

**ALBUQUERQUE PUBLIC SCHOOLS**  
RISK MANAGEMENT  
725 University Boulevard, SE  
P.O. Box 25704  
Albuquerque, New Mexico 87125-0704  
Phone: (505) 842-3767 Fax: (505) 848-9489

March 3, 1999

Subject: **PlaySafe** Recreational Consulting & Services

To Whom It May Concern:

Albuquerque Public Schools (APS) began working with Butch DeFillippo of **PlaySafe** in January 1998.

**PlaySafe** began completing playgrounds audits for all of our elementary schools (79 total). As we received the audits, APS began correcting deficiencies noted and removing equipment we did not feel we could salvage. It had long been the school district's philosophy, that if a piece of equipment did not meet the CPSC guidelines or the ASTM standards, the equipment would be removed and disposed of. During the process of completing playground audits, Dr. DeFillippo made many recommendations for retrofitting equipment, in lieu of disposing of equipment. His recommendations were the catalyst in saving the school district thousands of dollars in equipment that has since been repaired or retrofitted to meet the CPSC guidelines and the ASTM standards.

As equipment was removed and disposed of, the school district began working diligently to replace equipment. We worked with a number of playground equipment vendors, prepared an equipment list of like equipment that all vendors could price. With the assistance of Mr. DeFillippo, we were successful in negotiating a discount of forty-two percent off of list price, which is a significantly deeper discount than the state contract discount.

Mr. DeFillippo has made himself available to the school district for appointments and emergency meetings without any prior notice, returns calls faster than the speed of light, and is always enthusiastic about any project he is working on.

Mr. DeFillippo conducted training for several employees in the school district who took the National Recreational & Park Association Playground Safety Inspector exam. This training was conducted in both a classroom setting and out on playgrounds. This preparation enabled these employees to take and the exam, and helped these employees achieve a level of understanding of the guidelines and standards that could not have been achieved without years of hands on experience.

During the course of this past year, Mr. Defillippo has worked with the school district to develop and design playground areas for existing equipment, to include installation of new equipment. These designs have been instrumental in streamlining supervision difficulties and providing safer play areas for our students.

PlaySafe has been a real resource for APS and we have accomplished so much more working in tandem with PlaySafe than we would have trying to do it on our own. I would strongly encourage any entity that has playground equipment, playground equipment needs, or intends to purchase playground equipment to work with PlaySafe to develop a plan that will be cost effective, time effective, and to spread your dollar as far as it can be spread.

Sincerely,

Lisa Rae Foster

Loss Control Manager