



## SHOOTING RANGE PROPOSAL



# **Riverside Police Department Firing Range Modification RFP No. 1936**

Quotation Number: 117356

Prepared by: Chris Hart

Action Target Inc., 3411 Mountain Vista Pkwy, Provo, UT 84606 / Tel: 801-705-9149

## **Statement of Understanding and Approach**

The requested performance in this RFP has specified a Turning Target that is manufactured solely by Action Target. The demolition of the current target retriever will be handled by 2 Action Target customer service employees to ensure good customer service and quality demolition. The installation of the new Turning Targets will also be handled directly by an Action Target Installation team of 3.

# Company Information:

## THE ACTION TARGET ADVANTAGE

### **PARTNERING WITH THE INDUSTRY PIONEER**

For over 30 years Action Target has been analyzing customers' needs, persistently innovating, and enthusiastically pushing the industry's proverbial envelope. We've made it our prerogative to define and trail-blaze the shooting range business. What's in it for you? For starters, you have the opportunity to revolutionize your customers' shooting experience with Action Target's smart and connected products. Your range will undoubtedly earn the reputation for providing the most immersive and engaging shooting environment available. What's more, as our products evolve, you will be able to seamlessly integrate our new systems into your range. Partnering with Action Target puts you, and keeps you, ahead of the curve.

### **WHAT MAKES ACTION TARGET A TRUE TURNKEY PROVIDER?**

What exactly is a "turnkey provider"? Simply put, Action Target is a one-stop shop. You don't need to worry about all the moving parts and how they sync up because we've got it covered. We will provide you with talented designers, expertly engineered equipment, vigilant project managers, and a responsive customer support team. Furthermore, auxiliary offerings such as best-in-class HVAC systems, a metals recycling program and waste management services ensure that your range runs optimally and in accordance with government regulations. We've also partnered with security experts and top tier firearms instructors to give you access to a premier security system and cutting-edge training curricula.

### **Company Information**

Chris Hart is the point of contact for the Riverside Police Department Firing Range Modification. His office number is 801-705-9149 and works at Action Target Headquarters, 3411 S. Mountain Vista Pkwy, Provo Utah 84606, USA.

Action Target is a Corporation.

# Company Personnel:

## MEET YOUR ACTION TARGET TEAM

Action Target's approach to projects as such is to form cross-functional teams to ensure a timeliness and accuracy from the bidding phase through delivery and warranty. The primary team responsible for the production, delivery, and installation of your range is as follows:



**CHRIS HART, RANGE CONSULTANT** - chrish@actiontarget.com

Chris is Action Target's range consultant for the Southwestern United States. He assists the team by evaluating shooting range needs and providing detailed range building requirements, range drawings, and budgets for range equipment. Since joining Action Target in 2005, Chris has completed over 175 shooting range projects, including the largest commercial indoor range and the first indoor shotgun range in the US. Chris is a competitive shooter in 3-Gun and IDPA shooting competitions.

**Notable shooting range projects:** - Los Angeles PD - San Mateo County Sheriffs - Alameda County Sheriffs - Centennial Gun Club - C2 Tactical - TNT Shooting Center - Ready Gunner - Kansas City PD - FBI Chicago.



**MICHAEL BIRCH - CHIEF EXECUTIVE OFFICER**

Michael Birch joined Action Target as the Chief Executive Officer in February 2014. Prior to this, Birch worked as a Vice President and General Manager at Boart Longyear, the world's largest mineral exploration drilling company. Birch began his career at Black & Decker where he worked in varying sales and marketing leadership positions, culminating in his assignment as a General Manager over Baldwin Hardware. Birch received a bachelor's degree in Business Management from Brigham Young University.

Headquarters: 801-377-8033



**SCOTT WRIGHT - CHIEF FINANCIAL OFFICER**

Scott Wright joined the Action Target team in March 2017 as Chief Financial Officer. Mr. Wright has over 20 years of accounting and finance experience, including time as CFO and Co-founder of Molio, a venture backed digital advertising company that redefines how brands engage with consumers. His experience also includes service as CFO of Orabrush, Inc, an oral hygiene consumer packaged goods company; Hansen Information Technologies, a mid-sized software application company; Vice President of Finance for Infor Global Solutions; and Audit Manager for Ernst & Young and KPMG. Scott obtained his bachelor's and master's degrees in accounting from Brigham Young University. He is also a CPA.

Headquarters: 801-377-8033



#### **KEVIN TOMASZEWSKI - VP OF ENGINEERING & MARKETING**

Mr. Kevin Tomaszewski joined Action Target in March 2014 as Vice President of Engineering and Marketing. During his career he spent over 17 years in progressive leadership roles with market-leading corporations such as Black & Decker, Cooper Industries (Eaton) and Boart Longyear where he gained significant experience in consumer and industrial products supporting residential and commercial construction, energy and mining markets.

Headquarters: 801-377-8033



#### **KYLE BURDETTE - Product Management and Installation**

Kyle Burdette currently serves as the Vice President of Quality Management for Action Target, where he manages the customer service and technical support, range design, installation, and project management departments. Burdette has been with Action Target for more than 20 years and previously held the position of Director of Marketing. Prior to joining Action Target, Burdette spent two years as an advertising manager for a publishing company in Utah. Burdette received his Bachelor of Science degree in Advertising from Brigham Young University.

Headquarters: 801-377-8033

# Experience and References

| Name  | Address & Phone Number                                 | Services Provided   |
|---|--|---|
| Boulder Police Department<br>Scott Little                     | 1805 33rd st<br>Boulder, CO 80301<br>(303)441-3477     | Retrofit to new Turning Target System                     |
| Tempe Police Department<br>Kyle Schmidt                       | 120 E 5th st<br>Tempe, AZ 85281<br>(480)350-8554       | Retrofit to new Turning Targets, DRM Pro and Combat Walls |
| Milwaukee County Sheriffs Office<br>Detective William Cieslik | 9225 s 68th st.<br>Franklin, WI 53132<br>(414)248-6009 | New Turning Target System                                 |



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/24/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| <b>PRODUCER</b><br>Diversified Insurance Group<br>136 E. South Temple Street<br>Suite 2300<br>Salt Lake City UT 84111                                  | <b>CONTACT NAME:</b> Ramona Smith<br><b>PHONE (A/C, No, Ext):</b> (801)325-5000<br><b>FAX (A/C, No):</b> (801)532-2804<br><b>E-MAIL ADDRESS:</b> rsmith@diversifiedinsurance.com  |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
|--|---|-------------------------------|--------|--|-------|----------------------------------|-------|------------------------------|-------|--|-------|------------|--|------------|--|
| <b>INSURED</b><br>Action Target, Inc., Law Enforcement<br>Targets, Inc & Action Target-Nevada, LLC<br>3411 South Mountain Vista Pkwy<br>Provo UT 84606 | <table><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A: Twin City Fire Insurance Co</td><td>29459</td></tr><tr><td>INSURER B: Trumbull Insurance Co</td><td>19682</td></tr><tr><td>INSURER C: WCF Mutual Ins Co</td><td>10033</td></tr><tr><td>INSURER D: Advantage Workers' Compensation Ins</td><td>40517</td></tr><tr><td>INSURER E:</td><td></td></tr><tr><td>INSURER F:</td><td></td></tr></table> | INSURER(S) AFFORDING COVERAGE | NAIC # | INSURER A: Twin City Fire Insurance Co | 29459 | INSURER B: Trumbull Insurance Co | 19682 | INSURER C: WCF Mutual Ins Co | 10033 | INSURER D: Advantage Workers' Compensation Ins | 40517 | INSURER E: |  | INSURER F: |  |
| INSURER(S) AFFORDING COVERAGE  | NAIC #  |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER A: Twin City Fire Insurance Co   | 29459   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER B: Trumbull Insurance Co   | 19682   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER C: WCF Mutual Ins Co   | 10033   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER D: Advantage Workers' Compensation Ins   | 40517   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER E:   |   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |
| INSURER F:   |   |                               |        |  |       |                                  |       |                              |       |  |       |            |  |            |  |

**COVERAGES**

CERTIFICATE NUMBER: Std &amp; Umb 2018

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE  | ADDL INSD                                    | SUBR WVD | POLICY NUMBER   | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS  |
|----------|--|--|----------|---|-------------------------|-------------------------|---|
| A        | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY<br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br><input checked="" type="checkbox"/> \$25,000 Deductible<br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC<br>OTHER: |  |          | 34CESOF4682   | 5/26/2018               | 5/26/2019               | EACH OCCURRENCE \$ 1,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000<br>MED EXP (Any one person) \$ 10,000<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 5,000,000<br>PRODUCTS - COMP/OP AGG \$ 2,000,000 |
| B        | <input checked="" type="checkbox"/> AUTOMOBILE LIABILITY<br><input checked="" type="checkbox"/> ANY AUTO<br>ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS<br>HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS   |  |          | 34UUNVT9862   | 5/26/2018               | 5/26/2019               | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000<br>BODILY INJURY (Per person) \$<br>BODILY INJURY (Per accident) \$<br>PROPERTY DAMAGE (Per accident) \$<br>Comp/Coll Deductibles \$ 1,000/\$1,000                                       |
| A        | <input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR<br>EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE<br>DED <input checked="" type="checkbox"/> RETENTION \$ 10,000   |  |          | 34XSON0784  | 5/26/2018               | 5/26/2019               | EACH OCCURRENCE \$ 6,000,000<br>AGGREGATE \$ 6,000,000  |
| C        | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY<br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below   | Y/N<br><input checked="" type="checkbox"/> N | N/A      | 1035254-UT<br>3362015-AZ, CT, FL, GA, MN, NM<br>OR, PA, SC, TX&WI | 1/31/2019<br>1/31/2019  | 1/31/2020<br>1/31/2020  | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000                                 |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER**

maddiet@actiontarget.com

Evidence of Insurance Coverage

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Ramona Smith/RTS1

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**Quality Control:**







# ACTION TARGET INC. REPAIR WARRANTY

### **What does this Repair Warranty Cover?**

During the Repair Warranty Period (defined below) and within a reasonable amount of time after receipt of Customer's written notice of a concern or problem with Action Target's work, material, or equipment (collectively, "Work"), Action Target will repair or replace (at Action Target's election) such Work that prove to be defective.

### **What is the Repair Warranty Period?**

The "Repair Warranty Period" shall commence on the date Action Target's Work is Substantially Complete, whether or not actual use of such Work begins on the Substantial Completion date. The term "Substantially Complete" means that point in time when all or a portion of the Work is sufficiently complete so that the Customer can use the Work for its intended use or purpose. The Repair Warranty Period shall expire one (1) year after the Substantial Completion date.

### **What does this Repair Warranty NOT Cover?**

Action Target shall have no obligation to repair or replace the Work if the Work was (collectively "Exclusions"):

- Improperly used by Customer or others (i.e., such use exceeded the operational and/or functional scope for which it was intended);
- Not properly maintained by Customer in accordance with Action Target's Operations and Maintenance Manual.
  - Regular maintenance items to be performed by Customer include, but are not limited to, the following: light bulbs, circuit breakers, batteries, filters, oil, grease, any consumable items, etc.;
- Modified or altered by Customer or others;
- Damaged or rendered inoperative as a result of:
  - The acts or omissions of the Customer or others, including, but not limited to:
    - Failure to implement recommended protection and/or armoring measures;
    - Failure to comply with the manufacturer's printed instructions;
  - Acts of nature, including, but not limited to, lightning, flood, fire, earthquake, etc.;
  - Primary or secondary bullet strikes to or from non-impact surfaces (e.g., ceiling or wall baffles, moving target tracks, target trolleys, target stands, target holders, etc.);
  - Inadequate, incorrect, or unstable electricity supply;
  - Exposure to environmental conditions that exceed the scope of the product's design;
  - The use of ammunition outside the intended scope of the product's design;
- Not operated in compliance with all applicable building, mechanical, plumbing, and electrical codes;

**ACTION TARGET'S REPAIR WARRANTY DOES NOT COVER LIABILITY FOR ANY LOSS, COST, DAMAGE, OR EXPENSE OF ANY KIND, INCLUDING LOSS OF REVENUE IN CONNECTION WITH THE SALE, MAINTENANCE, USE, OPERATION, OR REPAIR OF ANY ACTION TARGET PRODUCT.**

**ACTION TARGET'S REPAIR WARRANTY DOES NOT INCLUDE ANY OTHER WARRANTIES, AND CUSTOMER HEREBY WAIVES, RELEASE AND DISCLAIMS ANY AND ALL OTHER EXPRESS OR IMPLIED WARRANTIES, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. THIS WARRANTY IS NOT ASSIGNABLE OR TRANSFERABLE BY CUSTOMER, BY OPERATION OF LAW, OR OTHERWISE. ANY ASSIGNMENT OR TRANSFER OF THE REPAIR WARRANTY SHALL VOID THE REPAIR WARRANTY.**



## REPAIR WARRANTY

### What Will We Do To Correct The Problem?

Should Customer believe that any part or portion of the Action Target Work is defective and subject to the Repair Warranty, Customer shall: (i) notify Action Target within the Repair Warranty Period of the specific part or portion of the Work that is allegedly defective, and (ii) if the allegedly defective portion of the Work can be returned to Action Target, obtain a Return Authorization from Action Target before returning the same. Should a part or portion of the Work be received by Action Target from Customer (i) for which no Return Authorization has been given, (ii) which is received by Action Target after the Warranty Period, (iii) is not defective, or (iv) has been or appears to have been damaged or rendered inoperative due to one of the Exclusions (discussed above), Action Target (i) shall have no duty to repair or replace such allegedly defective part or portion of the Work, and (ii) shall only return the allegedly defective part or portion of the Work to Customer at Customer's expense. Should Customer elect to have Action Target repair or replace the allegedly defective part or portion of the Work (at Customer's expense), Action Target will repair or replace such allegedly defective part or portion of the Work at Action Target's then current retail price.

### What Must You Do To Keep The Warranty In Effect?

1. Customer should conduct and document regular range checks and maintenance as outlined in the O&M Manual (Owner's Manual).
2. If a product does not function correctly, *stop using it immediately and contact Action Target*. Continuing to use any Work that is malfunctioning may cause further damage and/or injury.

### Can I Purchase An Extended Warranty?

An extended warranty and/or maintenance package may expand your coverage beyond the conditions outlined in this standard warranty, but does not exist unless explicitly stated in writing.

### Questions may be directed to Action Target Technical Support:

Telephone: (877) 852-2418  
Email: [technicalsupport@actiontarget.com](mailto:technicalsupport@actiontarget.com)  
Address: Action Target Technical Support  
3411 S. Mountain Vista Pkwy  
Provo, UT 84601  
USA

*I have read and understand the terms of Action Target's repair warranty as detailed above:*

|                     |  |
|---------------------|--|
| <b>Printed Name</b> |  |
| <b>Organization</b> |  |
| <b>Signature</b>    |  |
| <b>Date</b>         |  |

# Quality Assurance:



# Action Target Range Services Division

## Our Mission

The Range Services Division executes Action Target's strategic objective to be a turn-key shooting range solution. We protect lives and livelihoods by providing ranges with ongoing technical support, maintenance, and range operation services.

## Fundamental Keys to Success

Plan and prepare with accuracy.

Execute with diligence and consistency.

Communicate constantly.

## Lighthouse Principles

We consistently create raving fans.

We keep all promises, commitments, and deadlines.

We effectively organize and manage our time.

We act with integrity and professionalism.

We exemplify start-to-finish accountability.

We are thoroughly prepared for every situation.

We communicate constantly and clearly.

We document constantly and clearly.

We protect and conserve Action Target resources.

We seek out and integrate corporate knowledge.

We are team players.

We continue learning and developing professionally.

We focus on safety.



# Executive Summary of QA/QC

For 30 plus years Action Target has been learning and growing in the shooting range industry. From starting out with a simple turning target to becoming one of the leading manufacturers of firing range products and ranges. Action Target has developed with the market and grown to accommodate the needs of the range owners, both Law Enforcement and Commercial users. Part of that growth includes providing the best equipment and ensuring it meets the customers expectations for years down the road.

Part of the Action Target Advantage comes for years after the installation of your new range or products. We know that shooting ranges are used hard so we strive to provide the best customer service on the market. With goals to communicate constantly and clearly within our organization and with our customers we accomplish the needs of our customers quickly and efficiently.

We know how valuable range time is and the importance of having equipment that works. We work to provide the best equipment up front through process that take years to test and try and beta test the product before we release. We know that things happen on the range and sometimes parts fail so we have made it our duty to quickly asses the needs and provide the fix for the ranges.

# PRICING TABLE

| ITEM  | PRICE       |
|---|-------------|
| Indoor Fixed Lateral 360<br><b>(6) Fixed Lateral 360</b> <ul style="list-style-type: none"><li>-Reliable and smooth electric actuator</li><li>-360 degree turning for shoot/no shoot training scenarios</li><li>-(1) Fixed master control screens with (2) wireless tablet controllers</li><li>-Targets move along rail with ease</li><li>-Includes clutch system and heavy duty clamps that are capable of withstanding frequent use</li><li>-Target Spacing easily adjusted</li></ul> | \$39,500.00 |
| Removal and Disposal<br>Removal and disposal of six range targeting rails, motors and controllers, repairing any damage or opening caused by removal of equipment.<br>Removal and disposal of one horizontal rail motor and target holder at the end of the firing range, repairing any damage or opening caused by removal of equipment.   | \$6,500.00  |
| Installation of New Equipment<br>Includes Prevailing wage rates for installers <ul style="list-style-type: none"><li>-Installation of Fixed Lateral 360</li><li>-Installation of Dimmable LED lights and a controllable red/blue strobing system to replicate police bar.</li><li>-To provide and install all required electrical modifications for installed sytem</li></ul>   | \$24,800.00 |
| Shipping  | \$1,500.00  |

Total    \$72,300.00



# TERMS & CONDITIONS

*Action Target Inc. may be referred to as "Action Target" or "ATI" throughout this proposal.*

|  |  |
|--|--|
| <b>PROPOSAL DATE</b>                     | May 29, 2019   |
| <b>PROPOSAL VALIDITY</b>                 | 60 days from May 29, 2019  |
| <b>WARRANTY</b>                          | 12 months from the date of substantial job completion  |
| <b>PAYMENT TERMS</b>                     | <ol style="list-style-type: none"><li>1. Net 30</li><li>2. All prices are USD.</li><li>3. You must reference the Order Number on your purchase order to secure the best price.</li><li>4. ATI reserves the right to adjust installation costs based upon the actual site conditions encountered.</li><li>5. Unless explicitly itemized, price does not include taxes, duties, offset, VAT, bonds, fees, assessments, licences, permits, mandatory wage requirements, other regulatory costs that may be applicable to the job site, or anything else not expressly identified in this proposal.</li><li>6. Price applies to range equipment and systems only. It does not include site preparation, construction, trusses/baffle supports, electrical, conduit, or any other work not directly contained in ATI's scope of work.</li><li>7. Payments shall be made to "Action Target Inc." via wire transfer</li></ol> |
| <b>SHIPPING TERMS</b>                    | <ol style="list-style-type: none"><li>1. FOB destination: prepaid</li></ol>  |
| <b>DELIVERY &amp; INSTALLATION TERMS</b> | <ol style="list-style-type: none"><li>1. Manufacturing shall take no fewer than 12 weeks.</li><li>2. Full factory installation.</li><li>3. Installation shall span approximately 14 calendar days.</li><li>4. Installation cost is based upon having forklift and scissor lift access. If forklift and scissor lift access is not available, the installation cost will increase.</li></ol>  |
| <b>ACTION TARGET RESPONSIBILITIES</b>    | <ol style="list-style-type: none"><li>1. Consultation and recommendation of optimal range design.</li><li>2. Design of ranges for complete ballistic containment.</li><li>3. Procurement, engineering, cutting and painting of ballistic steel plate.</li><li>4. Manufacture of targets and control systems.</li><li>5. Provision of sound attenuation material and installation as part of range design as called out on ATI drawings.</li><li>6. Design, engineering, and supply of HVAC systems provided by ATI.</li></ol>  |
| <b>CUSTOMER RESPONSIBILITIES</b>         | <ol style="list-style-type: none"><li>1. Engineered stamped drawings for all hanging points, seismic engineering/components and/or ATI provided equipment.</li><li>2. Permits, licenses, special insurance requirements, bonds (when applicable), taxes, regulatory costs, or any other special fees unknown at this time.</li></ol>   |

3. Concrete work including slabs, footings, and walls, floor trenching and wall notching (if applicable).
4. Structural work of any kind, including structural supports, canopies, shade structures, etc.
5. Engineering of ceiling or roof structures, trusses, beams cross-members, columns or pillars to accommodate baffle, trap, target systems, lighting and HVAC equipment weight loads. Weights and load points will be provided in ATI drawings for utilization by the general contractor, engineer or architect.
6. Drop ceiling behind the safety ceiling at the firing line or other light fixtures in this area.
7. Heating, ventilation, and air conditioning (HVAC), unless HVAC services are specifically priced into quotation as being supplied by ATI.
8. Gas piping.
9. Temporary power (including 3 phase, if necessary).
10. Temporary lighting.
11. Supplying of electrical services, electrical outlets, conduit(s), junction boxes, disconnects, stub-outs and lighting of any kind. Range lighting shall be provided by general contractor or owner.
12. 120-volt power to the control panel, control conduits, and dedicated analog phone line to DDC panel, labor to assist ATI's control technician with pulling in all necessary low voltage cable (all control conduits are required to have pull strings installed prior to arrival of ATI's start-up technician), labor and hardware to install DDC control panels in the building and on the roof, dedicated 120-volt circuit to the control pipe and wire for the evaporative cooler section fill and drain valves.
13. Power and disconnect switches to all equipment per local code and manufacturer's requirements on the equipment, VFDs for the electrical contractor to mount and wire (ATI will only supply low voltage wire connections).
14. Range lighting controls and wiring.
15. Gas, water, and drain piping to the ventilation equipment set by ATI;
16. Life safety devices including duct smoke detectors.
17. Lead control & reclamation prior to, at the time of install, or thereafter.
18. Equipment off-loading at job site upon arrival and subsequent transfer of equipment into range facility from off-loading site or equipment storage area.
19. Cutting, coring, sealing and/or patching of any wall surfaces, roof surfaces, and or concrete (if applicable).
20. Additional fees related to "customization" of product or work otherwise identified as "custom".
21. Action Target MUST have temporary internet access at the facility to program HVAC controls. HVAC maintenance personnel must be present for commissioning to learn troubleshooting for post sign-off.
22. Provision of suitable, protected location for air compressor (if applicable).
23. Any other work, materials or equipment that is not expressly included in the ATI Work.
24. Disposal of construction waste.
25. Wash area and restroom facilities.

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**CONFIDENTIALITY  
COPYRIGHT &  
REPRODUCTION**

This proposal is submitted by Action Target Inc. Any and all information, drawings, specifications and other design documents contained herein is the property of Action Target Inc. and shall not for any reason, whether tangible or intangible, be disclosed,

duplicated, or used, in whole or in part, for any reason other than to evaluate this quote.

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**TERMS &  
CONDITIONS CLAUSE**

This is a summary of standard Action Target Inc. Terms and Conditions. Action Target Inc. reserves the right to change, modify or add to these Terms and Conditions in the final customer contract.

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## AFTERMARKET SERVICES

Your facility is buzzing with excited customers who are eager take their shooting prowess to the next level in your top-of-the line range. You're equally enthusiastic about their experience and want to ensure they keep coming back for more. The last thing you need to worry about is how you're going to maintain your range equipment, keep up with product inventory, or the best way to recycle your brass. So we've has removed the guesswork. For example, Action Target's online store will outfit your range with expert-reviewed goods and our comprehensive metals recycling program makes it easy to turn your spent metals into new ammunition and revenue for your range. Let Action Target take care of the hassle so that you can focus on the most essential part of your business: your customers.



### A PREVIEW OF THE ALL-INCLUSIVE SERVICES WE'VE CREATED FOR RANGE OWNERS LIKE YOU

Curious about how Action Target can help you run a shooting range like a pro? Wondering how we can help ensure your range becomes the "go-to" spot for shooting enthusiasts? We've included snapshots of the following Action Target services to give you some inspiration for making your business boom:

- Range Servicing and Maintenance Training
- Action Target Ammunition
- Action Target Store
- Range Training

- Dealer Program
- Metals Recycling Program
- Security System

# RANGE SERVICING AND MAINTENANCE TRAINING



All that heavy duty equipment in your range requires frequent inspection, regular cleaning, and routine maintenance. This is essential for ensuring the safety of your customers, protecting the environment, and keeping your warranty valid. Many range operators simply don't have the manpower, expertise or time to keep their equipment properly maintained. When lack of maintenance leads to equipment failure, critical operating time is lost. Developing a regularly scheduled maintenance plan with trained Action Target technicians will help you focus your time on the important business of running your range.

## TECHNICIAN VISITS

When Action Target technician visits your range, they will thoroughly inspect your range for signs of wear and assess necessary service protocols. Any products that are in need of maintenance will be taken care of on-site. Whether it be electrical, pneumatic, or physical, our technicians have the skill and knowledge to restore product operation. Our technicians will also perform necessary preventative maintenance, such as greasing, tensioning, filter replacement, and much more.

## ONGOING TRAINING

With every visit, your Action Target certified technician will conduct ongoing training on all your systems. In addition to maintenance procedures, technicians will educate your staff about with OSHA/EPA rules and regulations, safe lead handling, respirator fit testing and use, and personal protective equipment.

## WHERE TO LEARN MORE

If you would like to learn more about Action Target's maintenance services or how you can easily submit a service support request, visit: <https://www.actiontarget.com/services/>.



# ACTION TARGET STORE

## OUTFIT YOUR RANGE AND RETAIL SPACE AT [SHOP.ACTIONTARGET.COM](https://shop.actiontarget.com)

From targets to tactical gear, everything you carry in your range is a reflection of your business. Want to make and keep a good impression? Then you should shop Action Target's online store for the top quality goods you need to make your range and firearms training programs a success. Action Target is very selective about the products we recommend and sell. In fact, we maintain an advisory board of training professionals and industry leaders to advise on the best brands and items to bring to market. You will find an impressive collection of goods within the following categories:

| TARGETS & HOLDERS   | SAFETY & CLEANING EQUIPMENT  | ACCESSORIES & SUPPLIES   |
|---|--|--|
| <ul style="list-style-type: none"><li>• Paper targets</li><li>• Portable steel targets</li><li>• Plastic targets</li><li>• Cardboard targets</li><li>• Target backers</li><li>• Target stands and holders</li></ul> | <ul style="list-style-type: none"><li>• Bullet containment equipment</li><li>• Eye and ear protection</li><li>• Gun cleaning and lubrication</li><li>• Safety and first aid supplies</li><li>• Weapon storage</li><li>• HVAC/DCU filters</li></ul> | <ul style="list-style-type: none"><li>• Range gear</li><li>• Shooting accessories</li><li>• Apparel, bags, and cases</li><li>• Training devices</li><li>• Military supplies</li><li>• Knives and tools</li></ul> |



## KEY STORE FEATURES

- You aren't required to order a minimum quantity. Carry what you want and how much of it you need.
- We can design a custom target to meet your needs and promote your brand.
- Our expert staff have the experience to answer any questions you may have.

## WHERE TO LEARN MORE

To get an in-depth look products and brands we carry, visit the Action Target Store at [shop.actiontarget.com](https://shop.actiontarget.com).

# DEALER PROGRAM

## BECOME AN ACTION TARGET DEALER AND WATCH YOUR BUSINESS BOOM

Action Target wants to help you find every opportunity to turn a profit. So we've developed a first-rate Dealer Program. As a dealer of Action Target Store products, not only will your retail space showcase an unparalleled collection of goods, but you will also receive discounts on products that you already need. In a nutshell, you're getting free money. There's simply no way to lose with this program. Sit back and look forward to pumping up your margins and boosting your bottom line.



We currently offers three dealer classification levels to meet the purchase power of any range:

- **Silver Level:** For dealers with a \$500 - \$1,500 annual purchase volume.
- **Gold Level:** For dealers with a \$1,500 - \$8,000 annual purchase volume.
- **Platinum Level:** For dealers with greater than an \$8,000 annual purchase volume.

## WHERE TO LEARN MORE

If you'd like to know more about how to become a dealer, contact your Action Target Sales Manager or Action Target Customer Service at **Tel:** (877) 852-2418 or **Email:** [support@actiontarget.com](mailto:support@actiontarget.com).



# METALS RECYCLING PROGRAM



## THE EASIEST AND MOST PROFITABLE WAY TO RECYCLE YOUR BRASS AND LEAD

Lead containment and disposal. It's the dark underbelly of owning and operating a range. What's more, if you don't do it right, you risk harming your customers and your environment. Not to mention hefty government fines. So, we developed the Action Target Metals Recycling Program. Not only is the program certified, comprehensive, and convenient, but you also get a competitive rate for your metals. You also earn a 10% bonus when you apply your credit toward Action Target Store products. To put it simply, this is the most lucrative system of its kind and you don't have to deal with the dirty work.

## HOW IT WORKS

- Collect and package lead, brass, and HVAC/DCU filters from your range.
- Schedule a pickup with Action Target and lock in your LME (London Metal Exchange) spot pricing by calling (801) 876-2442.
- We will pick up your lead, brass, and filters within 72 hours and credit your account.
- You can use your credit to purchase ammunition and other supplies you need for your range at the Action Target Store: <https://shop.actiontarget.com/>.

## KEY PROGRAM FEATURES

- Compliant with OSHA and EPA regulations
- Convenient packaging, metals pickup, and HVAC filter disposal.
- Maximize your profit by using the value of your lead and brass for discounted dealer pricing on range supplies and ammunition.
- Get an additional 10% in credits to use at the Action Target Store when you use all of your metals recycling credit from a full recycle payout (e.g. If a full recycle payout yields \$5,000 in credit and that credit is used at the Action Target Store then you will earn an additional \$500 in credit).

## MORE INFORMATION

For more information about the Metals Recycling Program, visit <https://www.actiontarget.com/products/metals-recycling/>.

# ACTION TARGET AMMUNITION



## INDUSTRY PRICING FOR ACTION TARGET AMMO

Interested in saving even more money on range supplies? Once you've enrolled in the Metals Recycling Program, you can use the value of your lead and brass to get competitive industry pricing on Action Target ammo for your range. We carry the most popular calibers, including .380, 9mm, 10mm, .40 S&W, .45 ACP, 38 Special, and .223 Rem. Need another caliber? Just let us know.

## KEY FEATURES

- Our ammunition is manufactured only from premium components sourced from the best suppliers.
- 100% warranted to be free of defects in workmanship and materials.
- All of our ammunition is loaded to SAAMI specifications.
- We keep ammunition in stock for large and small orders.
- We provide free shipping for orders of 50,000 rounds or more with any combination of ammunition.

# RANGE TRAINING

## YOUR ONE STOP SHOP FOR PROFESSIONAL TRAINING COURSES AND CERTIFICATION

Action Target partnered with veteran-owned Team One Network to create newly-designed certification courses for range masters, firearms instructors, shoot house instructors, and range safety officers. These updated courses instruct attendees in new technology in modern shooting ranges, target design, and training tactics. If your range requires professional firearms training and certification courses, rest assured that you have access to instruction of the highest standard and value.



To register for, host, or schedule a class, contact [Team One Network](https://www.teamonenetwork.com) at [info@teamonenetwork.com](mailto:info@teamonenetwork.com).

# RANGE SECURITY

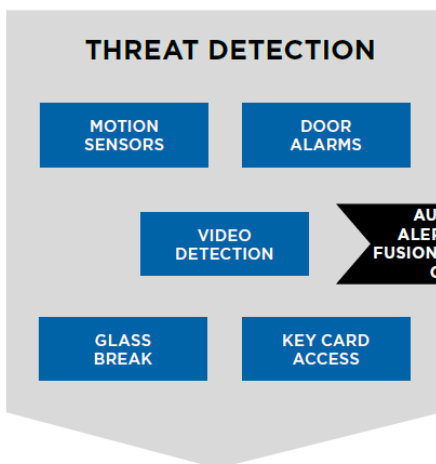
## THERE'S NO BETTER WAY TO SECURE YOUR SHOOTING RANGE INVESTMENT

You don't need us to tell you that building and running a shooting range is a big undertaking and that you want to do everything in your power to protect it. In fact, besides keeping your customers happy, ensuring the security of your investment is no doubt your top priority. So we took your peace of mind upon ourselves by developing the safest and most convenient of range security systems available. To do this we partnered with Fedora Security LLC, a leading global provider of cost-effective, cutting-edge security solutions for commercial and governmental markets. These security systems integrate cutting-edge camera technology, security equipment, highly trained security professionals, advanced monitoring centers, and intuitive user access management tools to provide the industry's best security solution.

## KEY SECURITY SYSTEM FEATURES

- Video confirmation and two-way audio prevent incidents and reduce false alarms to less than 1% (versus the industry standard 90%). This reduces costly visits and improving response times.
- Stay connected, arm/disarm your security system, and view live video feed from anywhere.
- Secure each room or door with key card, biometric, or passcode access systems and manage user access through an easy-to-use cloud-based network.
- A perimeter solution that provides a full duplex audio system, giving the monitoring operator the ability to communicate with and warn a threat while calling law enforcement. This prevents break-ins and property damage from occurring in the first place.
- Full 1080p HD cameras and alarms strategically placed throughout the facility as well as in each lane allow visibility for the range safety officers, range owner, and front desk.

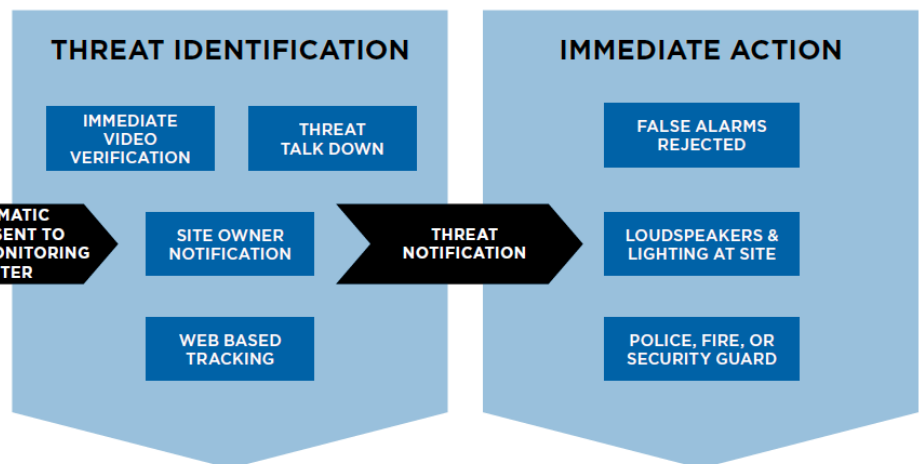
## INDUSTRY STANDARD



**90%**  
**FALSE ALARMS**

Most security solutions only detect and notify. This means nearly all alarms result in emergency calls, with more than 90% being false.

## ACTION TARGET ADVANTAGE



**<1%**  
**FALSE ALARMS**

Our use of advanced technology ensures that only true threats result in emergency calls with less than 1% false alarms. This decreases costs and improves response times.

## WHERE TO LEARN MORE

To learn more about Action Target Security Powered by Fedora, to become a dealer, contact your Action Target Sales Manager: <https://www.actiontarget.com/about/contact-us/range-sales/>.

# METALS RECYCLING PROGRAM



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# HELPFUL LINKS & CONTACT INFORMATION

Thank you for considering Action Target as your shooting range partner. We're here to answer any questions you may have and welcome the opportunity to talk to you more about your business's needs. In the meantime, here are some resources to help you learn more about how Action Target can assist you every step of the way from range planning and installation to maintenance and optimization:

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**COMMERCIAL SHOOTING RANGE  
CATALOG**

<https://www.actiontarget.com/wp-content/uploads/2017/09/ATI-Tactical-Catalog-0717-Web.pdf>

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Feel free to reach out to us at your convenience. Here's some handy contact information:

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**SALES REPRESENTATIVES**

<https://www.actiontarget.com/about/contact-us/range-sales/>

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**ACTION TARGET MAIN LINE**

(801) 377-8033 / (888) 377-8033 (toll free)

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**CUSTOMER SERVICE**

(877) 852-2418 / [support@actiontarget.com](mailto:support@actiontarget.com)

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**ACTION TARGET PHYSICAL  
ADDRESS**

3411 S. Mountain Vista Pkwy  
Provo, UT 84606

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*Action Target Headquarters in Provo, Utah*