

With desire to start your own profitable and fast growing business with **Proleski** equipment by opening of the year-round indoor alpine ski clubs at the real estate units – right now it is easier to realize it, thanks to the fullest and carefully tried and tested practically franchising package **Proleski Club!**

## PROLESKI CLUB Franchising

**Beginning of Proleski franchise:** in 2013 - more detail [on franchise](#).

**Clubs TM PROLESKI CLUB that operate using our franchise:** Kiev (Ukraine), Gdansk (Poland)

We are supplying not just equipment, we are suggesting successful, tested through practice business with detailed description and instructions on its development and administration, which allows not only to save time and money, but also from first days of operation to receive planned profit.

**Franchising package** – is detailed guidance on business starting, development and right to use TM PROLESKI CLUB, author's training method, guidance's for all business processes and interaction, Clients' territory protection, is provided on basis of license contract. Contents of the franchising package are sent by request. We are providing you our own experience and our clients' experience.

**Support in club creating and startup,** trainings carrying out, possibility of top managers personal contribution at all stages of business development.

## Loyalty 2015

For the first club PROLESKI CLUB in your country, along with the purchasing of simulators we are providing franchising package free of cost, for which there are not charges (royalties, marketing payments etc.).

## Proleski simulators

**Beginning of the production:** 2008 – more information about [production](#)

**Total number of the installed simulators:** 24 units

**Know-how:** series Direction – allows changing platform inclinations simultaneously right-left-up-down.

**Invention patents:** Eurasian, Russia, Kazakhstan, Ukraine – [about patents](#)

**Robotic engineering technology:** we are not using hydraulics, we are using electric jacks and accurate positioning system.

**Certificates:** all simulators models have European certificate CE, corresponds to the UL and CB certificated.

**Proleski** is constantly working on the simulators functionality improving for higher sports mastery for achieving of the maximum effect from the training:

- Twice a year carries out examinational analysis;
- Once a year upgrades the model, implements new options and/or provides new models.

## New

Models series is extended, more in series Proleski:

**Series Sport** – for athletes and professionals, even more speed for giant slalom and super carving, skiing at up to **60 km/h.** + enhanced safety factors.

### Options more possibilities:

- ✓ Function «Realness» - allows to experience motion under constant gravity, weightless state, leaps, hills, hole pits, unevenness through the overload from 0,6G to 1G and achieving of the platform motion speed up from 6 to 10 m/s<sup>2</sup>;
- ✓ Function «Transformation» - more freedom: side platform inclinations right-left horizontal: +/- 10°, model of the series Vertical is easily transformed into the model of the series Direction; Vertical → Direction additionally into the series Sport;
- ✓ 8D Vision Series – virtual reality of the alpine skiing: helmet with screen glasses, skis and costume with sensors;
- ✓ With the designer's control board Future;

*Other options indicated in the price list, Annex to the present document*

Newest development: ski disk Slope Disk and series Mobile, for advance orders price will be reduced for 30%;

### Clubs to be opened this year:

- Gdansk (Poland) – in February;
- Norilsk (Russia) – in September;
- Hong Kong (China) – in June;
- Soon there will be other cities – follow our news

## **PROLESKI series**

### **Alpine skis and snowboard:**

Series Optimal – is optimal for beginners and amateurs, platform angle is fixed +13,5 degrees speed of the ski carpet is up to 25 km/h, models: Pro1, Pro2;

Series Vertical – is for beginners and amateurs, platform inclination angle switching vertically is from +9 to +23 degrees, speed of the inclination angle switching is up to 2 m/s, speed up of the platform moving is up to 10 m/s<sup>2</sup> - function “Realness”, speed of the skiing carpet is up to 35 km/h, models: Pro 1V, Pro 2V, Pro 3V;

Series Direction – is for amateurs and experienced skiers, platform inclination angle switching vertically is from +9 to +23 degrees and horizontally is from -10 to +10, speed of inclination angle switching is up to 2 m/s, speed up of the platform motion is 10 m/s<sup>2</sup> – function “Realness”, speed of the ski carpet up to 40 km/h, models: Pro 1D, Pro 2D, Pro 3D;

Series Sport – is for experienced skiers and athletes, speed of the ski carpet is up to 60 km/h, models: Pro 1S, Pro 2S, Pro 3S, Pro1VS, Pro2VS, Pro3VS, Pro1DS, Pro2DS, Pro3DS.

### **Cross-country skis and ski rollers (grass ski):**

Series Cross – by all characteristics it is superior to the existing world analogues. Pro Cross – for beginners, Pro Cross Sport – for improving of the experiences skiers sports mastery, with way through and working place for doctor in sports medicine. Vertical inclination angle switching from -3 to +15 degrees, speed of inclination angle switching is 2 m/s, platform motion speed up is 10 m/s<sup>2</sup> - function “Realness”, models: Pro Cross, Pro Cross Sport.

## How to choose simulator and how many simulators are needed for business?

**Simulator selection** depends on many parameters: club concept, target audience, ceiling height, indoor space configuration, floor loading, target audience experience (beginners, amateurs, experiences, athletes), number of the target audience.

**Concept:** sport/fitness or active recreation, with public catering shop or without it, also there is possible additional filling: shop, rent, service, travel agency. For business location and room layout is important.

**First stage** – is selection of the premises based upon ceiling height and room layout.

**Second stage** – model series selection for the target audience.

There is a possibility to produce simulator according to your requirements, based on your purposes and indoor space characteristics. In fact, we have great experience in load distribution of the simulator weight on the floor up to 200 kg/m<sup>2</sup>.

### It is important to remember, that:

- ✓ Skiing on simulator requires more efforts that on snow – simulator doesn't forgive mistakes, but forms ideal skiing technique, that is why speed on the simulator is lower than 75 km/h, and safety is higher.
- ✓ The bigger inclination angle of the platform, the higher speed of the ski carpet should be.

### It is important to know!

Selection of the simulator depends on the:

- Qualification of the trainee;
- Number of the simultaneously skiing people on the ski carpet;
- Possibilities and characteristics of the indoor space.

Repeated testing of simulators by skiers and snowboarders of all experience levels have showed that for comfort skiing there are flooring parameters needed:

### Optimal sizes for skiing of the grown up person with skis 150 - 170 sm:

**1 person**, required dimensions of the ski carpet (used surface): width 4650 mm, length 3000 mm;

**2 persons** skiing simultaneously, width should be not less than 5850 mm, (6 meters);

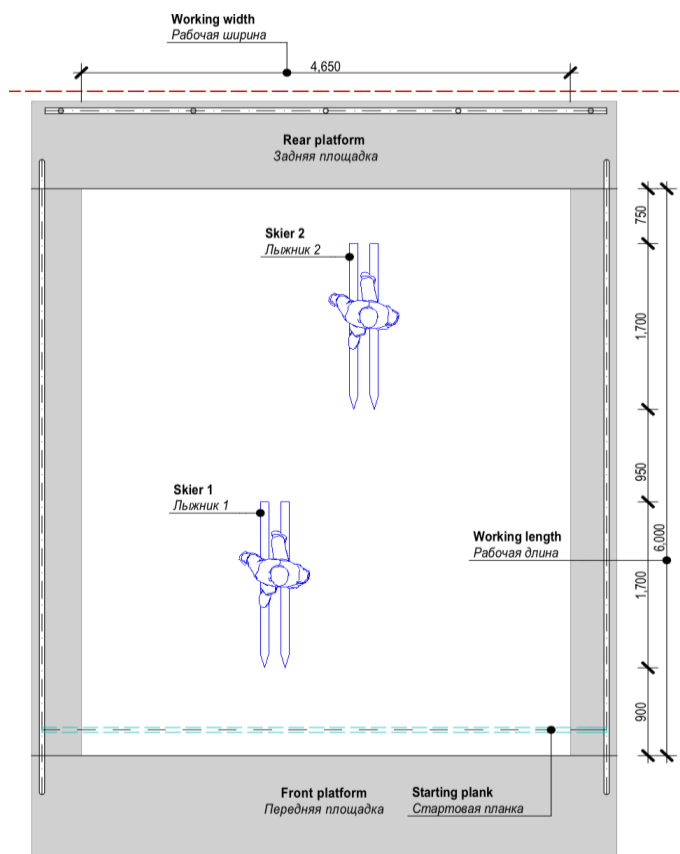
**3 persons** skiing simultaneously, length should be not less than 8760 mm, (9 meters).

### Experience level of the trainee:

For beginners and amateurs for training and skiing techniques improvement on the parallel skis, it is recommended comfort speed of skiing 25 km/h and angles of the platform inclinations is about 13 – 14 degrees.

For amateurs and experienced skiers improvement of the extreme skiing skill in turning on the relief slope it is required:

- ✓ Maximum simulation of outdoor slopes – speed is higher than 30 km/h,



- ✓ Maximum simulation of the natural relief – inclination switching simultaneously vertically and horizontally;
- ✓ Ultimate experience - overloads, weightless state/motion under constant gravity (hills, potholes, ski-ramps), speed up of the relief switching up to  $10 \text{ m/s}^2$

Experienced skiers and athletes for super carving technique and giant slalom: speed is higher than 40 km/h maximum simulation of the existing real sporting competition slope, by self-adaptive inclinations and speed up of the platform inclinations.

#### **It is important to remember, that:**

The higher the speed of the ski carpet, the **higher should be the safety level**. At the speed higher than 30 km/h, it is recommended to **use safety suspension** with gearing to the safety vest. **Safety suspension is 100% prevents from falling.**

Model series of simulators is designed based on the wide experience of managing own ski club, clients feedbacks, athletes, standards and regulations for the premises, different ceiling heights and requirements for skiing. For commercial purposes, we recommend to have at least two simulators.

## PROLESKI 21 technological advantages

#### **Electric jacks instead of hydro cylinders:**

1. Electricity saving  
Electric jacks with overall power 5 kW energy consumption take place only at the angle inclination, when hydraulic station motor is about 18 kW constantly working, even when there is no motion of the platform needed.
2. Fire proofness of the electric jacks above. Hydro cylinders operate using fuel oil, that is why, there is additional protection will be required for the room where the hydraulic station is located. Pay attention for the building fire safety class.
3. Platform motion with the speed up to 2 degrees/second and speeding up is  $10 \text{ m/s}^2$ , allows creating overload close to the weightless state/motion under constant gravity. Pay attention for the function «Realness».
4. High accuracy of motion and positioning. Control and programming easiness. Pay attention to the slope programming system.
5. Reliability, accuracy, and service life. Mode of operation is similar to the conventional NC – thanks to our in-house design including software support, there is high accuracy of the platform positioning is achieved at each set point of time.
6. Risks mitigation. Through electric jacks using risks that often take place at the hydraulic use are entirely excluded, such as: breaking of the hydraulic hoses, blockage of the small holes, oil leakage, simulator skew distortion and, as a result, breaking of the framework.
7. MO (maintenance operation) of the hydraulic system requires regular removals of the expensive filters, oil, layers, hoses, system flushing, and valve adjustment. Electric jacks maintenance operation requires minimum expense of cost and time. Turn attention to the function of the programmed automatic lubrication system of the friction units – Proleski automatic maintenance operation.

### More possibilities of the framework:

8. 3 (three) support points of the dynamic simulators design allowing to move platform in two angles at the same time: vertical and horizontal (up-down-left-right) – it is maximum simulation of the real slopes and relief. Invention of the Proleski dynamic simulators design is registered invention and there are no analogues in the world among ski machines.
9. Transformation. Simulator from the model series Vertical is easily transformed into the simulator of the model series Direction. Example: Pro2V transforms into Pro2D, which certainly provides more possibilities.

### Placements wide choice:

10. Compliance with the building regulations and standards.  
External overall width of the simulators models 5570 mm, which fits into the civil engineering standards with interaxel center-to-center distance between columns 6000 mm.  
Additionally, we providing service of manufacturing any kind of simulator with random dimensions: lengths of the used surface 24 meters and widths of the used surface 24 meters.
11. Height of the ceiling.  
For widening of the indoor space selection choice, upper platform is inclined downwards regarding working surface, in series Optimal it is parallel to the floor. Lower platform is also at the maximum «apressed» to the simulator floor. All this allows installing equipment almost at any appropriate place taking into account standard ceiling heights 3 meters, 4 meters, 5 meters, and 6 meters.
12. Floor loading. On account of using slender sections and trussed structures, weight of the simulator had been considerably reduces. Platform framework for load distribution of the simulator weight provides possibility to place it at the any floor of the modern buildings. We have extensive experience in simulators load distribution on the floor surface up to 200 kg/m<sup>2</sup>. We design and produce equipment and thought this we have possibility to fit our equipment virtually to any (conditionally) indoor space.

### Powerful engines and higher speed:

13. For sharp angles and higher speed there, engines with higher power should be used.  
**It is important to remember, that** the highest electric energy consumption takes place at the moment of start up. Total energy consumption depends only on the inclination angle and total weight of the people standing on the simulator.

### Electrical safety system:

14. All main electrical components are placed into the closed electrical board in accordance with international standards. Outside of the electric board there is electric power network through the insulating transformer with insulated neutral, which improves safety of the people work, even in case of the electric phase connecting the framework, and excludes current misbalance and electric potential at breaking of the neutral wire at the crossing of the phase conductor with neutral wire.

### Band stabilization system:

15. Special shafts structure, guiding belt, stabilizing rollers system allowing to have high reliability – bend is set out once during the installation and doesn't require further adjustments.

### Productive slowdown system

16. Band quick stop, thanks to the braking resistor and rubber-covered shaft, ensure safe and comfort in maintenance.

## Quality

17. Major units and mechanisms, materials and parts are only of the leading European manufacturers SKF, Lenze, ABB, Forbo.
18. Certificate CE, corresponding to the UL.

## Software support

19. Billing and statistics software system. User-friendly and functional software interface, language selection. Proleski constantly upgrades software product, which improves its functionality. Proleski is developer, which is why there is always a possibility as an option to make additional changes into the Proleski software by our clients' request.
20. Slopes programming system software, for training on the specified slopes.
21. Software support for communication of ergospirometry system with simulator, for control of the athlete physiological parameters.

## PROLESKI 12 performance advantages

### Speed is higher

1. Series Optimal has maximum speed of 25 km/h, series Vertical and Direction accordingly have maximum speed of up to 35 km/h, and 40 km/h, series Sport has maximum speed of up to 60 km/h.

### Angle is higher

2. Inclination angle is higher: up to 23 degrees vertically, up to 10 degrees horizontally.

### Realistic slope: maximum simulation

3. Slopes programming system, is possibility to set coordinates of existing real slopes;
4. Function «Realness»: platform speeding up is up to  $10 \text{ m/s}^2$ , up to 1g overloads, weightless state/motion under constant gravity, ski-ramp, hills.

### High sliding characteristics

5. Automatic wetting system with automatic break. Possibility to create closed cycle of water supply;
6. Proleski concentrate for increasing of the sliding characteristics.

### Safety

7. Stopping down sensors;
8. Safety suspension;
9. Safety mat at the upper platform, and for athletes on perimeter of all guard rail.

### Service and warranty

10. We complement and improve equipment according to our clients individual needs, medical and sports specialists. We have the possibility to fit our equipment conditionally to the any indoor space.
11. Closeness to our Clients and understanding:
  - Promptly responding to all feedbacks;

- Perform repair and maintenance service of the equipment;
- We speak same language with our Clients;
- We have 2 manufacturing enterprises: Dnepropetrovsk (Ukraine), Penza (Russia).

12. Extended warranties – 24 months.

- Maximum time of possible problem diagnostics is less than 12 hours;
- Maximum resolving time is up to 48 hours independent to the location site.

## PROLESKI 12 economic benefits

**Investment expenditures are lower**, for account of:

1. High fire safety of the simulator, additional protection of the simulator is not required.
2. Less section of the lead in electronic core.
3. Basic equipment of the simulators is optimal and all sufficient. Turn your attention to the components of the basic equipment.
4. Ski carpet period of service is longer thanks to concentrate use and spray wetting system.

**Low installation cost**

5. **Equipment is easy to unload and bring it to the site**, through the delivery of nonassembled simulators: separate units and parts, it is also possible to bring it to the site in manual way without specific housing mechanisms.
6. **Convenient carrying** through standard premises entries and staircase flights of all parts. There is no need to break wall of the room for bringing of the assembled/ whole simulator. Parts are made according to the SNiPs, where maximum dimensions are 5 m x 1 m x 0,3 m and weight is 80 kg.
7. **Simple mounting of the simulator** without creating rails in the ceiling for frame cranes and carrying out of the design works for them.

**Operational expenses are lower**, on the account of:

8. Lower electric energy consumption;
9. Low maintenance operation and purchasing of expendables;
10. Water efficient consumption.

**Operational expenses are lower**, on the account of:

11. Transfer of experience, knowledge, by way of guidance, methodic and standards. Knowledge saving time and money for affective application.
12. We have two operating production facilities of simulators in Dnepropetrovsk (Ukraine), Penza (Russia), and soon there will be our production facilities on the territory of EU (follow our news).

We do speak English!

You can get more information form our sales department manager – Eugenia

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**P.S. Frequently asked questions:**

***Will electric parts of the equipment comply with the characteristics of the electrical power network in your country?***

Indicated electrical requirements and parameters are applicable to the European market countries. If the voltage and frequency of the power supply in your country (for example in USA) is different from the indicated by us parameters – we will produce equipment according to the existing characteristics of the electrical power network at no additional charge for these changes. For reference, the standards in force in the United States <http://proleski.com/docs/Contents-and-Scope-ANSI-C84-1-2011.pdf>

#### **What is the service life of simulators?**

We are producing equipment for more than 7 years, all simulators are functioning correctly. Operating time prior to the general maintenance is 25 years.

#### **After what period of time it is recommended to change working surface and what is its cost?**

Upper working surface – is a synthetic carpet. From our experience at the maximum operation there is replacement needed after 6 years. We are providing 24 months warranty. Cost of the carpet replacement (materials +work) is 13 000 US dollars. Starting from 2012, we are providing special concentrate that reduces friction and wear and tear. Concentrate should be diluted with water in the proportion 1:20 and applied on the carpet. Application of the concentrate can prolong usable time of the carpet in 2,5 times. Price of the concentrate is 50 \$ for 1 liter. Adsorption is approximately 0,2 liters per week for one Proleski Pro3.

#### **What breakings of simulators may occur and what remedies there are for such breakings?**

For the past 5 years of the equipment handling it has been tested as reliable, there were no significant breakings. We are constantly improving our technical solutions, joints and mechanisms. After installation will be finished, your personnel will have training for carrying out of the scheduled maintenance, diagnostics and correction of possible breakings. In case if any severe breakings, our technical engineer will come to your location with all the required tools and spare parts as soon as possible. The equipment is very safe and reliable.

#### **Is there technical support service and how soon can you fix potential problems?**

We are updating Proleski software annually. Fast malfunctions repair or simulator expandability by providing consulting to your personnel using photos, video and remotely with help of the Internet using Proleski program software and in simulator CNC.

#### **What technical maintenance?**

Bearing lubrication, water filters replacing.

If working surface of the simulator is wider than 6 meters, than there will be hydraulic manipulator installed on it, there is additionally required annual replacement of the hydraulic oil, replacement of the filter oil and replacement of hoses.

#### **Is it possible to purchase simulators without franchise?**

Yes, it is possible. You will be able to get our experience, system of business processes management, author's training method, protection of the territory and much more.

#### **What is the customs duty for the goods from Ukraine?**

Please follow this link: [http://proleski.com/News/news\\_16](http://proleski.com/News/news_16)  
CN 2008: 9506 19 00 00

#### **Can I receive registration documentation of your company?**

Upon your request, we will send you link for registration documentation of our company.

#### **Who are the owners of PROLESKI?**

Roman Pastushenko <https://www.linkedin.com/pub/roman-pastushenko/28/b67/674>

Anatoly Pytomets <https://www.linkedin.com/in/regul>

Looking forward for cooperation and friendship with you!

Wish you success and goals achievement!

Best regards,

Roman Pastushenko

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