

An aerial view of a sports complex. In the top right, a baseball field is visible with its characteristic red dirt infield and green grass outfield. Below it, a large green field with white yard lines, likely a soccer or football field, is shown. In the bottom left, another football field is visible, featuring yard lines and a blue logo in the center. The text 'Performance Analysis' is overlaid in the center in a large, bold, yellow font. The text is framed by a yellow rectangular border that has a 3D effect, appearing to float above the field. The background is a composite of these different sports fields, suggesting a multi-sport facility.

Performance Analysis

Performance Analysis



Performance Analysis

Whether you have been involved in a sports facility management role or not, the process of bringing an artificial turf field to life can be a tricky one.

There are many steps and stages that need to be considered in order to ensure that the best interests of your facility, finances and future are being taken care of.

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Performance Analysis



Performance Analysis

In an industry notorious for company bankruptcies and worthless warranties, FieldTurf stands apart. It has always been both innovative AND profitable. Through Tarkett, in operation since 1872, FieldTurf Tarkett enjoys the strongest equity base in the entire industry.

Profitable year after year, the sound financials of the company ensure that our customers' investments are fully and carefully protected.

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When it comes time to making a decision which will have a significant and direct impact on the future of your facility, being well informed is the best way to ensure success.

Some people with their own agenda attempt to sway people from purchasing synthetic turf citing various unfounded reasons. The research has been done. The studies exist. Get the facts and find out for yourself.

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Here are the Top Ten factors to consider when comparing different artificial turf brands:

1. Proven Performance - FieldTurf has what every athletic program needs. The most durable and the safest turf on earth. That reputation was built at America's Schools - one field at a time.

2. Customer Service Track Record - FieldTurf maintains the only fully functioning and self-sufficient team in the business.

3. Financial Stability & Insured Warranty - FieldTurf Tarkett enjoys the strongest equity base in the entire industry.

Top Ten factors

4. Performance Infill - By implementing a three layered silica sand and cryogenic rubber system, FieldTurf fields have been praised as the closest thing to natural grass.

5. True Monofilament Fibers - Featuring a unique and durable spine within each fiber, FieldTurf's monofilament fibers have been built to last.

6. Quality Control - From the beginning, FieldTurf Tarkett's founders recognized that total quality control could only be guaranteed by being masters of their own destiny. FieldTurf's plants ensure a consistent high quality product and uniform installations around the globe.

Top Ten factors

7. Design Capabilities - Using FieldTurf's design/build structure, you can assure that the best team is assembled - the best supplier with the best design team.

8. Installation Experience and Seaming Technology – With so much riding on the quality of the seam construction, FieldTurf has chosen to invest in sewn seams rather than the cheaper glued alternative.

Top Ten factors

9. Long-Term Cost Savings - Despite having a higher initial sticker price, FieldTurf still offers potential savings of almost \$1,000,000.00.

10. Testing - A long-term, ongoing testing program has proven that FieldTurf is safer than any other turf system and equal to, if not better than, natural grass in most critical areas of player safety.

Performance Analysis



Annual Maintenance Costs

	Natural Grass	FIELDturf
Mowing Equipment	\$7,068.00	
Labor Cost (\$20/Hour)	\$6,000.00	\$1000.00
Clipping Removal	\$2,861.00	
Fertilization	\$4,856.00	
Overseeding	\$466.00	
Coring	\$2,848.00	
Topdressing	\$9,565.00	
Thatch Removal	\$185.00	
Monitor Irrigation	\$846.00	
Equipment Depreciation and Fuel	\$3,500.00	\$1,500.00
Water Cost	\$5,400.00	
Re-Striping Field Lines:		
Labor	\$5,800.00	\$1000.00
Material	\$3,105.00	\$1500.00
Total	\$52,500.00	\$5,000

Maintenance of FieldTurf

The cost of maintaining FieldTurf is minimal. The primary maintenance item is removing leaves and other debris which may stray onto the field. Removal is accomplished by a tractor-pulled vacuum system. These tractors can be used without removing the fill material. FieldTurf also recommends brushing the field (every 4-6 weeks depending on use) to redistribute infill material that may have migrated.

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Analysis of Cost: Natural Grass Versus a FieldTurf Installation (Based on a Field Size of 80,000 Square Feet)

	Natural Grass Field			FieldTurf Field		
	Per Year	10 years	Total	Per Year	10 years	Total
Base: Excavation, preparation, engineering Estimated cost			Same \$320,000			Same \$320,000
Materials: Sod (\$2.75 sq. ft.) FieldTurf (\$5.00 sq. ft.)			\$220,000			\$400,000
Maintenance: Incl.; fertilizers, pesticides, re-sodding, water, mowing	\$52,500 x 10 yrs		\$525,000	\$5,000 x 10 yrs		\$50,000
			\$1,065,000			\$770,000
Scheduling possibilities:		74 hrs x 30 weeks x 10 years =22,200 hrs		105 hrs x 44 weeks x 10 years = 46,200 hrs		
Average cost per hour of use			\$47.97			\$16.67

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Performance Analysis



10 Year Cost Analysis

Natural Grass

FieldTurf

	Natural Grass	FieldTurf
Initial Capital Cost	\$540,000	\$720,000
Year 1	New Sod, Drainage, Irrigation \$52,500	\$5,000
Year 2	\$52,500	\$5,000
Year 3	\$52,500	\$5,000
Year 4	\$52,500	\$5,000
Year 5	\$52,500	\$5,000
Year 6	\$52,500	\$5,000
Year 7	\$52,500	\$5,000
Year 8	\$52,500	\$5,000
Year 9	\$52,500	\$5,000
Year 10	\$52,500	\$5,000
Ten Year Total	\$1,065,000*	\$770,000

*Does not include downtime for re-sodding/seeding, or unplayable field conditions

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Profitability Study

FIELDturf vs. Natural Grass



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Playable hours per week		
Weekdays:	8:00 a.m. - 11:00 p.m.	15 hours x 5 days
Weekends:	8:00 a.m. - 11:00 p.m.	15 hours x 2 days
Total		105 hours/week
Playable hours per year		
105 hours/week x 44 playable weeks (Minimum # of weeks)		
Total:		4,620 hours/year
* We will base our numbers on only 70% of the playable hours.		
New Total:		3,234 hours/year
Average field rental rate/hour		\$100.00/hour
Potential field income/year		
Playable hours/year		3,234
Average field rental rate/hour		\$100.00
Potential field income/year		\$323,400

These figures are based on average playable hours in a year and typical field rental costs across different climates and locations. Historically, FieldTurf fields have been rented for a higher dollar amount than grass fields.

Performance Analysis



Profitability Study

FIELDturf vs. Natural Grass

Natural Grass

Playable hours per week

Weekdays:	12:00 p.m. - 10:00 p.m.	10 hours x 5 days	50 hours
Weekends:	10:00 a.m. - 10:00 p.m.	12 hours x 2 days	24 hours
Total			74 hours/week

Playable hours per year

74 hours/week x 30 playable weeks (Downtime, re-sodding)			
Total:			2,220 hours/year
* We will base our numbers on only 70% of the playable hours.			
New Total:			1,554 hours/year
Average field rental rate/hour			\$75.00/hour

Potential field income/year

Playable hours/year			1,554
Average field rental rate/hour			\$75.00
Potential field income/year			\$116,550

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FieldTurf may be priced higher but it costs less

FieldTurf was not engineered to be the lowest bid. It was engineered to be the best product. As the years go by, the FieldTurf system will not only be safer and play more consistently, but will need less maintenance and will last much longer than our competitors' fields.

Many in the industry like to make such claims, but simply have no proof to support it. FieldTurf fields have been in the ground for over 10 years of consistent play, season after season.

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FieldTurf may be priced higher but it costs less

Many of our current clients selected FieldTurf despite low-ball offers of almost \$100,000 less from other turf companies. Why are they so happy with spending more? Because they did their research and opted for the long-term durability and consistency that only the FieldTurf system can bring to their programs.

Years after installing FieldTurf, our clients are not only thrilled with their purchase but many have enjoyed a significant return on their investment - even after 10 years!

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Quality is the primary determinant for the return on your investment.

Artificial Grass Fields Still in Daily Use	FieldTurf	Competition Combined
5 + years old	752	90
6 + years old	525	35
7 + years old	346	14
8 + years old	210	7
9 + years old	101	1
10 + years old	50	0
11 + years old	11	0

Statistics as of October 2007



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FieldTurf and the Environment

FieldTurf Tarkett uses only approved and tested materials in all of its products. These have been tested to confirm yet again that FieldTurf Tarkett's products are safe for all players, coaches and anyone else who steps on a FieldTurf Tarkett field.

FieldTurf and the Environment

The installation of FieldTurf eliminates the use of harmful pesticides, fertilizers, herbicides and fungicides, while at the same time removes thousands of tires from landfill sites. FieldTurf requires no mowing, fertilizing, reseeding or watering and promotes a healthy lifestyle.

FieldTurf helps organizations earn the necessary points needed for U.S. Green Building Council LEED certification. FieldTurf's reused rubber content and water use reduction, among other factors, can contribute multiple points towards LEED certification.

FieldTurf and the Environment

The components in the FieldTurf system, installed on more than 2500 fields worldwide, have a positive impact on the environment. The FieldTurf system has worked wonders for organizations all over the world as a product that reduces water consumption and pollution caused by chemical use, while increasing playing time, reducing injuries and promoting a healthy lifestyle. FieldTurf saves a billion gallons of fresh water every year. Coupled with reduced labor costs related to maintenance, equipment and elimination of costs for supplies such as fertilizers, herbicides, and pesticides, many of our clients report a reduction in maintenance costs of as much as \$30,000 to \$60,000 per field, per year.

FieldTurf and the Environment

“We’re very happy to have FieldTurf Tarkett join the GreenScapes team in our efforts to help to prevent pollution and conserve resources in our landscapes,” stated U.S. Environmental Protection Agency (EPA) Greenscapes Program Manager, Jean Schwab.



FieldTurf and the Environment

Hundreds of studies have been completed to discover the truth about any potential risks of artificial turf. Government health ministries and environmental bodies around the world have commissioned extensive research.

So have world health organizations, leading universities and independent scientific committees. Elected officials have reacted to the concerns of their constituents by commissioning studies to get the facts. The research has been done. The studies exist. Get the facts and find out for yourself.

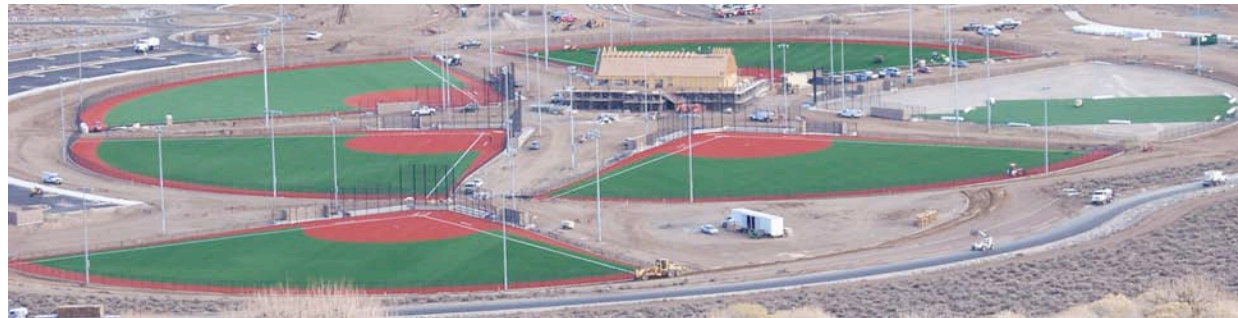
Performance Analysis



FieldTurf and the Environment

Read what the experts have to say in independent testing, studies and reports on the potential health and environmental impact of artificial turf.

For a listing of the hundreds of studies carried out and a collection of the actual research and the factual conclusions, please download the documents at www.fieldturf.com/enviro



City of Sparks, Nevada - Record-Breaking installation of 13 FieldTurf fields

Bio-Mechanical Properties for Safety & Performance

A long-term, ongoing testing program has proven that FieldTurf is safer than any other turf system and equal to, if not better than, natural grass in most critical areas of player safety. No other company can make such a claim. Independent safety tests and in-house performance testing have been an integral part of our business philosophy since the very first field we installed.

With over 2500 fields in the ground - 350 of which are entering their 7th year or more of continuous use - we know how our fields play and how they hold up over time. In particular, testing proves that on FieldTurf:

Bio-Mechanical Properties for Safety & Performance

Traction, from a sports medicine standpoint, is better.

Torsional release, critical to minimize non-contact knee and ankle injuries, is quicker.

Shock attenuation properties are ideal - in fact, vs. natural grass, FieldTurf reduced neural injuries by 55% and cranial/cervical injuries by 47%.

Performance Analysis



We're committed to your safety!

No one tests like FieldTurf®.

Our safety is a proven fact, not an empty claim.

Testing

INJURY INCIDENCE, ETIOLOGY, AND SEVERITY OF GAME RELATED HIGH SCHOOL FOOTBALL INJURIES ON FIELDTURF VERSUS NATURAL GRASS:

New England Journal of Medicine - October, 2004

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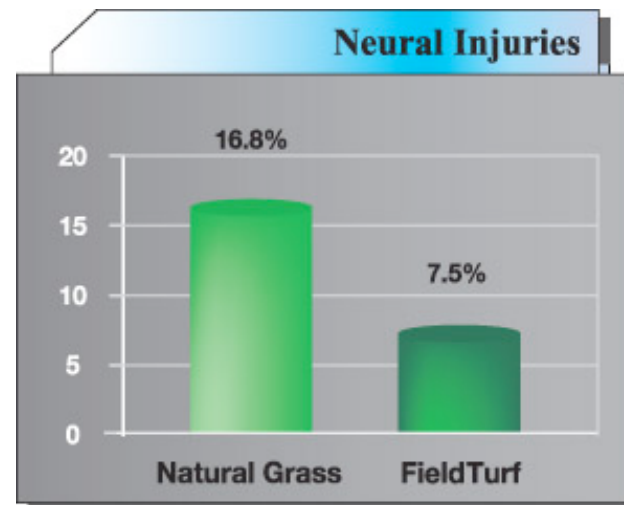
Performance Analysis



55% Fewer Neural Injuries

Type of Tissue Injured - Based on the total percentage of injuries reported on each playing surface, a significantly greater percentage of neural injuries were reported on Natural Grass vs FieldTurf.

(16.8% Natural Grass vs 7.5% FieldTurf)



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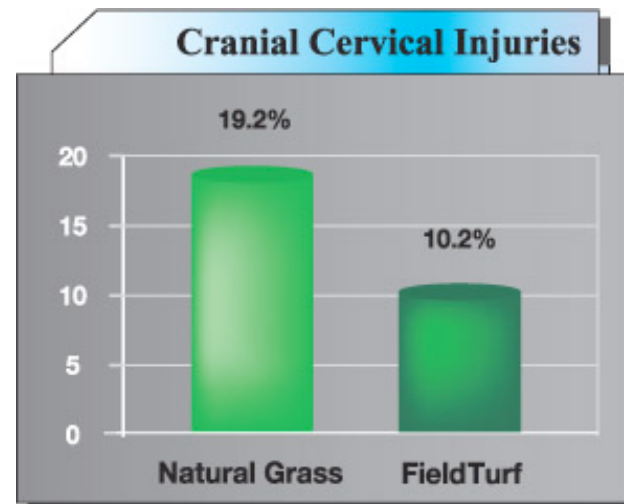
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47% Fewer Cranial / Cervical Injuries

Anatomic Location of Injury - More cranial / cervical injuries were reported on Natural Grass than on FieldTurf.

(19.2% Natural Grass vs 10.2% FieldTurf)



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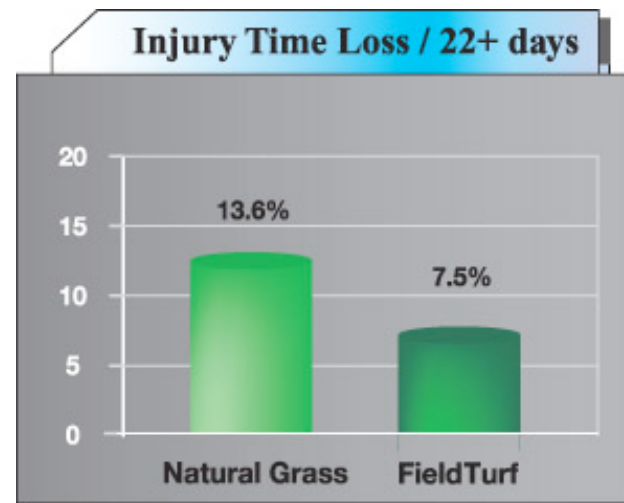
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45% Less Time Lost to Injury

Injury Time Loss / 22+ Days - Injuries which resulted in a time loss of 22 days or more were reported more frequently on Natural Grass than on FieldTurf.

(13.6% Natural Grass vs. 7.5% FieldTurf)



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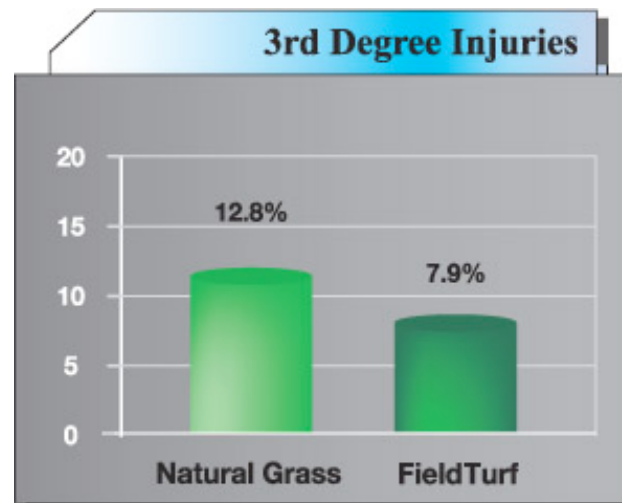
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38% Fewer 3rd Degree Injuries

Injury Grade - More 3rd degree injuries were reported on Natural Grass than on FieldTurf.

(12.8% Natural Grass vs 7.9% FieldTurf)



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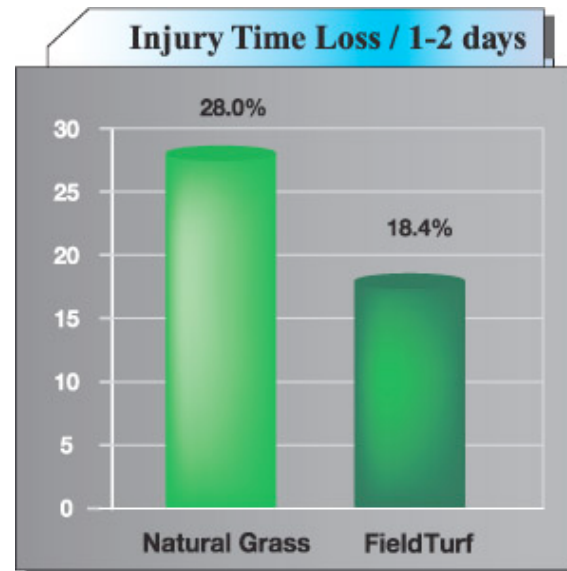
Performance Analysis



35% Less Time Lost to Injury

Injury Time Loss / 1 - 2 Days - A significantly greater percentage of injuries resulting in a 1-2 day time loss were reported on Natural Grass vs FieldTurf.

(28.0% Natural Grass vs 18.4% FieldTurf)



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Over a five year period of competitive play, significant differences in the incidence, type and severity of game-related injuries were observed between playing surfaces. In regards to reducing the number of game-related, high school football injuries, current findings suggest an advantage in selecting FieldTurf over Natural Grass.

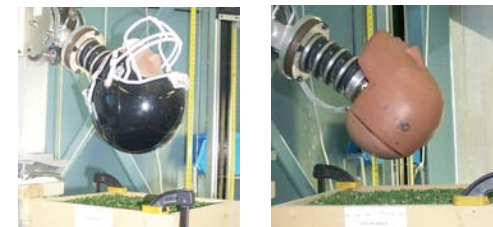
A FIVE-YEAR PROSPECTIVE STUDY - MARCH 2003; - Bill S. Barnhill, MD; Michael Myers, PHD FASCAM

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Comparing The Head Impact Response of Three Artificial Turf Systems

Laboratory impact tests compared the head response of three artificial turf systems: the FieldTurf system; a system comprised of rubber and sand infill; and a system of all-rubber infill. Drop tests were done from various heights, with impacts to the rear of an instrumented anthropomorphic mannequin headform. The greatest difference was observed at the lower drop heights. Peak headform acceleration was recorded for both helmeted and bare head hits. In helmeted tests, FieldTurf showed the lowest headform Gmax. In bare head tests, FieldTurf showed the lowest headform peak acceleration Gmax.

BIOKINETICS AND ASSOCIATES - DECEMBER 2004



Performance Analysis



**So you want FieldTurf...
here are the important next steps:**

Ask us for our Field Building Handbook that is a comprehensive guide into the world of artificial turf. Everything you need to know about all major facets of the process are explained in this Handbook.

Ensure the assembly of a Planning team that will be able to work with FieldTurf's representatives and technical experts. A good planning team can make the difference between a poorly executed facility improvement and a well-planned operation.

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Important Next Steps:

After obtaining budget numbers, secure funds and/or consider putting together a fundraising team that will drive the campaign and ensure the successful attainment of financial goals.

Consider FieldTurf's financing option. In order to help make your program's dreams come true a little quicker, FieldTurf Financial has established a unique financing plan.

Familiarize yourself with typical construction schedules to avoid delays. The sooner you get everything organized the less of a chance the construction will be delayed.

Performance Analysis



Important Next Steps:

Study the FieldTurf warranty and compare it to other warranties in the artificial turf industry. You will see for yourself that your investment is carefully protected by the largest sports surfacing company in the world.

Educate your team on the maintenance involved with FieldTurf fields. Ensuring that the level of playability remains consistent will depend entirely on your dedication to maintenance and the equipment that you incorporate into your maintenance program.

We will be happy to guide you through the rest of the process - give us a call today to get started on making your field of dreams a reality.