



# **BESTWAY** PURCHASING PROGRAM

You want to purchase  
but need to find the  
best way to do it.

## COOPERATIVE PURCHASING

**AstroTurf®**  
FIELDS

**Rekortan®**  
TRACKS

**Laykold®**  
COURTS

**SYNLAWN®**  
LANDSCAPE

# Welcome to the **BESTWAY** **Cooperative Purchasing Program**

**Dear Valued Partners,**

I am thrilled to welcome you to the world of cooperative purchasing through the Best Way Purchasing Program by AstroTurf Corporation. My name is Kim Summers, and I have had the privilege of serving AstroTurf for over twenty years, gaining invaluable experience in the field of sports surfacing.

As the Cooperative Purchasing Director, I am here to be your guide, your advocate, and your partner in making the best choices for your sports surface needs. It is my pleasure to share my expertise with you, ensuring that you get the most out of our program.

Thank you for considering AstroTurf Corporation and the Best Way Purchasing Program. I look forward to assisting you in your journey towards achieving the best in sports surfacing.

## **What is Cooperative Purchasing?**

### **Efficiency, Savings and Simplicity Combined.**

Cooperative purchasing is a strategic approach to procurement that allows organizations to join forces, streamline their purchasing processes, and achieve significant cost savings. It's the art of working together to make the best choices for your sports surface needs.

By pooling resources and expertise, you can simplify the acquisition process, leverage the collective buying power, and access top-notch sports surfaces from leading brands—all while reducing administrative burdens and costs.



**Kim Summers**  
Sport Group Americas  
Director of Cooperative Purchasing  
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# One Stop Solution

## for Your Surfacing Needs

### AstroTurf - The First Name in Turf

AstroTurf, a name synonymous with quality, has been leading the way in sports surface innovation for decades. Our commitment to excellence and continuous improvement has made us the trusted choice for sports venues around the world.

- **Superior Quality:** Unmatched durability and performance.
- **Proven Success:** Countless successful installations worldwide.
- **Customer Satisfaction:** Hear from those who chose AstroTurf and never looked back.

### Laykold - The Official Surface of the US Open

Laykold, the most innovative court brand, is all about superior performance. With Laykold courts, athletes can give their best, knowing they have the best surface underneath their feet.

- **Precision Engineering:** Engineered for peak athletic performance.
- **Performance:** Offering the right levels of force reduction and balanced with the optimal energy return levels.
- **Proven Pace Precision and Consistency:** Our dedication to player comfort and environmental sustainability are why major events trust and choose Laykold.

### Rekortan - The Most Certified Tracks in the World

Rekortan, another proud member of the AstroTurf Corporation family, is synonymous with precision in athletics. Our tracks have been trusted and chosen by elite facilities for over 50 years.

- **Athlete-Preferred:** Chosen by elite athletes for consistent performance.
- **Track Record of Success:** Rekortan has the most Olympic records
- **Trusted Installations:** From stadiums to training facilities, Rekortan excels.

### SYNLawn - Your Landscape Dreams Hassle Free

SYNLawn, the premier landscape turf brand in the industry, brings beauty and durability to any space.

- **Natural Aesthetics:** Enjoy lush, realistic grass without the maintenance.
- **Built to Last:** SYNLawn's durability stands up to the test of time.



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# Top 10 reasons for using the **BESTWAY Purchasing Program**

## 1. COST SAVINGS:

Cooperative purchasing programs enable organizations to leverage collective buying power, resulting in lower prices, discounts, and reduced overall procurement costs.

## 2. EFFICIENCY:

Streamlined procurement processes reduce administrative burdens, paperwork, and the time required to select and contract with vendors.

## 3. ACCESS TO HIGH-QUALITY SUPPLIERS:

Cooperative programs often pre-qualify suppliers, ensuring that organizations have access to reputable, reliable vendors.

## 4. VOLUME DISCOUNTS:

Bulk purchasing through cooperatives allows organizations to benefit from volume discounts that may not be available when buying individually.

## 5. MARKET KNOWLEDGE:

Cooperative administrators often have deep industry knowledge, providing members with insights into market trends, best practices, and emerging technologies.

## 6. SIMPLIFIED PROCUREMENT:

Cooperative purchasing simplifies the procurement process, making it easier for organizations to acquire the goods and services they need.

## 7. COMPETITIVE ADVANTAGE:

Access to cost-effective resources allows organizations to allocate more resources to their core mission and gain a competitive edge.

## 8. DIVERSE SUPPLIER OPTIONS:

Cooperative programs typically offer a wide range of suppliers and products, allowing organizations to find the best fit for their specific needs.

## 9. COMPLIANCE AND ACCOUNTABILITY:

Many cooperative programs have strict vendor performance monitoring and accountability measures, ensuring that vendors meet their contractual obligations.

## 10. FASTEST ALTERNATIVE:

Cooperative purchasing offers the most efficient and rapid way to purchase a surface. All of the hard work and qualifying has already been taken care of.

## OVERALL...

Cooperative purchasing can significantly enhance an organization's procurement capabilities, leading to cost-effective, efficient, and high-quality acquisitions.



**BESTWAY**  
PURCHASING PROGRAM

AstroTurf. Rekertan. LayKold. SYN LAWN.



# Our Partners



**Canada**  
[canoeprocurement.ca](http://canoeprocurement.ca)



**California**  
[dgs.ca.gov](http://dgs.ca.gov)



**Pennsylvania**  
[dgs.pa.gov/costars](http://dgs.pa.gov/costars)



**All US States**  
[1gpa.org](http://1gpa.org)



**All US States**  
[omniapartners.com](http://omniapartners.com)



**All US States**  
[sourcewell-mn.gov](http://sourcewell-mn.gov)



**Association of Educational Purchasing Agencies**

**AEPA – MEMBER STATES WITH CONTRACTS ARE LISTED BELOW.**

**CalSave**  
CA • [calsave.org](http://calsave.org)

**Capitol Region Education Council**  
CT / MA / ME / NH / NY / RI / VT • [crec.org](http://crec.org)

**PAEC Florida Buy**  
FL • [floridabuy.org](http://floridabuy.org)

**Cooperative Purchasing Agency**  
GA • [cpa4schools.com](http://cpa4schools.com)

**Wilson Education Center**  
IN • [wesc.k12.in.us](http://wesc.k12.in.us)

**Greenbush – The S.E. Kansas Education Center**  
KS • [greenbush.org](http://greenbush.org)

**Green River Regional Educational Cooperative**  
KY • [grrec.org](http://grrec.org)

**Oakland Schools**  
MI • [oakland.k12.mi.us](http://oakland.k12.mi.us)

**Cooperative Purchasing Connection**  
MN • [purchasingconnection.org](http://purchasingconnection.org)

**Education Plus**  
MO • [edplus.org](http://edplus.org)

**Montana Cooperative Services**  
MT • [mtcoop.org](http://mtcoop.org)

**North Dakota Educators Service Cooperative**  
ND • [ndesc.org](http://ndesc.org)

**Educational Service Unit Coordinating Council**  
NE • [esucc.org](http://esucc.org)

**CES – Cooperative Educational Services**  
NM • [ces.org](http://ces.org)

**Council of Educational Purchasing Consortia**  
OH • [ocepc.org](http://ocepc.org)

**Carolinas Alliance 4 Innovation**  
SC • [ca4i.com](http://ca4i.com)

**TexBuy**  
TX • [texbuy.net](http://texbuy.net)

**Fairfax County Public Schools**  
VA • [fcps.edu](http://fcps.edu)

**King County Directors' Association**  
WA • [kcda.org](http://kcda.org)

**CESA Purchasing**  
WI • [cesapurchasing.org](http://cesapurchasing.org)

**Mountain State Educational Services Cooperative**  
WV • [mountainstateesc.com](http://mountainstateesc.com)

**NEW BOCES N.E. WY Board of Educational Services**  
WY • [newboces.com](http://newboces.com)

# Our Customers Say the **Nicest Things!**

## COLUMBIA COUNTY SCHOOL DISTRICT

*"In 2020, we faced the challenge of revitalizing our overused fields. Upon learning of Burke County's successful stories with their synthetic turf fields, I sought guidance from Todd Wiggins at Sports Turf Company. Todd's expertise proved invaluable as he walked me through the various options, weighing the pros and cons of synthetic turf.*

*With a pressing timeline to avoid disrupting our sports schedules, Todd suggested leveraging a cooperative contract for procurement efficiency. Following his advice, we utilized AstroTurf's Sourcewell Contract, streamlining the purchasing process significantly. Had we pursued the traditional route, involving posting, a minimum of 4-28 days on the Georgia Procurement Registry, pre-bid meetings, and board approvals, our project start could have been delayed by three months, impacting numerous students' activities.*

*Opting for the cooperative contract not only met our deadlines but also left everyone involved satisfied. I can't stress enough the benefits of cooperative contracting, nor can I speak highly enough of Sports Turf Company and AstroTurf's professionalism throughout the process".*

**Cliff Sanders**, Director of Facilities Maintenance & Operations for Columbia County School District



Lakeside High School



Harlem High School



Greenbrier High School



Greentown High School



Evans High School



Nottingham Tennis Court, Lincoln Tennis and Pickleball Court

### Syracuse City School District

*"Using AstroTurf's Sourcewell contract for our Nottingham Tennis Court and Lincoln Tennis and Pickleball Court rehabilitation projects was easy and a rousing success for the Syracuse City School District. We saved three months of bidding and contract award time and AstroTurf completed these turnkey projects quickly with a high-quality product. We have received several accolades from our students, staff, and the community for this fine work".*

**Thomas C. Ferrara, P.E., Director of Facilities III**



Anne Arundel County Public Schools - Joe Canon Stadium

### Anne Arundel County Public Schools

*"Anne Arundel County Public Schools (AACPS) has been using a cooperative purchasing agreement to obtain design and construction services for new artificial turf fields and replacement of existing fields with AstroTurf since 2012. We have found this method of direct purchasing to save both time and money. In the past, these projects had been design-bid-build, which added months, if not a year to the total project delivery time. Astroturf also handles the entire construction process which eliminates sub-contractor markups, which saves costs. The process also allows AACPS to specify exact products that are not subject to substitutions during normal competitive bid processes. AACPS has been very satisfied with performance of Astroturf in their turnkey approach to meet the needs of our student and community athletics".*

**Gregory J. Stewart, P.E., Senior Manager of Planning**

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COURTS

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LANDSCAPE

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