



Delta Woods Playground

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Introduction

Dear Chris & Rob,

We are very pleased to submit our proposal for the Delta Woods playground project. I have carefully considered your requirements to match your unique design nature-themed vision for this playground. Included in the design are ALL custom structures. One is for the 2-5 age group treehouse structure and a larger 5-12 year-old treehouse structure along with matching lime green swings. Both of the main structures include ground-level play, multiple slides, and exciting climbing ropes and cleats to get onto the structures. The clear panels have beautifully printed flowers, trees, butterflies, birds, and leaves throughout the play structure. The panels are similar to those at Rogers Park. The swings include 4 belt seats, and ADA swing, a toddler swing, and our exciting birds nest. It is a one-of-a-kind custom playground.

At KOMPAN, it is important to us that each child who experiences our playgrounds do so in a safe, fun, and totally inclusive environment. Our aim is threefold: to create a WOW reaction that stimulates the desire to STAY and through play, physically, and mentally DEVELOP for children of all ages and abilities.

On the technical side, all equipment manufactured by KOMPAN is to ISO 14001 requirements and as a minimum, meets relevant safety standards ASTM F1487, ASTM F2373, ASTM F3101, and the American Disability Act. We only use the highest quality materials to protect the equipment for decades to come from heavy usage and all-weather conditions. This is why our warranties are best in class.

Our local team and I look forward to helping you execute the best possible solution for this project. We are focused on your success and understand the importance of maintaining clear communication throughout this process. We welcome the opportunity to provide additional information and look forward to working closely with you. If any modifications are needed to our concept, we are happy to work with the county in a collaborative way.

Thank you for considering KOMPAN to provide the perfect solution for your project.

Yours sincerely
For and on behalf of KOMPAN Ltd.

Dara Sizemore
Executive Representative

DarSiz@Kompan.com
813.404.9534



Project requirements

This is a list of the customers project requirements

- Nature themed
- 2-5 Play Area
- 5-12 Play Area
- Age-appropriate signage
- Inclusive Design
- ADA compliant
- PIP or turf surfacing
- 6x6 curbing
- Permitting
- Nature themed






Sales Proposal

Hernando County Parks & Recs
 Chris Linsbeck
 15470 Flight Path Drive
 Brooksville, FL 34604

Quote No. SP118430-5
 Customer No. 600109
 Document Date 12/01/2022
 Expiration Date 01/30/2023

Sales Representative Dara Sizemore
 E-Mail DarSiz@Kompan.com
 Phone No. 813-404-9534 / 800-426-9788

Project Name US289715 Delta Woods Park

No.	Description	Qty Unit	Unit Price	Discount %	Net Price
<u>Equipment (Turf)</u>					
KSW928-CUSTOM	KSW928- 4 Bay with 3 Singles, 2 Baby and 1 Nest. 20189083	1 Pieces	11,380.00	20.00	9,104.00
					
US-ADA-SWING SEA5-12	ADA Swing Seat, 8' beam 5-12Y Yellow ADA Seat 8' beam w SS Chains	1 Pieces	1,172.00		1,172.00
PCMS-KDS- CUSTOM	PCMS-KDS-Custom Double Mega Deck 723884	1 Pieces	82,150.00	20.00	65,720.00
PCMS-KDS- CUSTOM	PCMS-KDS-Custom Mega Deck 723933	1 Pieces	48,390.00	20.00	38,712.00
US-PERMIT-3	Permit Fee	1 Pieces	2,000.00		2,000.00
US-ENGSTAMP- DRW-3	Engineered Stamped Drawings	1 Pieces	3,500.00		3,500.00
FREIGHT	Freight	1 Pieces	9,748.11		9,748.11
<u>Install</u>					
INSTALL SPECIAL	Installation of Kompan Products	1 Pieces	23,325.55	5.00	22,159.27
<u>Surfacing</u>					
US-CUSTOM- SURFACING	Provide & Install 3945 sf of PIP Std Color 50% / 50% Perma Play: 3 in (7 ft CFH) - 629 Sq Ft Perma Play: 4 in (9 ft CFH) - 1063 Sq ft Turn Down - 384 Sq ft Perma Play	2,076 Sq. Feet	27.62	5.00	54,472.16
US-CUSTOM- SUBBASE	Provide & Install Compacted Sub-Base Up to 2,076sf of crushed stone at 4"	2,076 Sq. Feet	4.62	5.00	9,111.56



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Project Name US289715 Delta Woods Park

No.	Description	Qty	Unit	Unit Price	Discount %	Net Price
US-MISC-SERVICES	Dumpster and Disposal of Refuse	1	Pieces	960.00		960.00
US-CONCRETECURBING	Concerte Curbing / 383 LF	383	Feet	58.46	5.00	21,270.67
US-CUSTOM-SURFACING	Provide and Install Blow in Mulch up to 12" by CY 1869 Sf of Filter Fabric included.	94	Sq. Feet	76.92		7,230.48

Notes

Please read attached General Assumptions and Exclusion document for information on Install/Sitework.

Please allow 16-18 weeks for product delivery upon order placement

Equipment is as per Site Plan L2.0 - 11/22/2022

Customer is responsible to do any sitework and excavation needed prior installation.

Excludes, any and all, project sitework, products and services not stated above.

Description	Qty	Retail Price	Discount	Net Price
No. of Products	4			
Subtotal - Products		143,092.00	28,384.00	114,708.00
Subtotal - Sitework		23,350.18	1,119.51	22,230.67
Subtotal - Surfacing		64,569.60	2,866.96	61,702.64
Subtotal - Installation		38,416.67	1,645.84	36,770.83
Subtotal - Freight		9,748.11		9,748.11
Total USD				245,160.25


Sales Proposal

Hernando County Parks & Recs
 Chris Linsbeck
 15470 Flight Path Drive
 Brooksville, FL 34604

Quote No. SP118750-2
 Customer No. 600109
 Document Date 12/01/2022
 Expiration Date 01/30/2023

Sales Representative Dara Sizemore
 E-Mail DarSiz@Kompan.com
 Phone No. 813-404-9534 / 800-426-9788

Project Name US289715 Delta Woods Park

No.	Description	Qty Unit	Unit Price	Discount %	Net Price
<u>Equipment (Turf Option)</u>					
KSW928-CUSTOM	KSW928- 4 Bay with 3 Singles, 2 Baby and 1 Nest. 20189083	1 Pieces	11,380.00	20.00	9,104.00
					
US-ADA-SWING SEA5-12	ADA Swing Seat, 8' beam 5-12Y Yellow ADA Seat 8' beam w SS Chains	1 Pieces	1,172.00		1,172.00
PCMS-KDS- CUSTOM	PCMS-KDS-Custom Double Mega Deck 723884	1 Pieces	82,150.00	20.00	65,720.00
PCMS-KDS- CUSTOM	PCMS-KDS-Custom Mega Deck 723933	1 Pieces	48,390.00	20.00	38,712.00
US-PERMIT-3	Permit Fee	1 Pieces	2,000.00		2,000.00
US-ENGSTAMP- DRW-3	Engineered Stamped Drawings	1 Pieces	3,500.00		3,500.00
FREIGHT	Freight	1 Pieces	9,748.11		9,748.11
<u>Install</u>					
INSTALL SPECIAL	Installation of Kompan Products	1 Pieces	23,325.55	5.00	22,159.27
<u>Surfacing</u>					
US-CUSTOM- SURFACING	Provide & Install 1692 Sf of 56OZ Playground Turf (Green) w/ Silica 1063 Sq ft w/ 55mm (2.16in) Pad 8ft CFH 629 Sq ft w/ 45mm (1.77in) Pad 7ft CFH	1,692 Sq. Feet	26.12	5.00	41,985.29
US-CUSTOM- SUBBASE	Provide & Install Compacted Sub-Base Up to 1692sf of crushed stone at 4"	1,692 Sq. Feet	4.62	5.00	7,426.19



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Description	Qty	Retail Price	Discount	Net Price
No. of Products	4			
Subtotal - Products		143,092.00	28,384.00	114,708.00
Subtotal - Sitework		23,350.18	1,119.51	22,230.67
Subtotal - Surfacing		51,425.52	2,209.75	49,215.77
Subtotal - Installation		36,642.59	1,557.13	35,085.46
Subtotal - Freight		9,748.11		9,748.11
Total USD				230,988.01



Delta Woods Playground

KOMPAN
Let's play













INITIAL SKETCH

Please note: this is a sketch.

This design will need to go through a detailed design phase for the final design. Design approval documentation will be provided by KOMPAN Design Studio to be signed by the end client or Sales Team prior to the order being placed.

KOMPAN[®]
Let's play

PCM723884

Age-group: 4–12 years

Safety standard: ASTM

Footing: Inground



INITIAL SKETCH

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KOMPAN[®]
Let's play

PCM723933

Age-group: 2-5 years
Safety standard: ASTM
Footing: Inground



SKETCH DESIGN

Please note: this is a sketch.
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INITIAL SKETCH

Please note: this is a sketch.

This design will need to go through a detailed design phase for the final design. Design approval documentation will be provided by KOMPAN Design Studio to be signed by the end client or Sales Team prior to the order being placed.

KOMPAN[®]
Let's play

KSW928-CUSTOM-20189083



Veteran's Memorial Park

Spring Hill, FL

Installed 2021

Reference:

Chris Linsbeck

clinsbeck@co.hernando.fl.us

Read more:

- [Suncoast News: Veterans Park Playground](#)





Boone Park South

Location: St. Johns Ave & Van Wert, Jacksonville, FL 32205

Project size: \$350,000

Year installed: 2016



Losco Park

Location: 10931 Hood Rd. South, Jacksonville, FL 32257

Project size: \$260,000

Year installed: 2018



Baker Park

Location: 50 Riverside Cir. Naples, FL 34102

Project size: \$400K

Year installed: 2019



Gilbert Park

Location: 310 S. Tremain Mt. Dora, FL 32757

Project size: \$235k

Year installed: 2018





The KOMPAN project team

Building a playground or a fitness site can be a complex and complicated process. At KOMPAN we are ready to take the burden of your shoulders and be your partner in the planning as well as in the execution.

Our dedicated project team make sure that: everything gets to the site on time, on budget and according to our high-quality KOMPAN standards.



Dara Sizemore

Executive Representative

813.404.9534

DarSiz@kompan.com

Working in the playground industry for 6 years



Mitch Murphy, CPSI

Senior Designer

MitMur@kompan.com

Working in the playground industry for 5 years



Ralph Bidy, CPSI

Florida Sales Manager

RalBid@kompan.com

Working in the playground industry for 7 years



Amy Harns, CPSI

Project Manager

AmyHar@kompan.com

Working in the playground industry for 5 years, 20 years construction.



Highest quality materials



Play panels

The 19mm EcoCore™ panels are a highly durable, eco-friendly material, which is not only recyclable after use, but also consists of a black core produced from 100% recycled post-consumer material from food packaging waste. The new dark teal EcoCore™ panels, used in KOMPAN GreenLine products, are made of 100% recycled post-consumer ocean waste.



Decks

All decks are supported by uniquely designed low-carbon aluminium profiles with multiple attachment options. The grey-coloured moulded decks are made of 75% post-consumer ocean waste PP material with a non-skid pattern and texture surface.



Ropes

Ropes come with galvanised six-stranded steel wires and a steel core, impossible to wear through. Each strand is tightly wrapped with PES yarn, which is melted onto each individual strand, making the ropes highly wear and vandalism-resistant.



Posts

Main posts are available in four different materials.

1. Impregnated pine wood with in-ground steel footing.
2. Galvanised steel with powder-coated top finish.
3. Colour-anodised lead-free aluminium, made from low-carbon aluminium.
4. TexMade™ posts made from 100% post-consumer recycled textile and plastic waste.



Galvanised steel

Our steel surfaces and steel frames consist of a hot-dip galvanised inside and outside with lead-free zinc according to global safety standards for playground equipment. The galvanisation has excellent corrosion resistance in outside environments and is maintenance-free.



Robinia wood

Robinia wood is a very strong and long-lasting material with a very high level of natural oils. Thus Robinia wood makes very durable playgrounds which are close to maintenance-free and able to last for many years.

Built to last



Warranty



Lifetime* Warranty

- Hot-Dip galvanized parts
- Stainless steel parts
- EcoCore™ and other high-density polyethylene (HDPE) parts

* KOMPAN's LIFETIME warranty is in effect for the lifetime of the product until the product is uninstalled and/or taken out of use. In addition, KOMPAN's general terms and delivery conditions apply and supplement this warranty.



15-Year Warranty

- High-pressure laminate (HPL) parts
- Aluminum parts



10-Year Warranty

- TexMade™ posts
- Pre-galvanized posts with painted top layer
- Painted surface on galvanized or aluminum metal parts
- Electrogalvanized metal parts
- Molded PP decks
- Solid plastic parts
- Hollow plastic parts
- Transparent Poly Carbonate (PC) parts
- Wood-plastic composite (WPC) parts
- Robinia, Siberian larch, pine, and other wood types
- Stainless Steel Slides
- Rope and net constructions



5-Year Warranty

- Resin coated plywood parts
- Springs and ball bearing assemblies
- Graphic print on transparent PC panels
- Concrete parts
- Galaxy Connection Balls



2-Year Warranty

- Moveable plastic & metal parts
- Rubber membranes
- Screens and electronic parts
- Sunshades & sail solutions

Warranty coverage

This warranty applies to KOMPAN's products and spare parts for the time periods described for each product type above and with the limitations described in this warranty. The warranty period applies from the date of purchase by the first customer. This warranty covers only defects in materials. KOMPAN's liability under this warranty is limited to repair or replacement of defective products, without charge, at KOMPAN's discretion. Defective electronic components will be delivered and changed by a KOMPAN ICON Professional installer free of charge.

Proper installation and maintenance

The warranty only applies if KOMPAN's products have been installed according to the instructions provided by KOMPAN and maintained correctly according to the KOMPAN Maintenance Manual. All warranty claims shall be accompanied by full documentation for proper installation and maintenance. The warranty for the ICON electrical components is dependent on those products being installed by an ICON-trained and approved installer.

Warranty exclusions

This warranty does not cover any damage caused by accident, improper care, negligence, normal wear and tear, surface corrosion on metal parts, discolored surfaces, and other cosmetic issues or failures due to misuse or vandalism. Natural changes in wood over time are considered cosmetic issues and not covered.

Near water installations

Products installed in direct contact with chlorinated water or saltwater (waterparks), or products installed within 650 feet from the shore are not covered by the KOMPAN warranty for any defects caused by corrosion. Specially designed products (handled via department for customized products), provided they have been upgraded to corrosion class C4 prior to delivery, installed within 650 feet from the shore (and not in direct contact with saltwater/spray of saltwater or chlorinated water(e.g. waterparks)) shall, subject to the applicable warranty period for each product type set out in the general warranty, be covered only against

structural failure caused by corrosion (excluding moving parts) and under no circumstances for any period longer than 5 years.

Third-party supplied products & services

KOMPAN provides non-KOMPAN branded products and installation services performed by certified third-party suppliers. This general KOMPAN warranty does not apply to such non-KOMPAN branded products and installation services, which may carry their own warranties. KOMPAN will pass on information on such warranties where possible.

Freight and warehousing

Global transport and logistics arranged by Kompan appointed forwarder. Products/items are not to be stored outside waiting for installation and must be kept dry at all times.

Safety Standards

'In the interest of playground safety, the International Play Equipment Manufacturers Association (IPEMA) provides a Third Party Certification Service whereby a designated independent laboratory, TÜV SÜD America Inc., (TÜV), validates an equipment manufacturer's certification of conformance to the ASTM F1487 Standard Consumer Safety Performance Specification for Playground Equipment for Public Use, except sections 7.1.1, 10, 13.1.1, 13.1.2, 13.2, and 13.3; to CAN/CSA Z614 Children's Playspaces and Equipment, except clauses 10 and 11; or both. A list of current validated products and components may be viewed at www.ipema.org.'



Installation

Compliance, safety, and longevity, more often than not, is in the hands of the playground installer. Playground installation is not regulated which means the quality of contractors available can be wide ranging. This is why we have taken matters into our own hands.

Uniquely in the industry we have employed our own installation crews who are managed by our local Contracts Manager, therefore the skilled workforce installing KOMPAN playgrounds are paid appropriately, in excess of the living wage. They have a pension scheme and are prepared with the appropriate training, certification and safety gear for the job. Why is this vitally important? Within construction projects, all involved, including customers have a responsibility; yes to get best

value but to also ensure that work is carried out correctly, safely and within relevant employment laws. When building a playground you cannot cut corners when it comes to the future safety of the users therefore the installation and management of the project by experienced people is of primary importance.

Each team we have consists of 3 operatives including a site foreman and 2 skilled playground installers. Our Contracts Manager, a vital cog in the machine has 25 years experience in the playground industry. We value our install set up hugely as it gives us the control to provide the best service possible.

"Your entire workforce were amazing and worked tirelessly through all weather conditions. On behalf of Kinghorn Playpark we thank you for a job very well done"

Karen Begg



Accreditations & Compliance



ISO 9001
ISO 14001
OHSAS 18001
BUREAU VERITAS
Certification

KOMPAN manufacturing plants in the Czech Republic are inspected by an external auditor to ensure we comply with the following international standards.

ISO 9001: The international standard that specifies requirements for a quality management system.

ISO 14001: The international standard that specified requirements for an effective environmental management system.

OHSAS 18001: The name given to the family of international standards relating to occupational health and safety management.

TÜV certified: All equipment is manufactured and installed to EN 1176, EN 1177, EN 15312 & EN 16630 standards with products being TÜV certified.

Certificates are available on request.

KOMPAN is a member of the API, an organisation whose members are experienced, professional play experts who design, install and maintain high-quality equipment.



They operate to the highest standards, abide by a strict professional code of conduct and are credit-checked and monitored regularly for financial stability.

Members commit to creating play environments that delivery visible challenge and risk within well-developed safety standards.



SSIP, CHAS & SMAS: demonstrates our Health & Safety standards, giving customers confidence when it comes to our compliance.

Constructionline is the Government-run scheme, which collects, assesses and monitors standard company information.



CSCS, SMSTS, SSSTS & IOSH: demonstrates the Health & Safety training, qualifications and standards of our on-site employees and contractors.



Spare Parts

Easy ordering

In addition to the support offered by our KOMPAN Spare Parts department, we have developed an easy-to-use web tool so that spare parts can be ordered directly via our website.

Here customers can order spare parts in 3 different ways, by:

- **Knowing the specific part no.**
- **Knowing the product number**
- **By uploading photos of the playground and spare part needed**

See more and place your order for Spare parts [here!](#)

Fast delivery

On our website www.KOMPANMASTER.com you will find exploded drawings for every product within our ranges. Standard consumable spare parts are usually available for delivery between 5 and 10 working days. However, if a need is urgent, we can arrange for them to be priority shipped.

Minimum 10 years spare part guarantee

Even when a product is no longer in our active assortment (EOL products), we still provide spare parts for ten years after cessation of manufacture. And even after this time we will still help the customer to source suitable replacements parts or alternatives.

KOMPAN Spareparts

Welcome to the Kompan spare parts tool.
Choose below the correct category based on the existing information.

3 easy ways to order spare parts

- I know the part no.**
Quick order for professionals and Kompan experts. I know the exact item number of
- I know the product no.**
View spare parts lists for your product - search by ID Do-nut or category. Please
- I need help**
Take a photo of your product. Our experts will help you verify the spare parts you

KOMPAN

KOMPAN MASTER

FIND YOUR SPAREPARTS.....

KOMPAN MASTER
Not sure where to start? You can choose your region and product type (e.g. "Play structures") or enter the product ID below. The ID label on your product shows the product week and product number.
If you have any questions regarding the KOMPAN MASTER, please contact kompanmaster@kompan.com.

Search for spare parts

Region

- America
- Europe & the Middle East
- Asia & New Zealand

Product type

- Agility and Trim Trails
- Balancing and Movement
- Cableways

Identification of product

It is very important that the information from the identification card is correct. Please check the information carefully before you start the identification process.

Inspections

It is very important that the information from the identification card is correct. Please check the information carefully before you start the identification process.

Spare parts

Assumptions & Exclusions

The following list defines the assumptions we have made to this offer. If there are any deviations (exclusions) from these assumptions, please inform us about which, and we will provide an alternate price that fully covers your requirements.

Site Access – ASSUMPTIONS:

- ✓ Entry to site OK
Unrestricted access with >3M width >4M height, which is level, hard standing or established well drained grass
- ✓ Roads to site unrestricted
There are no narrow roads, poor access, low bridges or poor turning circle
- ✓ No parking restrictions
- ✓ There is no restrictive access on site
(No overhanging trees, protected areas)
- ✓ Access to installation area ok
- ✓ Trackway is not required
- ✓ Ground is even and solid where storage or welfare is located
- ✓ There are no restricted working hours on site
- ✓ There is no restricted delivery access or delivery time on site
- ✓ There are no restrictions from any other works on/around site
- ✓ There is no specific contractor access in/out of site required
- ✓ DBS clearance is not required for site workers
- ✓ Topographical survey is not required
- ✓ Spoil from excavation is to be retained on site

Welfare & Site Provision – ASSUMPTIONS:

- ✓ Site welfare, if required can be located near to the site works
- ✓ Site storage, if required can be located near to the site works
- ✓ Skip, if required can be located near to the site works
- ✓ Heras fencing if required is secured by single clips
- ✓ Minor reinstatement, if necessary, will be made level with seed

Delivery and Installation – ASSUMPTIONS:

- ✓ Delivery will be confirmed and planned at point of order. Customer enforced delay and failure to take delivery on the date specified will result in storage charges.
- ✓ Where installing inground trampolines/jumpers we assume no additional drainage works are required.

All quotations are subject to final drawing approval, engineering requirements, site & ground surveys



Terms & Conditions



1. APPLICATION

These standard terms and conditions of sale ("STC") govern any KOMPAN, Inc. ("KOMPAN") sales proposal, quotation, or other offer ("Sales Proposal") to sell and supply by KOMPAN to a customer (the "Customer") of KOMPAN goods and services (hereinafter referred to as "Products") and the assembly and installation of Products by either KOMPAN or independent contractors retained by KOMPAN to perform such assembly and/or installation ("Services") described in the Sales Proposal that is on the face of this document or in a Sales Proposal that incorporates these STCs by attachment, reference to a copy of the STCs on KOMPAN's website at www.kompan.com, or by delivery of a copy thereof to the Customer.

2. ACCEPTANCE

KOMPAN shall not be bound by this Sales Proposal unless and until an authorized representative of Customer unconditionally accepts the Sales Proposal and these STCs by executing and returning to KOMPAN the acknowledgement of the Sales Proposal. Such acknowledgement shall be received by KOMPAN within five (5) Business days after the date of the Sales Proposal unless the Sales Proposal constitutes a firm offer, in which case the acknowledgement shall be received by KOMPAN within sixty (60) days. Customer's acceptance of the Sales Proposal is expressly limited to the terms and conditions contained herein and no additional or different terms shall be binding on KOMPAN unless agreed to by KOMPAN in writing either in the accompanying Sales Proposal or in a subsequent written agreement. KOMPAN hereby objects to and rejects any different or additional terms and conditions proposed by Customer in its purchase order of acceptance or otherwise, unless expressly agreed by KOMPAN in writing. Commencement of any work or of any deliveries pursuant to a Sales Proposal shall, in the absence of any written acceptance, be deemed an unconditional acceptance by Customer of these conditions.

3. CONFLICTS

In case of conflict between the provisions contained in the accompanying Sales Proposal and these STCs, the particular provisions in the Sales Proposal shall prevail.

4. LIMITATION OF AUTHORITY

KOMPAN's employees or agents purportedly acting on behalf of KOMPAN have no authority orally (a) to vary, modify or waive expressly or impliedly any of these terms and conditions whatsoever or to make any oral representations as to their effect, or (b) to give advice to Customers as to the suitability of the KOMPAN's Products and units for any specific situation or purpose. It is strongly recommended that all Customers seeking such advice should read KOMPAN's published materials.

5. PRICE AND PAYMENT

(a) Price. The prices of the Products and/or Services are those set forth in the Sales Proposal or, if not reflected in the Sales Proposal, are the current published prices offered by KOMPAN ("Prices"). The Sales Proposal will indicate, apart from the Prices, other charges such as transport costs, shipping and minimum insurance coverage, to the destination agreed in the Sales Proposal. Unless expressly stated otherwise in writing, Prices in the Sales Proposal are net of all charges relating to sales, use or other taxes or tariffs. Any increases in these charges which may come into force after the date of the Sales Proposal shall be borne by the Customer.

(b) Payment Terms. Unless expressly stated otherwise in writing, invoices for payment will be issued upon acceptance of the Sales Proposal in accordance with the terms set out in the accepted Sales Proposal. If the terms of payments are not set out in the accepted Sales Proposal: (i) 50% of the Price will be due upon acceptance; and (ii) the remaining balance upon shipment in the case of the supply of Products or upon completion of the Services in the case of the provision of Services. The payment of the total value of each invoice shall be made within thirty (30) days starting from the date of invoice unless otherwise expressly agreed in writing.

(c) Payment. Payment for Products must be made to and received by KOMPAN prior to delivery of the Products to Customer unless special arrangements are made in writing with KOMPAN. Where special arrangements are made relating to the payment for Products, notwithstanding anything to the contrary therein, no offsets or retention by Customer shall be allowed. In connection with payment for Services which are considered construction services subject to applicable laws requiring the withholding of retainage until completion of the construction-related Services, Customer may retain such applicable retainage pending completion of the Services. Interest shall accrue on all sums due and outstanding at 1 1/2% per month or at the highest rate permitted by applicable law, whichever is less. Such remedy shall be in addition to, and without prejudice to, any further damages and any other remedies for nonpayment which KOMPAN may have at law or in equity.

6. PRICE REVISION

Except in the case of prices quoted in a written Sales Proposal by KOMPAN constituting a firm offer, which shall be good for sixty (60) days from quotation, prices are subject to change without previous notice, and the Customer shall pay for all Products at the prices in effect on the date of shipment. Payment of such increases must precede delivery, and the Customer shall not be entitled to rescind the contract as a result thereof.

7. DELIVERIES

(a) Where delivery periods have been indicated in the Sales Proposal, such periods are estimates only. Although KOMPAN will use its commercially reasonable efforts to deliver the Products promptly, KOMPAN shall not be liable for any delay (howsoever caused) or for any incidental or consequential damages arising therefrom. Customer also shall not be entitled to rescind the agreement for such delay unless expressly provided in the Sales Proposal.

(b) Delivery shall be made to areas readily accessible by truck. KOMPAN reserves the right to charge extra for any special delivery requirements.

(c) The carrier of the Products shall deliver them at a point reasonably accessible by truck. In the event the Sales Proposal is for Products only and not for Services, Customer shall be responsible for offloading, final moving, location, and storage of the Products after delivery. The Customer shall ensure that unloading by the carrier is not delayed. In the event the unloading of the Product is delayed, KOMPAN reserves the right to make a fair charge therefore. In the event the Sales Proposal includes Services, the terms of delivery of such Services are set out in Section 14.

(d) The Customer shall indemnify KOMPAN against all damage to delay of the carrier's or KOMPAN's vehicles or damage to property belonging to the Customer or to any third party attributable to accessing the Customer's premises.

(e) Delivery of the Products by KOMPAN shall be scheduled with Customer, and KOMPAN and Customer will make the necessary arrangements for delivery in accordance with such schedule. If delivery is canceled or delayed for reasons outside of KOMPAN's control, including the Customer not being available or prepared to accept delivery when scheduled, KOMPAN may (i) take away the Products and redeliver them at a later date, charging the Customer for any additional expense thereby incurred (including temporary storage, demurrage, and remobilization).

8. RETURNS

Except as agreed to in writing, all items of Product returned will be subject to inspection and approval by KOMPAN prior to acceptance and will result in a restocking charge for all costs associated with the return, but not less than 50% of the full list price of such returned KOMPAN items or 75% for custom or third party items.

9. LIMITED WARRANTY

KOMPAN warrants that the Product(s) described herein and delivered hereunder will be free from defects in material and workmanship and conform to KOMPAN's published specifications and the other express warranties set forth in the Warranty Certificate for the Product(s). This warranty applies only if the Products have been properly installed according to the instructions provided by KOMPAN and maintained correctly according to the KOMPAN Maintenance Manual. This warranty does not cover any damage caused by accident, improper care, negligence by Customer or its invitees, normal wear and tear, surface corrosion on metal parts, discolored surfaces and other cosmetic issues or failures due to misuse or vandalism.

This limited warranty shall not apply to components which are not manufactured by KOMPAN, in respect of which, KOMPAN shall, to the extent it is able, pass on any warranty given to it by the manufacturer of the component in question. KOMPAN also warrants that any Services shall be performed in a good and workmanlike manner. The Customer shall indemnify and hold harmless KOMPAN against all damages, losses, costs, expenses, claims, demands and liabilities arising out of or related to the use of the Products by the Customer or its invitees and/or use or application by the Customer or its representatives of any information disclosed or provided by or on behalf of KOMPAN. The foregoing limited warranty is exclusive and is in lieu of all other warranties, express or implied, including any implied warranty of merchantability or fitness for a particular purpose, except to the extent that KOMPAN expressly gives any such warranty in a separate instrument executed by both the company and its customer.

10. DISCLAIMER OF LIABILITY

The customer acknowledges that KOMPAN exercises no control over the customer's methods of selection, use, resale, installation or construction of the products sold hereunder and the customer therefore assumes all risk of liability for the result obtained from or the safety of any products sold hereunder. In particular, KOMPAN shall not be responsible or liable for, and the customer assumes, all risk of compliance with applicable governmental laws and regulations, and any incidental or consequential damages, losses, or expenses, including without limitation personal injury or property damage to any person, and whether based on warranty, contract, negligence, strict liability in tort or any other applicable legal theory, arising out of the selection, installation, inability to use, or the use of any product, whether alone or in combination with other goods.

11. NOTICE OF CLAIMS

The Customer shall inspect the Products sold hereunder immediately upon receipt thereof. Any claim relating to the Products damaged in transit shall be made within ten (10) days by written notice to KOMPAN. Any claim relating to the quantity of Products shipped shall be made within thirty days by written notice to KOMPAN. All claims other than those relating to the quantities shipped or damage in transit must be made in accordance with the conditions set forth herein. The Customer must submit claims for any damage, defect or discrepancy in the Products supplied as follows, (a) where the damage, defect or discrepancy is visible on inspection, the receipt note must be marked accordingly with written details signed by the Customer or his authorized representative and a written claim must be submitted to KOMPAN within ten (10) days of receipt of the Product, (b) where the damage, defect or discrepancy is not visible on inspection, the claim must be made in writing to KOMPAN within ten (10) days after the Customer learns of the facts upon which such a claim is based, but in no event more than six weeks after receipt of the Products. Written notice from the Customer of a claim hereunder shall be deemed insufficient and ineffective unless such notice includes a list of the identifying code marks on the outside of KOMPAN's shipping container or package, and unless the Customer grants KOMPAN permission to inspect such Products. Any claim not made within the time period and in the manner hereinabove set forth shall be deemed waived. Notwithstanding the

foregoing, any legal action against KOMPAN relating to any of the Products sold or Services performed hereunder must be commenced within one (1) year after the Customer's receipt of the Products sold hereunder or be forever barred.

12. EXCLUSIVE REMEDY

It is expressly agreed that the Customer's exclusive remedy for a breach by KOMPAN of the Limited Warranty set forth herein or for any other claim based upon a defect in the Products sold shall be, at the election of KOMPAN, either repair or replacement of the Product or the making of a fair allowance therefore, provided that the Customer shall have given written notice of such claim within the time period and in the manner set forth in Section 11 hereof. The exclusive remedy for a breach by KOMPAN of the Limited Warranty set forth herein for Services shall be the re-performance of such Services. KOMPAN's liability with respect to any claim whatsoever arising out of the Products delivered or Services performed shall in no event exceed the price paid by the Customer hereunder for the Products or Services giving rise to the claim in question. The foregoing remedy is agreed to be adequate and exclusive, and in no event shall the customer be entitled to any other remedy, whether for personal injury, property damage, business loss, or for any other injury or loss, or for any incidental or consequential damages, whether based on warranty, contract, negligence, strict liability in tort or any other applicable legal theory.

13. TITLE AND RISK OF LOSS

(a) Unless otherwise expressly agreed by the parties, all Products are shipped F.O.B. destination.

(b) Unless otherwise specifically agreed in writing, all risks of loss relating to the Products are transferred to the Customer when the same are delivered to the Customer or its designated representative at the destination named on the Purchase Order. Notwithstanding the foregoing, until payment in full is received by KOMPAN, title and beneficial ownership of the Products shall remain with KOMPAN until either (i) KOMPAN receives payment in full for the Products, or (ii) KOMPAN or its agent removes the Products from the Customer's premises.

(c) Until full payment is received by KOMPAN, the Customer shall keep and store any delivered Products in such a manner that they may be identified as being the property of KOMPAN.

(d) The Customer in entering into a contract with KOMPAN is deemed to have given its irrevocable authority to KOMPAN or its agents to enter the Customer's property or property controlled by the Customer for the purpose of removing the goods in accordance with (b) hereof.

(e) If the Customer shall sell the Products before payment in full is received by KOMPAN the following provisions shall apply: (i) the Customer shall act as principal towards its purchaser and not as agent for KOMPAN; (ii) the Customer shall hold the proceeds of sale up to the amount due to KOMPAN under the agreement as trustee to KOMPAN; (iii) the Customer shall account to the Company for the amount so due; and (iv) until such payment to KOMPAN is paid to KOMPAN, the Customer shall retain the said amount in a separate account to KOMPAN's order.

14. SERVICES; INSTALLATION AND ASSEMBLY

(a) Except where special arrangements have been made in writing for KOMPAN to provide Services to assemble, install or erect Products sold to Customer, such assembly, installation, or erection is the responsibility of the Customer, and KOMPAN accepts no liability whatsoever for defects or damages resulting from the Customer's assembly, installation or erection of the Products or any claims for death or personal injury resulting from any use of the Products to the extent caused, in whole or in part, by such improper assembly or the resulting defects or damages to the Products. In such circumstances, Customer shall indemnify and hold KOMPAN harmless for any liability, damages or costs arising out of or relating

to Customer's acts or omissions in accordance with Section 17.

(b) In the event the Sales Proposal includes the purchase of Services, KOMPAN or independent contractors retained by KOMPAN shall install and assemble the Products, the safety surfacing, and the civil works and shall deliver any spare parts to the extent set out in the Sales Proposal. In connection with any sales of Services, the Customer shall promptly notify KOMPAN of any existing installations such as water, gas, communications, electricity, or of any other similar communications or installations which may be affected and/or may suffer damages as a consequence of the work to be carried out at the site or premises where the Products are to be installed. Should the Customer fail to provide such information prior to the commencement of the Services or if KOMPAN or its independent contractors encounter any unforeseen conditions, KOMPAN shall not be held liable under any circumstance for any potential or actual damages caused to such installations. In the event KOMPAN or the independent contractor does encounter unforeseen conditions that increase the cost of installation or the provision of the Services, the parties agree to enter into a change order to amend the scope of work and/or the price to be charged therefore prior to the performance of any additional work. "Unforeseen Conditions" means any obstruction which hinders the installation of the Products or the performance of the Services associated therewith which is not visible to the human eye without physical exploration of the site and/or the subsurface conditions (including rock ledges and other underground obstructions).

(c) Upon completion of the Services, the Customer or its designated representative shall inspect the completed Services and sign a Completion Certificate provided by KOMPAN (a form of which is attached as Appendix A) and, if the Customer or its designated representative is not available to take delivery, then KOMPAN or the third party installer will send the Completion Certificate to the Customer. Should the Customer claim that the Services have not been performed in accordance with the accepted Sales Proposal, Customer shall send KOMPAN, within seven (7) days from receipt of the Completion Certificate, a notice ("Notice"), specifying in detail, the faults found in the Services. If the Customer objectively demonstrates the claimed faults, KOMPAN shall remedy the same at its own expense; if, instead, KOMPAN demonstrates that the Services were performed in compliance with the accepted Sales Proposal, the Customer shall be obligated to pay KOMPAN the costs and expenses of the activities carried out by KOMPAN to demonstrate the acceptability of such Services. If the Customer does return a signed Completion Certificate or provide a Notice within seven (7) days from receipt of the Completion Certificate, the Services will be deemed completed to the Customer's satisfaction in all respects.

15. SPECIFICATIONS

KOMPAN reserves the right to vary or withdraw specifications without prior notice and at its discretion to substitute on delivery alternate components (not necessarily identical appearance) which will not affect the performance of the Product concerned. While every effort will be made to satisfy the Customer's precise color or finish requirements (where relevant), no guarantee can be given that variations in color or finish will not occur between different components. KOMPAN shall in no circumstances be deemed to warrant that any components conform exactly to the color of any sample or illustration seen by the Customer or of any materials and units already in the Customer's possession.

16. COMPLIANCE WITH LAWS

The Customer shall ensure that the intended use of the Products supplied by KOMPAN does not contravene any applicable local, state, or federal laws or regulations and applicable codes of standards organizations, and the Customer or its designated representative shall be responsible for obtaining all licenses or permissions required for such use. Upon request, the Customer shall furnish KOMPAN with certificates of compliance with such applicable laws, regulations, and codes.

Terms & Conditions

17. INDEMNIFICATION AND ATTORNEY FEES

The Customer hereby agrees to indemnify and hold KOMPAN harmless for any liability, damages or costs (including reasonable attorney's fees), whether arising out of a suit or claim between KOMPAN and the Customer or a third party, or arising out of or related to the failure of the Customer to perform any of its obligations or comply with any of the conditions contained herein. In the event KOMPAN has to take any action against the Customer to obtain enforcement or compliance with any of the terms or conditions contained herein, the Customer agrees to pay all of the costs and expenses of such action (including reasonable attorney's fees).

18. TERMINATION

(a) A party shall be entitled to terminate this agreement with immediate effect by giving written notice to the other party if:

(i) the other party fails to pay any undisputed amount due under this agreement on the due date for payment and remains in default for 14 days after being notified in writing to make such payment;

(ii) the other party commits a breach of its material obligations under this agreement and (if such breach is remediable) fails to remedy that breach within a period of 30 days after receipt of notice in writing requiring it to do so; or

(iii) the other party becomes insolvent or bankrupt, a receiver is appointed in respect of the whole or any part of the other party's assets or business, or the other party admits in writing its inability to pay its debts as they mature, makes an assignment for the benefit of creditors, ceases to function as a going concern, or is the subject of an involuntary proceeding in bankruptcy or insolvency and such proceeding is not finally dismissed within 60 days of its institution.

(b) Termination of this agreement shall not prejudice any of the parties' rights and remedies which have accrued as at termination and all payments which have not yet become due shall become immediately due and payable.

19. FORCE MAJEURE

(a) A party shall not be deemed to be in breach of this agreement, or otherwise be liable to the other, by reason of any delay in performance, or non-performance, of any of its obligations hereunder (save for obligations relating to payment of any sums due) to the extent that such delay or non-performance is due to Force Majeure and the time for performance of that obligation shall be extended accordingly.

(b) For the purposes of these STCs, "Force Majeure" means any cause materially affecting the performance by a party of its obligations under this agreement arising from any act, events, omissions, happenings or non-happenings beyond its reasonable control including, without limitation, acts of God, strikes, lockouts or other industrial disputes, war, terrorism, riot, fire, flood, or any disaster affecting either one of the parties hereto or a third party for which a substitute third party is not reasonably available.

20. APPLICABLE LAW; JURISDICTION

This agreement and all disputes or claims arising out of or in connection with this agreement shall be governed and construed by the laws of the state of Texas, excluding its conflict of laws principles. The parties agree that the United Nations Convention on Contracts for the International Sale of Goods will not apply to this agreement, and its application is expressly excluded. The parties agree any claim or suit arising out of or related to this agreement shall be brought exclusively in either the federal or state courts located in Austin, Travis County, Texas. The Customer consents to the exclusive jurisdiction of such courts.

21. ASSIGNMENT

Except as provided herein, neither party may assign its rights or delegate its obligations hereunder without the prior written consent of the other party, which consent shall not be unreasonably withheld or delayed; provided however that KOMPAN may subcontract its obligations to perform the Services to qualified independent contractors without the prior written consent of the Customer. KOMPAN may also assign its rights and obligations hereunder to any of its affiliates upon prior written notice to the Customer. KOMPAN may also assign its rights herein to any company that acquires substantially all of KOMPAN's business to which this agreement relates upon prior written notice to the Customer.

22. GENERAL

(a) Notice. Any notice or other communication required to be given to a party under or in connection with this agreement shall be in writing and shall be delivered to the other party personally or sent by U.S. certified mail postage pre-paid, recorded delivery, or by commercial courier, at its principal place of business, or sent by facsimile to the other party's main fax number. Any notice or other communication shall be deemed to have been duly received if delivered personally, when left at such address, if sent by prepaid U.S. mail or recorded delivery, on the third business day after deposit, or if delivered by commercial courier, on the date and at the time that the courier's delivery receipt is signed, or if sent by facsimile, on the next business day after transmission.

(b) Invalidity. If a court or any other competent authority finds that any provision of the agreement (or part of any provision) is invalid, illegal or unenforceable, that provision or part of the provision shall, to the extent required, be deemed deleted, and the validity and enforceability of the other provisions of this agreement shall not be affected.

(c) Entire Agreement. These STCs replace and supersede any prior communications, agreements and understandings between the parties, whether oral or in writing, concerning the sale and supply of the Products or the Services. These STCs, together with any written modification thereof signed by both parties, and the Sales Proposal to which these STCs are applicable, constitute, the entire terms and conditions constituting the agreement of the parties concerning the sale and purchase of the Products and Services identified in the Sales Proposal. All other terms, conditions, warranties, representations or other matters; whether oral or in writing are excluded and disclaimed.

(d) Waiver. A waiver of any right under this agreement is only effective if it is in writing and shall not be deemed to be a waiver of any subsequent breach or default. No failure or delay by a party in exercising any right or remedy under this agreement or by law shall constitute a waiver of that or any other right or remedy, nor preclude or restrict its further exercise. No single or partial exercise of such right or remedy shall preclude or restrict the further exercise of that or any other right or remedy.



What's next?

Thank you for taking the time to read our proposal for your project.

If you'd like to know more, make some changes to your design, or go ahead with our proposal, please contact our Area Sales Manager (contact details are in our introductory letter).

Alternatively you can send your Purchase Order to:

Email: psc@kompan.com

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We're looking forward to working with you!

