



Boulderboard® Dealer Sheet

This is sheet designed to help sales staff answer questions about our Boulderboard® products.

Origin/back story:

The Boulderboard was originally designed for climber's use in apartments and small homes when they needed a small freestanding training piece that assembled easily and looked good. Built to our commercial standards, it has also been utilized by schools and training centers as a compact upper body training option that is relatively portable.

Key sales understanding:

It will *always* be cheaper to build a wood climbing structure in their garage or home: however, this is often not possible or desired. The Boulderboard advantage is that it is portable, freestanding, looks nice and can be re sold, moved, etc. It sells on a very pragmatic basis. The new 6-footer is very desirable.

The Boulderboard Training Stations:

- Basic choice on 4-foot or 6-foot widths.
- Options to add from Base unit: angle extenders, holds, crash pad.
- Fit under 8ft. ceiling, 40-degree overhang: hard for many users.
- Includes top bar for pull-ups.
- Most climbers at home have both holds and a crash pad (floor pad). They prefer not to buy these if possible. Most of this market is price sensitive, relatively younger.
- A one-year warranty.
- Assembly takes 1 hour the first time, no special tools.
- Flat rate shipping in CONUS: see price sheet for details.

Boulderboard Base:

- The Base has frame and panels only. Panels are painted.
- Panels do not have tee-nuts installed: tee-nuts are in a separate bag
- Ships via UPS, 4-5 boxes, the heaviest 90 lbs. The lightest 25 lbs.

Boulderboard Pro:

- The complete platform (Base plus options): frame, panels with tee nuts installed, holds, floor pad, and angle extenders (range of angles -17 thru -40). Ready to use.
- Mat ships separately Fedex or UPS, light weight.
- Ships on one pallet with boxes and panels packed on top. Motor freight with delivery to dry door or space. Heaviest box is panels – 120 lbs. Can be opened to carry.
- Flat rate shipping in CONUS: see price sheet for details.

Note: Boulderboards make excellent dealer show room items and useful for local shows and fairs. They catch attention and require little work to set up and operate.