

Location and selection of the premise

1. LOCATION

All over the world ski areas are placed depending on the purposes of application and focus on the selected audience:

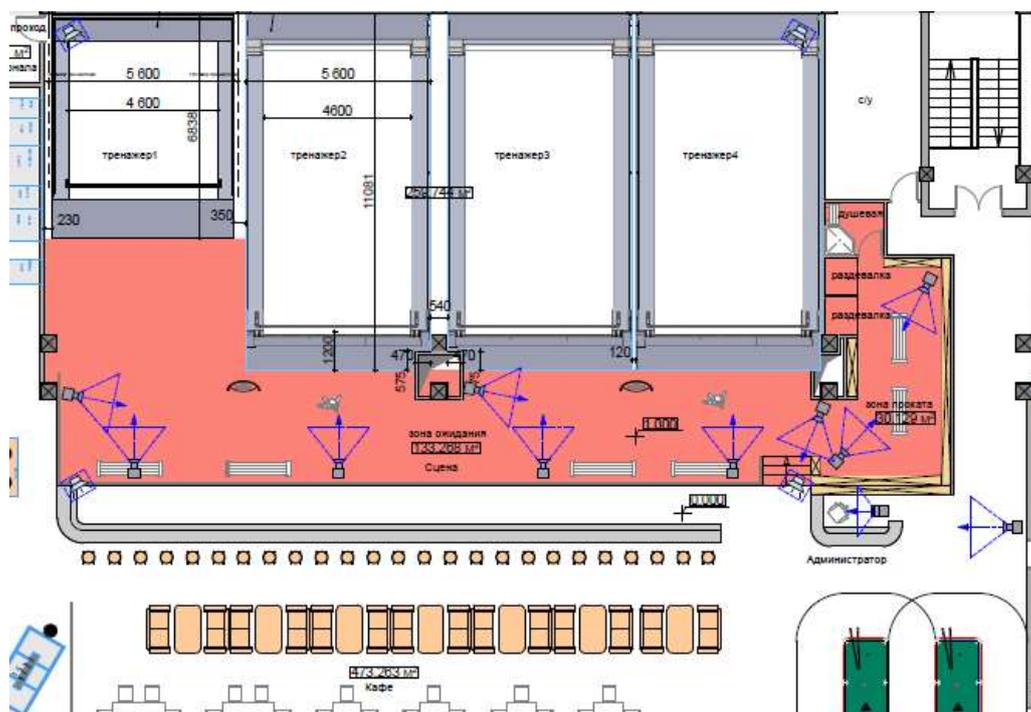
- At ski resorts for beginners fast learning, at sport events for warming up athletes, in athletic training centers for professional sportsmen;
- For fitness, respectively: fitness centers, sports clubs, private homes;
- For the mass consumer in the shopping and entertainment centers, business centers, freestanding buildings, tourist and recreational bases, former halls of cinemas, hangars, air domes, simple overhangs.
- For entertainment in parks, attraction zones, seaside resorts, etc.

2. FOR MASS COMMERCIAL USE

The most suitable is location with the generated constant stream of the target audience, which is permanently in the zone of location. The higher the flow of the target audience, the more sustainable business.

Ideal location is first floor of the mall in the city center with convenient parking and well-developed infrastructure of sports, entertainment, catering - this is a place with a high flow of the target audience and a long stay. Depending on the location of the object and the flow of the target audience, the client's priority motives are evaluated, the concept of the object, the focus of the services and their range are determined.

When placing in mall, in negotiations with the landlord, it should be clearly emphasized that the ski club belongs to the entertainment zone mall and is an anchor tenant, therefore the rental rates are substantially lower than for other operators.



Types of rent: Fixed for 1 sqm or % of turnover or Differentiated fixed if % of turnover is less than then agreed amount.

A successful location is not a dogma. The less ideal the location, the more marketing efforts are needed in the first stage of the club's work. For example, the PROLESKI ski club in Kiev (4 simulators) is located in the mall (GLA = 30 thousand m², the flow is 21 thousand people per week, the frequency of visiting is 1.3 per week) outside the city on the circuit road, in the total absence of pedestrian accessibility and in 20 minutes of car accessibility to the nearest residential area.

It is also advisable to place the club in other real estate objects, the main thing to choose is the convenience of customers' access, parking, location infrastructure, man-place flow, number of simulators, models, etc.

Neighborhood with the places of concentration of the core of the target audience is desirable: bowling, ice rink, entertainment zone, trampoline area, rope park, rock climbing, fitness club, sports centers, swimming pools, ski resort and other active recreation and sports.

NB! The choice of a good location depends on the ability of the room to take the simulator, which depends on the dimensions of the simulator, the level of fire safety, the load on the ceiling and the simplicity of logistics / installation of the simulator. Details - see the document "How to choose a simulator".

The area of the stains of simulators type 2 and type 3 see in the appendix below

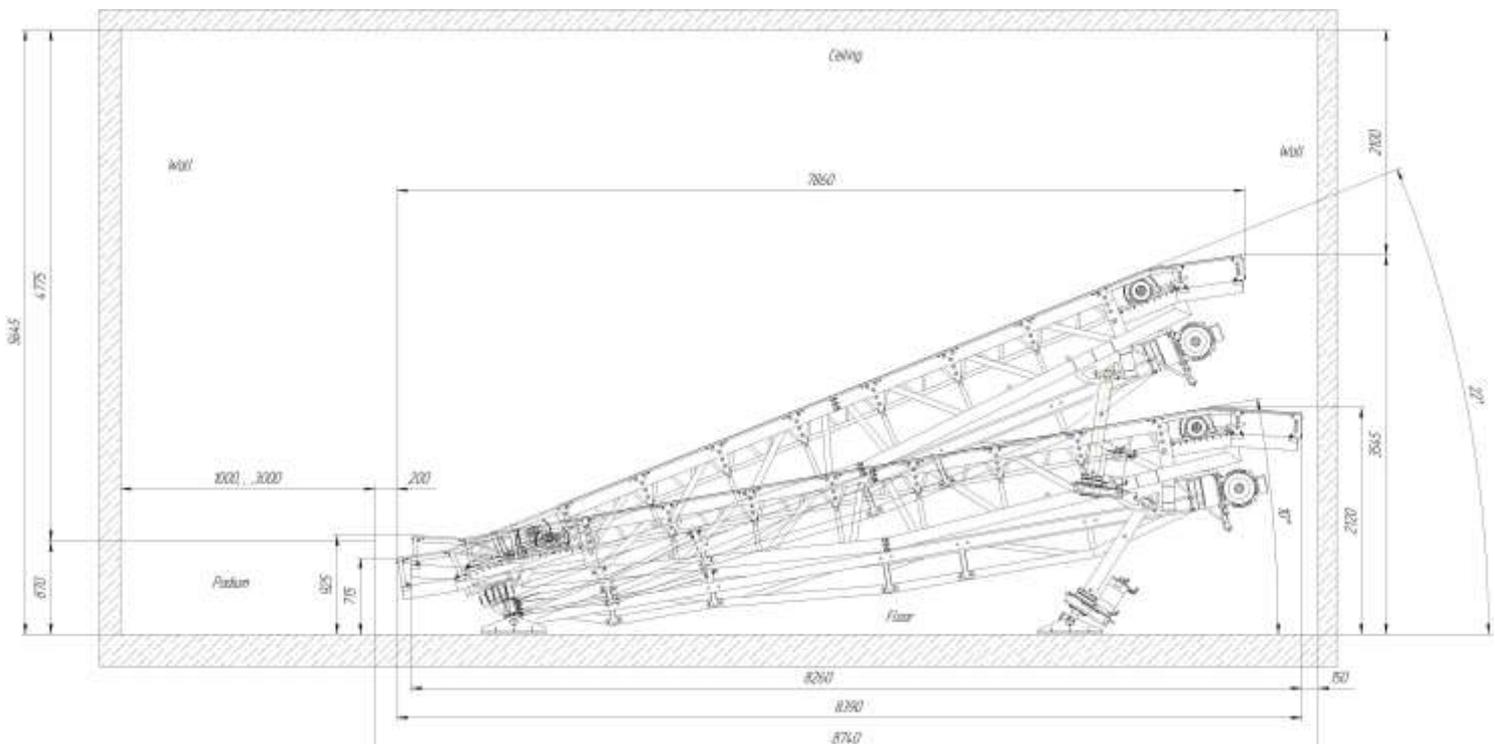
The area of the stains simulators type 1, type 2 +, type 4, mobile simulator, individual models up to 12 meters wide and up to 24 meters long are available on request.

Podium or pit:

In front of the simulator (lower part) you need a place for people to enter and exit (usually in the form of a podium height equal to the height of the bottom platform or the pit / indoors.) The podium and pit are not included in the delivery of simulators and are installed by forces and at the expense of the buyer based on his desire for design and layout. The width of the podium is from 1 m to 3 m, depending on the layout and zoning.

Picture Pro2D

Side view of the simulator.

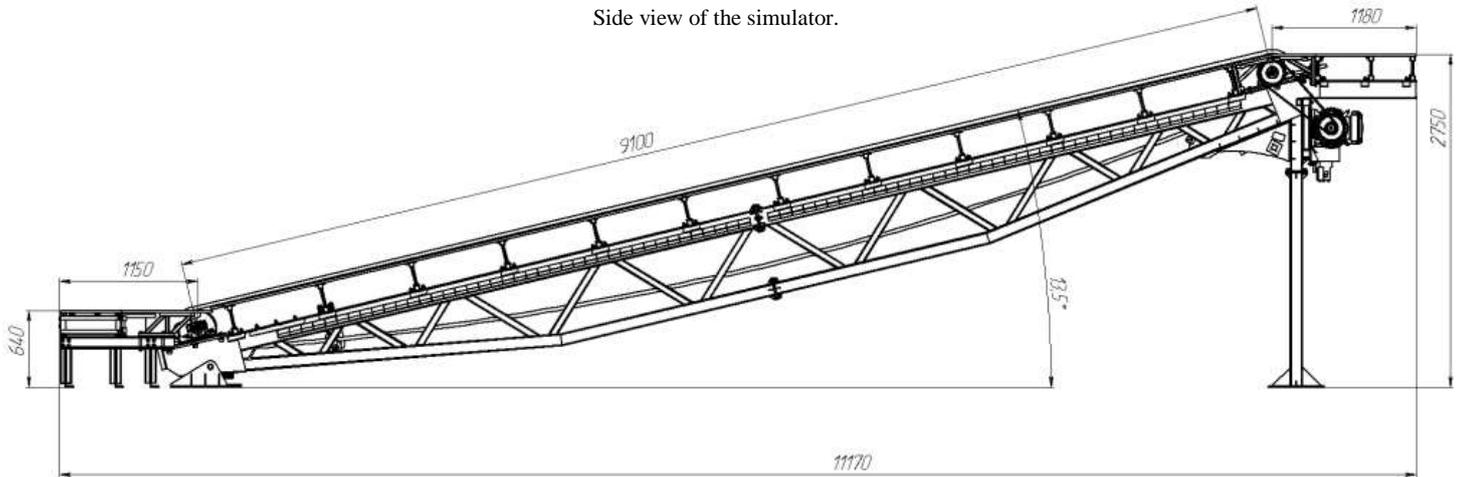


Ceiling.

The height from the level of the upper platform to the ceiling or to the engineering structure (air duct, air conditioning, fan, refrigeration unit, etc.) located above the simulator should be no less than 2100 mm for comfortable placement of a person up to 2 meters.

For example: for Pro 3 ($2750 + 2100 = 4850$ mm), for Pro2D ($3545 + 2100 = 5645$ mm)

Picture Pro3
Side view of the simulator.



If the ceiling is low, then it is possible to limit the maximum angle of the platform.

Slope angle, grad	for comfort, mm	Pro2D		Pro2V		Pro3D		Pro3V	
		Height of the upper platform, mm	Ceiling, mm	Height of the upper platform, mm	Ceiling, mm	Height of the upper platform, mm	Ceiling, mm	Height of the upper platform, mm	Ceiling, mm
10	2100	2120	4220	1685	3785	2653	4753	2218	4318
11	2100	2231	4331	1786	3886	2818	4918	2373	4473
12	2100	2343	4443	1888	3988	2983	5083	2527	4627
13	2100	2453	4553	1977	4077	3146	5246	2680	4780
13,5	2100	2510	4610	2037	4137	3230	5330	2762	4862
14	2100	2568	4668	2097	4197	3313	5413	2843	4943
15	2100	2693	4793	2218	4318	3489	5589	3015	5115
16	2100	2816	4916	2337	4437	3664	5764	3187	5287
17	2100	2939	5039	2456	4556	3838	5938	3357	5457
17,5	2100	3000	5100	2515	4615	3924	6024	3442	5542
18	2100	3061	5161	2575	4675	4010	6110	3527	5627
19	2100	3182	5282	2692	4792	4182	6282	3696	5796
20	2100	3302	5402	2809	4909	4352	6452	3863	5963
21	2100	3421	5521			4521	6621		
22	2100	3545	5645			4689	6789		
recommend a minimum ceiling height, m		5,7 m		4,9 m		6,8 m		6 m	

Area of ski zone:

- Skating area: simulators;
- Preparation area: podium, re-training, storage of equipment;
- reception / cash desk area;

- Staff location;
- Additional: long-term storage area for client equipment, bathrooms, showers.

The area for the ski zone depends on: the model, the quantity of simulators, the variations of placement / layout of the simulators with each other, the shape of the room, the presence of columns, the distance between the columns.

The options for placing next to each other can be:

- situated along the long side
- along the short side
- in front of each other, with service zone between them.

For commercial use it is recommended to install from two and more simulators. Quantity should be calculated based on the characteristics of the location and features of the market.

Depending on the flow of customers, an additional waiting area is required.

The ski area can be supplemented with an automated Proleski Climb climbing wall, Proleski Multisprot (for group running, cycling, skiing) catering, trampoline area, rope park, equipment store.

It is desirable to have a minimum room width of at least 12 meters and a length of more than 14 meters.

The minimum area is from 200 sqm.

We have an opportunity to make recommendations at the design or construction stage of the facility, as well as to design, manufacture, fit equipment into almost any size of the room.

Overlapping the premise starts from 400 kg / m², otherwise the load is carried by a platform, which is agreed with the designers of the building. Modern commercial buildings are built with loads from 300 kg / m². We have examples of installing simulators on the 4th floor of a building with load of 200kg / m². After determining the model of the simulator on request, we send a technical assignment for the installation of the selected model.

Electricity

The simulator should be supplied with an electric three-phase cable with a voltage of 380 V with an earthed central core, an electric power of more than 30% specified in the specification for the simulator. The central earthing bar must be inserted into the room in accordance with the EMP.

Water supply and sewerage

During the work of ski simulators tap water is used to moisten the working surface and give it a better slip. Consumed water volume is up to 6 liters per hour with the work of the 1st simulator. The simulator provides selection of surplus water, for this, the room must be provided with sewerage. In addition, we are able to create a closed loop.

Simultaneously with the **signing of the Contract**, the Customer provides the Manufacturer with the following information: Floor of the ski simulator accommodation, General plan of the premises with indication of all internal dimensions of the room, the number and size of door and window openings, etc., The exact address (if there is - the name of the place, institution, etc.) where the simulator will be used.

Not less than 15 days before the start of installation, the Customer provides the Manufacturer with: Conclusion of the authorized design company on the compliance of the permissible loads on the overlapping

at the installation site, Detailed scheme for supplying electricity and grounding, Detailed scheme of water supply and sewerage.

If you have chosen the development option for the PROLESKI CLUB franchising, then you need to perform the following stages of the room selection:

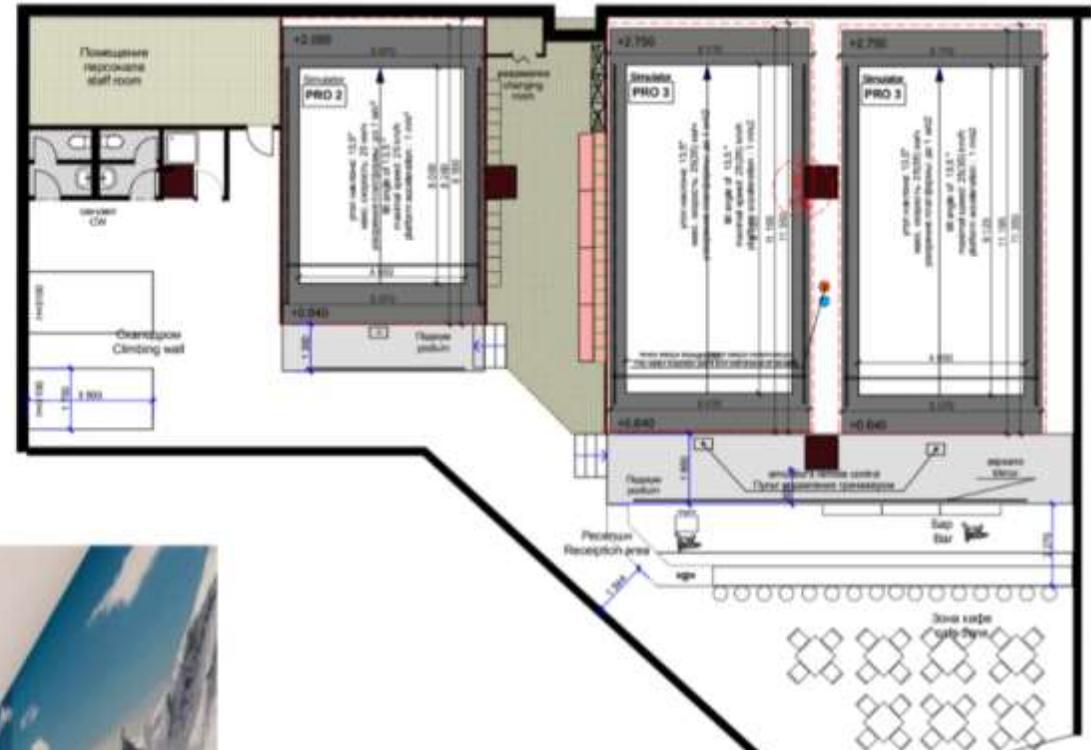
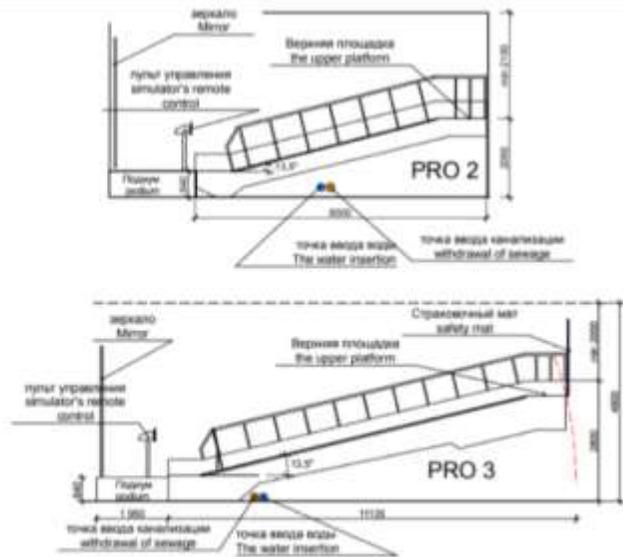
1. choose a place on the city map.
2. determine the quantity and models of simulators, use the file "How to choose a simulator" and the technical capabilities of the premise / room.
3. Fill in details "The evaluation form for the premises" and send the plan of the room in the format .dvg.
4. To receive the conclusion of specialists Proleski Club franchise.
5. Conclude a license agreement for the transfer of a franchise package.
6. Get a zoning of room for the establishment of a ski club and recommendations for further action.

Send us a plan of premises, and we will offer options for equipment placement, zoning space, planning recommendations for effective business conduction.

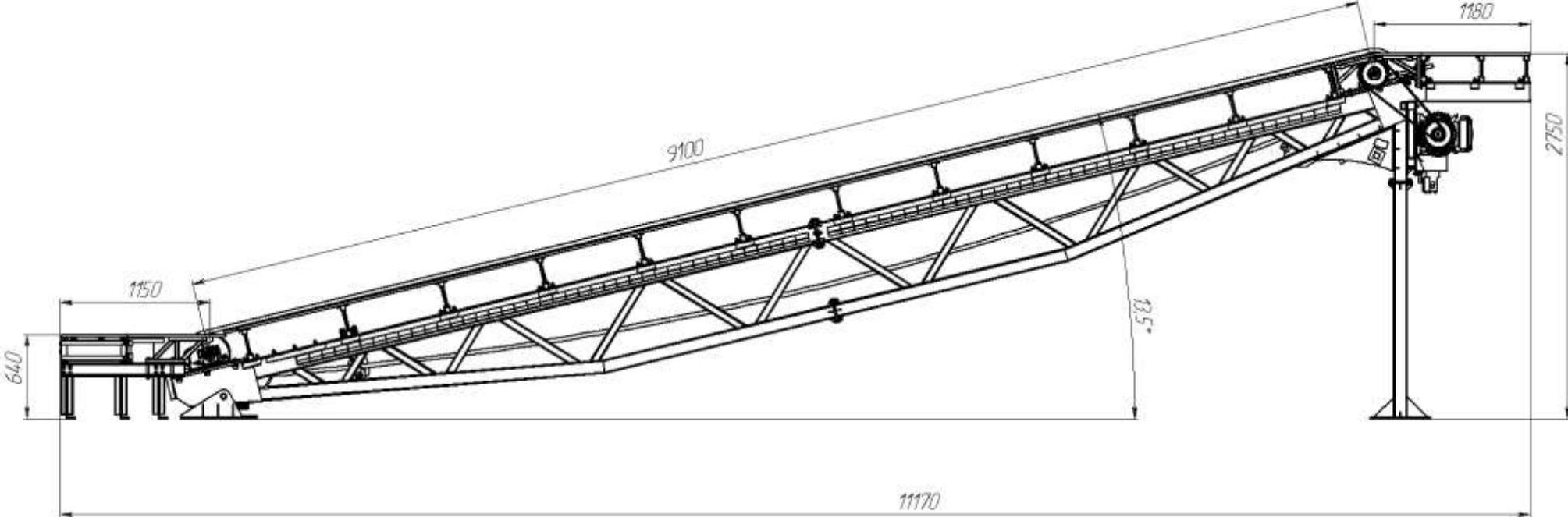
We are interested in the successful development of ski clubs, so we are ready to advise starting from the stage of selection of premises. We will be glad to your questions and requests.

Below you will find examples of zoning, simulator section and so on.

Characteristics	Pro 2	Pro 2V	Pro 2D	Pro 3	Pro 3V	Pro 3D	Notes
Ceiling height with maximal lifting angle of the platform, m	4,15	4,9	5,7	4,9	6	6,8	The recommended ceiling height is determined by the height of the top platform + 2100 mm. If the height of the premise is lower than required, then it is possible to reduce/limit the maximum angle of ascent to the required.
Height of the upper platform with maximal lifting angle, m	2,05	2,8	3,29	2,75	3,87	4,45	This size helps to accurately determine the required ceiling height or the distance from the ceiling to the ski simulator within the maximum tilt angle. Proleski ski simulators are maximally pressed down to the floor and have a wide range of premises and location choice.
Height of the lower platform (podium or window wells), m	0,64	0,64	0,87	0,64	0,64	0,87	Automatic moisturizing system is installed in the lower part of the ski simulator. It is possible to install a fixed control panel or Future control panel. Depending on the size of the premise and the space layout, one can install stairs and/or a podium with stairs to the lower part of the platform. To accommodate the waiting area and shoe-changing zone on the podium, the width of the podium should be at least 2 m, and the height of the podium should be equal to the height of the upper platform. Options: 1. manufacturing and installation of the podium, depending on the features of the premise and its use. 2. supply of carpet for the podium.
Width of the installation spot no less than, m	5,77	5,77	6,2	5,77	5,77	6,2	Taking into account changes of the platform, in the width of the installation spot spacing gaps are provided to the side walls or for the other simulator for the normal operation of the ski simulator: 50 mm for the Optimal series, and 100 mm for the remaining series. Larger dimensions extend the premise selection possibilities and allows to use the area in modern buildings with an intercolumniation of 6 meters effectively.
Length of the installation spot no less than, m	8,41	8,41	8,74	11,27	11,27	11,74	Taking into account changes of the platform, space gaps of 100 mm are provided to the front wall in the length of the installation spot.
Area of the mounting spot of the simulator S, m ²	48,5	49	54,2	65,02	65,02	67,7	
Delivery of the equipment through a standard door/window aperture	5570(L) x 1000 (S) x 300 (h). Maximal 600 kg.						Minimum dimensions of the standard door aperture: 2000 (S) x700 (h). Minimum dimensions of the standard window: 1200 (S) x 1500 (h). It is necessary to take into consideration the length and corridors in the premise. A team of 6-10 men can unload and manually store all parts of the ski simulators of your order in 8 hours. We recommend using a motor-crane for the unloading. We have extensive experience in distributing and unloading "type 3" of the ski simulators through a standard door/window aperture on different floors of the business centers and malls.
Fire safety	The high class of the fire safety allows to place the ski simulator in public places.						The fire safety class of the equipment must not be lower than the class of fire protection of the public building, otherwise additional investments are needed to increase the fire safety class of the building. Fire safety class of the building can be reduced for the lack of fuel oil and hydraulics (by the international requirements for public places, malls, fitness centers, etc.), therefore no additional investment is required.



Picture Pro3
Side view of the simulator.



Picture Pro3
 Mounting spot of the simulator

