



Town of Fountain Hills
16705 East Avenue of the Fountains
Fountain Hills, Arizona 85268
Phone: 480-816-5100
Fax: 480-837-3145

**REQUEST FOR QUOTATION
FOR
LANDSCAPE COVERINGS AND OVERSEEDING FOR TOWN PROPERTIES**

2018-034

All quotes due by August 17, 2017 at 3:00 P.M., Local Time, Phoenix, Arizona.

The Town of Fountain Hills (the "Town") is seeking a licensed and qualified Vendor to provide all material and labor required as described below on an as-needed basis for a period of one year, with up to two renewable one-year options.

Section I – Project Information

Vendor will provide landscaping covering materials and services for Town-owned properties. Materials will include the following:

- A. Mulch.
- B. Playchips (Engineered wood fiber or rubber chips).
- C. Grass seed for overseeding.

The Contract created by this request and the resulting quotation will automatically renew for up to two successive one-year terms, unless the Vendor notifies the Town in writing of its desire to terminate the Contract. If extended, the then-current prices shall be applicable during the subsequent renewal year unless the Vendor notifies the Town in writing of any rate increase and the Town approves the increase with an authorized signature, prior to the end of the then-current term.

Section II – Instructions and Conditions

1. This is an indefinite quantity and indefinite delivery Agreement for Services, which shall only be provided when the Town chooses to move forward with a pending project and proper authorization and documentation have been approved. The Town does not guarantee any minimum or maximum amount of Services will be requested under this Agreement.
2. Vendors must state the manufacturer of each product quoted on in conformity with the specifications.
3. All quotations must contain the quoting firm's name and be signed by an authorized agent, officer or employee.
4. Award will be made to the Vendor whose quotation is the most advantageous to the Town.
5. Please attach your Quotation behind the Exhibit A cover sheet and submit this document to the address above.

If you need additional information or have questions please contact Kevin Snipes by email ksnipes@fh.az.gov.

Section III – Pricing

The Quotation shall be attached hereto as Exhibit A and shall contain the following pricing:

- A. Material manufacturer and price per cubic yard of each material listed in Section 1 above.
- B. Hourly rate to apply material.
- C. List any surface preparation fee, if in addition to hourly rate.

Note: Prices offered shall include applicable state and local taxes.

Section IV – Execution and Submission

By executing this document and submitting a quotation to the Town of Fountain Hills, the authorized agent agrees (i) he/she has read the Town’s Standard Terms and Conditions, dated April 14, 2016, as set forth on the Town of Fountain Hills website (<http://www.fh.az.gov/po-terms>), which are incorporated into and become a part of the company’s quotation offer as if set forth fully herein and (ii) the company shall be bound by the Standard Terms and Conditions, dated April 14, 2016. By signing below the company is offering to provide the services set forth in Exhibit A and upon written acceptance of the company’s offer by the Town, it will have entered into a binding agreement. The offer shall be considered held open for 60 days from the quotes due date set forth above.

Signature: Taylor Shumway Date: 08-14-2017
 Printed Name: TAYLOR SHUMWAY Title: MANAGER
 Company Name: Turboscape Blower Services, LLC
 Address: PO BOX 482
 City: HIGLEY State: AZ Zip: 85236
 Email Address: turboscape@yahoo.com Telephone No. 602-717-5252

The total contract amount, including all renewal terms, may not exceed \$49,999.99. Contracts for \$50,000 or more will not be authorized and will require a formal procurement process.

ACCEPTANCE OF OFFER AND CONTRACT AWARD (For Town of Fountain Hills Use Only)

The Vendor’s Offer is hereby accepted. The Vendor shall not commence any billable work or provide any materials or service under this Contract prior to the date this Contract is executed.

Town of Fountain Hills, an Arizona municipal corporation

Grady E. Miller Date: 8-29-2017
 Grady E. Miller, Town Manager

Town Attorney Approval: 4307180

CR
8/29/17

Kevin,

We calculate 360 cubic yards for the 6 play grounds at 4 locations.

Location 1: Fountain Park, 155cy between 2 parks

Location 2: Desert Vista, 85cy

Location 3: Four Peaks, 90cy between 2 parks

Location 4: Golden Eagle, 30cy

We can supply and blow in install 360cy of IPEMA certified EWF to these parks for \$13,784.40.

We will get you a quote for sand removal and a EWF replacement soon. Thank you Kevin for allowing us to quote this for you. Let us know if we can get it on our schedule. We are a couple weeks out on installs right now. Have a great day!

Jocelyn

38.29 per cu. yard



Jennifer,

As outlined before, our pricing is all inclusive. Pricing fluctuates depending on the quantity ordered, number of locations installed per truck load, the current price of material, etc. The price I quoted you is a pretty good indicator of our pricing for Turboscape supplying and blow-in installing wood fiber to the Fountain Hills area. We don't charge any other fees as far as a delivery charge or hourly rate, again all inclusive. We are quite flexible with our customers needs. For example, if Fountain Hills wants a different material we can blow-in install other supplied material (except for gravel). However, we stock high quality IPEMA certified natural playground wood fiber at our yard to quickly accommodate our customers.

We typically price each job individually but to give you a price range, we can do the following for Fountain Hills:

- 60 cubic yards (full truck load, no more than 2 locations): \$38.00 - \$40.00 per cy
- 30 cubic yards (half truck load, no more than 2 locations): \$47.00 - \$49.00 per cy
- less than 30 cubic yards: custom pricing

Please let me know if you have any questions or need anything else from me.

Thank you,

Jocelyn Shumway

Competition Impractical Determination Form (FHPP11.2B)

Sections 1 through 3 Must be completed. (Use attachments as necessary.)

1. Action Requested: Amend Existing Contract no. 2018-034 New Contract Month-to-Month Contract

Requesting department: Community Services

Employee name: Jennifer Lyons

Title: Executive Assistant

Phone: 480 816-5148

Email: jlyons@fh.az.gov

Subject materials or services: Landscape coverings and overseeding for Town properties.

Estimated annual cost: NTE exceed \$50,000

2. Provide full description of existing materials or services: The vendor supplies landscape coverings and overseeding services.

3. Provide justification: Turboscape is sub contractor for Dave Bang, so going directly to the sub contractor it would eliminate the mark up and saving us money.

Note: In accordance with Procurement Rules, the Arizona and the Town Uniform Terms and Conditions must be made a part of all contracts. In addition, contracts shall be assigned a Town of Fountain Hills contract number and recorded by Town Clerk's Office. If the existing contract does not contain the required Terms and Conditions they will be made a part of the final contract. Approval of this form does not authorize Town employees to sign any agreement provided by contractor nor does it authorize individuals to exceed dollar thresholds or delegated authority.

Requesting Department

Employee Signature: _____

Date: _____

Department Head Review and Approval Signature (Required)

Date: _____

Procurement Authority (\$10,000--\$50,000)

Request Authorized Pursuant to Policy 11.2

Request Denied

Request Returned for Add'tl Info. Date: _____

See Comments (Attached)

Procurement Agent Review and Approval Signature (Required)

Date: _____

Town Manager Review and Approval (Required)

Date: _____

Town Manager (>\$50,000)

Date: _____

Department Notice: This is your official written determination in response to your procurement authorization request. The original request will be maintained at the Town Clerk Office. For expenditures requiring Council approval this form must be attached to the Council Agenda.

P.O. Box 8760, Mesa, AZ 85214
 P: (800) 456-7903
 F: (480) 833-1311
 www.davebang.com ROC 157246

Since 1979
dave bang
associates, inc.

Quotation
 AZ 107700

To Town of Fountain Hills
Attn: Jennifer Lyons
16705 East Avenue of Fountain Hills
Fountain Hills, AZ 85268

Quotation Date 8/28/2017	Salesperson Stephen Ross
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Terms Net 30

Fountain Park

Estimated Shipping Date	Shipped Via	F.O.B.	
4-6 Weeks	Truck	Fountain Hill	
Quantity	Description		Total Extended
100	cu yds of Zeager Bros. Inc. #WF-ZWC, WoodCarpet, Engineered Wood Fiber, IPEMA Certified and ADA Compliant when maintained and compacted.		1,600.00
	Shipping		730.00
	Installation by a Licensed Contractor		2,180.00
<p>*M.R.R.A. Project, this price includes any tax that was paid at the Point of Purchase. *Wood Fiber will be delivered to installers yard and pre-load in their truck for blowing in installation with a 300' hose *Owner is responsible for all landscape repairs such as, but not limited to damaged trees, bushes, lawn, curbing, sidewalks and / or asphalt paving caused by materials truck and / or 2-ton bobcat needed to complete project *Installation does NOT include repair or relocating any underground utilities including, but not limited to, water, gas, electrical, phone, or sewer. Costs associated with utility delays will be the responsibility of the customer *Prevailing Wages NOT included. (ie: Davis Bacon, TERO, ect.) If this is a Prevailing Wage project, please request alternate pricing.</p>			

45.10/cu. yd.

THANK YOU FOR THIS CHANCE TO QUOTE	Subtotal	\$4,510.00
DAVE BANG ASSOCIATES, INC. IS PLEASED TO SUBMIT THE ABOVE QUOTATION FOR YOUR CONSIDERATION. SHOULD YOU PLACE AN ORDER, BE ASSURED IT WILL RECEIVE OUR PROMPT ATTENTION. THIS QUOTATION IS SUBJECT TO THE CONDITIONS OF OUR CREDIT APPLICATION, AND IS VALID FOR 30 DAYS. THEREAFTER IT IS SUBJECT TO CHANGE WITHOUT NOTICE. FAX OR EMAIL COPY DEEMED TO BE LEGAL EQUIVALENT OF ORIGINAL. ALL PAST DUE ACCOUNTS SUBJECT TO 1 1/2% MONTHLY FINANCE CHARGE. IN THE EVENT LEGAL ACTION IS REQUIRED TO EFFECT COLLECTION VENUE SHALL BE MESA, AZ.	Tax (5.785%)	\$0.00
	TOTAL	\$4,510.00

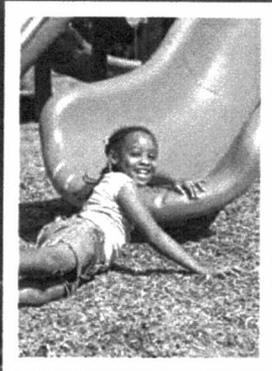
By Stephen Ross Accepted _____ Date _____

PLEASE SIGN AND RETURN ONE COPY WHEN ORDERING.

Thank You!

Accessibility

ALL of Our Surfaces Are Third Party Certified!



"I was referred to your company by someone who installs creative playgrounds and around New York State. I am writing to let you know how easy it was to work with your sales representative. He worked with me on the pricing and we were able to do a lot more than we planned to do. There were several instances where changes were made and your sales representative just rolled with the punches. I will not hesitate to use your company for any future plans we may have with our playgrounds."

ALL of Our Surfaces MEET or EXCEED Requirements for ADA!

— ROBERT MILLER
Director of Facilities
Wayne Central School District
Ontario Center, NY

WHEN YOU NEED QUALITY
ENGINEERED WOOD SURFACING,

**THINK OF
ZEAGER—FIRST!**

✓ **FIRST**
American
Manufacturer of
Engineered Wood
Safety Surfacing.

✓ **FIRST** to Meet
Accessibility Standards

✓ **FIRST** to Offer
Woodcarpet Mats®
with an Exclusive
No-Trip Design.

"For a few years now, we have been using Zeager's Woodcarpet® and Woodcarpet Mats® for our playgrounds in our family housing areas at Fort Campbell. The service we have received has been good and the Woodcarpet® is working well for our playground surfaces. The Woodcarpet Mats® do a good job of eliminating the kick-out under our swings and slides. We have used about 1,500 cubic yards of Woodcarpet® and many Woodcarpet Mats® and would recommend these products to others that may be considering them."

I. W.
Superintendent
Actus Lend Lease
Fort Campbell KY

WOODCARPET®
LOOSE FILL SURFACING PRODUCTS

WOODCARPET® USE
 NO USE YET

We Ship to
All 50 States,
8 Canadian
Provinces and
Mexico!

**PRODUCED
LOCALLY**
with Production Facilities
from California to Nova Scotia
— and Florida to
British Columbia

Monthly Maintenance

1. In the play structure use zones, dig down to the sub-surface or drain system and measure the depth of Woodcarpet.® Top off as needed.
2. Check and ensure sufficient depth of Woodcarpet® under each Woodcarpet Mat.® Top off as needed.
3. Check and ensure that each anchored Woodcarpet Mat® is securely anchored.

NOTES:

1. Woodcarpet® contains fresh wood. Fresh wood contains tannins, which are a natural preservative found in living plants and trees that rain will eventually wash out of the Woodcarpet® into the drain system. This dark brown residue is externally harmless to humans and should gradually diminish.

2. During freezing conditions, Woodcarpet® will likely be less resilient, particularly with poor drainage. Restrict use of the area accordingly.
3. A complete set of installation instructions, maintenance instructions and warranty are available at www.zeager.com.

ZEAGER
PLAYGROUND SURFACING
www.zeager.com

Solicitation Number:	14X-BANG-0220
Name of RFP	Playground, Fitness and Related Equipment
Contract Vendor's Name	DAVE BANG ASSOCIATES, INC.

Section One: Restock, Shipping and Bond Information

Shipping & Handling Description:	Please see attached shipping tab
Expedited Shipping:	Not Applicable
Bond Rates:	3% of Total Quote (includes materials, shipping, installation and tax)
Restock Fees:	If equipment is returned with NO damage, No restocking fees - If damaged, 15% of list - plus freight back
Restock Fees Description:	If equipment is opened and there is NO damage when it arrives back to the factory, no restocking fee will be processed.... If after 30 days, restocking fee of 15% of LIST price will be accessed. Once equipment is installed, there is NO return available
Return Shipping:	Member is responsible for return shipping charges - plus original freight will be charged on all goods that are returned

Section Two: Lodging, M&IE, Mileage, Mobilization, and Travel/Drive Rates

Lodging:	\$115.00 per MAN per DAY on anything outside of Maricopa County that includes an overnite stay (this rate includes: food, lodging and transportation) Please see attached installation tab
M&IE (Meals and Incidental Expenses):	\$115.00 per MAN per DAY on anything outside of Maricopa County that includes an overnite stay (this rate includes: food, lodging and transportation) Please see attached installation tab
Mileage:	\$115.00 per MAN per DAY on anything outside of Maricopa County that includes an overnite stay (this rate includes: food, lodging and transportation) Please see attached installation tab
Mobilization:	Please see attached installation tab
Travel/Drive Rates:	\$115.00 per MAN per DAY on anything outside of Maricopa County that includes an overnite stay (this rate includes: food, lodging and transportation) Please see attached installation tab
Travel/Drive Rates Note:	Outside of Maricopa County

Section Three: Fees and Service Rates-

Add any addition pricing necessary for completion of a playground, fitness or related equipment projects, including but not be limited to: site excavation, demolition of existing equipment or surfacing, hardscape removal, flatwork, concrete curbing installations, security (fencing or supervisory personnel), buried post/surface mount posts removal.

Delivery/Pickup Fees:	Not Applicable
Dumpster Fees:	Not Applicable

Equipment Moving Fees:

Permit Fees:

Installation Services:

Section Four: Labor Rates

Labor Rates:

Replace the text below with a description of each of your labor service rates. Replace the "Labor Description" below with the name of the labor rate (i.e., Service Technician I). Replace the "Labor Rate" below with the actual rate, or range of rates. Include regular, overtime, weekend and holiday rates for that specified labor type. Add additional line items as necessary to describe all of your labor rates. Indicate "N/A" if labor rates do not apply under an awarded contract.

Type of Labor Rate	Normal Hours	Overtime Hours	Weekend/Holiday Hours
Installation	\$115 per man hour	N/A	N/A
please see attached	installation tab		

Section Five: Manufacturer's Discount Information

Manufacturer's Discounts:

Replace the text below with a description of each of your manufacturer's discount information. Replace the "manufacturer" below with the name of the manufacturer. Replace the "Product Type" below with a description of the products provided by that manufacturer. Include the discount off MSRP, shipping and warranty information for that manufacturer. Add additional line items as necessary to describe all of your product lines.

Manufacturer	Type of Products	Discount off MSRP	Shipping	Warranty Period
Playworld Systems	Playground, Surfacing, Site Furnishing	18%	see shipping tab	see warranty tab
PlayDesign	Playground, Surfacing, Site Furnishing	18%	see shipping tab	see warranty tab
PlaySimple	Playground	5%	see shipping tab	see warranty tab
Americana Building Products	Ramada (no fabric or wood roofs)	15%	see shipping tab	see warranty tab
PW Athletic Mfg Co	Athletic Equipment	15%	see shipping tab	see warranty tab
Patterson Williams	Site Furnishings	15%	see shipping tab	see warranty tab
LA Steelcraft	Site Furnishings & Athletic Equip	15%	see shipping tab	see warranty tab
Petersen Mfg Co	Concrete Site Furnishings	15%	see shipping tab	see warranty tab
Wabash Valley Mfg.	Site Furnishings	15%	see shipping tab	see warranty tab
Urbanscape	Site Furnishings	15%	see shipping tab	see warranty tab
Green Valley	Site Furnishings	15%	see shipping tab	see warranty tab
Kay Park	Site Furnishings & Athletic Equip	15%	see shipping tab	see warranty tab
Sportsplay	Playground, Athletic Equipment	15%	see shipping tab	see warranty tab
Haws	Drinking Fountains	15%	see shipping tab	see warranty tab
Stern Williams	Drinking Fountains	15%	see shipping tab	see warranty tab
Murdock	Drinking Fountains	10%	see shipping tab	see warranty tab
Playsafe	Wood Fiber	15%	see wood fiber tab	see warranty tab
SofSolutions / SofFall	Wood Fiber	15%	see wood fiber tab	see warranty tab
Zeager, Inc.	Wood Fiber	15%	see wood fiber tab	see warranty tab
American Rubber Surfacing	Poured in Place Surfacing	Fixed Pricing	shipping included	see warranty tab
AmeriGrass (by American Rubber)	Safety Surfacing	Fixed Pricing	shipping included	see warranty tab
Flexground Rubber Surfacing	Poured in Place Surfacing	Fixed Pricing	shipping included	see warranty tab
FlexGrass (by FlexGround)	Safety Surfacing	Fixed Pricing	shipping included	see warranty tab

Section Six: Volume Discount Information

Volume Discounts:

Replace the text below with a description of your volume discounts. Replace the "manufacturer" below with the name of the manufacturer. Replace the "volume purchase amount" with the purchase level necessary to qualify. Replace the "additional discount" with the additional discount amount.

Manufacturer	Amount of Purchase Required	Additional Discount
Not Applicable	Not Applicable	Not Applicable

Section Seven: Extended Warranty and Annual Maintenance Information

Extended Warranty and Annual Maintenance Information:

Replace the text below with a description of your extended warranty program. Replace the "manufacturer" below with the name of the manufacturer. Replace the "Extended Warranty" below with a description of the extended warranty. Replace the "warranty cost" with the cost of the warranty. Replace the "Licensing Support Cost" with the costs for any ongoing annual costs for support and licensing.

Manufacturer	Extended Warranty Description	Warranty Cost	Annual Licensing & Support Cost
Not Applicable	Not Applicable	Not Applicable	Not Applicable

Shipping Charges for Dave Bang Associates, Inc.

Dated 1/24/207

Per 100# **MARICOPA COUNTY / PINAL COUNTY AREA:**

\$150.00 100# up to 500#
\$130.00 501# up to 1,000#
\$110.00 1,001# up to 2,000#
\$95.00 2,001# up to 5,000#
\$80.00 5,001# up to 10,000#
\$65.00 10,001 and over

Per 100# **OUTSIDE OF MARICOPA / PINAL COUNTY:**

\$175.00 100# up to 500#
\$135.00 501# up to 1,000#
\$115.00 1,001# up to 2,000#
\$100.00 2,001# up to 5,000#
\$85.00 5,001# up to 10,000#
\$70.00 10,001 and over

Minimum Freight for LTL

\$325.00 Maricopa /Pinal County Area
\$425.00 Outside Maricopa / Pinal County Area

20% of List Price for UPS

(per 100# are PER Factory, not all factories lumped together)

Truckload Freight:

Member orders that qualify for truckload freight (due to weight and/or volume) will be quoted at actual freight costs. Carriers may include manufacturer's own fleet, or common commercial carriers.

PW Athletic Shipping charges

Per 100# **MARICOPA COUNTY / PINAL COUNTY AREA:**

\$115.00 100# up to 500#
\$65.00 501# up to 1,000#
\$60.00 1,001# up to 2,000#
\$55.00 2,001# up to 3,000#
\$50.00 3,001# and over

Per 100# **OUTSIDE OF MARICOPA / PINAL COUNTY:**

\$115.00 100# up to 500#
\$70.00 501# up to 1,000#
\$65.00 1,001# up to 2,000#
\$60.00 2,001# up to 3,000#
\$55.00 3,001# and over

Minimum Freight for LTL

\$200.00 Maricopa / Pinal County Area
\$250.00 Outside Maricopa / Pinal County Area

20% of List Price for UPS

Americana Shipping charges

7% of LIST Cost

Minimum Freight for LTL

\$200.00 Maricopa County Area
\$250.00 Outside Maricopa County Area

15% of List Price for UPS

Freight Charges for RETURNED Goods: Same as rates as shown on workbook shipping rates above

When available, multiple orders to one member & location may be combined into one truckload/shipment to save the member on freight charges.

Installation Pricing for Davis Bacon Associates, Inc.
 HESST OR the Professional Playground Installers
 *Fixed pricing - no discount off these prices
 *1 dated 2/28/2017

Bid Bond 3% of Total Quote (includes materials, shipping, installation and tax)

Part Number	Description	Contract Price
DB-TRAVEL	per Man per day. Quoted and invoiced as installation labor charges, and includes Mobile administration fees. Travel per diem lodging (applicable on projects outside of Maricopa County)	\$115.00
DB-TF	Temporary Fencing per In ft	\$2.65
DB-TF-MIN	Temporary Fencing Minimum	\$445.00
DB-INST	Installation per man hour	\$115.00
DB-INSTX	per Man Hour for Extra Work (sawcutting, core drilling, jack hammering, hard dig for footing, etc.)	\$115.00
DB-SAND	Sand Installation per ton (includes materials)	\$45.00
DB-SAND-TOP	Sand Top-off per ton (includes materials)	\$50.50
DB-SITE	Play Area Site Prep per man hour	\$115.00
DB-PLF-IMC	Private Locator Fee	\$350.00
DB-CRANE-IMC	Crane Within Maricopa County (2 hour minimum) per hour	\$500.00
DB-DEMO	Demolition per man hour (such as: existing equipment, rubber surfacing, grass surfacing, curbing, sidewalk or asphalt)	\$115.00
DB-REINST	Renovation of existing equipment per man hour	\$115.00
DB-4CON	4" Thick Concrete over dirt per sq ft	\$5.00
DB-6CON	6" Thick Concrete over dirt per sq ft	\$5.95
DB-8CON	8" Thick Concrete over dirt per sq ft	\$6.90
DB-6TD	6" Turndown edge at new concrete per In ft	\$1.20
DB-8TD	8" Turndown edge at new concrete per In ft	\$2.10
DB-12TD	12" Turndown edge at new concrete per In ft	\$3.95
DB-66CURB	6" x 6" Play Curb with rebar per In ft	\$12.50
DB-612CURB00	6" x 12" Play Curb with rebar per In ft	\$19.50
DB-618CURB00	6" x 18" Play Curb with rebar per In ft	\$22.50
DB-4ABC	4" ABC per sq ft	\$3.25
DB-ABC-1	Additional 1" ABC per sq ft	\$0.80
DB-FOOT-2424	Ramada Footing (up to 24" Dia x 24" Deep) per footing	\$210.00
DB-RBAR-2424	Rebar Cage (for footings up to 24" Dia x 24" Deep) per footing	\$115.00
DB-FOOT-3636	Ramada Footing (up to 36" Dia x 36" Deep) per footing	\$315.00
DB-RBAR-3636	Rebar Cage (for footings up to 36" Dia x 36" Deep) per footing	\$130.00
DB-PSF	Permit Submittal Fee (if required by Member) Fee DOES NOT include the following: soil reports, impact fees, special assessment fees, special inspections or site plans	\$1,765.00
Davis Bacon / Prevailing Wages are INCLUDED below		
DB-PWG-SAND	Sand Installation per ton (includes materials)	\$56.50
DB-PWG-SAND-TOP	Sand Top-off per ton (includes materials)	\$63.00
DB-PWG-PLF	Private Locator Fee	\$465.00
DB-PWG-CRANE-IMC	Crane Within Maricopa County (2 hour minimum) per hour	\$675.00
DB-PWG-4CON	4" Thick Concrete over dirt per sq ft	\$6.30
DB-PWG-6CON	6" Thick Concrete over dirt per sq ft	\$7.50
DB-PWG-8CON	8" Thick Concrete over dirt per sq ft	\$8.65
DB-PWG-6TD	6" Turndown edge at new concrete	\$1.50
DB-PWG-8TD	8" Turndown edge at new concrete	\$2.60
DB-PWG-12TD	12" Turndown edge at new concrete per In ft	\$4.50
DB-PWG-6CURB	6" x 6" Play Curb with rebar per In ft	\$15.50
DB-PWG-612CURB00	6" x 12" Play Curb with rebar per In ft	\$24.50
DB-PWG-618CURB00	6" x 18" Play Curb with rebar per In ft	\$27.50
DB-PWG-4ABC	4" ABC per sq ft	\$4.10
DB-PWG-ABC-1	Additional 1" ABC per sq ft	\$1.00
DB-PWG-FTG-2424	Ramada Footing (up to 24" Dia x 24" Deep) per footing	\$260.00
DB-PWG-RRR-2424	Rebar Cage (for footings up to 24" Dia x 24" Deep) per footing	\$140.00
DB-PWG-FTG-3636	Ramada Footing (up to 36" Dia x 36" Deep) per footing	\$390.00
DB-PWG-RRR-3636	Rebar Cage (for footings up to 36" Dia x 36" Deep) per footing	\$165.00
DB-PWG-PSF	Permit Submittal Fee (if required by Member) Fee DOES NOT include the following: soil reports, impact fees, special assessment fees, special inspections or site plans	\$2,215.00

Dated 11/19/2014

Price for Materials (Freight NOT Included)					
PlaySafe, Model #WF-PS - \$29.00 per cubic yard, less 15%					
Sof Fall, Model #WF-SFPHX - \$21.00 per cubic yard, less 15% - PHOENIX MILL					
Sof Fall, Model #WF-SFTAY - \$26.00 per cubic yard, less 15% - TAYLOR MILL					
Sof Fall, Model #WF-SFUT - \$21.00 per cubic yard, less 15% - UTAH MILL					
Zeager, Model #WF-ZWC - \$23.00 per cubic yard, less 15%					
Freight Prices (Per Truck Load)					
	PlaySafe	Sof Fall	Sof Fall	Sof Fall	Zeager
	Phoenix Mill 15 - 100 cubic yards per Truck	Phoenix Mill 15 - 100 cubic yards per Truck	Taylor Mill 30 - 100 cubic yards per Truck	Utah Mill 65 - 120 cubic yards per Truck	15 - 100 cubic yards per Truck
Apache	\$2,175.00	\$2,175.00	\$650.00	N/A	\$995.00
Cochise	\$1,360.00	\$1,360.00	\$1,360.00	N/A	\$1,350.00
Coconino	\$1,850.00	\$1,850.00	\$950.00	N/A	\$1,195.00
Coconino- Flagstaff only	N/A	N/A	N/A	N/A	\$800.00
Gila	A	\$1,175.00	\$725.00	N/A	\$795.00
Graham	\$1,595.00	\$1,595.00	\$1,095.00	N/A	\$875.00
Greenlee	\$1,995.00	\$1,995.00	\$1,195.00	N/A	\$1,175.00
La Paz	\$1,295.00	\$1,295.00	\$1,795.00	N/A	\$1,360.00
Maricopa	\$495.00	\$795.00	\$1,195.00	\$3,145.00	\$925.00
Mohave	\$1,995.00	\$1,995.00	\$1,495.00	N/A	\$1,390.00
Navajo	\$1,750.00	\$1,750.00	\$425.00	N/A	\$1,095.00
Pima	\$1,095.00	\$1,095.00	\$1,350.00	N/A	\$1,250.00
Pinal	\$695.00	\$695.00	\$1,095.00	N/A	\$925.00
Santa Cruz	\$1,495.00	\$1,495.00	\$1,495.00	N/A	\$1,350.00
Yavapai	\$1,295.00	\$1,295.00	\$1,295.00	N/A	\$1,050.00
Yuma	\$1,495.00	\$1,495.00	\$1,895.00	N/A	\$1,425.00

Zeager #WF-ZDL6 Duraliner Fabric Barrier, 6' wide x 250' long roll = \$175.00 per roll
(No shipping will be added to this item)

ZEAGER Woodcarpet Foam Mat

**FIXED PRICING - No Discount

**Pricing INCLUDES FREIGHT

#WMFL - 44" x 72"		#WMFS - 44" x 44"	
Qty	Price	Qty	Price
1-9 mats	\$370.00	1-9 mats	\$290.00
10-24 mats	\$270.00	10-24 mats	\$185.00
25-39 mats	\$250.00	25-39 mats	\$165.00
40+ mats	\$245.00	40+ mats	\$160.00

AKDL - Anchor Kit for 44" x 74" \$35.00 each

AKDS - Anchor Kit for 44" x 44" \$30.00 each

AKR - Anchor Kit Rod \$20.00 each

Section Four: Labor Rates

Labor Rates:

Replace the text below with a description of each of your labor service rates. Replace the "Labor Description" below with the name of the labor rate (i.e., Service Technician I). Replace the "Labor Rate" below with the actual rate, or range of rates. Include regular, overtime, weekend and holiday rates for that specified labor type. Add additional line items as necessary to describe all of your labor rates. Indicate "N/A" if labor rates do not apply under an awarded contract.

Type of Labor Rate	Normal Hours	Overtime Hours	Weekend/Holiday Hours
Installation	\$115 per man hour	N/A	N/A
please see attached	installation tab		

Section Five: Manufacturer's Discount Information

Manufacturer's Discounts:

Replace the text below with a description of each of your manufacturer's discount information. Replace the "manufacturer" below with the name of the manufacturer. Replace the "Product Type" below with a description of the products provided by that manufacturer. Include the discount off MSRP, shipping and warranty information for that manufacturer. Add additional line items as necessary to describe all of your product lines.

Manufacturer	Type of Products	Discount off MSRP	Shipping	Warranty Period
Playworld Systems	Playground, Surfacing, Site Furnishing	18%	see shipping tab	see warranty tab
PlayDesign	Playground, Surfacing, Site Furnishing	18%	see shipping tab	see warranty tab
PlaySimple	Playground	5%	see shipping tab	see warranty tab
Americana Building Products	Ramada (no fabric or wood roofs)	15%	see shipping tab	see warranty tab
PW Athletic Mfg Co	Athletic Equipment	15%	see shipping tab	see warranty tab
Patterson Williams	Site Furnishings	15%	see shipping tab	see warranty tab
LA Steelcraft	Site Furnishings & Athletic Equip	15%	see shipping tab	see warranty tab
Petersen Mfg Co	Concrete Site Furnishings	15%	see shipping tab	see warranty tab
Wabash Valley Mfg.	Site Furnishings	15%	see shipping tab	see warranty tab
Urbanscape	Site Furnishings	15%	see shipping tab	see warranty tab
Green Valley	Site Furnishings	15%	see shipping tab	see warranty tab
Kay Park	Site Furnishings & Athletic Equip	15%	see shipping tab	see warranty tab
Sportsplay	Playground, Athletic Equipment	15%	see shipping tab	see warranty tab
Haws	Drinking Fountains	15%	see shipping tab	see warranty tab
Stern Williams	Drinking Fountains	15%	see shipping tab	see warranty tab
Murdock	Drinking Fountains	10%	see shipping tab	see warranty tab
Playsafe	Wood Fiber	15%	see wood fiber tab	see warranty tab
SofSolutions / SofFall	Wood Fiber	15%	see wood fiber tab	see warranty tab
Zeager, Inc.	Wood Fiber	15%	see wood fiber tab	see warranty tab
American Rubber Surfacing	Poured in Place Surfacing	Fixed Pricing	shipping included	see warranty tab
AmeriGrass (by American Rubber)	Safety Surfacing	Fixed Pricing	shipping included	see warranty tab
Flexground Rubber Surfacing	Poured in Place Surfacing	Fixed Pricing	shipping included	see warranty tab
FlexGrass (by FlexGround)	Safety Surfacing	Fixed Pricing	shipping included	see warranty tab

Section Six: Volume Discount Information

Volume Discounts:

Replace the text below with a description of your volume discounts. Replace the "manufacturer" below with the name of the manufacturer. Replace the "volume purchase amount" with the purchase level necessary to qualify. Replace the "additional discount" with the additional discount amount.

Manufacturer	Amount of Purchase Required	Additional Discount
Not Applicable	Not Applicable	Not Applicable

Section Seven: Extended Warranty and Annual Maintenance Information

Extended Warranty and Annual Maintenance Information:

Replace the text below with a description of your extended warranty program. Replace the "manufacturer" below with the name of the manufacturer. Replace the "Extended Warranty" below with a description of the extended warranty. Replace the "warranty cost" with the cost of the warranty. Replace the "Licensing Support Cost" with the costs for any ongoing annual costs for support and licensing.

Manufacturer	Extended Warranty Description	Warranty Cost	Annual Licensing & Support Cost
Not Applicable	Not Applicable	Not Applicable	Not Applicable



Estimate

Date	Estimate #
8/23/2017	5118

7931 E Pecos Rd #160
 Mesa, AZ 85212
 ph 480-347-8486 fax 480-783-2427
 AZ ROC #294843

Customer Information:	Ship To
Town of Fountain Hills Kevin Snipes 480-721-3908 16705 E Avenue of the Fountains Fountain Hills, AZ 85268	Fountain Park 17070 E EL Logo Blvd Fountain Hills, AZ 85268 Wood fiber with install REVISED

P.O. No.	Contact	Terms	FOB	Lead Time
	JS	Mohave 14X-PLAY-0220 Playground	Fountain Hill	2-3 weeks

Qty	U/M	Description	Unit Price	Total
100	cu. yds	ADA compliant woodfiber surfacing 6" deep	18.35	1,835.00T
		Mohave Discount	-5.00%	-91.75
1	lump s...	Freight	724.52	724.52T
1	lump s...	Install 100 cu. yds. of wood fiber	1,800.00	1,800.00T
		*Open access by bobcat necessary		
		Fountain Hills Contractor Tax	5.785%	246.90

45.15 per cu. yard

Thank you for your business!

<i>This quote is valid for 30 days. If past 30 days, please call to verify pricing</i>	Total	\$4,514.67
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Quote is based on shipment of all items at one time to a single destination, unless noted. Changes subject to price adjustment. We accept cash, check, P-cards and all major credit cards. A fee of 3.5% may be added to charges paid by P-card or credit card. Some work may be performed by Flexground, AZROC: #288687 & #283192, Flexground CA Lic #1003439 & DIR #1000021294, Stafford Industries AZROC #220813 and Premier Construction, AZROC #201405 & #252011	Customer acceptance signature:
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14X-1121
Playground, Fitness and Related Equipment
Play It Safe Playgrounds and Park Equipment, Inc.

Section One: Restock, Shipping and Bond Information

Shipping and handling are included as PP&A (Prepaid & Add). The rate charged for the shipping of an order is based on the weight of the products, size of the container, the job site location and the geographic location of the vendor. Before the order is placed the estimate will show what the cost of shipping will be, and members will have a chance to not place an order if preferred.

Not Available

Play It Safe payment and performance bonds are charged at 7.5% of net contract amount and applied after sales tax calculation. Administration fee is not calculated on bond amounts.

All items are subject to a 15% restocking fee. Restocking fees are due and payable according to normal payment terms or deducted from any applicable refund if invoice is already paid. There is no refund of the original shipping / handling charged on the initial order.

An item must be in its original unused condition to be returned, unless there is a manufacturer defect. All items must be returned within 30 days of purchase.

Shipping and handling charges are based upon the quantity, weights, size and location of the products being returned and will be the responsibility of the customer.

Section Two: Lodging, M&IE, Mileage, Mobilization, and Travel/Drive Rates

\$750.00/day (lodging/food/mileage) for distances over 100 miles. No extra charges under 100 miles from office of employed crew. Pricing is per crew employed to work on the site, per day, regardless of whether crew is employed by Play It Safe Playgrounds or a subcontractor. Exception: Flexground (lodging/food/mileage) is priced at \$875 trip charge per day for jobs 75-150 miles from Phoenix and \$1350 trip charge per day for jobs over 150 miles from Phoenix.

Refer to pricing for Lodging

Refer to pricing for Lodging

Mobilization is for crew and truck. \$500 per mobilization ONLY if job is cancelled after arrival at jobsite or if total installation value is under \$400.

employed to work on the site, per hour of drive time, regardless of whether individual is employed by Play It Safe Playgrounds or a subcontractor.

N/A

Section Three: Fees and Service Rates-

ing necessary for completion of a playground, fitness or related equipment projects, including but not be limited to: site excavation, demolition or surfacing, hardscape removal, flatwork, concrete curbing installations, security (fencing or supervisory personnel), buried post/surface mount posts removal.

Play It Safe accepts cash, check, P-cards and all major credit cards. A fee of 3.5% may be added to charges paid by P-card or credit card. Play It Safe retains the option to waive the fee at its sole discretion.

N/A

N/A

Equipment relocation \$370.00/footing - includes removal, transportation and re-installation

Permit fees vary upon equipment and city. All fees are the responsibility of the customer. Play It Safe Playgrounds will help facilitate any permit applications or processes but the final responsibility of permit acquisition lays with the customer.

- Site Preparation:**
- Excavation 1 - 5000 sq. ft. - up to 12" depth \$1.55/sq. ft.
 - Excavation 1 - 5000 sq. ft. - 13" to 18" depth \$1.80/sq. ft.
 - Excavation 1 - 5000 sq. ft. - 19" to 24" depth \$2.00/sq. ft.
 - Excavation > 5000 sq. ft. - up to 12" depth \$1.20/sq. ft.
 - Excavation > 5000 sq. ft. - 13" to 18" depth \$1.55/sq. ft.
 - Excavation > 5000 sq. ft. - 19" to 24" depth \$1.80/sq. ft.
 - Haul Off - up to 12" depth \$.85/sq. ft.
 - Haul Off - up to 18" depth \$.90/sq. ft.

Section Four: Labor Rates

Replace the text below with a description of each of your labor rates. Below with the name of the labor rate (i.e., Service Technician), the actual rate, or range of rates. Include regular, overtime, and weekend rates. Add additional line items as necessary to describe all of your labor rates that will apply under an awarded contract.

Type of Labor Rate	Normal Hours
General Installation	\$50

Section Five: Manufacturer's Discount Information

Replace the text below with a description of each of your manufacturer's products. Below with the name of the manufacturer, a description of the products provided by that manufacturer, and the warranty information for that manufacturer. Add additional information as necessary.

Manufacturer	Type of Products
BCI Burke	Playground Equipment
BCI Burke	Plastic Borders, Boulders, and Misc Components
BCI Burke	Resilient Playground Surfacing
Leisure Craft	Site Furnishings
Gared Sports	Athletic Equipment
Premier Polysteel	Site Furnishings
TriActive America	Fitness Equipment
FlexGround	Resilient Playground Surfacing
Zeager	Resilient Playground Surfacing
Halsey Taylor	Drinking Fountains
RCP Shelters	Steel Shelters
Wausau Made	Concrete Site Furnishings
Percussion Play	Outdoor Musical Instruments
International Mulch	Resilient Playground Surfacing

Section Six: Volume Discount Information

Replace the text below with a description of your volume discount program. Below with the name of the manufacturer, the volume purchase requirement, and the additional discount percentage. Replace the "additional discount" with the additional discount percentage.

Manufacturer	Amount of Purchase Required
BCI Burke	N/A
Leisure Craft	N/A
Gared Sports	N/A
Premier Polysteel	N/A
TriActive America	N/A
FlexGround	N/A
Zeager	N/A
Halsey Taylor	N/A

RCP Shelters	N/A
Wausau Made	N/A
International Mulch	N/A

Section Seven: Extended Warranty and Annual Maintenance

Replace the text below with a description of your extended warranty. Replace the "Manufacturer" below with the name of the manufacturer. Replace the "Extended Warranty Cost" with the cost of the extended warranty. Replace the "warranty cost" with the cost of the warranty. Replace the "Annual Maintenance Cost" with the costs for any ongoing annual costs for supply.

Manufacturer	Extended Warranty Description
BCI Burke	N/A
Leisure Craft	N/A
Gared Sports	N/A
TriActive America	N/A
FlexGround	N/A
Zeager	N/A
Premier Polysteel	N/A
Halsey Taylor	N/A
RCP Shelters	N/A
Wausau Made	N/A
Percussion Play	N/A
International Mulch	N/A

ZEAGER

Part Number Description		MSRP Price	Discount	Mohave Price (with Admin. Fee)
Woodfiber	ADA compliant woodfiber surfacing 12" deep - per cubic yard	\$18.35	5.0%	\$17.43
AKDL	Large Anchor Kit (Foam)	\$30.00	5.0%	\$28.50
AKDS	Small Anchor Kit (Foam)	\$25.00	5.0%	\$23.75
AKL	Large Anchor Kit (PVC)	\$50.00	5.0%	\$47.50
AKM	Medium Anchor Kit (PVC)	\$43.00	5.0%	\$40.85
AKR	Anchor Kit Rod (Both PVC & Foam/Vinyl)	\$15.00	5.0%	\$14.25
AKS	Small Anchor Kit (PVC)	\$37.00	5.0%	\$35.15
DC10	DuraDrain® Panel – 1" x 48" x 72"	\$42.50	5.0%	\$40.38
DL6	Duraliner – 6ft x250' roll (1500sq/ft)	\$165.00	5.0%	\$156.75
RB10	RecBase® Panel – 1" x 48" x 72"	\$43.00	5.0%	\$40.85
RB14	RecBase® Panel – 1.4" x 48" x 72"	\$50.00	5.0%	\$47.50
RB20	RecBase® Panel – 2" x 48" x 72"	\$58.00	5.0%	\$55.10
WMFC	Customized foam wear mat (priced per square foot)	\$11.25	5.0%	\$10.69
WMFL	Foam/Vinyl WearMat – Medium (Swing) 44"x74"x1"	\$240.00	5.0%	\$228.00
WMFS	Foam/Vinyl WearMat – Small (Slide) 44"x44"x1"	\$145.00	5.0%	\$137.75
WMFSB	Foam Swing Bay 6'x8' – (use AKM Anchor Kit)	\$708.00	5.0%	\$672.60
WMFTS	Foam Tire Swing 6'x6' (use AKS Anchor Kit)	\$551.00	5.0%	\$523.45
WMSMU	Tuff Matt - Zero Fill Wear Mat 30X48x11"	\$585.00	5.0%	\$555.75

INTERNATIONAL MULCH

Part Number	Description	MSRP Price	Discount	Mohave Price (with Admin. Fee)
NP40CB	1.5 cf NUPLAY Nuggets Caribbean Blue	\$11.00	5.0%	\$10.45
NP40FG	1.5 cf NUPLAY Nuggets Forest Green	\$11.00	5.0%	\$10.45
NP40RW	1.5 cf NUPLAY Nuggets Redwood	\$11.00	5.0%	\$10.45
NP40ET	1.5 cf NUPLAY Nuggets Earthtone	\$11.00	5.0%	\$10.45
NP40BK	1.5 cf NUPLAY Nuggets Black (coated)	\$11.00	5.0%	\$10.45
NP40UN	1.5 cf NUPLAY Nuggets Black (uncoated)	\$8.00	5.0%	\$7.60
NP75CFGB	75 cf NUPLAY Nuggets Caribbean Blue	\$550.00	5.0%	\$522.50
NP75CFFG	75 cf NUPLAY Nuggets Forest Green	\$550.00	5.0%	\$522.50
NP75CFRW	75 cf NUPLAY Nuggets Redwood	\$550.00	5.0%	\$522.50
NP75CFET	75 cf NUPLAY Nuggets Earthtone	\$550.00	5.0%	\$522.50
NP75CFBK	75 cf NUPLAY Nuggets Black (coated)	\$550.00	5.0%	\$522.50
NP75CFUN	75 cf NUPLAY Nuggets Black (uncoated)	\$400.00	5.0%	\$380.00
RM40CB	2.0 cf RUBBERIFIC Shredded Mulch Caribbean Blue	\$22.00	5.0%	\$20.90
RM40FG	2.0 cf RUBBERIFIC Shredded Mulch Forest Green	\$22.00	5.0%	\$20.90
RM40CD	2.0 cf RUBBERIFIC Shredded Mulch Cedar	\$22.00	5.0%	\$20.90
RM40CY	2.0 cf RUBBERIFIC Shredded Mulch Cypress	\$22.00	5.0%	\$20.90
RM40ET	2.0 cf RUBBERIFIC Shredded Mulch Earthtone	\$22.00	5.0%	\$20.90
RM40RW	2.0 cf RUBBERIFIC Shredded Mulch Redwood	\$22.00	5.0%	\$20.90
RM40BK	2.0 cf RUBBERIFIC Shredded Mulch Black	\$22.00	5.0%	\$20.90
RM100CFGB	100 cf RUBBERIFIC Shredded Mulch Caribbean Blue	\$1,100.00	5.0%	\$1,045.00
RM100CFFG	100 cf RUBBERIFIC Shredded Mulch Forest Green	\$1,100.00	5.0%	\$1,045.00
RM100CFCD	100 cf RUBBERIFIC Shredded Mulch Cedar	\$1,100.00	5.0%	\$1,045.00
RM100CFCY	100 cf RUBBERIFIC Shredded Mulch Cypress	\$1,100.00	5.0%	\$1,045.00
RM100CFET	100 cf RUBBERIFIC Shredded Mulch Earthtone	\$1,100.00	5.0%	\$1,045.00
RM100CFRW	100 cf RUBBERIFIC Shredded Mulch Redwood	\$1,100.00	5.0%	\$1,045.00
RM100CFBK	100 cf RUBBERIFIC Shredded Mulch Black	\$1,100.00	5.0%	\$1,045.00
RUBBERIFIC TIMBERS				
RTBK4x4	Black 4x4	\$62.50	5.0%	\$59.38
RTRW4x4	Redwood 4x4	\$62.50	5.0%	\$59.38
RTET4x4	Earthtone 4x4	\$62.50	5.0%	\$59.38
RTFG4x4	Forest Green 4x4	\$62.50	5.0%	\$59.38
RTBK4x6	Black 4x6	\$67.50	5.0%	\$64.13
RTRW4x6	Redwood 4x6	\$67.50	5.0%	\$64.13
RTET4x6	Earthtone 4x6	\$67.50	5.0%	\$64.13
RTFG4x6	Forest Green 4x6	\$67.50	5.0%	\$64.13
RTBK6x6	Black 6x6	\$92.50	5.0%	\$87.88
RTRW6x6	Redwood 6x6	\$92.50	5.0%	\$87.88
RTET6x6	Earthtone 6x6	\$92.50	5.0%	\$87.88
RTFG6x6	Forest Green 6x6	\$92.50	5.0%	\$87.88
RTBK6x8	Black 6x8	\$97.50	5.0%	\$92.63
RTRW6x8	Redwood 6x8	\$97.50	5.0%	\$92.63
RTET6x8	Earthtone 6x8	\$97.50	5.0%	\$92.63
RTFG6x8	Forest Green 6x8	\$97.50	5.0%	\$92.63
RUBBERIFIC MATS				
MAT32x54ET	Earthtone Mat	\$95.00	5.0%	\$90.25
MAT32x54BK	Black Mat	\$95.00	5.0%	\$90.25
MAT32x54FG	Forest Green Mat	\$95.00	5.0%	\$90.25
MAT32x54RW	Redwood Mat	\$95.00	5.0%	\$90.25

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