



Introducing ASET Services' Sports Performance Partnership Program



A PARTNERSHIP BETWEEN DESIGN AND TESTING/INSPECTION SERVICES.

BENEFITS

The SPP Program was developed to help architects strengthen and continue relationships with clients

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I'd like to introduce you to our Sports Performance Partnership (SPP) program. It was developed to help architects strengthen relationships and continue ongoing communication with clients. We know some firms have developed their own testing capabilities but most firms don't want to purchase and maintain expensive test equipment or retain dedicated specialized test technicians and engineers on staff permanently.

At ASET, a major challenge is keeping in contact with key decision makers, and I suspect most architect firms have that same issue. The years or decades between projects mean that key figures at both organizations can change due to personnel turnover. Our SPP program means that your clients have a reason to contact your firm more frequently and to continue to the strong relationship you already have with them. Other core benefits to the partnership program include: using data and findings from the partnership to select products, installers

and manufacturers that deliver quality, and reject those that do not.

Through our partnership program, ASET is offering firms discounted fixed and travel costs for selected services. Allowing our partners to quickly establish the cost of the project for clients. SPP Programs are tailored to each firm's core needs (turf, playgrounds, courts, etc.) and to the firm's geographic footprint.

Just some reasons why the program is good for architects and their clients:

- Architect firms are able to track contractor data. Helping to eliminate those that do not deliver quality products or installations.
- Verification has elevated the quality of contractors and installations within entire markets. It also helps individual contractors elevate their own quality control.
- Resulting in better installations, fewer failures, and more satisfied clients.

Strengthen relationships with clients, by directly providing testing and inspection services. Clients continue to contact you even after the job is complete.

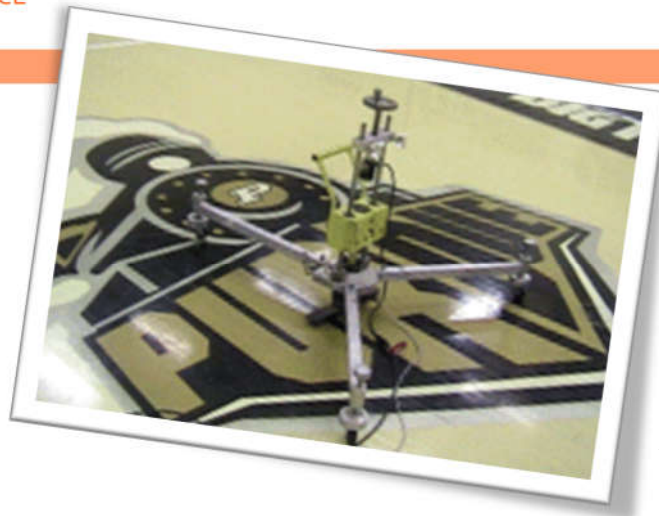
Elevate Contractor Quality, as you know the cheapest bid is often not the best. We have seen the quality elevated within entire markets and by individual contractors. Forcing even low bids to deliver quality products and services.

Help justify replacement or new facilities; Owners often want a new court of field but need hard data to justify the expense. Nearly 75% of our field tests on aging indoor courts resulted in replacements within 2 years.

Failures are more common than most expect

Most people, architects included, seem to think that the manufacturer or installer almost always deliver the performance levels specified. The reality is that new surfaces often fail to meet specifications. Here are just a few examples:

- ➔ **Hardwood:** To date every new facility tested for DIN 18032-2, or MFMA PUR requirements has failed. Area deflection failures are most common but force reduction, vertical deflection and uniformity failures are also common.
- ➔ **Synthetic Turf:** A 2015 survey of synthetic turf fields specified to FIFA standards found that 48% failed their



Force Reduction Testing of Hardwood Court After Damage Repairs

initial inspection. These fields are supposed to be the best of the best and installers know they are going to be tested.

- ➔ **Tracks:** A reduction in thickness of as little as 2.0 mm can decrease force reduction levels by 50%.

- ➔ **Playgrounds:** Playground routinely fail to deliver specified fall protection. The most common errors are due to installation methods. Poorly mixed material, poorly installed material, or installed to wrong depth.

Common reasons field tests and inspections are requested:

Over the life of a turf field, gym, track or playground there are several reasons why your clients might look for a trusted source of testing and inspections services. Here are just a few of the most common reasons that field tests and inspections are requested:

Maintenance Testing – Turf fields are the most routinely testing sport surface within a maintenance program. Playground maintenance testing is neglected by owners. Maintenance testing provides your firm with data to help your client plan for replacement surfaces before safety is compromised.

Commission Testing – Testing of new installations is again common for synthetic turf, playgrounds are becoming more frequently commission tested. They provide assurance that the surface provides the specified critical fall

height protection. Hardwood courts would benefit from testing programs as our data shows that delivering specified performance is rare. Simply put commission testing allows you to verify what you specify.

Damage Assessment and Repair Validation Testing: When a flooding event happens the true extent of the damage often requires more than a visual inspection. Hardwood floors can permanently warp or delaminate, drainage of synthetic turf fields can be compromised, infill can be displaced or removed entirely. An onsite test and inspection can provide true 3rd party evaluations of the extent of the damages. Tests can also validate that repairs have restored the performance to its original state.

Legacy System Testing – This is the most common testing request for hardwood courts. Often owners need data to support upgrading facilities. ASET's historical data shows that roughly 2/3 of all owners that request legacy surface testing replace their surfaces within 2 years.

Learn More about our SPP Program

ASET's Sports Performance Partnership Programs are tailored to each architectural and design firms. ASET will develop a fixed, and discounted, cost for the tests and services that you firm is most interested in offering. ASET will also develop fixed travel costs within geographic areas for your firm. You'll be able to provide pricing to your clients rapidly using these fixed rates. Contact us today to take part in our SPP Program.