	Per Sq. Ft.	\$ 3.95284130
FieldTurf XT-65 2.5"	Per Sq. Ft.	\$ 4.11532380
FieldTurf XT-57 2.25"	Per Sq. Ft.	\$ 3.99688410
FieldTurf XT-50 2.0"	Per Sq. Ft.	\$ 3.87939200
Inlaid Football Numbers / Arrows	Lump Sump	\$ 7,210.00
Inlaid Football Hash Marks	Lump Sump	\$ 7,210.00
Inlaid Soccer Markings	Lump Sump	\$ 7,210.00
Inlaid Lacrosse Markings	Lump Sump	\$ 7,210.00
Inlaid Baseball Markings	Lump Sump	\$ 7,210.00
Inlaid Softball Markings	Lump Sump	\$ 7,210.00
Inlaid Media Lines	Lump Sump	\$ 7,210.00
Inlaid Rugby Markings	Lump Sump	\$ 7,210.00
Inlaid Field Hockey Markings	Lump Sump	\$ 7,210.00
Tufted Football Gridiron	Lump Sump	No Charge
GroomRight Maintenance Machine	Lump Sump	\$ 5,150.00
SweepRight Maintenance Machine	Lump Sump	\$ 1,030.00
G-Max Testing	Per Test	\$ 1,545.00
Natural Grass Option	Per Sq. Ft.	\$ 1.54500

***End Zone Colors, End Zone Decorations (Painted or Inlaid), Center Field Decorations (Painted or Inlaid) will be priced on a per project basis upon receipt.

***Pricing on this spreadsheet includes furnishing, installing and provision of Warranty for the synthetic turf surfaces only and does not include any sitework.

***Tufted Football Gridiron not available for Revolution, Classic, XM or XT 2.0" Products

***Inlaid Numbers / Arrows not available for Revolution, Classic, XM or XT 2.0" Products

On a project by project basis, FieldTurf USA, Inc. reserves the right to petition to TCPN an admin fee for less than 3%.

Notes:

Note #1: New Construction - Prices above are for Turf surfaces only. FieldTurf is prepared to offer turn key solutions for the construction of fields through use of Alternative Costing and RS Means. Past experience with TCPN turn key projects confirms our position that the best value pricing for customers is obtained through these costing methods.

Note #2: SiteWork - RS Means or Alternative Costing Method. In the past, we have found that customers receive the least expensive price to use a discounted RS Means or Alternative Costing Method to price these types of line items, as costs vary on each project due

Note #3: Additional volume discounts on RS Means and Alternative Costing are available based on size of each individual project.

Note #4: One multiplier number has been used that accounts for the best, lowest price opportunity that considers non-prevailing wages, use taxes, prevailing wages, Davis Bacon, and shipping.

Note #5: Products do not have manufacture part # or vendor part number. Listed is the nationally recognized name of the running track surfaces.

Note #6: Manufacturers suggested List Price and Net Price is not available. Due to the nature of the product, prices in general are based on market conditions and petroleum prices. FieldTurf USA, Inc. does not generate MSRP. In general, TCPN prices are approximately a 9% savings.

Note #7: Prices are not to exceed for projects with at least 40,000 sf. For projects below 40,000 sf, a higher price will be offered on a case-by-case basis.

Note #8: Descriptions of products are provided in Tab 8. Products have significant differences and descriptions that are best represented in individual product specifications.

Note #9: See attached product, services, warranties.

Description of Cost Factors	Unit of Measure	Offeror's Base Bid
Performance and payment bond - bonding rate (percent of project)	Percent	1.1250%
Bonding capacity - total amount of capacity available	Dollar Amount	\$75,000,000.00
TCPN Discounts offered on individual manufacturer's published price lists/catalogs	Percent	NA
Alternative methods of costing - percent of overhead/markup to cost	Percent	20%
Discounts offered of alternative costing methods (cost + profit & overhead) Rate of discount.	Percent	10%
R.S. Means Multiplier/Factor - Normal Hours	Percent	0.990%
R.S. Means Multiplier/Factor - Out Side of Normal Hours	Percent	0.990%
Offeror's Support for TCPN Pricing, Percent off the Offeror's Support for TCPN pricing Page	Percent	9%

(e.g. \$100 + 20% P&O = \$120)

(e.g. \$120 - 10% Discount = \$108)

Additional Discount on RS Means available on dollar volume