



Airfield Mat Systems, Inc
7396 Skyline Drive
Delray Beach, FL 33446
www.airfieldmats.com

ECHO 407.5025

an airport improvement company

Steve J. Byers
412.401.5025
steve@airfieldmats.com

How to Pay for Airfield Mats

In an Airport Improvement Program

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Or email steve@airfieldmats.com



AIP Funding Information

The Following is a thorough email regarding funding via the AIP grant program

In short:

The mats could be funded as part of eligible work. Airports and prime contractors are familiar with standard AIP grant requirements. This airfield mat would normally be an item within the AIP construction projects that is procured by the airport's contractor...

----- Original Message -----

From: "Mark Beisse" <Mark.Beisse@faa.gov>
To: echoadvice.com
Cc: <Rick.Marinelli@faa.gov>; <John.L.Rice@faa.gov>;
<Ben.Castellano@faa.gov>; <Barry.Molar@faa.gov>; <Jim.Borsari@faa.gov>;
<Jane.Mehrtens@faa.gov>
Sent: Wednesday, June 06, 2001 4:21 PM
Subject: AIP Eligibility of Airfield Mat

> Subject: AIP Funding for my product
> Date: 5/23/01 11:27 PM
>

> Jane Mehrtens,
> How are you? I am writing in reference to a product that my company
Has invented, patented and had reviewed by the FAA. The department
that reviewed my product was the "Safety and Operations Division" in
Washington. They learned about my product and its value to an airport
for safety and cost savings. After review they sent me a letter
clearing it for sale to all U.S. airports with no objections.
I attended a trade show in Mississippi this month to show my product
For the first time and everyone was interested in purchasing it. I
even made sales during the show to 3 airports. Everyone was asking if
my product will be approved for AIP funding. Two FAA inspectors that
attended the show said that they thought it would be with no problem.
They said I should look into getting a letter from a department like
yourself. If this is possible, I would like to invite you to visit my
website to learn more about my product. www.EchoAdvisory.com It would
be a great help to simply show a letter to any potential customers
that AIP funding will cover my product. There is a similar product that
has sold to one airport that was covered under the AIP program and my
product is far more superior.

Thank you for your time,
Echo Advisory, LLC

We reviewed your Web page about the airfield mat. There are
limitations on this eligibility under the Airport Improvement Program.

The background is grants are made to public agencies, and in some
cases, private entities, for capital planning and development of public
use airports in the National Plan of Integrated Airport Systems.
Typical work relative to the mat includes the construction, alteration,
and major repair of runways, taxiways or aprons (and site preparation,
guidance signs, and pavement lighting).

The mats could be funded as part of eligible work. Airports and prime
contractors are familiar with standard AIP grant requirements. This
airfield mat would normally be an item within the AIP construction
projects that is procured by the airport's contractor rather than an
airport directly. As such, you would not have to follow the AIP
competitive procurement process. I looked for the letter from our
Airport Safety and Operations Division, and did not find it, but such
is not necessary.

Maintenance is ineligible under the AIP. We have lower limits on
Grant amounts. Retrofitting facilities and equipment would not be a
common project. Since maintenance is not eligible, airports may want to
purchase the product using their revenue where it is to be used for
existing rather than new facilities. AIP funds do not cover even a
majority of capital costs of airports. So airport operators are very
accustomed to using their financing for operations.

My suggestion is you not try funding a stand-alone mat project under
The AIP. Advisory circulars for the Federal Aviation Administration
financial assistance projects are on our home page at
www.faa.gov/arp/510home.htm and the AIP projects must be consistent
with the standards. The airport certification safety inspectors of the
FAA ensure airports adhere to Title 14, Code of Federal
Regulations, Part 139.

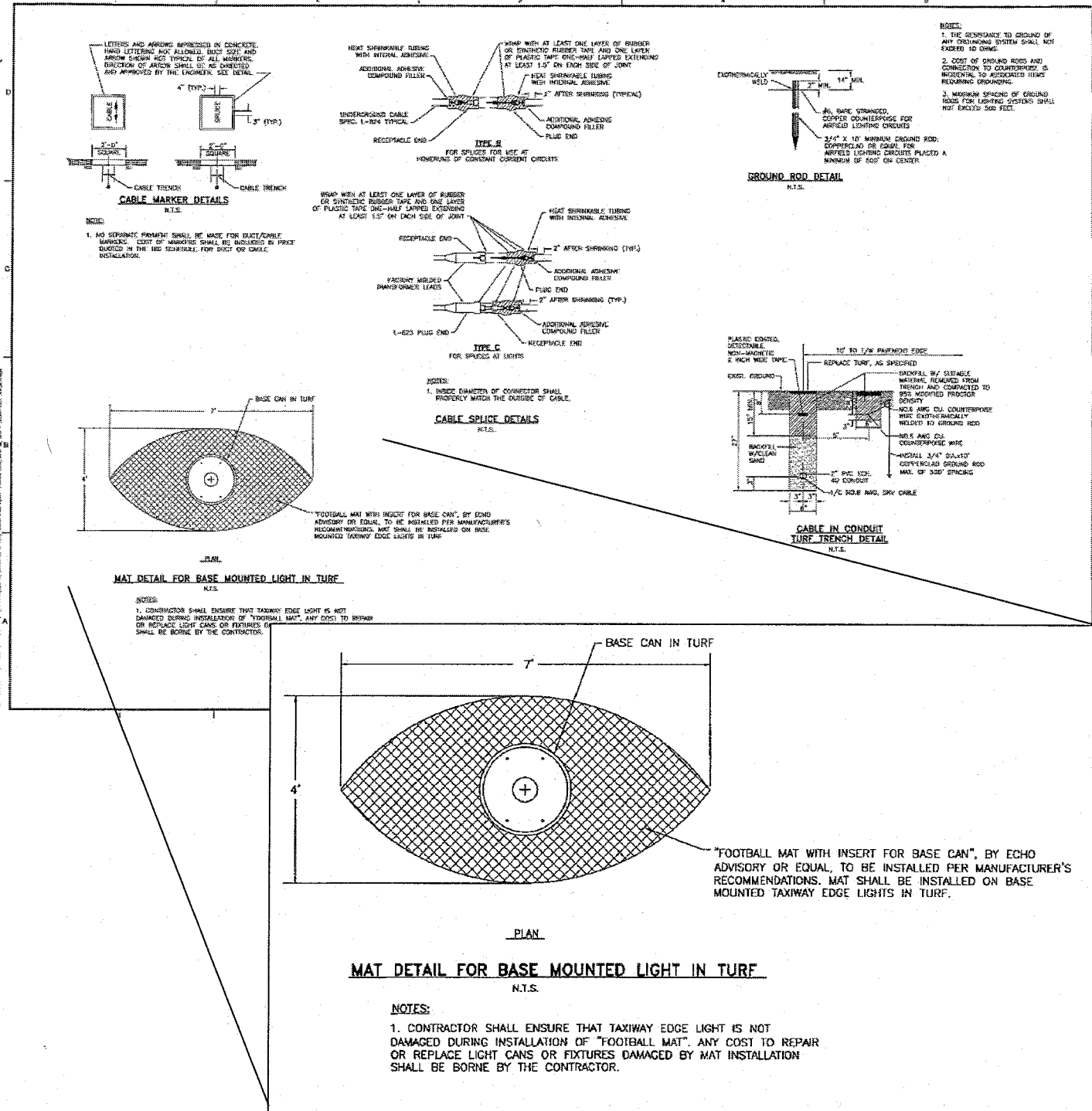
Please let us know if you have comments or questions on the above.

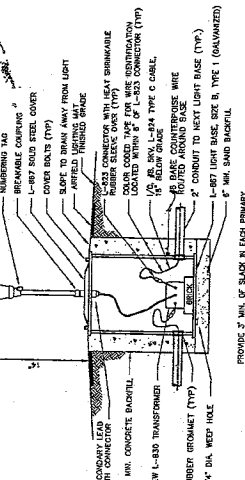
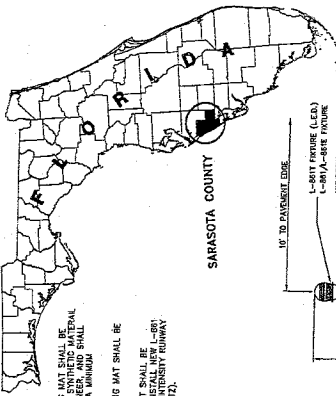
> _____ Reply Separator _____
> Subject: Re:AIP Funding for my product
> Author: Jane Mehrtens
> Date: 5/31/01 4:13 PM
>

> Your e-mail has been sent to Mark Beisse of the Airports Program
Guidance Branch for response. You should be hearing from him in the
near future.

> _____ Reply Separator _____

Engineering into an AIP Project

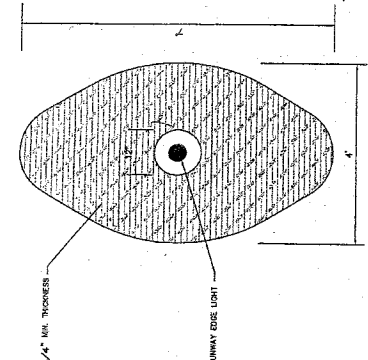




- 1. THE AIRFIELD LIGHTING MAT SHALL BE APPROVED BY THE ENGINEER AND SHALL BE ACHIEVED IN PLACE.
- 2. THE AIRFIELD LIGHTING MAT SHALL BE ACHIEVED IN PLACE.
- 3. AIRFIELD LIGHTING MAT SHALL BE BASE MOUNTED WITHIN INDUSTRY RUNWAY LIGHT (MIL), 300 QUARTZ.

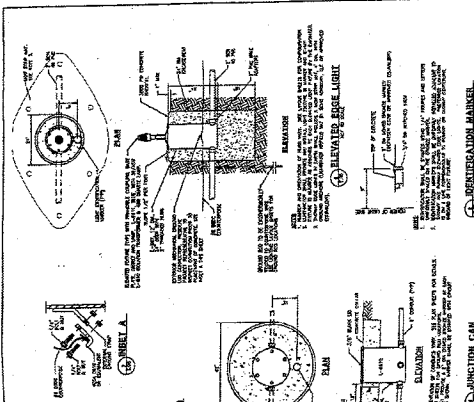
BASE MOUNTED LIGHT BASE MOUNTED
RUNWAY THRESHOLD LIGHT BASE MOUNTED
N.T.S.

PRODUCE 3\"/>

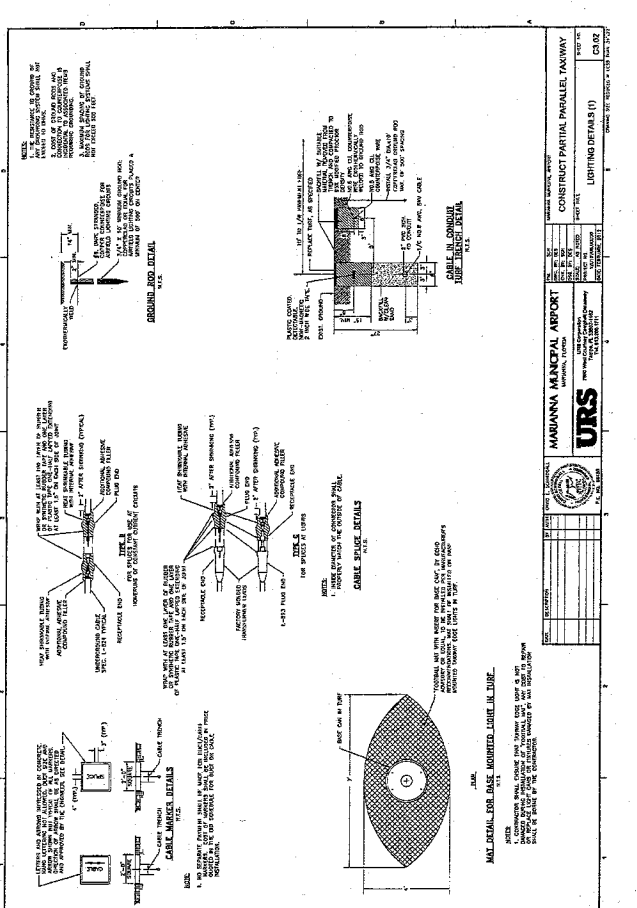
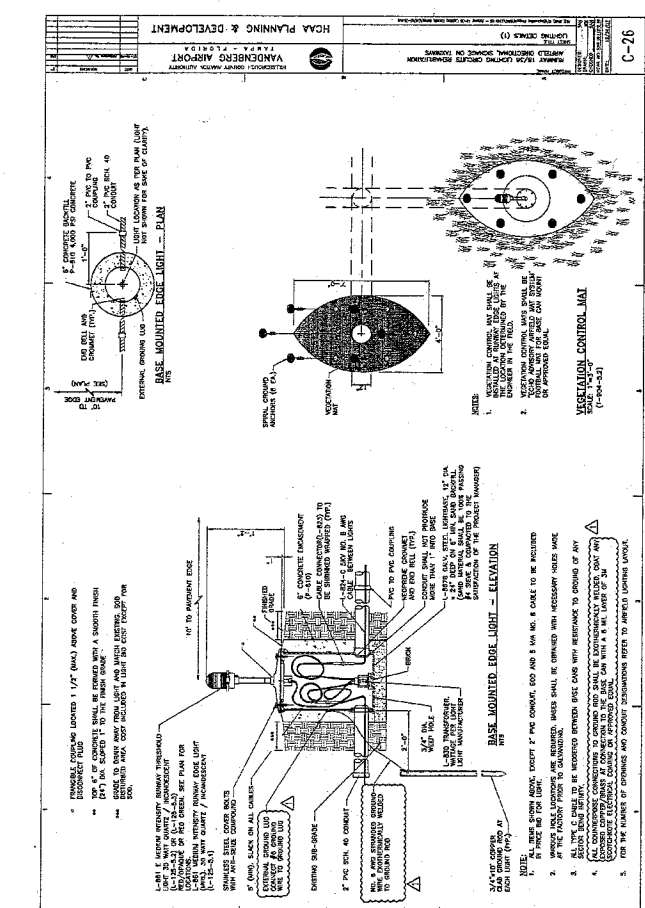


DRAFT

NOTE: PROJECT IS REHABILITATION OF CURRENT RUNWAY 4-22Z FOLLOWING REHABILITATION, RUNWAY WILL BE RE-MARKED AND DESIGNATED AS RUNWAY 5-23Z



NOTE: THIS DRAWING IS FOR THE REHABILITATION OF THE CABLE SPLICING DETAIL. IT IS TO BE USED IN CONJUNCTION WITH THE REHABILITATION CONTRACT DOCUMENTS. THE CONTRACTOR SHALL BE RESPONSIBLE FOR THE PROTECTION AND MAINTENANCE OF THE CABLE SPLICING DETAIL. THE CONTRACTOR SHALL BE RESPONSIBLE FOR THE PROTECTION AND MAINTENANCE OF THE CABLE SPLICING DETAIL. THE CONTRACTOR SHALL BE RESPONSIBLE FOR THE PROTECTION AND MAINTENANCE OF THE CABLE SPLICING DETAIL.



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NO.	REVISION	DATE	BY	CHKD BY
1	ISSUED FOR CONSTRUCTION	10/20/11	JAM	JAM

MARIANNA MUNICIPAL AIRPORT
UNIVERSITY AIRPORT
3700 AIRPORT BLVD
MARIANNA, FL 32456
386-254-3333
URS
UNIVERSITY AIRPORT
3700 AIRPORT BLVD
MARIANNA, FL 32456
386-254-3333



www.airfieldmats.com

Airport Operations Savings Pays for Airfield Mats

When the right people understand the cost savings:
Cost Savings Calculator

States provide the airfield mats to their airports in annual contracts
State Maintenance Contract Samples
North Carolina
Vermont

Airport budgets can afford to generate purchase orders.

Purchase Order Sample
A. C. Airport Authority

To obtain the word or PDF files of these documents

Goto www.AirfieldMats.com Main → Solutions → Documents

Or email steve@airfieldmats.com



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ECHO an aviation improvement company

Steve J. Byers
 412.401.5025
 steve@airfieldmats.com

Long Term Savings

Annual Savings \$ 7,614 with 105 mats

Risk exposure averted 210 hours

	Annual Savings per light per year	Your Annual Savings
Labor		
Trimming & Spreading Herbicide* \$	43.75 \$	4,593.75
Repairs**,***	8.33	874.65
Materials		
Trimmer costs (gas, parts)+	1.75	183.75
Herbicide Poisons++	2.00	210.00
Broken lights+++	16.68	1,751.40
Risk Exposures		
Workers on Runways to Trim	1.75 hour	183.75
Workers on Runways to repair lights	.25 hour	26.25
=====		
Total Savings with mats	72.51	7,613.55
Hours of high risk exposure	2	210.00

Average Retail Price per mat	161
Suggested retail prices range up to \$165 a mat	
Installation est.	4
Cost per light	165
Budget for a 105 light airfield \$	17,325
call for specific product pricing	

Long Term Savings

Year 1 Buy Mats

Year 2 Break Even

Year 3 thru 10+ **SAVE \$\$\$\$ \$ 60,908.40**

10-20 life expectancy **and more**

Hours of Airfield Exposure Avoided 2100 hours in 10 years

Preventing Lights from being hidden in the grass PRICELESS

* 3 minutes per light to walk from light to light, figuring 35 times a year, figuring \$25 an hour for labor

** 20 minutes per light to walk or driving from light to light, figuring 1 times a year, figuring \$25 an hour for labor

*** Mowing equipment inevitably attempts to minimize trimming need by getting too close to light. Figuring 1 light broken out of 300 passes with the mowing equipment. Figuring 50 mowing passes per year. Figuring 45 minutes to repair light at \$25 per hour.

+ 3 minutes per light figuring 35 times a year, Figuring a gas powered trimmer will last 350 hours and the trimmer costs \$350 to replace.

++ Figuring \$200 of poison would cover 400 lights applications with 5 applications per year

+++ Mowing equipment inevitably attempts to minimize trimming need by getting too close to light. 1 light broken out of 300 passes with the mower equipment. Figuring 50 mowing passes times per year. Figuring \$75 in parts to repair light.

CONTRACT

State of Vermont
 Buildings and General Services
 Office of Purchasing & Contracting
 10 Baldwin St
 Montpelier VT 05633-7501
 United States



Vendor ID 0000289894
Airfield Mat Systems Inc
 7396 Skyline Dr
 Delray Beach FL 33446
 United States

Contract ID 0000000000000000000017024		Page 1 of 3
Contract Dates 05/01/2010 to 04/30/2011		Origin T42
Description: AOT-AIRFIELD MAT SYSTEMS		Contract Maximum \$
Buyer Name Lar	Buyer Phone 800-333-3333	Contract Status Approved

Phone #: 412/401-5025

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
1	10197	AIRFIELD MAT SYSTEM - STRIP MATTING - 30 FOOT ROLLS - 25 INCHES WIDE - WITH 10 ANCHORS	RL		0.00	0.00
<p>USES: CONTROL VEGETATION AROUND AIRPORT POST LIGHTS, DIRECTIONAL SIGNS, WIND SOCKS, FENCES AND BUILDINGS.</p> <p>THICKNESS AND ANCHORING: MATS MUST BE 12MM THICK AND MADE FROM RECYCLED RUBBER WITH POLYURETHANE BINDERS AND ANCHORED TO THE GROUND WITH GALVANIZED STEEL ANCHORS. ANCHORS MUST BE SPIRAL GROUND ANCHORS TO PREVENT DISLODGIN FROM JET BLAST OR HIGH WINDS AND PREVENT MATS FROM BEING SUCKED INTO THE MOWING EQUIPMENT. ANCHORS MUST BE ZERO PROFILE ANCHORS.</p> <p>LAWN EQUIPMENT: LAWN EQUIPMENT MUST BE ABLE TO PASS OVER THE MAT, CUTTING ALL THE GRASS WITHOUT CRACKING.</p> <p>MATS: MUST CONTROL VEGETATION IN HARD TO REACH AREAS WITHOUT ANY EXTRA LABOR REQUIRED TO TRIM.</p> <p>100% RECYCLED CONTENT - 60% POST CONSUMER/40% POST INDUSTRIAL</p>						
2	10198	AIRFIELD MAT SYSTEM - STRIP MATTING - 60 FOOT ROLLS - WIDTH 25 INCHES - WITH 20 ANCHORS	RL		0.00	0.00
<p>USES: CONTROL VEGETATION AROUND AIRPORT POST LIGHTS, DIRECTIONAL SIGNS, WIND SOCKS, FENCES AND BUILDINGS.</p> <p>THICKNESS AND ANCHORING: MATS MUST BE 12MM THICK AND MADE FROM RECYCLED RUBBER WITH POLYURETHANE BINDERS AND ANCHORED TO THE GROUND WITH GALVANIZED STEEL ANCHORS. ANCHORS MUST BE SPIRAL GROUND ANCHORS TO PREVENT DISLODGIN FROM JET BLAST OR HIGH WINDS AND PREVENT MATS FROM BEING SUCKED INTO THE MOWING EQUIPMENT. ANCHORS MUST BE ZERO PROFILE ANCHORS.</p> <p>LAWN EQUIPMENT: LAWN EQUIPMENT MUST BE ABLE TO PASS OVER THE MAT, CUTTING ALL THE GRASS WITHOUT CRACKING.</p> <p>MATS: MUST CONTROL VEGETATION IN HARD TO REACH AREAS WITHOUT ANY EXTRA LABOR REQUIRED TO TRIM.</p> <p>100% RECYCLED CONTENT - 60% POST CONSUMER/40% POST INDUSTRIAL</p>						
3	10199	AIRFIELD MAT SYSTEM - 4 X 7 FOOTBALL SHAPED WITH 6 ANCHORS	EA		0.00	0.00
<p>USES: CONTROL VEGETATION AROUND AIRPORT POST LIGHTS, DIRECTIONAL SIGNS, WIND SOCKS, FENCES AND BUILDINGS.</p> <p>THICKNESS AND ANCHORING: MATS MUST BE 12MM THICK AND MADE FROM RECYCLED RUBBER WITH POLYURETHANE BINDERS AND ANCHORED TO THE GROUND WITH GALVANIZED STEEL ANCHORS. ANCHORS MUST BE SPIRAL GROUND ANCHORS TO PREVENT DISLODGIN FROM JET BLAST OR HIGH WINDS AND PREVENT MATS FROM BEING SUCKED INTO THE MOWING EQUIPMENT. ANCHORS MUST BE ZERO PROFILE ANCHORS.</p> <p>LAWN EQUIPMENT: LAWN EQUIPMENT MUST BE ABLE TO PASS OVER THE MAT, CUTTING ALL THE GRASS WITHOUT CRACKING.</p> <p>MATS: MUST CONTROL VEGETATION IN HARD TO REACH AREAS WITHOUT ANY EXTRA LABOR REQUIRED TO TRIM.</p> <p>100% RECYCLED CONTENT - 60% POST CONSUMER/40% POST INDUSTRIAL</p>						
4	10416	AIRFIELD MAT SYSTEM - 4 X 7 FOOTBALL SHAPED WITH 18" INSERT			0.00	0.00
<p>USES: CONTROL VEGETATION AROUND AIRPORT POST LIGHTS, DIRECTIONAL SIGNS, WIND SOCKS, FENCES AND BUILDINGS.</p> <p>THICKNESS AND ANCHORING: MATS MUST BE 12MM THICK AND MADE FROM RECYCLED RUBBER WITH POLYURETHANE BINDERS AND ANCHORED TO THE GROUND WITH GALVANIZED STEEL ANCHORS. ANCHORS MUST BE SPIRAL GROUND ANCHORS TO PREVENT DISLODGIN FROM JET BLAST OR HIGH WINDS AND PREVENT MATS FROM BEING SUCKED INTO THE MOWING EQUIPMENT. ANCHORS MUST BE ZERO PROFILE ANCHORS.</p>						

CONTRACT AMENDED

AMENDMENT # 1

DATE: 5/10/10

ANCHORED AIRFIELD LIGHT MATS

DESCRIPTION

This item shall consist of furnishing, installing, maintaining and removing Anchored Airfield Light Mats in compliance with this specification and all manufacturers recommendations, in locations designated on the drawings or as required by the Engineer.

MATERIALS

Airfield Light Matting:
The specifications in Tables 1 and 2 are those of the Echo Advisory™ Airfield Mats. The specifications in Tables 3 and 4 are those of the Echo Advisory™ Airfield Mats. Products may be used provided they meet or exceed these specifications and such products may be used provided they meet or exceed these specifications and such performance on airports must be submitted with your bid and accepted by the Engineer.

TABLE 1 - AIRFIELD LIGHT MATTING PROPERTIES

PROPERTY	ASTM	SPEC. ENGLISH	ENGLISH
Tensile Strength	D412	4.8 MPa	69.0 psi
Elongation (%)	D412	21.50%	304.5 psi
Hardness, Shore A	D2240	15	15
Tear Resistance	D2260	75.85	35.45
Tear, min.	D624	21 kN/m	119.7 pl
Tear, max.	D624	44 kN/m	253.0 pl
Heat Aging	Temp. 70 to 130 °C, 1 hr	± 25	SAME
Change in	Temp. 70 to 130 °C, 1 hr	± 10	SAME
Ozone Resistance	Strip @ 300% @ 50°C	19.18 kN	108.3 pl
Specific Gravity	D-2137	0.9-1.3	0.9-1.3
Low Temperature Brittleness	D-2137	non brittle	SAME
Flammability	Method A	both directions	SAME

Small conform to current MAFS No.302, Flammability of Interior Materials.

All anchored airfield light matting shall be constructed in accordance with the manufacturer's instructions, details, lines, grades, dimensions and locations as shown on the plans or as directed by the Engineer. All matting shall be installed and secured in a manner not for sustained 120mph hurricane force wind.

Mat Placement: Can Mounted:
The mat placement shall be fit snugly around the can lid, while still allowing access to the bolts to remove the lid for daily maintenance and troubleshooting of the light. Lay the mat over the light with the major axis of the ellipse pointing in the direction lawn mower equipment will travel. When using the dual application elliptical mat system, the collar insert is installed and removed through the 12" center hole for access to base can lid without removing entire mat.

Mat Placement: Strips Mounted:
The placement is to first wrap around the light for a snug fit up against the light post. The elliptical mat will overlap the center insert. Place the collar around the light post. Sometimes the collar's best fit is to lay flat. Other times the collar can be pulled to have its edges overlapping, forming a conical shape atop the light post, down to the outer edge. Place the elliptical mat over the collar on the light with the major axis of the ellipse pointing in the direction lawn mower equipment will travel.

Mat Placement: Strip
The strip matting will be used along buildings, fences, airfield signs or other equipment where vegetation control is desired to allow a contingency space between the object and mowing equipment. The strip mat can be cut to length on site with a razor knife. Mat strips shall adequately overlap each other at corners. Another placement shall be to use the strip matting as a base for the strip matting. The Anchor Mats is best cut with a hole saw. When installed on concrete bases, such as an airfield sign, the mat would overlap the concrete surface 1.5 inches. A caulking adhesive such as a black top and roof sealant shall be used to seal the overlapping mat to the concrete base. The strip mat shall overlap at corners to at least 12 inches past the first common anchor. Anchors shall be placed at each corner and at least 2 to 3 feet apart.

Anchoring:
Anchoring will have site specific considerations with various techniques that the Contractor must use. Generally the anchor can be hammered into the ground and is strong enough to penetrate rocks and buried concrete-splattering. NOTE: The mat has a small pilot hole for each anchor. Using this hole will position the anchor with its 2 inch "pin" reaching over the mat's edge.

Quality Control:
Adjust anchors and mats if necessary to prevent buckling and to accomplish a flush installation. With cooperation from airport personnel, Contractor shall run mower equipment over the final airfield mat installations to ensure clearance. In the case of heavily graded with or thick ground growth it is necessary to return to the mats a season

TABLE 2 - AIRFIELD LIGHT MATTING MEASUREMENTS

Product Code	Description	Center Width (inches)	Strip Width (inches)	Collar Insert Width (inches)	Applications
PA-1	Elliptical shaped mat includes anchors	12	84	25	No Insert For Base Can Mounted Lights
PA-10-18	Elliptical shaped mat includes anchors	12	84	25	For Base Can Mounted Lights
PA-20-1	Strip mat includes anchors	9	84	25	For Base Can Mounted Lights
SA-1	30" Strip Mat includes 10 sections	NA	306	25	For Base Can Mounted Lights
SA-2	60" Strip Mat includes 20 sections	NA	720	25	For Base Can Mounted Lights

Sustainability:
Mats shall be made of 100% recycled rubber, comprised of a combination of post-consumer and pre-consumer rubber. The Contractor shall provide the Engineer with the project site, the Contractor will provide the Engineer with contact information for at least one contact person with the project file, and at the end of their serviceable life, all mats and anchors should be recycled and re-used as post-consumer material.

After erect the mat and/or the vegetation has settled, to confirm that anchors are keeping flush with the mat and the ground.

Protection and Cleanup:
Unanchored airfield matting shall NOT be permitted to be stored or left unattended on the airfield. The Contractor shall be responsible for clean-up and removal from the work area all debris, waste, excavated material, residual repair materials, and by-products from the installation, maintenance, or removal of the mats and anchors. The Contractor shall dispose of these wastes in strict compliance with all applicable state, local, and Federal environmental statutes and regulations.

WARRANTY
Within the date of the Engineer's final acceptance of all work under a given project, the Contractor shall provide the Department with a written warranty for the work and workmanship against patent and latent defects arising from faulty materials, faulty workmanship, or Contractor negligence pertaining to this contract item. All defective material and workmanship that fails to meet the requirements of this contract item during the warranty period shall be corrected by the Contractor for contract item compliance at no additional expense to the Department.

The Contractor will NOT be responsible for damage due to normal wear and tear. Acts of God as defined in Article 101.3 of the Standard Specifications for Roads and Structures or use in excess of the design parameters.

METHOD OF MEASUREMENT
Measurement shall be as shown on the drawings as measured as the actual mats and anchors have been satisfactorily placed and accepted by the Engineer.

BASIS OF PAYMENT
Payment will be made at the contract unit price per Each for airfield light matting installed in accordance with the Contract Documents. Payment for each item will be full compensation for the Contractor's cost, including but not limited to, labor, material, equipment, tools, and incidentals necessary to complete the work.

Payment will be made under:
 "Anchored Airfield Elliptical Light Mat with 12" Collar Insert..... Each"
 "Anchored Airfield Elliptical Light Mat with 30" Collar Insert..... Each"
 "Anchored Airfield Elliptical Light Mat without Collar Insert..... Each"
 "Anchored Airfield 30" Strip Mat..... Each"
 "Anchored Airfield 60" Strip Mat..... Each"

Airfield Mat Anchors:
The specification in Tables 3 and 4 are that of Echo Advisory™ Airfield Mat Anchors. Contractor shall provide the Engineer with the project site, the Contractor will provide the Engineer with contact information for at least one contact person with the project file, and at the end of their serviceable life, all mats and anchors should be recycled and re-used as post-consumer material.

TABLE 3 - MILITARY OPERATIONS TESTED AIRFIELD MAT ANCHOR PROPERTIES

Material	Size
Anchor Length:	18 Inches
Anchor Type:	Service Straps, Two 4 inches spaced top with 2 inches down; flat. A 3/8 inch square shaped stud to prevent buckling when tensioned into ground.
Drive Assemblage/Detail:	Drilled in mat, poured oil.
Finish:	As polished steel for mat and ground penetration with a mechanism.
Ground Penetration Mechanism:	8 to 12 pound hand strike hammer.

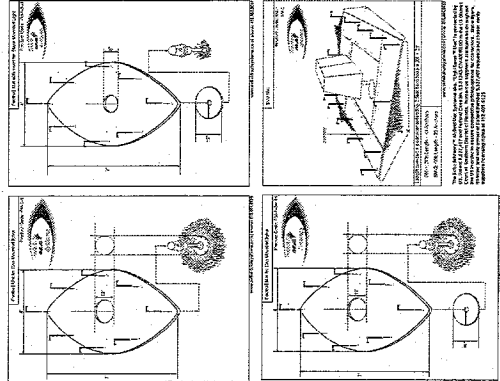
CONSTRUCTION METHODS

Weather Limitations:
Do not install anchored airfield mats when ground temperature is below 40°F; water is present in the area of the mat installation, or rain is imminent.

Preparation:
Anchor and airfield mat locations conform to locations and details shown in the project file. Contractor shall provide the Engineer with the project site, the Contractor will provide the Engineer with contact information for at least one contact person with the project file, and at the end of their serviceable life, all mats and anchors should be recycled and re-used as post-consumer material.

Installation:

EXAMPLE MANUFACTURER INSTALLATION DRAWINGS:





www.airfieldmats.com

Airfield COUNTY AIRPORT AUTHORITY
PURCHASE ORDER

Page - 1

Order Date: 8/30/2011

P.O. # 43966

Airfield Mat Systems
7396 Skyline Drive
Delray Beach FL 33446

Ship To: **Airfield** County Airport Authority
Airfield County Airport
1 Church Road
Mifflin PA 15117

Delivery Instructions:

Original Order Number:	00018057	Govt. Agency Code:	Agreement #
Original Order Type:	OR	Govt. Agency Contract:	Agreement Supplement:
Dept:	ACBP		Spec #

Line	Item Number	Description	Quantity	UOM	Unit Price	Total
1		Football mat FM-1 DPT w/ 8" anchors	36	EA		
2		Football mat M-1 DPT w/ 12" anchors	37	EA		
Total						

VENDOR MUST SUPPLY M.S.D.S. FORM #174 WHEN APPLICABLE

Phone: _____

Buyer: 

TO INSURE PROMPT PAYMENT for services and/or materials, a DUPLICATE INVOICE bearing the above PURCHASE ORDER NUMBER must be mailed to:

County Airport Authority, Int'l Airport, Finance Department, P.O. Box 12370,

A DELIVERY TICKET, showing the above purchase order number must accompany merchandise. Each package must be identified with this purchase order number.

PAYMENT TERMS: Net 30 Days

County Airport Authority is exempt from payment of the State Sales Tax and Federal Excise Tax.

VENDOR'S COPY