



**PUSH | TRADING SERVICE COMPANY LIMITED**

# CONQUER YOUR MOUNTAIN

**VISUAL HANDBOOK**

# PUSH | INDEX



## About.....3

- Our Services ..... 4



## 01 | Consultancy.....5

- Concept & Contract ..... 6
- 3D Design & Architectural Drawings .....7
- Time & Cost .....8
- Inspection .....9



## 02 | Equipment.....10

- Order Procedure..... 11
- Equipment Delivery ..... 12



## 03 | Managing.....13

- Push Team Member .....14
- Work Time .....15
- Training .....16
- Operating .....17
- Inventory .....18



## 04 | Marketing .....19

- Customer Support .....20
- Programs .....21
- Event Sales Pack .....22
- Social Programs .....23
- Design & Printing .....24
- PUSH SMM Integration ..... 25



## Contact Us



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*Conquer your Mountain*



# **PUSH | CONQUER YOUR MOUNTAIN**



**PAUL A. MASSAD | GENERAL MANAGER**

Push Climbing was founded in 2010, specializing in the construction, operations, management and supply of all adventure sport activities.  
We operate in Vietnam, Thailand and Myanmar.

# CONSULTANCY | OUR SERVICES

## 01 | CONSULTANCY

Designing , inspections, training and construction of any adventure games according to your request. Customized designs & consultancy in line to your location and needs.

## 03 | MANAGING

We build strong team for every day operations, Our qualified trainers will prepare qualified guides to run your adventure facility and to make it fun, safe and exciting.



## EQUIPMENT | 02

You already have a facility and would like to update or up-grade your equipment. We are official distributors of “HeadRush Technologies”, “MadRock”, “Elderid”, “Fixe”, “Anpen” and more. Adhering to all International quality standards we can guide you to choose the most adequate brands.

## MARKETING | 04

We not only keep your place operating smoothly, but also keep an eye to transform the adventure experience of your clients into recurrent memory. We offer a varieties of programs for events and training,

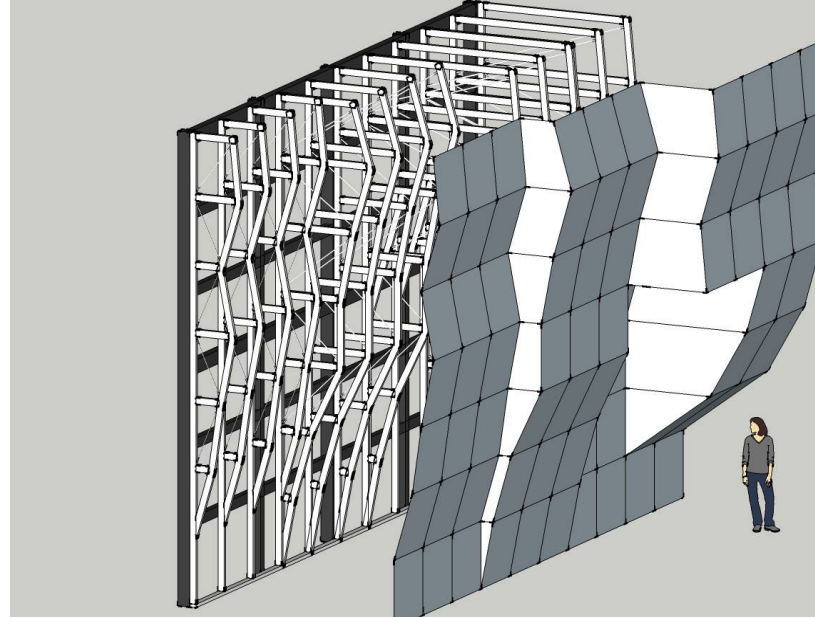


# 01

## CONSULTANCY | SCOPE OF WORK



- Inception
- Concept and viability
- Design development
- Documentation and procurement
- Equipment
- Installation of Equipment
- Construction Inspection
- Consutrction Management
- Training
- 3D concept
- Architectural Drawings
- Quotation of the project
- Time line of the project
- Inspection of the project



01 | 3D CONCEPT DESIGN  
“California Fitness” concept design, 2010

Beginning concept design of first stainless steel climbing wall in the world. Design development & construction management led this project to become a landmark in Vietnam’s climbing scene.

02 | STAINLESS STEEL CLIMBING WALL-  
Finished look of “California Fitness” design

Finished product after 4 month build. Open in 2011 and continuous to operate today in 2017.

Location has it is own PUSH Management team.

You can visit this climbing wall at District 4, Ho Chi Minh City,



# CONSULTANCY | CONCEPT & CONTRACT

Push offers services that can be a one stop shop for all your thrill seeking needs.



## Service Bundles:

Our goal is to create a long lasting relationship between the client and us , to continue to provide quality support and help our clients realize their vision.

We provide services that adapt to each client specific needs:

- Budgetary requirements
- KPI's,
- Staffing capabilities
- Risk management expectations



### 01 | Basic Pack

We provide: Technical designs, Equipment, Staff training.



### 02 | Standard Pack

For clients who have their own construction abilities. In this case we provide all technical designs, equipment lists and onsite visits. We provide on site assistance, testing and risk assessment reports and work along the local crew to be able to provide international quality service. Import of equipment, staff training, rescue plans and activity execution flow is included.



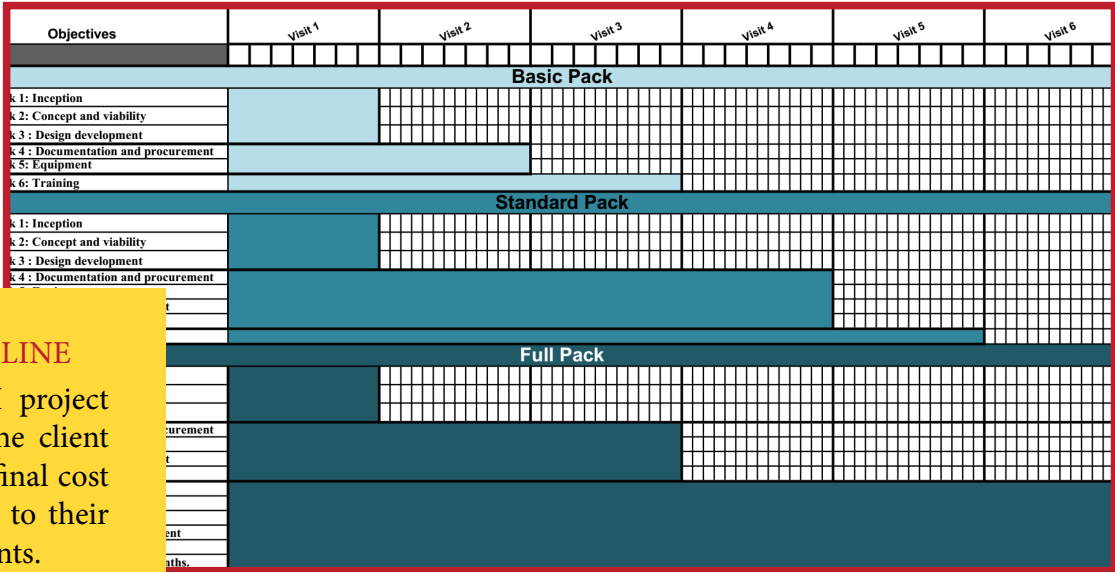
### 03 | Full Pack

This full pack option includes everything from the initial idea, technical designs, equipment import, construction and installation, staff training, rescue plans and activity execution flow plan. Worry free, yet costly



**01 | PROJECT TIME LINE**

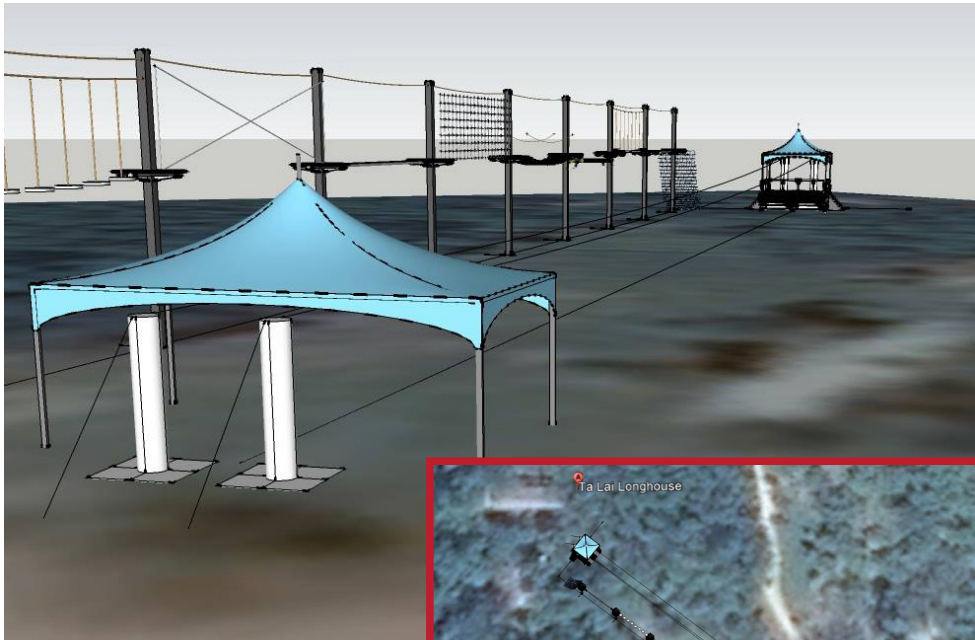
Example of the PUSH project time line forward to the client with the contract with final cost of each pack according to their specific requirements.



# CONSULTANCY | 3D CONCEPT DESIGN & ARCHITECTURAL DRAWINGS

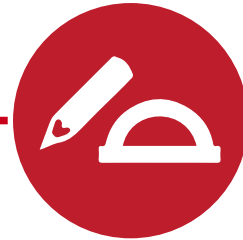
## 01 | 3D Concept Design:

3D concept design is initial tool we use to put the ideas into shape on the client's location that we can have a full view of the task ahead. At this stage the concept does not include structural & architectural solutions.



### 01 | 3D CONCEPT DESIGN

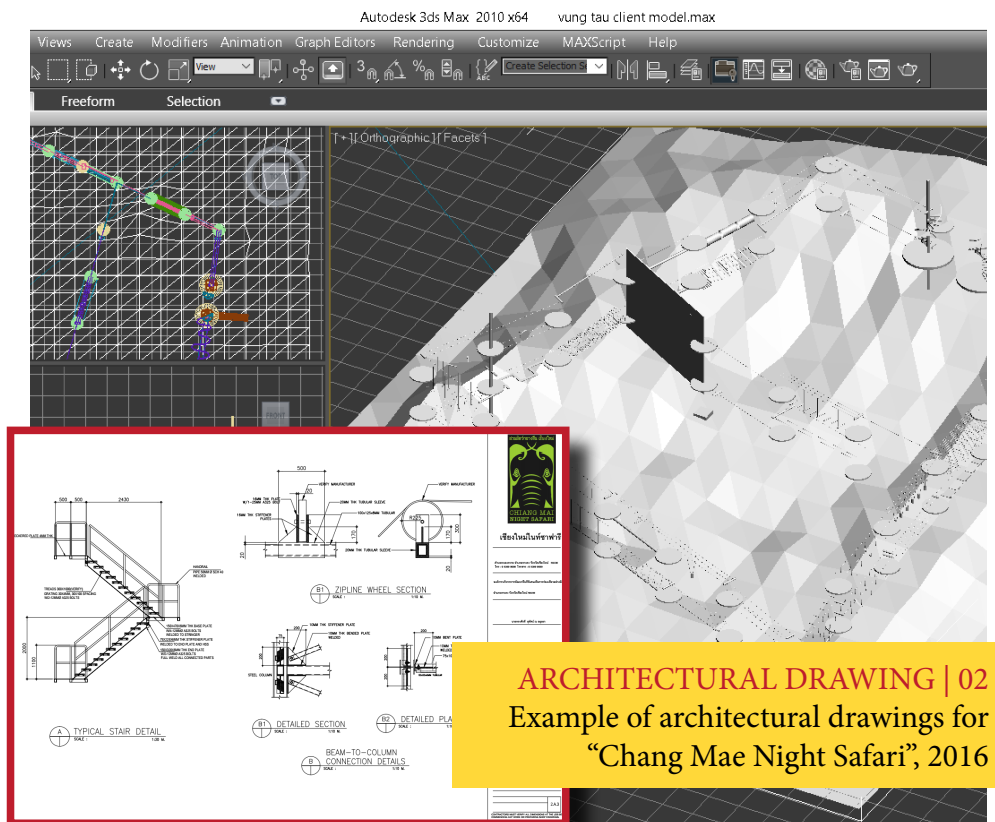
3D concept design of the “Asia Motion” company, 2017



Our Software

## Architectural Drawing | 02

Once the 3D concept is finished we move on to producing the necessary documents for construction, installation of the structure. This will be the final drawings we will use for the contractor & permits.



### ARCHITECTURAL DRAWING | 02

Example of architectural drawings for “Chang Mae Night Safari”, 2016



# CONSULTANCY | TIME & COST



## 01 | Quotation

Quotation document includes an Itemize List of all the services & equipment necessary to carry out the project, the payment terms as well as bank information. On every payment requested a quotation will be submitted.



## 02 | Project Time Line

In order to insure maximum efficiency in the execution of the plan a time line with all working components to insure that is on the schedule and on budget. This time line is updated on real time. Available as a share document.

Objectives		Week 1							Week 2							Week 3							Week 4							Week 5							Week 6								
A	Full Pack- Des+Fab+Inst+Manag	M	T	W	T	F	ST	S	M	T	W	T	F	ST	S	M	T	W	T	F	ST	S	M	T	W	T	F	ST	S	M	T	W	T	F	ST	S	M	T	W	T	F	ST	S		
1	AIM 1: Materials and Preparation																																												
1.1	Contract																																												
1.2	Technical Design Review																																												
1.3	Procurement and Shipping																																												
2	AIM 2: Steel Frame																																												
2.1	Arrival on site & site preparation																																												
2.2	Frame Construccion and Installation																																												
2.3	Frame inspection.																																												
3	AIM 3: Paneling																																												
3.1	Paneling Processing																																												
3.2	Delivery of Accessories and Climbing Holds																																												
3.3	Panel Installation																																												
01   QUOTATION EXAMPLE Concept for our facility in Thailand																																													

01 | QUOTATION EXAMPLE  
Concept for our facility in Thailand

Projected



PUSH  
Company details

Client's  
Information

PUSH CLIMBING TRADING AND SERVICES CO. LTD.

PROFORMA INVOICE

(ORIGINAL)

INVOICE NO.: JS15-A1020	CONTRACT NO.: JS15-A1020
BILLING Address: Sane Let Tin Co.Ltd No ( B / 13 + 23 ) Shwekyanyee Houseing Narnutaw Road Kamaryut Tawnship Myanmar	DATE: 20th,Oct,2015 ISSUER: PUSH CLIMBING TRADING AND SERVICES CO. LTD. Contact : PAUL MASSAD ADD: 287/1 Ton Dan W.15 D.4 HCMC, VIETNAM TEL: +84 1264722134 Email: Paulmassadg@gmail.com
Payment terms: 100% T/T in Advance	Door to Door Yangon Port, Myanmar PRODUCTION TIME: Within 1 weeks SHIPPING TIME: About 14 days

MARKS & NO.	DESCRIPTION OF GOODS	Q'TY	UNIT PRICE	AMOUNT
1. Madrock	1. Rock Shoes	30	50.00	1,500.00
2. Petzl	2. Gri Gri 2	2	180.00	360.00
3. 7X19 12mm	3. Galvanized Cable	4000	1.30	5,200.00
4. Boiling	4. Skate Complete Set	20	65.00	1,300.00
5. Boiling	5. Roller Blades S-M	30	45.00	1,350.00
6. Zip Stop	6. Zipline Break	8	3750.00	30,000.00
7. Flight Line	7. Fall Arrestor 6m	1	16850.00	16,850.00
8. Quick Jump XL	8. Fall Arrestor 3m	1	2995.00	2,995.00
9. Transport and Logistics	9. Transport to Myanmar of all project goods USA-CN-VN-SWT	1	6742.00	6,742.00

Item List

## 02 | EXAMPLE QUOTATION DOCUMENT

TOTAL	
SAYS	
BANK INFORMATION	BANK ACCOUNT: 7000084689 BANK SWIFT NO.: CTBAVNVX BANK ADDRESS: S6 65 Nguyễn Du, Quận 1, Thành phố Hồ Chí Minh, Vietnam COMPANY NAME : Push Climbing Trading and Services Co. Ltd

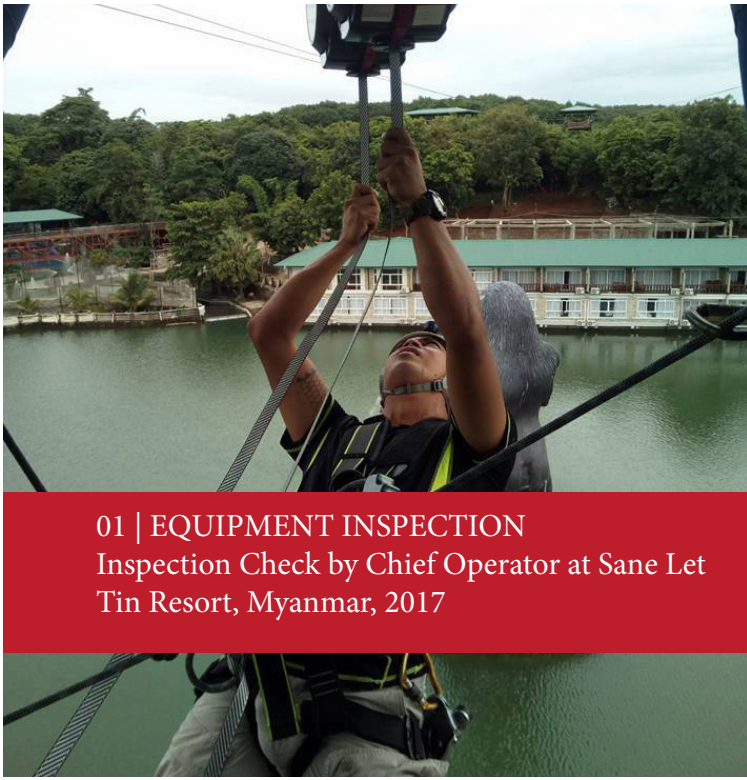
# CONSULTANCY | INSPECTION



## 01 | Status Report 1,2,3

The report focuses on a visual examination of the rig based on the PRCA Standards of construction and operation. This list is meant as an update on the project progress according to the time line presented in the contract.

This Report is meant to increase the lifespan and the safe operation of the games as well as to help provide a start for any future developments within the park along it's staff body.



### 01 | EQUIPMENT INSPECTION

Inspection Check by Chief Operator at Sane Let Tin Resort, Myanmar, 2017

## 02 | INSPECTION REPORT Inspection Check For AMERICAN PARADISE CAMP, 2017



## 1. REPORT CONCLUSION :

This report outlines a series of recommendations for the American Paradise Camp's Rope Course and Climbing Wall Activity. The report focused on a visual examination of the rig based on the PRCA Standards of construction and operation. This list is meant as a recommendation to increase the lifespan and the safe operation of the games as well as to help provide a start for any future developments within the park along its staff body.

After examination, the rig is deemed in good condition and is safe to operate. Nevertheless the list of recommendation attached in the report should be executed within 12-24 months from the date of inspection as to prevent extra material fatigue or discoloring of the wood/steel which if left unchecked may lead to further deterioration.

Wood sections and weld points in non-Galvanized steel (black steel with paint) will be the points that deteriorate faster, be observant for chipping rust in the welds and twists in the wood as they will be your earliest indicator of wear.

The location of the activity will present challenges over time due to marine wind exposure and material fatigue/rust. It is recommended to do a weekly visual inspection and tighten any cables, or check for loose hardware that needs to be tensioned. The template checklist has been added to your report package, feel free to modify or create your own form if you would prefer in case you decide to include more items into your weekly/monthly schedules.

SAFE: NOT SAFE:

- STRUCTURAL INTEGRITY
- CORRECT CONTINUOUS BELAY SETUP
- OPERATING PROCEDURE
- ENVIRONMENT CONDITIONS
- SAFE FOR OPERATIONS



3.



## 02 | List of Recommendations

The list of recommendations attached in the report should be executed within 12-24 months from the date of inspection.



# 02

## EQUIPMENT| SCOPE OF WORK



If you already have a facility or would like to update & upgrade your equipment we are official distributors of some of the biggest names in the industry maintaining international quality & warranties.

- Quotation & Item List
- Logistic & Tracking
- Import Procedure
- Unboxing & Warranty
- Installation & Training



01 | INVENTORY CHECK  
Inventory check at Push Climbing Gym ,  
Ho Chi Minh City



### Our Trusted Brands





# EQUIPMENT | ORDER PROCEDURE

01 | ZIP LINE EQUIPMENT  
Delivered to Sane Let Tin Resort,  
Myanmar



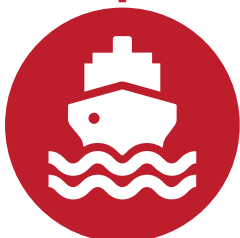
## 01 | Quotation

- Asses the clients needs
- Recommend a quantity
- Send request form by email



## 02 | Item List

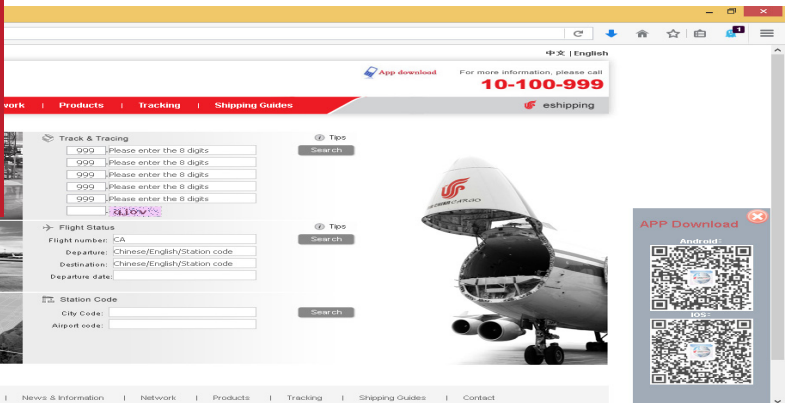
- Purchase order
- Payment terms







## 03 | Logistic & Tracking

- Shipping Schedule
- Tracking Numbers
- Custom Declaration
- Local Delivery in Vietnam

03 | TRACKING  
Exaple of the  
trackingon the  
web site of Air  
China Cargo.



INVOICE NO.:	DATE: 6					
BILLING Address:	ISSUER: PUSH CLIMBING TRADING SERVICES CO. LTD.					
	Contact : PAUL MASSAD					
	ADD: 287/1 Ton Dan W.15 D.4 HCMC, VIETNAM					
	TAX: 0313288322					
Payment terms:	TEL: +84 1264722134					
	Email: Paulmassadg@gmail.com		QuickJump 1.5m Chord		QuickJump XL 3.0m Chord	
	100% prepaid					
PRODUCTION TIME: 5 Days						
SHIPPING TIME: 25 Days						
ITEM NO.	DESCRIPTION OF GOODS	QTY	UNIT PRICE	Shipping Air	import Taxes @15%	Total AMOUNT
1	TrueBlue Autobelay 12m Line	2	\$ 2,195	\$ 275	\$ 329	\$ 5,049
2	Zipstop	02   ITEM LIST Attached to Quotation				
3	QuickJump					
4	Quickjump XL					
TOTAL VAT 10% (						
TOTAL	\$					25,793
SAYS	Twenty five Thousand seven hundred and ninety three thousand					
BANK INFORMATION	BANK NAME: Commonwealth Bank					
	BANK ACCOUNT: 7000084691					
	BANK SWIFT NO.: CTBAVNXX					
	BANK ADDRESS: Số 65 Nguyễn Du, Quận 1, Thành phố Hồ Chí Minh, Vietnam					
COMPANY NAME : Push Climbing Trading Services Co. Ltd						
NOTES:	Import Charges may vary on customs shipping quote is only valid for 48hrs and might change in the day of order					

02 | ITEM LIST  
Attached to Quotation

# EQUIPMENT | EQUIPMENT DELIVERY



## 01 | Unboxing

Unboxing is the last step before the equipment is in your hands. We always make sure that our customers receive safe & workable equipment. All the checking happening in the supervision of the PUSH representative the day of delivery on site.



## 02| Warranty & Check

After all quantities match, a Push representative will introduce you to the material and maintenance / storing requirements, of each piece of equipment



## 03| Installation

Finally is the installation of such equipment according to manufacturer guidelines in the game structure along a representative

## 01| QUICK JUMP

### After installation

## 02 | CLIMBING WALL

Location PUSH Climbing Gym, Hochi Minh City

### 03 | UNBOXING

#### Unboxing procedure at Sane Let Tin Resort, Myanmar

01

Date  
of delivery:

Equipment quan-  
tity & condition  
check area

Notes & Warranty  
control Sign[illegible]

7/11/2017 12:56:32



# 03

## MANAGING| SCOPE OF WORK



We build strong team to perform every day. Qualified trainers will guide and prepare everything needed to run your adventure in an exciting, fun & safe way.

- Employee Profile
- Staff Schedule
- Maintenance Log
- Inventory List
- Equipment Order List
- Training Logs



01 | ON SIGHT GUIDANCE  
On wall guidance at PUSH Climbing Gym, Ho Chi Minh City

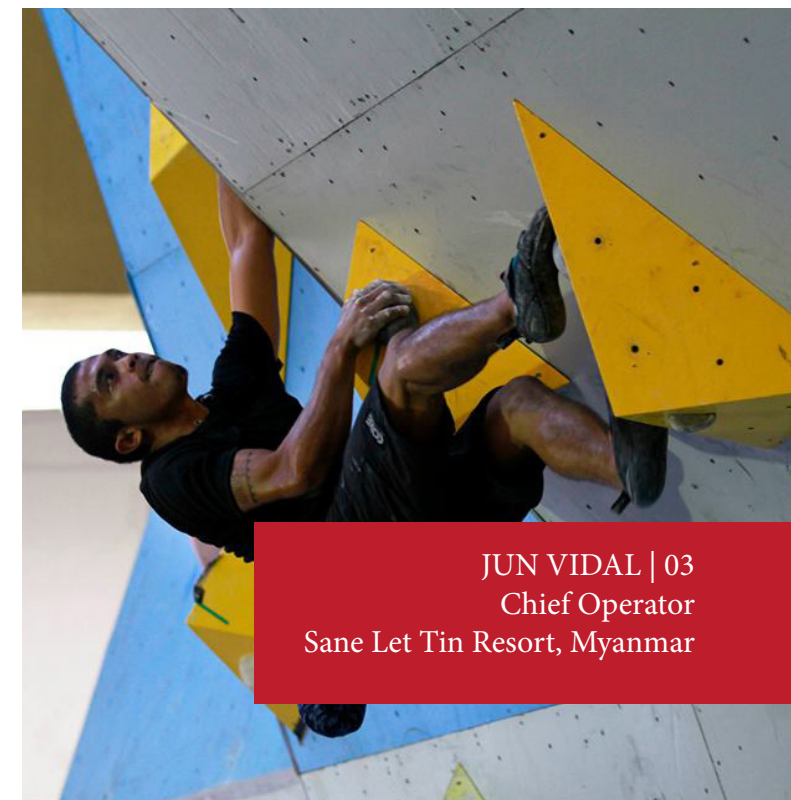


02 | PRO SHOP  
Push Managing Station & Pro Shop at PUSH Climbing Gym, Ho Chi Minh City



### Our Team

All of our instructors are skilled climbers who have been trained according to first aid, lifeguard and irata 1 certifications to maintain a safe environment. Our staff make sure your game station stays in perfect condition and all the customers are safe at every moment.



JUN VIDAL | 03  
Chief Operator  
Sane Let Tin Resort, Myanmar



# MANAGING | PUSH TEAM MEMBER

PUSH takes responsibility not only to find people capable of running your facility but also train them according to international safety standards. We will provide and control all the management operations.

Every place has an assigned Chief Operator & Location Manager, who will be the direct line of contact for the local operations.



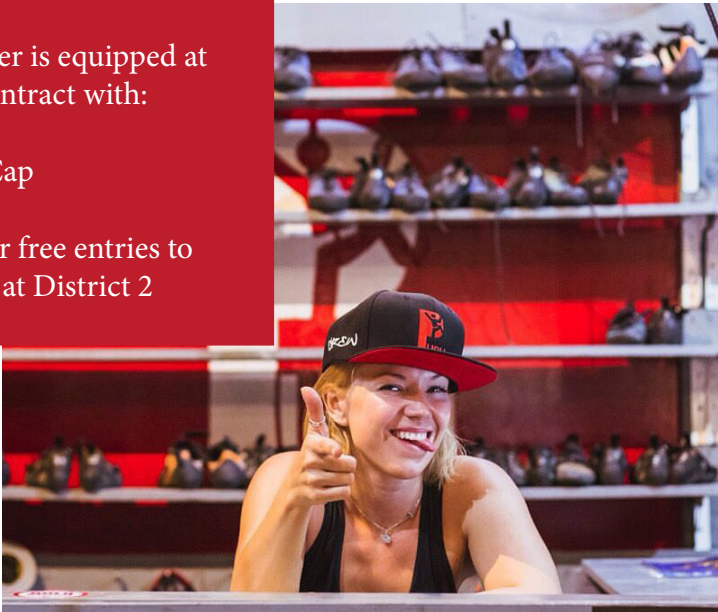
## Employee Profile

Every Location that has a Management contract will receive one Employee Profile for every member of the team assigned. Profile includes personal, contact, background information with their Training Log. Location Manager is responsible to update employee profile, calculate working hours & deliver payments on time.

### 01 | UNIFORM

Every Push Team Member is equipped at the beginning of their contract with:

- Name Tag
- 2 Brand T-Shirts & Cap
- Safety Equipment
- Membership Card for free entries to Push Climbing Gym at District 2



MEMBERSHIP

SIGN UP FORM

[WEB: https://www.facebook.com/pushrockclimbing/](https://www.facebook.com/pushrockclimbing/)

NAME: \_\_\_\_\_

DOB: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
DATE MONTH YEAR

EMAIL: \_\_\_\_\_

PHONE: \_\_\_\_\_

GYM INFO:

SHOE SIZE: \_\_\_\_\_

EXPERIENCE LEVEL: \_\_\_\_\_

HARNESS: ☐ RENT ☐ OWN

CERTIFICATION DESIRED:

PASS TYPE: ☐ YEAR ☐ BELAY

☐ MONTH ☐ LEAD CLIMBING

WOULD YOU BE INTERESTED IN?

02 | SIGN UP FORM

First Step to become a PUSH Team Member

OPEN HOURS:

TUE - SUN: 10AM - 10PM

# MANAGING | WORK TIME

Every adventure game has their own rules and limitations during the operating process. That's why it is our job to make sure that you always have enough staff to operate your location effectively.



## Staff Schedule

Assigned Chief Operator's Job is to make sure that the facility is running effectively & smoothly. That all the demands of the location are covered.

- At the end of the month the Chief Operator is responsible to issue the new time table for the following month.
- Chief Operator is responsible to make sure that all workers show up or have replacement on the day of their unavailability.
- At the beginning of every month Chief Operator must pass all working hours calculations to the Location Manager.
- Time Schedule is available ONLINE for all team members and management.

Tuesday														Total Hours
31	Jona	0	0	0	0	0	0	0	0	0	0	0	0	0
	Luu	0	0	0	0	0	0	0	0	0	0	0	0	0
	Romain													0
	Hanh							0	0	0	0	0	0	0
	Nhanh							0	0	0	0	0	0	0
	Linh	0	0	0	0	0	0	0	0	0				0
Wednesday														Total Hours
1	Romain	0	0	0				0	0	0	0	0	0	0
	Luu			0	0	0	0	0	0	0	0	0	0	0
	Hanh							0	0	0	0	0	0	0
	Nhanh							0	0	0	0	0	0	0
	Linh	0	0	0	0	0	0	0	0	0				0
Thursday														Total Hours
2	Jona	1	1	1	1	1	1	1						7
	Romain							1	1	1	1	1	1	7
	Mix								1	1	1	1	1	6
	Linh	1	1	1	1	1	1	1	1	1				9
Friday														Total Hours
3	Jona	1	1	1	1	1	1	1	1	1				9
	Luu			0	0	0	0	0	0	0				0
	Romain			1	1	1	1	1	1	1	1	1	1	10
	Mix								1	1	1	1	1	6
	Linh	1	1	1	1	1	1	1	1	1				9
Saturday														Total Hours
4	Romain	1	1	1	1	1	1	1	1	1				8
	Jona	1	1	1	1	1	1	1	1	1				8
	Nhanh	1	1	1	1	1	1	1	1	1				8
	Hanh	1	1	1	1	1	1	1						7
	Mix								1	1	1	1	1	6
	Linh	1	1	1	1	1	1	1	1	1				9
Sunday														Total Hours
5	Jona	1	1	1	1									4
	Romain					1								1
	Luu	0	0	0	0									0
	Nhanh	1	1	1	1									4
	Hanh	1	1	1	1									4
	Linh	1	1	1	1									4
Monday														Total Hours
6	Belay 2													
	Belay 2													
	Cashier													

01 | STAFF SCHEDULE  
Example of the new time table for Push Climb-  
ing Gym, Ho Chi Minh City



# MANAGING | TRAINING

To be a PUSH Team Member is not only to follow active lifestyle but also be able to perform under stress & continue to provide safe environment to our customers. It is PUSH promise to allways make sure that the people who guiding you through your adventure are capable of providing the support, the knowledge and help.



## Training Log

Every Team Member must pass a training exam as part of the selection process when applying to work. The training log is a special program created by PUSH to evaluate the condition & the relevancy of all PUSH climbers. The test involves physical & technical skills specific to the position of the employee. The Chief Operator make sure that his team stays in shape and ready to provide the highest quality service.



### 01 | TRAINING LOG

Includes following check:

- Health Check | Insurance
- Skill Check
  1. Climbing Skills
  2. Trainer Skills
  3. Training Program knowledge
  4. Aptitude Test



### Certified Climbing Wall Instructor Assessment Instrument

Course Date(s): \_\_\_\_\_

Course Location: Push Climbing 188/1 Nguyen Van Huong, District 2

Provider(s): Push Rock Climbing Gym

Candidate's Name: \_\_\_\_\_

Candidate's Contact Information (complete mailing address, phone, email): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Pre-requisites for Certification	Pass	Fail
1. The candidate will be at least 14 years of age by the conclusion of the course.		
2. The candidate can demonstrate basic climbing movement skills.		
3. The candidate can climb 5.8 top rope demonstrating calm, confidence, and good position without falls.		
4. The candidate can climb 5.7 lead demonstrating calm, confidence, and good position without rope entanglement, z-clips, back clips, or falls. (Optional – for lead endorsement only).		
5. The candidate has or is provided with appropriate equipment in good condition.		
6. The candidate can demonstrate proper care, use and inspection of personal protective equipment.		
7. The candidate can demonstrate proficient belay technique.		

Equipment and Facility Inspection (INSTRUCTOR COURSE ONLY)	Pass	Fail
1. The candidate possesses adequate knowledge of inspection procedures for climbing equip but not limited and slings.		
2. The candidate climbing wall in manufacturer's		
3. The candidate ongoing facility instructor must be qualified to conduct a comprehensive structural inspection per CWA's inspection specifications.)		

02 | TRAINING LOG EXAMPLE  
Digital Copy will be received by the client



# MANAGING | OPERATING

Every adventure facility has its own rules and operational limitations. To have equipment in good condition start by the proper record keeping of all equipment and its maintenance.



## 01 | Maintenance Log

The assigned Chief Operator must make sure that all the facilities equipment is in good condition & stored properly according to the manufacturer specifications.

- Once a month the Chief Operator will submit a copy of the maintenance log indicating the equipment's status & recommendations in case of future need.
- The Chief Operator's Job is to spot an issue before it becomes must to spot problem before it becomes a problem. That's why the log is updated regularly to maintain the highest level of quality.
- The Maintenance Log will flag any issues that require future action with regards to the equipment.
- PUSH offer temporary replacement and Warranty of the Equipment purchase by PUSH. All payments for repair and replacement must be covered by client.

[illegible]

02 | EQUIPMENT CHECK  
Zip Line equipment check,  
Vung Thao, Vietnam, 2017



	Chairs	Anchors	Ropes	Platforms	Hardware	Wood	Steel & Welds
IN							
TS							
IMPORTANT: Any rating below "Good" requires notes							
	Cables	Anchors	Ropes	Platforms	Hardware	Wood	Steel & Welds
IN							
TS							
IMPORTANT: Any rating below "Good" requires notes							
	Cables	Anchors	Ropes	Platforms	Hardware	Wood	Steel & Welds
IN							
TS							
IMPORTANT: Any rating below "Good" requires notes							
	Cables	Anchors	Ropes	Platforms	Hardware	Wood	Steel & Welds
IN							
TS							
IMPORTANT: Any rating below "Good" requires notes							
	Anchors	Steel & Welds	Wall Face	Holds	Hardware	Frame	
IN							
TS							

## 01 | MAINTANCE LOG

Digital Copy made by Chief Operator of the Location will be forward monthly to the client by Location Manager,





# 04

## MARKETING| SCOPE OF WORK

We understand that success does not only come from opening a door but from providing a life style worthy of the thrill. As a pioneer of the business a way to get ahead with our proven method of marketing & advertising campaign.

- Customer safety warnings
- Climbing Manual
- Event Programs
- Booking Event Form & Calculator
- Outdoor Activities
- Self Rescue Seminars
- Competition
- Branding Design
- PUSH SMM Intergration



**LIFE IS  
FULL OF ADVENTURES & WE  
DISCOVER NEW WAYS HOW  
TO LIVE ACTIVE EVERYDAY!  
JOIN US FOR THIS  
JOURNEY!**





# MARKETING | CUSTOMER SUPPORT

Every adventure facility require it's own safety and play rules. Age & health limitations may vary between locations. PUSH provides for you standardize designs of the warnings and rules of each game you offer.



## Facility Rules & Safety

The first step to a safe operation it is clear signs of the rules & limitations of the activity.

- By signing into Push Marketing Plan - you will receive warning signs, game & facility rules customize with your branding.
- The Location Manager will forward the client ready to print design files & can provide printing services.
- Cost of the printing charged separately from the month fee. Quotation List of the printing services can be send on demand.

### 01| ROPE COURSE GAME RULES

Example of the rope course rules design in Push Location at Eco Park, Vung Thao.



# MARKETING | PROGRAMS

Our customers are people with an active lifestyle. They always eager to learn new skills and challenge the limits. PUSH Marketing Programs offers turn key courses for any group at any age.



## 01 | Climbing Manual | Student Book

Every Push Location will be provided with a Digital Copy of the PUSH Climbing Manual (PDF) for internal use only and 3 printed copies for Teaching Courses.

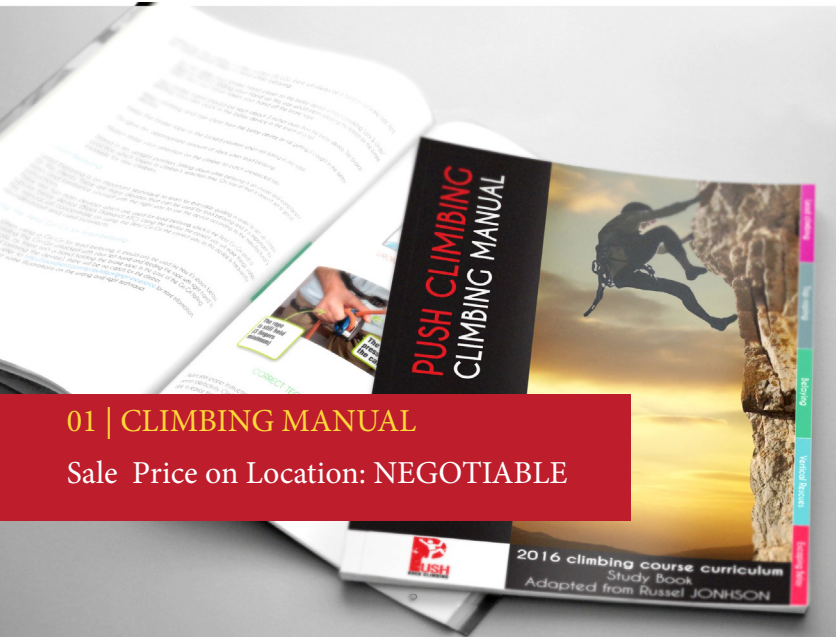
Every Student who attends workshops & courses will receive a copy of the Student Book and certificate at the end of the course after passing an exam by The PUSH Chief Operator.

Unique Climbing Programs for everyone who is eager to learn.

Climbing Manual cover following training programs:

1. Introduction to Top Rope Climbing
2. Introduction to Lead Climbing
3. Basic Climbing Movements
4. Belaying Introduction

The Student manual is also available for sale on Location. Cost of the ordered manuals will be charged separately by distributor price.



01 | CLIMBING MANUAL  
Sale Price on Location: NEGOTIABLE



## 02 Event Programs

The Location Manager will provide digital copy and printed copies of the game menu at Location.

The Chief Operator is responsible of providing training to all PUSH Team members on how to run the activities.

ADVENTURE & QUEST CLIMBING PROGRAMS DETAILS:			
SELECT YOUR EVENT PROGRAM AND ADD TWO (2) ACTIVITIES FROM THE LIST BELOW. NOTE: CHECK ACCORDING YOUR EVENT DETAILS (AGE, NUMBER OF PEOPLE) X - NOT AVAILABLE FOR THIS PROGRAM	ADVENTURE 1 HOUR EVENT	ADVENTURE 2 HOURS EVENT	QUEST 3 HOURS EVENT
CLIMBING INTRODUCTION: Climbing introduction course along with instructor.	INCLUDED	INCLUDED	INCLUDED
VERTICAL MAX: 30 mins 5+ pax all ages The objective is to achieve maximum cumulative height. Vertical Movers take turns adding their distance as a team.		INCLUDED	INCLUDED
SPEED CLIMBING: 30 mins 5+ pax all ages Speed is the ultimate goal. Race to the top, single person scores or team averages.		INCLUDED	INCLUDED
NUMBER SCALE: 30 mins 5+ pax all ages Climb up and down the number scale, placing the right values on the wall.			INCLUDED
BIRDNEST HUNT: 30 mins 5+ pax all ages Climb and find the item on the list in the basket on top of the wall within the least amount of time.			INCLUDED
RELAY RACE: 60 mins 5+ pax 14+ Participants must work together to pass the item to each other while on the wall.	X		
HUMAN KNOT: 30 mins 8+ pax all ages Groups need to untangle the knot of arms without releasing their hands. This game for team building relies heavily on good communication and team work.	X		
THE PERFECT SQUARE: 30 mins 5+ pax all ages Strong communication and leadership skills lead team members to guide each other in the right direction.	X		
THE MINE FIELD: 30 mins 5+ pax 14+ This game focuses on trust, communication, and effective listening. This activity makes a great team building game on the wall.	X	X	
THE EGG DROP: 60 mins 5+ pax 14+ It uses teamwork and problem solving to bond team members. The more people the better, so this makes for an "eggcellent" corporate team building game.	X	X	
SLACK LINE STATION: +750k/hour			
Will improve your flexibility, strengthen your entire body, boost your confidence. Great for starting sessions, the ground.			
CRATE STACKING: +50k/pax 90 mins 10+ pax 10+ Stack as many upside-down plastic milk crates as possible and stand on the top. The challenge is to place the next crate and transfer footings without blowing the stack.	X	X	

02 | TRAINING PROGRAMS  
Example of the game menu at every location.



# MARKETING | EVENT SALES PACK

Events, Team Buildings & Group Activities are a big portion of the revenue of any facility. PUSH marketing Strategy put emphasis on team challenges to cater to bigger groups. To create a strong bond between the activity and the industry.



## 01 | Event Booking Form

The Location Manager is responsible of implementing the Event booking system at location. Every location will receive a customise event booking form that adapts with the clients facility. Pricing for the event program established by client althou the PUSH marketing strategy will suggest a recommended price.



## 02 | Event Calculator

After establishing the costs of the Event Programs PUSH will provide a calculation program so the quotation process can be instant. The Location Manager can handle the booking for 5% cost of the event organizing.

### Format of the Calculator: EXCEL



## 01 | TEAM BUILDING

Photo of the teambuilding for TMM company, organised at Push Climbing Gym with cooperation with DARE company, Saigon.



### 03 Event Calendar

The Chief Operator is responsible of keeping the Event Calendar updated. Communication between the sales team & the Chief Operator is necessary for a smooth operation.

# EVENT BOOKING FORM

Client Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

E-mail: \_\_\_\_\_

Date of booking: \_\_\_\_/\_\_\_\_/\_\_\_\_

Booking Agent: \_\_\_\_\_

Received by: \_\_\_\_\_

## EVENT INFORMATION:

DATE OF EVENT: \_\_\_\_/\_\_\_\_/\_\_\_\_ (day) (month) (year)      TIME: from \_\_\_\_ to \_\_\_\_

AGE RANGE: ☐ 4-14 years old    ☐ 14+ years old      EVENT TYPE: ☐ birthday    ☐ teambuilding    ☐ school trip

Hours

Participants

## PLEASE CHOOSE CLIMBING EVENT PROGRAM:

event duration    game time    age limit    number of participants

### RECOMMENDED FOR EVENT WITH 20+ 3+ HOURS

#### RECOMMENDED FOR 1-3 HOURS

#### ADVENTURE: 3+ HOURS

#### QUEST: 3+ HOURS

#### BASIC: 1-3 HOURS

Bring your team for a day full of fun activities and thrilling moments.

3+ Hours Events. Individual Quest full of fun and games. Includes:

- Adventure Pack;
- Free Table Traversal Station;
- Instructor Supervision;
- 4 climbing games:
- 02 Vertical Max
- 03. Speed Climbing
- 04. Birdnest Hunt,
- 05. Relay Race

Discover world of climbing with Push Climbing Team on 15m wall.

Includes:

- +1 hour Top Rope climbing session;
- + Rental equipment;
- +01. Climbing Introduction course along with instructor.

- Basic pack activities;
- + Instructor Supervision;
- + Free Slack Line Station;
- + 2 activities on your choice

from the list for every hour

**VND 200,000**  
per person per hour

**VND 250,000**  
per person per hour

**VND 300,000**  
per person per hour

### TOP ROPE CLIMBING:

is a style in climbing in which the climber is secured to a rope at top of the climb, and down to a belayer.

## EVENT SCHEDULE AND COST

## 02 | EVENT BOOKING

Example of the event booking form table at Push Climbing Gym, Ho Chi Minh City

**10 DISCOUNT**

BOOK EVENT WITH US AND ON ALL DRINKS AT 10% OFF

### EVENT PROGRAM

HOUR	#1	#2	#3	#4
GAME 1				
GAME 2				

(with more than 20 people)

SUB TOTAL :

VAT 10%: add invoice on request.  
(Not include in the program and hand out of the table)

GRAND TOTAL:

(Put number of the activity according to the program)

# MARKETING | SOCIAL PROGRAMS



## 01 | Adventure Group Trips

We believe that people in the modern world need to disconnect from the overload of information from the city. And re-connect with nature in the way of an adventure. This is why we launched “CHILL ACTIVE DAY | WEEKEND OUT” Which goal is to gather climbers for outdoor experience. Locations may vary. Open for everyone.

All Clients who signed for the marketing pack will receive real time updates and VIP access to all future trips and events.



## 02 | Self Rescue Seminars

We believe that it is responsibility of every person to know how to take care of themselves while exploring nature.

PUSH Marketing plan looks to enrich the culture by creating free of charge seminars with guest speakers about who to deal with tricky situations.



01 | ADVENTURE TRIP FEE  
includes: transportation, living, games & camp programs.

PUSH currently operates several locations in Vietnam, Myanmar & Thailand in the beautiful natural sights: jungles, top of the mountains and beautiful landscapes.



02 | TRIP PROMOTION PACK  
Concept for Chill Active Day Out  
Campaign



# MARKETING | DESIGN & PRINTING



## 01 | Branding Materials

As a part of PUSH Marketing Plan our clients will have full access to custom designs materials: stickers, flyers, manual, logs and anything necessary for successful activation of the location.

PUSH will provide a digital copy of the ready to print designs and X number of printed copies if requested by the client.

All future re-printing expenses are Client's responsibility & not included in the basic fee.

Main Marketing Point Event Page



Location Information

Pricing & Programing



## 03 | Our Software



## 02 | Start Up Pack

Location Start Up Pack. include following list of the printed materials:

- Uniform Pack for Every Team Member
- Training Programs Materials
- 300 copies of the General Flyer (Eng only)
- 100 Push Climbing Stickers



## 03 | TRANSLATION

PUSH can offer translation into:

- Vietnamese
- French
- Spanish
- Italian
- Russian
- Filipino

**ABOUT US:**

LOCATED IN THE HEART OF DISTRICT 2, PUSH OUTDOOR CLIMBING WALL IS GREAT PLACE TO HAVE FUN WITH FRIENDS AND FAMILY. WE PROVIDE CLIMBING COURSES AND A VARIETY OF ACTIVITIES WITH ENDLESS BENEFITS FOR EVERYONE!

**YOUR SAFETY IS OUR PRIMARY CONCERN**

ALL OF OUR CLIMBERS WHO HAVE BEEN TRAINED ACCORDING TO FIRST AID, LIFE GUARD AND IRATA 1 CERTIFICATIONS TO MAINTAIN A SAFE ENVIRONMENT. OUR STAFF MAKE SURE THE WALL STAYS IN PERFECT CONDITION AND ALL THE CLIMBERS ARE SAFE AT EVERY MOMENT.

**CLIMBING TIME PASSES:**

FIRST HOUR PASS: rental equipment is not included	100,000 VND
EVERY ADDITIONAL HOUR: rental equipment is not included	50,000 VND
DAY PASS: no time limit, rental equipment is not included	200,000 VND
GROUP PASS: available for the group 5 and more. Includes: 1 hour session and gear set	100,000 VND
1 MONTH MEMBERSHIP: rental equipment is not included	550,000 VND
1 YEAR MEMBERSHIP: rental equipment is not included	5,500,000 VND
1 MONTH MEMBERSHIP WITH GEAR: with rental equipment included	1,250,000 VND

**RENTAL EQUIPMENT:**

CLIMBING SHOES	30,000 VND
HARNES	20,000 VND
CHALK BAG	10,000 VND
BELAY DEVICE	30,000 VND

**10% DISCOUNT**

EVERY MEMBER OF "PUSH" CLIMBING GYM WILL RECEIVE THIS DISCOUNT ON ALL PRO SHOP EQUIPMENT & DRINKS AT "SAIGON OUTCAST" BAR <https://www.facebook.com/gym.pushrockclimbing>

**BELAY COURSE** ..... 500,000 VND / 1px

During this course you will learn all the ropes of climbing, equipment and safety. In this course instructors will teach students how to belay each other. This is a technique that allows a climber to hold another climber safely in the air and to bring a climber back down the wall slowly and safely using the rope.

**CLIMBING INTRODUCTION** ..... 50,000 VND / 1px

Discover the essentials next to your own instructor guiding you through the basics stretching techniques and on wall guidance. 1 hour session.

**TEAM BUILDING** ..... from 100,000 VND / 1px

New challenges create strong bonds. Bring your team for a day full of fun activities and thrilling moments.

**PARTY PACK FOR KIDS:**

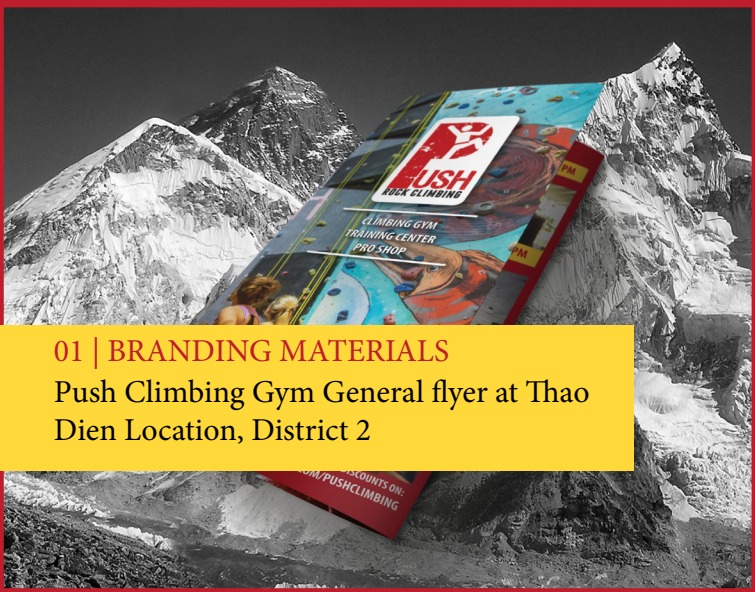
Organize memorable party for your kids! 1 hour climbing course, mini games with interactive performance.

GROUPS: (from 5 - 10 kids) ..... 350,000 VND / 1 px

GROUPS: (from 10 and more) ..... 300,000 VND / 1 px

## 01 | BRANDING MATERIALS

Push Climbing Gym General flyer at Thao Dien Location, District 2





# MARKETING | PUSH SMM INTEGRATION



## 01 | SMM Integration

As a part of the Marketing Plan client's facility will marked as a PUSH location and featured monthly in our news time line.

## 02 | SMM Platforms



### Push Rock Climbing

3 Reviews | #20 of 44 Fun & Games in Ho Chi Minh City | Game & Entertainment Centers, Fun & Games  
188/1 Nguyen Van Huong, District 2, Ho Chi Minh City 70000, Vietnam | +84 126 472 2134 | Website

#### Review Highlights

"Fabulous!"

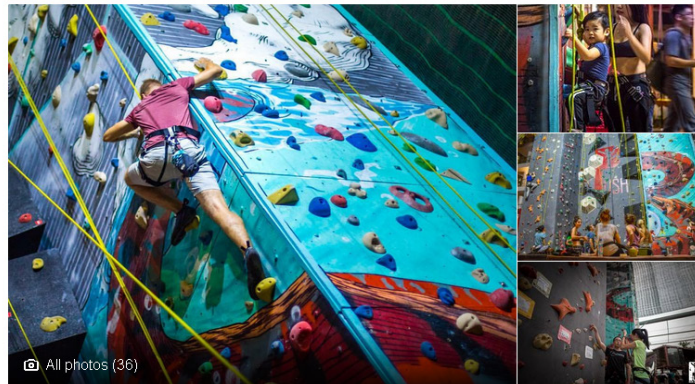
My 13 years old son was looking for a rock climbing shoe and we managed to find it in this place... [read more](#)

Reviewed June 16, 2017  
stanara, Bandar Seri Begawan | via mobile

"Challenging routes and helpful staff"

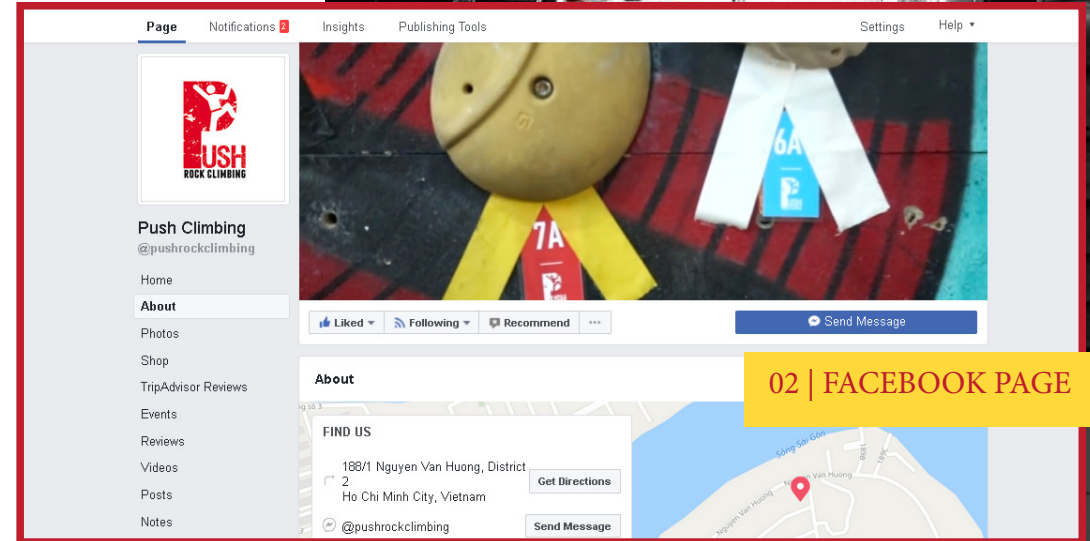
Push Climbing is open from 10am, but the crowd only comes in around 4pm on the weekdays. The... [read more](#)

Reviewed March 29, 2017  
Jillene T

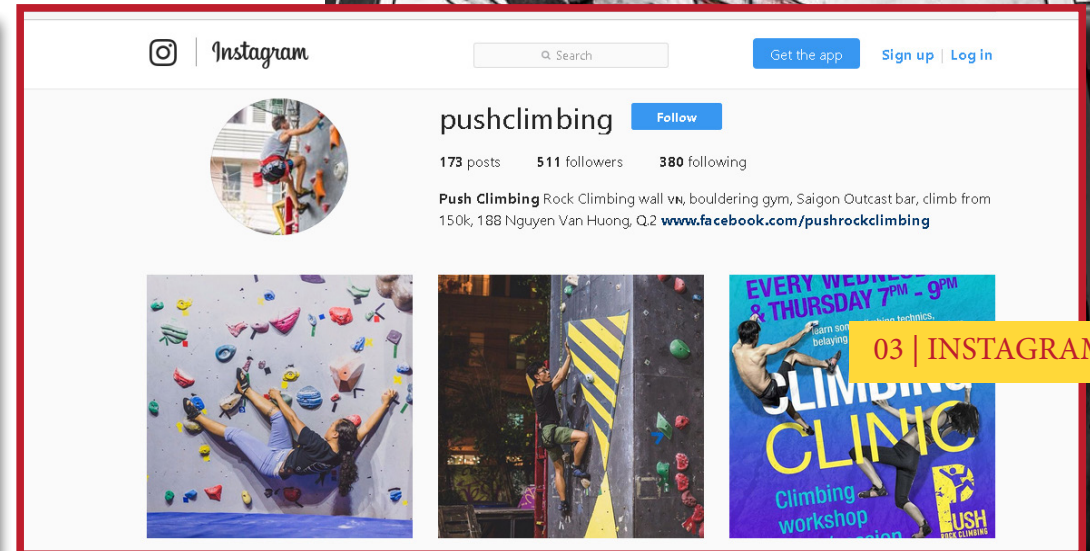


All photos (36)

## 01 | TRIP ADVISOR



## 02 | FACEBOOK PAGE



## 03 | INSTAGRAM





01 | PUSH TEAM

PUSH Team at Sane Let Tin Resort,  
Myanmar, 2017

# CONQUER YOUR MOUNTAIN | CONTACT US



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