



TRAINING MANUAL

with Bullpadel Africa



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Welcome to the Bullpadel Training Manual

At Bullpadel, we are committed to excellence on and off the court. This training manual is designed to provide you with essential knowledge, and best practices to elevate your sales.

1. Why Choose Bullpadel?

1. They are officially the **number 1 selling Padel racket** in the world.
2. Bullpadel are a Padel specific brand, focussing only on the sport. They continue to bring new technologies and products to the market first.
3. Bullpadel is 30 years old. They are the longest standing Padel specific brand still in the market.
4. Bullpadel are always at the forefront of innovation and R&D.
5. Many of the top Premier Padel players use Bullpadel products. More **unsponsored** players in Europe's top leagues, use Bullpadel products than any other brand.
6. Top 20 Men's and Top 20 Women's = 40 players. 12 of these players use Bullpadel (more than 30% of the players, with over 50 brands in the market) No other brand is close to this percentage.

2. Bullpadel Racket Range:

Bullpadel offer rackets from the entry level Open Power to the top of the range Hack and Vertex.
From R1 995 up to R6 395.

- Junior Range - Indiga Boy and Girl and Vertex Junior
- Tourline Range - Open Power, Open Control, Indiga Control, Power and Women
- Performance Range - K2 Power, BP10 Evo and Flow Light
- Next Range - Ionic Power, Ionic Control and Ionic Light
- Proline Range - Vertex, Vertex Hybrid, Vertex Woman, Vertex Comfort, Hack, Hack Hybrid, Xplo, Xplo Comfort, Neuron, Icon, Pearl, Elite and Flow

Type of shapes

- Round – Low Balance
- Teardrop/Hybrid – Medium Balance
- Diamond – High Balance

What is the average weight of a Padel racket?

- Very light = 300 - 340 grams - Juniors
- Light = 340 - 355 grams
- Average = 355 - 370 grams
- Heavy = 370 grams +

3. Technology & Materials:

- Three type of surfaces – Smooth, 3D Grain (medium) or TopSpin (TS - Sandpaper rough).
- Carbon Tube for their frame. Double tubular Carbon Frames for all Bullpadel products, not just one layer for the frame, giving it more strength and durability.
- Vibradrive – Silicone tube that goes through the handle to absorb vibration.
- Varierty of Hearts – Shows good technologies in a racket. Gives rigidity and strength to the frame.
- Air react or Air Power channel – Aerodynamics making it easier to swing through the air with less resistance.
- Curvaktiv – Aerodynamics, skirting the air around the racket frame.

Materials (k refers to thousand)_

- Tri Carbon – 18k on Hack. 3 layers intermeshed in 3 directions for strength.
- XTend 12k On Vertex.
- Fibrix and Glaphite – Hybrid mesh – Provides more flex, therefore softer and more comfortable. Still has good durability.
- Intermediate to top end rackets have a Multi Eva core – 2 layers of hard EVA rubber, 1 internal/middle layer of soft. This gives you power when you need it and control and a comfortable feeling.
- Entry Level to mid-level all have soft EVA rubber.

4. Footwear Guide:

Selecting the right Padel shoes is key to performance, comfort, and injury prevention. Unlike Running or Tennis shoes, Padel shoes provide extra support, stability, and durability for lateral movements on the court.

Key Features:

- **Support & Stability:** Bullpadel shoes ensure a snug fit with reinforced ankle and midfoot support to prevent injuries.
- **Cushioning & Comfort:** Responsive cushioning to absorb impact and enhance comfort during long matches.
- **Traction & Grip:** Durable outsoles with a herringbone or Padel-specific tread for maximum grip. Bullpadel have the exclusivity to Vibram sole shoes in the Padel industry.
- **Breathability:** Lightweight, ventilated materials keep feet cool and dry.
- **Durability:** Reinforced toe caps and sturdy overlays extend shoe lifespan, even with frequent play.

With a wide range of Padel specific shoes, customers can find the perfect Padel shoes with Bullpadel, to boost confidence, improve performance, and enjoy the game to the fullest.

5. Bullpadel Sponsored Players and the Rackets that they use:

Men:

- Fede Chingotto - Neuron
- Martin Di Nenno - Xplo
- Paquito Navarro - Hack
- Pablo Cardona - Ionic Power
- Juan Tello - Vertex
- Alex Arroyo - Ionic Power
- Javier Leal - Ionic Power

Ladies:

- Gemma Triay - Elite
- Claudia Fernandez - Ionic Light
- Delfi Brea - Vertex Woman
- Bea Gonzalez - Pearl
- Alejandra Salazar - Flow
- Claudia Jensen - Ionic Light
- Carolina Orsi - Elite

6. Retail & Sales Guide:

How to explain Bullpadel products to customers?

Rackets:

- For Beginners: Easy-to-use, lightweight, and forgiving. Great for learning control and improving technique.
- For Intermediate Players: Balanced between power and control, helping the client refine their skills.
- For Advanced Players: Heavier high-performance racket designed for precision, power, and spin.

Shoes:

- Designed specifically for Padel with extra grip, support, and durability.
- Cushioning for comfort and shock absorption to reduce impact on joints.

Accessories:

- High quality bags, balls, accessories and grips are offered by Bullpadel.

Helping customers find the perfect Bullpadel product starts with understanding their skill level, playing style, and personal preferences.

7. Padel Racket Shapes

There are 3 main shapes for a Padel racket. These give the player a different sweet spot on the racket. The sweet spot is the most effective place on the face of the racket to hit the ball. The three different shapes are:

- **Round shaped** - These rackets have the sweet spot right in the centre of the racket and they are very forgiving for any mis-hit shots. They have a low balance, more towards the handle, which feels extremely comfortable and easy to control. They are designed to maximise control and to give you a consistent hit every time you strike the ball. A Round shaped racket is ideal for all types of players, but especially for beginners.
- **Teardrop shaped** - These rackets have a sweet spot slightly above the centre. They are a mix/hybrid of the two other shapes, and they provide both power and control. They have a perfect medium balance and they will suit all types of players, from beginners to very advanced.
- **Diamond shaped** - These rackets have the sweet spot near the top of the racket for attacking play, power volleys and smashing. They have a high balance (top heavy) and they are designed to maximise power. This shape is more suited for more experienced players.

Ask your client if they want power or control or a balance of both. The shape of the racket will help with make this decision, which will narrow their search down even further.

Padel racket weight

The weight of the racket is also an important decision. The weight not only helps with comfort/ease of use, but also influences how much power/control they have.

Light:

- Able to manoeuvre the racket more freely.
- Suitable for young players, Ladies or older players.
- Suitable for people with Padel elbow/wrist/shoulder problems.

Heavy:

- More power.
- More stable.
- Suitable for attacking players with big smashes and aggressive volleys.

The right weight for your client, will be determined again by their style of play. Heavier will lead to more power and lighter will lead to more control and manoeuvrability.

8. How to choose a Padel Racket?

Choosing a Padel racket from a wide range of options can be rather overwhelming, especially as there is such a variety of shapes and materials to choose from.

Clients need to establish their level of skill and find out what they want in terms of power or control. Clients need to be careful in purchasing the first racket that catches their eye! You have to take into account the characteristics of their game and see if that racket suits their needs and style of play.

Let's review this further:

If a client has very little experience in racket sports, and have only played Padel a few times, then a top of the range racket might not be suitable for them. Conversely, if the client is an experienced player, who is playing at an advanced level, then an entry level racket is not going to be right either. You need to find out what their level is and more importantly, what style of game they play and then choose a racket that suits their game style.

What is their style?

Is it a powerful, more attacking game, or a technical game with more finesse and control? This will help them decide on which shape to choose and which face material and rubber/foam to choose. Hard rubber is for power and soft rubber gives you a more comfortable hit with better ball output at lower speeds. Medium rubber/foam is a great mix between the two.

To find a racket that is right for your client, ask them these questions:

- What is your style of play and which shape will suit you best?
- Do you have any wrist, elbow or shoulders injuries? If yes, a lighter racket with a soft rubber would suit you better, as it has more absorption in the material.
- Do you want a racket that is light and easier to manoeuvre on the court, or one that is heavier for more power?
- Do you like to put lots of spin on the ball? If so, the a racket with a rough surface would suit you best.
- Lastly, what do I want to spend? This will help you narrow down your search.

From your answers to these questions, you will get a better understanding of what shape you want, the core density, what material you need and whether you want a smooth or rough surface.

9. How long does a Padel Racket last?

A Padel racket can last anywhere from a few months to a few years, depending on how often it's used, the intensity of the player using it, and how well it's cared for.

Essentially a racket will last between 100-150 games, depending on the intensity of the hitting. The core (EVA Rubber or Foam) starts to compress over time and therefore starts to lose its elasticity and power.

Therefore, as a recreational player, if you play 2-3 times a week, it should last you 1 year. However, if you are playing nearly every day, it will last you 4 to 6 months and if you play once or twice a month, it could last year many years, if it is looked after correctly.

Proper care can extend the racket's lifespan. Here are some tips for extending the life of a Padel racket:

- Avoid exposing it to extreme temperatures (hot or cold) as it affects the core. Use thermo racket bags.
- Change the overgrip regularly.
- Use a frame protector.
- Avoid hitting the racket against the cage, glass, floor or partners racket.
- Do not play in wet or damp conditions, this is a sure way to reduce the lifespan of your racket.
- Don't lift/pick up the ball from the ground by hitting it with the surface of the racket. This will create cracks in the face.
- Invest in a Padel bag to protect the racket from any damage and from extreme temperatures.

Symptoms of an old racket are as follows:

- They have lower ball output as the compressed foam/rubber has lost its elastic properties and doesn't recover its original shape, as it was manufactured to.
- The sound from an old racket will have a deeper thump in its tone.
- Old rackets with compressed foam/rubber will send more vibrations to players' arms, due to the reduced absorption of the foam/rubber. Players with a history of Padel elbow in particular, should replace their rackets more regularly.

10. Padel Racket Materials

Rackets have an external frame, a core (internal rubber or foam) and a surface (face). Frames are either made of Fibreglass, a hybrid material or Carbon Fibre. The core is made from a rubber or a foam and the face surface can either be Aluminium, Fibreglass, Carbon Fibre or Composites such as Glaphite, Graphene, Innegra or Fibrix.

A racket with a Fibreglass frame and surface is not as durable or strong as Carbon Fibre, but it is softer, easier to hit and they are very comfortable to use, due to the springy feel of the Fibreglass. As we go up to intermediate and advanced rackets, they are mostly made out of Carbon Fibre, a much more durable and stronger material, making the racket last longer.

The internal core of the rackets are either made using a rubber (EVA) or a foam. EVA rubber can come in soft, medium or hard densities. The harder the rubber, the more dense it is, which means more power. The softer the EVA rubber, the less vibrations through your wrist, elbow and shoulder. EVA is more durable than foam, lasting longer, but it is slightly heavier and not as comfortable as foam.

Rackets will either have a smooth or a rough surface. The rough surface will give you more grip on the ball and therefore more spin on your shots, but they don't give as much ball output (bounce) off the face as the smooth surface rackets. Some players also don't like the extra spin created by a rough surface.

THANK YOU



Phone :
066 160 0307



Website :
www.bullpadelafrica.com



Email :
sales@bullpadelafrica.com



Address :
**Unit B1, River Frog, Old
Paarl Road, Paarl, 7646**



Bullpadel 

bpa 
agencies