



YOUR SPORT, OUR PASSION

Promatic International Ltd
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ISSF Headquarters
Widenmayerstr. 16
80538 Munich, Germany

Hooton, South Wirral, United Kingdom
November 8, 2020

RE: Invitation to Tender, ISSF Official Partner of Clay Target Machinery

Dear Mr. Ratner,

Firstly, we would like to thank you personally for this fantastic opportunity to tender for the right to be appointed as <<ISSF Official Partner of Clay Target Machinery>> and as Group CEO and Sales Director of the Promatic Group, Marco Martelli and I happily send you the official proposal on behalf of the Promatic Group.

We have strictly kept in the mind the following four objectives when we have created the following tender:

- 1. reduce the costs of equipment and infrastructure of shooting ranges;*
- 2. simplify installation and commissioning, particularly for competitions;*
- 3. offer a scalable or even mobile solution adapted to any shooting range;*
- 4. facilitate access to the ISSF Shotgun events for the greatest number of athletes.*

(Directly quoted from pg. 1 of the Invitation to Tender, sent October 7, 2020)

Therefore, we offer the following proposal:

Official Promatic Tender to the ISSF

Conceptual Advice and Support

Promatic will offer the ISSF **conceptual advice and support completely free of charge** to its members and Federations. This information will be available as required for any new shooting facility ahead of excavation or ground work.



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Promatic believes that many new shooting grounds are not built to the correct dimensional ISSF specification. The traps play a major part in the overall success for the shooting ground but other factors are crucial in the quest for perfection.

Promatic employs all the relevant expertise and skills to advice and help shooting grounds build a shooting facility to world-class standards. We can help and support in the following areas:

- Geographical location for the shooting ground including terrain and compass positioning.
- Environmental conditions including water table and ground conditions.
- Overall design of the trench, skeet towers and general shooting ground design.
- Ducting and earthwork requirements.
- Electrical installation requirements for the shotgun sports.
- Electronic requirements from the trap clay release through to scoring and results (ISSF scoring system or Omega). Scoreboards for both the layouts and the club house.
- Specific design advice regarding the design of the trenches and skeet houses. Positioning of the machines is crucial to attain perfect release and trajectory to conform to the ISSF rules.
- Specific design advice on the roof design of the trenches to enable the traps to be installed correctly, specifically avoiding roof supports that interfere with trap trajectories and excessive roof thickness that reduces the trap clay holding capacity that can create the illusion of a 'slow pull' to the Athlete when stood at their shooting stand position.
- We can advise shooting grounds on how they can retrieve spent lead shot from the ground, as an added income revenue stream.
- Specific advice to prevent flooding of the trenches, saving on any unforeseen repair costs.



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- Promatic hold regular masterclass workshops, carried out by our Engineers, to educate both ground owners and ground staff at Promatic HQ. We can also hold these training sessions on site at any suitable location. This will ensure the longevity of the machines.
- Promatic can provide detailed, customised plans for the shooting ground showing comprehensive installation dimensions, details and schematics to guarantee installation accuracy that adhere to ISSF specification.

Simplify Installation, Commissioning and Cost Reduction

In 2019 Promatic was responsible for both the ISSF World Cup event and a World Cup Final that was held in Abu Dhabi at the Al-Ain shooting and Equestrian Club. Promatic was able to complete this installation within 28 days from the contract being signed to include manufacturing, shipping, installation and commissioning.

- The installation on site at Al Ain took only 10 days to complete. The vast majority of the time was spent altering the trench rooves and front supports to enable all the traps to present the scheme trajectories according to ISSF rules.
- Promatic together with Elettronica Progetti utilise “Plug and Play” technology to speed up installation time, therefore offering a complete turnkey solution to the needs of a shooting ground.
- Promatic utilise a unique mounting system that can be adapted to suit all existing trenches and Skeet houses. This system allows the trap machines to be adjusted to the correct dimensions as per the ISSF regulations.
- All Promatic machines are powered by a 12-volt supply so there is no need for mains electricity, making it a much safer system. Our traps are powered by batteries that can be recharged using solar power or a portable generator.
- Promatic employ 10 personnel in their Service Team who are available to install equipment across the world, plus a fully trained Dealer network that can also support this department.



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- Promatic Engineers are based in France, Poland, USA as well as the UK.
- Promatic has a process for training our Dealer's personnel to both install and maintain Promatic Olympic Trap, Skeet and Electronic systems.
- Promatic's new 2021 Olympic Trap machine is designed to speed up the scheme setting procedure therefore saving the customer valuable time during the often labour intensive process of accurately adjusting each machine for adverse wind conditions.
- Promatic's Olympic Trap and Skeet machines feature hand-wheel adjustment for fine-tuning the clay targets accuracy.
- Great attention has been afforded to Promatic's machine to ensure the target is released instantaneously. We can 100% guarantee that clay travels at least 76m in a straight trajectory, without curling.
- Great care is also taken to install all machines to the correct position in the trench and skeet house according to ISSF regulations.
- Most installations will take a maximum of 2 days per layout to install. This will depend on the design and accuracy of the civil engineering.
- Future plans include innovative automated no-bird detection, reducing the need for Referees and therefore will eliminate any 'human error' incurred at competition level.

Scalable and Mobile Solutions for Standard ISSF Competitions

Unlike other disciplines within shotgun sports, Olympic Trap and Skeet are dependent on precise civil engineering for their trenches and Skeet houses.

For instance, when we supply 185 machines for the FITASC World Cup, all the machines and Electronics are delivered 2-3 weeks before the competition and are removed straight after the last shot is fired. Therefore, Promatic can offer the following:

- Promatic will hire out all traps and electronic equipment for the standard official ISSF competitions (on the same basis as we do for FITASC). This hire charge will also include

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transport costs to and from the shooting ground for the equipment plus Engineers' travel, accommodation and sustenance costs.

- There will be extra charges for the installation of the Promatic equipment and the removal of any existing machines. Further discussion and negotiation would be needed, as each layout would be completely bespoke.

Facilitate Access to the ISSF Shotgun Competitions for more Athletes worldwide.

We understand the desire to increase the number of Athletes at shotgun events from across the world. Growing the sport is vital for us all and the future of Shooting.

Please note:

- Promatic currently sponsors many International Olympic Trap and Skeet Shooters such as Kim Rhode, James Willett, Derek Mein, Matthew Coward–Holly, Peter Wilson and Amber Hill.
- Promatic also sponsors the British Talent Pathway (in association with British Shooting) with free clays. This is a development programme for young shooters.
- Promatic directly sponsors several up and coming Athletes for ISU Skeet with at least 6 Promatic Signature Skeet layouts for their regular practice needs.
- Promatic also sponsors the British Shooting final competitions each year. We are proud that new Shooters are now starting to take up Olympic Trap and Skeet due to our efforts and sponsorship.
- Promatic recognises the importance of new member countries to the ISSF, as well as the future of shotgun sports. Promatic would like to propose a special deal for new shooting grounds emerging in these new markets worldwide.



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Exclusive Deal for New ISSF Member Countries

Proposed Promatic deal for grounds described as 'new member countries' and sponsored by the ISSF is as follows:

- Promatic will give a 20% discount from our retail price list for all the Traps required for Olympic Trap and Skeet. This deal means that if the customer orders 4 layouts he will get the 5th layout completely free.
- We will install for free of charge - however all expenses, transport and airfares will be charged to the customer.
- All electrics and electronic control will be subject to a 20% discount from Elettronica Progetti from his Retail price list. Installation will be free of charge however all expenses, transport, and travel expenses will be charged to the customer.
- Promatic Group will give 40,000 eco clays free of charge per layout. Delivery for the clays will be charged to the customer.

The contract must be negotiated in a clear and transparent manner between Promatic and customer (shooting ground) and be free from commissions from third parties.

Official ISSF World Cup Events

Our proposal for official ISSF World Cup events is as follows:

- Promatic will rent all of the Olympic Trap and Skeet machines free of charge to the chosen host shooting ground in order to run the ISSF World Cup event. In some circumstances the shooting ground will have a requirement to purchase new machines at a negotiated discount.



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- Promatic will supply free of charge 1 container of clays for the competition (approx. 200,000 clays). This is on the understanding that either **Promatic** or **Mattarelli** machines will be exclusively used at the event. We cannot guarantee other manufacturers' machinery will perform to ISSF specifications.
- All Traps must be set and tested with the approved and chosen clay brand. This is essential to guarantee the very best performance of the machine. **Promatic can only guarantee performance if it has the responsibility to source the clay targets.**
- All CCI and Promatic clays are free PAH and eco-friendly.
- Promatic will consider the Electronics required to hold the competition and endeavour to financially help the customer to augment or replace the electronic equipment. All electronic equipment sold will be at a discount of 20% from Progetti's retail price list.
- The Shooting Ground will be responsible for the removal and reinstatement of the old machinery if necessary.
- Promatic will survey the shooting ground at least 3 months before the Competition to enable our Engineers to fully understand all the requirements. This will depend on the location of the shooting ground and the time required to deliver the equipment.
- We will supply Engineers to install and remove our equipment free of charge however all expenses, accommodation, and travel will be charged to the shooting ground.
- Promatic will supply a technician to work with ISSF referees to set the traps and make sure all goes to plan.

We would expect to deal directly with the shooting ground hosting the ISSF World Cup event.

In summary, the main points from the above proposal are:

1. For the many **standard official ISSF events** held annually, Promatic will hire all Olympic Trap & Skeet, electronic equipment and Promatic support Engineers for a chargeable rate negotiated between Promatic and the host shooting ground.

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2. For ISSF World Cup events, Promatic will hire all Olympic Trap & Skeet, electronic equipment and Support Engineers free of charge and supply **1 container of clays free of charge** (approx. 200,000 of clays). Promatic will only offer this exclusively for ISSF World Cup events that use Promatic or Matarelli traps. Furthermore, the clays used at these sponsored events must be met with the approval of Promatic.
3. Any shooting ground that has hired Promatic traps for either the standard ISSF event or sponsored ISSF World Cup event will be offered a **discount** to purchase the machines (discount will be scaled according to total amount purchased).
4. For 'New ISSF Member Countries' (where no existing Olympic Trap and Skeet layouts are present) Promatic will give 20% discount from retail price for all traps, electronic systems and will **install all the equipment free of charge** (travel, accommodation and sustenance for Engineers to be covered by the shooting ground). Effectively, this is a **buy 4 get the 5th layout free of charge**. Furthermore, Promatic will supply 40,000 clays free of charge for each layout installed (e.g. for 5 layouts this would be 1 container or 200,000 clays free of charge).

We hope that you take into consideration our comprehensive proposal, and welcome any feedback or clarification you may require. Please feel free to contact either myself or Marco Martelli directly to discuss any matter raised in this proposal.

We hope this will be the beginning of a trustable and long-lasting cooperation between the ISSF and Promatic, and we look forward to hearing from you in the near future.

Yours sincerely,

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