



Ski Area Vehicle Maintenance Institute

NEWSLETTER

Published for the Members of SAVMI

June 2012

2012 SAVMI Conference & Trade Show Recap

The 27th Annual SAVMI Conference & Trade Show was held May 16-19, at the Two Rivers Convention Center in downtown Grand Junction, Colorado. This year's event attracted 269 attendees with representation from 43 resorts and 35 supplier companies.

Members from around the country gathered for four days of educational seminars and hands-on training. Sessions covered various areas of concern and included topics on hydraulics, engine maintenance, electronics and welding. And because SAVMI knows there's more to running an efficient shop than just vehicle maintenance, there were also sessions on inventory management, shop safety, federal regulations, and conflict resolution.

The Trade Show on Tuesday night was heavily attended. It was a fantastic opportunity for suppliers to demonstrate their goods and for ski area personnel to learn the latest advancements in vehicle maintenance products and services.

SAVMI wishes to extend a HUGE thank you to this year's sponsors and supporters. Their financials and in-kind contributions are essential to the success of our show and help keep the registration fees extremely affordable. This year's sponsors and supporters include: **Aspen Skiing Company, Beaver Creek Fleet Services, Beaver Creek Village Ops, BG Products, Breckenridge Ski Resort – F&B Department, Collett Enterprises, Inc., Colorado Motor Parts/NAPA, Crystal Clear Autoglass & Windshield Repair, DDI Equipment, Exxon Mobil Lu-**

bricants & Specialties, FallLine, Gray Oil Company, Kässbohrer All Terrain Vehicles, Leitner-Poma of America, Lif-Tech Equipment, Prio-noth, and Wooster Hydrostatics, Inc. We are very fortunate to have the support of our industry leaders. The next time you see any of these folks please take a few minutes to say "thanks" and let them know just how much you personally appreciate their support of the SAVMI organization.

See pages 2-9 for a complete wrap-up of this year's show.



President's Corner

By Johnny Green

I just wanted to take a few minutes to thank all of you who helped make this year's conference a success.



I especially want to thank the ski area directors, managers and supervisors for sending your personnel. Your support of this organization really showed this year. Even though many of you were faced with tough economical challenges, you still found a way to send your staff. Obviously you understand that this important and unique training can't be found anywhere else. I hope your staff brought back a few ideas that you'll be able to incorporate in your shop.

Check out page 3 for a list of individuals that turned in their Record of Attendance sheet. Their commitment to increasing their knowledge and bettering themselves should be commended. Each of these attendees will receive a Certificate of Completion later this month.

A big thank-you also goes out to all of our top-notch speakers. You guys (and gals) make it happen and are the reason why our members keep coming back year after year. You volunteer your valuable time and expertise to inform, enlighten, and educate and for that we are extremely grateful.

So what did you think of this year's event? Was there a topic that was missing from the curriculum? Tell us. Really, we want to know. The Board will be meeting in the Fall to discuss the 2013 schedule and will consider all suggestions. Feel free to contact any board member. Our contact information can be found at savmi.org.

Enjoy your summer!

A handwritten signature in black ink, appearing to read "Johnny Green". The signature is fluid and cursive.

Premier Tire Winner



Steve Kimber of Solitude Mountain Resort was the lucky winner of \$400 towards a set of tires donated by Premier Tire

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**SAVMI would like to recognize the following individuals
for their commitment to training at the 2012 Conference & Trade Show.
Individuals are categorized based on the number of confirmed session hours they completed.
(Based on Record of Attendance forms received by 5/31/12)**

PLATINUM (14-17 hours)

Tod Alvey, Sun Valley Company
 Jeff Andrews, Mt. Hood Meadows Ski Resort
 Roger Arave, Powder Mountain Resort
 Christian Bermel, Arizona Snowbowl
 Erick Biggambler, Arizona Snowbowl
 Paul Caucci, Powder Mountain Resort
 Drew Chambers, Powder Mountain Resort
 Keith Emmerson, Sun Peaks Resort
 Jeremy Evans, Mt. Hood Meadows Ski Resort
 Henry Frank, Sun Valley Company
 Roye Fulton, Taos Ski Valley, Inc.
 Roger Gardner, Grand Targhee Ski & Summer Resort
 Paul Houseman, Jackson Hole Mountain Resort
 Eric Johnstone, Loveland Ski Area
 Andrew Jones, WinSport Canada
 Sasha Kryzhanovsky, Snowbasin Ski Area
 Morgan Laramie, Keystone Resort
 Tim McCarthy, Keystone Resort
 Bryan McFarlin, Snowmass Ski Area
 Edward Merralls, Telluride Ski & Golf, LLC
 Evan Miller, Powder Mountain Resort
 Larry Montgomery, Powder Mountain Resort
 Mark Moyryla, Jackson Hole Mountain Resort
 Brad Nelson, Sun Valley Company
 Anderson Nez, Arizona Snowbowl
 Ted Parkinson, WinSport Canada
 Kevin Perrotti, Crystal Mountain Resort
 Joseph Renish, Arapahoe Basin
 Cindy Rios, Snowmass Ski Area
 Ray Schmid, Arapahoe Basin
 Barry Spencer, Big Sky Resort
 Sean Stauffer, Loveland Ski Area
 Kirk Stickler, Snowbasin Ski Area
 Michael Taft, Cascade Mountain Ski & Snowboard Area
 David A. Vergamini, Telluride Ski & Golf, LLC
 Rick Waddell, Jackson Hole Mountain Resort
 Jessie Wayment, Snowbasin Ski Area
 John Weinmeister, Taos Ski Valley, Inc.
 Mike White, Powder Mountain Resort
 Paul Wirth, Snowmass Ski Area

GOLD (10.5 - 13.5 hours)

Derek Abbott, Durango Mountain Resort
 Andy Atha, Durango Mountain Resort
 Jon Brady, Mt. Hood Meadows Ski Resort
 James Brett, Alyeska Resort
 Matthew Burrell, Breckenridge Ski Resort
 John Cain, Breckenridge Ski Resort
 Dan Christian, Aspen Skiing Company
 Terry Cochran, Town of Breckenridge - Gold Run Nordic Center Maint.
 Bryan Cothren, Alyeska Resort
 Michael Evans, Snowbird Ski & Summer Resort
 Alex Foster, Grand Targhee Ski & Summer Resort
 Gabriel Garcia, Big Sky Resort
 Jesse Gibson, Telluride Ski & Golf, LLC
 David Grzymkonski, Alta Ski Area

GOLD (continued)

Tyler Harvey, Soldier Hollow
 Scott Heathman, Beaver Creek Resort
 Cutler Himes, Keystone Resort
 Adam Hoffmann, Vail Mountain
 Trevor Jairell, Vail Mountain
 Kevin Lagace, Beaver Creek Resort
 Adam Leeger, Eldora Mountain Resort
 Chris Lindley, Peterson Equipment Company, Inc.
 Michael Lovato, Beaver Creek Resort
 Bob MacDonald, Eldora Mountain Resort
 Frank Martinez, Beaver Creek Resort
 Noah McCord, Aspen Skiing Company
 Mo Medina, Jr., Beaver Creek Resort
 Mo Medina, Sr., Vail Mountain
 Pat Minnaert, Aspen Skiing Company
 Kole Morrell, Loveland Ski Area
 Bart Myres, Vail Mountain
 George Newhall, Durango Mountain Resort
 Steve Parker, Jackson Hole Mountain Resort
 Stephen D. Payton, Beaver Creek Resort
 Scott Peterson, Soldier Hollow
 Ben Pinke, Steamboat Ski & Resort Corp.
 Don Popish, Snowmass Ski Area
 Jason Provost, Soldier Hollow
 Dave Quigley, Breckenridge Ski Resort
 Jeff Record, Alta Ski Area
 Eric Reed, Big Sky Resort
 Ron Robison, Keystone Resort
 David Rogers, Snowbird Ski & Summer Resort
 Jae Rosenthal, Eldora Mountain Resort
 Corey Ross, Yellowstone Club
 Kenny Sandoval, Beaver Creek Resort
 Bob Semsack, Vail Mountain
 Paul Shick, Loveland Ski Area
 Christopher Smith, Beaver Creek Resort
 Rick Sorenson, Utah Olympic Park
 Alex Sorokach, Breckenridge Ski Resort
 Tom Tull, Vail Mountain
 Carlos M. Valdivieso, Grand Targhee Ski & Summer Resort
 Alan Vigil, Beaver Creek Resort
 Niall Wade, Alta Ski Area
 Doyle Wailes, Snowbird Ski & Summer Resort
 Wesley Weaver, Yellowstone Club
 Scott Weiher, Jackson Hole Mountain Resort

SILVER (7.5 - 10 hours)


Frank Case, Steamboat Ski & Resort Corp.
 Curt Clementsen, Aspen Skiing Company
 Jason Gordan, Durango Mountain Resort
 Jeff Jensen, Aspen Skiing Company
 Dick Payton, Beaver Creek Resort

BRONZE (1.5 - 7 hours)

Byron Radcliff, Steamboat Ski & Resort Corp.
 Robert Taylor, Keystone Resort

Monday Nite Bar-B-Que & Horseshoe Pitchin' Competition







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Tuesday's Trade Show



2012 SAVMI Awards Luncheon

On Tuesday, May 15, SAVMI honored this year's award recipients.



Steamboat's Ben Pinke and Frank Case

Ben Pinke from Steamboat Ski & Resort Corp. was awarded the Tim Crouse Memorial Award (aka Mechanic of the Year.) Russ West, Steamboat's shop foreman, told SAVMI Board members that Ben has the ability and knowledge to repair or maintain *any* of the machinery on the mountain. Additionally, Russ stated that safety is the number one priority at Steamboat and is dependent on the knowledge and expertise of its employees. Ben has not had an incident during his six years at the resort and is not afraid to let others know if they are doing something potentially dangerous. He is also very well liked and respected by his fellow co-workers and is willing to assist other departments when needed. Ben told SAVMI "Cars, trucks and heavy equipment have always fascinated me since I was a kid growing up on a small farm, and I'm very pleased to be recognized for something that I have always enjoyed."

The Vehicle Maintenance Support Award was presented to Karen Ruzicka with Kassbohrer All Terrain Vehicles, Inc. Before joining the PistenBully team six years ago, Karen worked for Copper Mountain for 25 years and her experience in the ski industry was essential to her transition to the supplier side. Terry Fix, Regional Sales/Operations Manager for Kassbohrer's Grand Junction office, said "I'm so impressed with her strong work ethic and the extra mile she will go to satisfy the customer." Adding "Her performance exceeds all expectations of her job description and we can't be more happier to have Karen on board." When asked about



Kassbohrer's Karen Ruzicka and Terry Fix

her position, Karen said "I enjoy taking on new tasks and learning new things. Kassbohrer is a great place to work and I want to continue to grow with the company."

Aspen Skiing Company was awarded the Safety Award. As of April 19, their four maintenance shops (Aspen Mountain, Aspen Highlands, Buttermilk, and Snowmass) had worked 778 days without a workplace injury and 780 days without a lost time accident.



Vehicle maintenance staff representing Aspen Skiing Company's four resorts

The SAVMI Lifetime Achievement Award was presented by NSAA President, Michael Berry, to Beaver Creek's Jimmy Roberts. In his speech Michael told the audience that their relationship dated back to 1965 and shared stories of the two of them working their way up through the industry. Michael went on to say it's folks like Jimmy - who tirelessly work behind the scenes - that are the backbone to the success of the ski industry. Adding that Jimmy's passion for the sport coupled with his incredible abilities and his willingness to support his staff all aided in the creation of a long and prosperous career. Jimmy told the group that he was indeed honored. He went on to encourage them to keep doing what they do. Explaining that the unseen support departments are essential to the continued success of the industry.



Jimmy Roberts with NSAA President, Michael Berry

Wednesday's Activities

SAVMI conference attendees didn't miss out on the many opportunities to get out and have some fun. In addition to the events listed below, attendees also enjoyed mountain biking and fishing.

Golf Tournament

1st Place - David Chrisler, Joe Clark, Greg Clowers & Cindy Dady

2nd Place - Jim Larson, Martin Pelletier, Phillip Trehan & Dennis Warrington

3rd Place - Bryan Cothren, Pat Gage, Kevin King & Bruce Stoddard

Longest Drive - Cindy Dady

Longest Putt - Philip Trahan

Closest to the Pin - Tom Mehl

Kart Racing

1st Place - Noah McCord, Pat Minnaert & Don Mushet

2nd Place - Andy Atha, Keith Emerson & Marco Otteson

3rd Place - Joe DeGraff, Jeff Jensen & Kevin Perrotti

Trap Shooting

Teams

1st Place - James Ewing & Dale Rains

2nd Place - Frank Case & Steve Kimber

3rd Place - Bob Semsack & Mo Medina

Individual

It was close! The top 3 shooters all tied with 45 out of 50.

After a sudden death shoot off:

1st Place - James Ewing

2nd Place - Bob Semsack

3rd Place - Frank Case



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PRINOTH Shines in the Top Ten Resorts for Grooming

PRINOTH is very proud to share an interesting survey from the very popular SKI MAG.com online magazine. The publication reports readers' rankings of the best ski resorts for grooming in North America.

PRINOTH is proud to be the sole supplier of the winning resort for perfect slopes: Deer Valley in Utah. But that's not the whole story. PRINOTH's snow grooming expertise and constant innovation in the pursuit of perfectly prepared ski slopes worldwide dominates the entire ranking list. PRINOTH is present in nine of the top ten ski resorts.

The second rank of the Ski MAG survey goes to Sun Valley in Idaho, followed by Snowmass, Beaver Creek and Vail in Colorado, Mammoth Mountain, Northstar-at-Tahoe and Heavenly in California, Park City in Utah, and finally Whitefish Mountain in Montana.

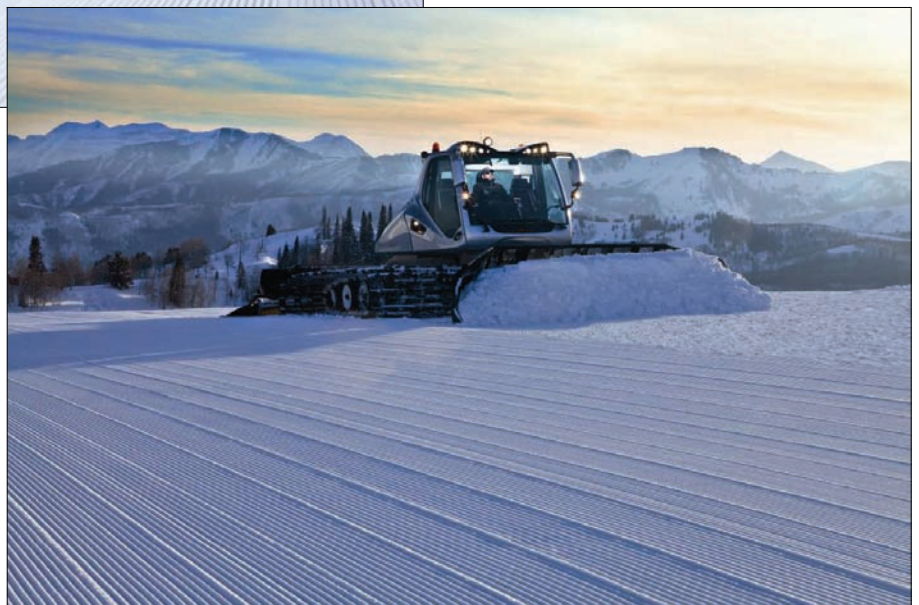
In fact, "For perfect pistes" is PRINOTH's commitment to skiers and snowboarders. Whether the surface is soft or hard, whether there is natural or artificial snow, advanced equipment such as the PRINOTH Posiflex Tiller assures excellent slope quality and a perfect slope finish every time.

So, as SKI MAG says, "get out there and carve that corduroy."

SKI MAG is a leading publication aimed at all levels of skiers and covering a myriad of related issues: instruction, travel, fashion, equipment and the overall lifestyle of the sport. Their reader-focused content highlights the customers' opinions and requirements while its surveys and rankings give voice to the public, giving them the last word on the issues that matter.



PRINOTH Beast at Deer Valley, Utah



GreenIQ is PistenBully's Name for Sustainable Groomer Technologies

John Glockhamer, Kässbohrer All Terrain Vehicles, Inc.

When developing new vehicle technologies Kässbohrer always remains conscious of the environmental impact. GreenIQ — “green intelligence” for PistenBully. Kässbohrer presented its sustainability commitment under this heading at the SAM 2012 in Grenoble France the end of April. Visitors to this very large trade show had a chance to find out about sustainable vehicle technologies such as the PistenBully 600 E+, the first snow groomer with diesel electric drive. This engine technology consumes up to 20% less fuel and emits less CO₂. Attachments powered hydraulically to date can now be powered electrically. This concept enables us to turn the PistenBully into a kind of mobile powerstation. The tiller is powered electrically during normal grooming but there is enough power to operate external electric tools such as a welding machine for on hill repair work.

The PistenBully 600 TwinPower furthers the GreenIQ concept. The engine is able to burn natural gas along with diesel fuel. By using CNG, it is possible to replace about 35% of diesel share with gas. There is fuel cost savings due to less expensive CNG. There will also

be less CO₂ emitted into the atmosphere. Natural gas can be produced locally from regenerative sources (biomass, garbage facilities).



PistenBullys are now being equipped to meet the strict USA Tier 4i / Euro 3B exhaust emission standards. The PistenBully100, 600 and 600 Polar offer this technology. All the groomers can still be delivered with engines designed to the Tier 3 /Euro 3A stan-

dard but availability will be limited.

Kässbohrer is also presenting special eco-training courses available for PistenBully drivers. This training teaches drivers how to drive in an economical and ecologically responsible manner.

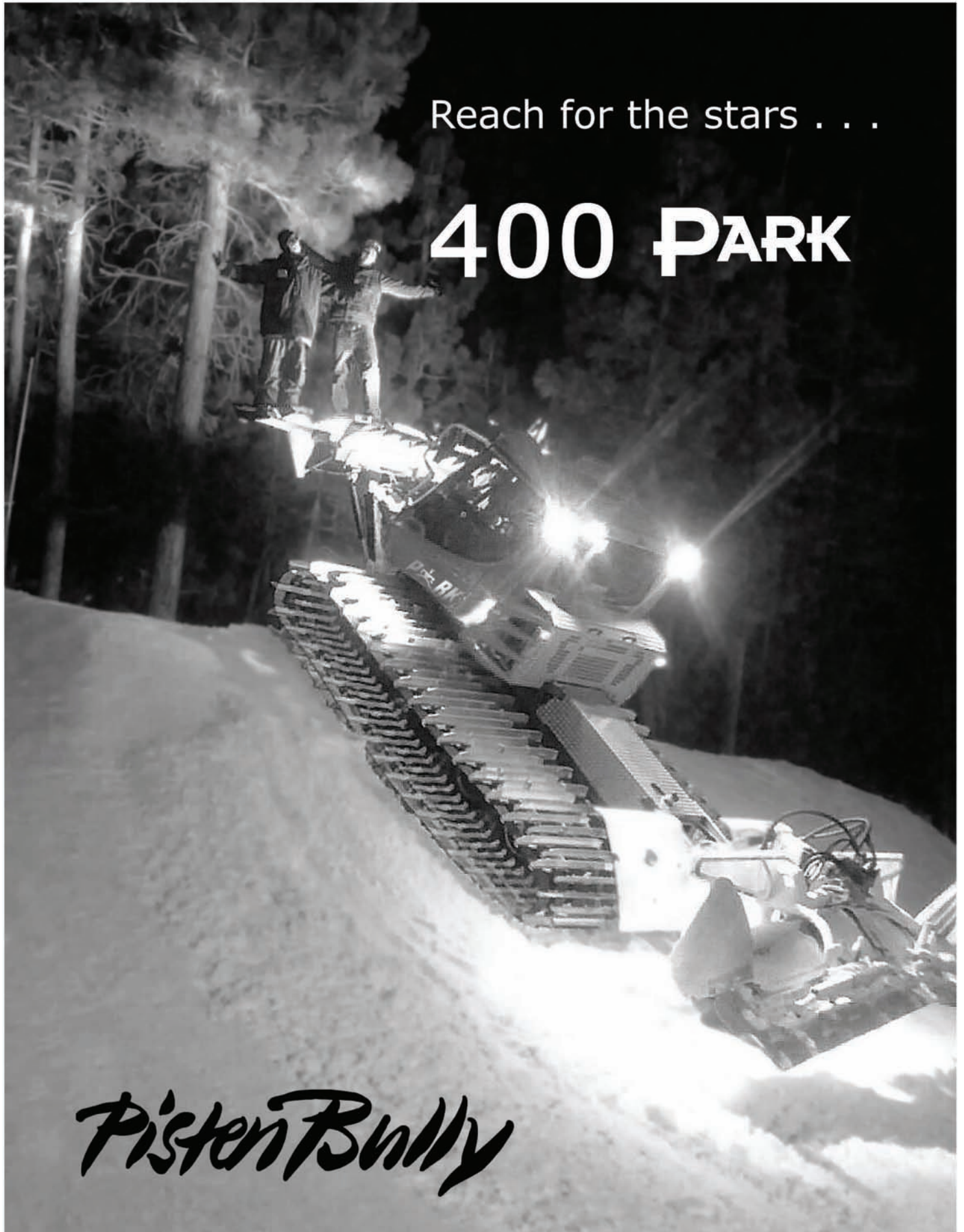
Green IQ. It's our commitment to sustainability under the slogan “Think Green in Red!”



Reach for the stars . . .

400 PARK

PistenBully



Hans Hall Offers Higher Service and Lower Prices

Andy Baillargeon, Hans Hall USA



Hans Hall USA would like to thank the SAVMI Board members and crew for another great event despite a tough winter for most. It was great to put some faces to the names and continue meeting the hard working people of our industry. June is here and, as many of you are returning from well deserved vacations, it's time to start planning to wrap-up

summer repairs for next season.

Our continued goal at Hans Hall is to supply quality tracks and parts and increase our level of service as we grow. We are always looking for ways to increase availability and avoid untimely delivery. Some of our high quality parts are being offered at an extreme discount going into the summer service season. We have close-out prices on some of our OEM style belts for PB and BR groomers. Also available at a discount are aluminum, plastic and steel tire-guides along with aluminum/steel grousers.

Most of us suffered from low snow this season and we all know what that can do to grousers, tire-guides and even belts. Hans Hall uses a softer, very durable aluminum alloy grouser that will limit breakage and increase longevity. As the horsepower increases in the groomers, so has the strength of our grousers. Our aluminum and plastic guides will actually flex with the grouser reducing the venerable points on the grouser at the edges of the guide. We still offer steel guides as well if you have had success using those. Finally, our 1250k tensile strength, sealed and treated edge belts are available for many makes and model groomers. As always, we can accommodate your existing OEM tracks with very high quality Hans Hall parts.

It was great to see many of you at SAVMI's trade show this year and I look forward to meeting many more of you throughout the year and at next year's event.

To find out more about how Hans Hall can help you call (801) 820-7700 or email andy@hallusa.net.



Optimizing Performance – Mobilfluid LT

Bill Michel Jr., Gray Oil Company

We all know that there are many different types of transmission fluids out there and figuring out which one to use makes it even more challenging. Combine that with the needs of modern hydraulic systems and ever changing OEM specifications, it only adds confusion to your already busy, hectic schedule. At Gray Oil, we like to make appropriate recommendations and eliminate the ‘guesswork’ in selecting proper lubricants, in this case a product like Mobilfluid LT. Mobilfluid LT is a perfect solution for the ski industry with its low temperature pumpability, and it offers much better performance and protection to both heavy duty transmissions and hydraulic systems. It is the approved transmission fluid for a major snowcat OEM.

Mobilfluid LT is an extra high performance, multi-purpose lubricant engineered to not only meet but exceed tractor transmissions, drive trains and today’s advanced hydraulic system requirements. This product is designed to optimize the performance of industrial snow grooming snowcats operating in a wide range of environments and especially in *low ambient temperatures*. Mobilfluid LT combines quality base oils and an advanced additive package to deliver a variety of performance properties required for various applications.

Technology has vastly improved the performance capabilities of heavy-duty equipment in terms of load, speed, control, and reliability through innovative drive train designs. These designs have not only changed, but also increased the requirements of drive train fluids to delivery high levels of performance and productivity. Oh, not to mention the necessity to reduce operating costs in the meantime! Friction control, wear protection, thermal and shear stability, rust and corrosion, and pumpability are some of the features that must be optimally balanced to provide extended clutch life and maintain operations on uneven terrain over a wide range of ambient temperatures. Mobilfluid LT delivers exceptional performance in today’s drive train transmissions, axles, clutches, power take-offs (PTO’s) and hydraulic systems. Some key benefits include:

Features	Advantages & Potential Benefits
Enhanced frictional properties	Optimized clutch and PTO performance/control
Compatible with the latest clutch materials & elastomers	Longer/improved clutch life, reduced leakage, reliable response
High viscosity index with improved shear stability	Improved viscosity retention & longer equipment life
Excellent protection against rust, corrosion & yellow metal etching	Protects equipment in wet or humid environments & prevents premature wear
Outstanding low temperature properties	Responsive operation & reduced wear in cold weather applications
Exceptional anti-wear & extreme pressure properties	Reduces wear, extends equipment life & reduces maintenance costs
Multipurpose capability	Simplifies inventory & reduces misapplication problems
Great filterability	Keeps systems clean and operating smoothly

To learn more, contact Gray Oil at (303) 857-2288 and ask to talk with a sales representative, or call Bill directly at (970) 539-2495.

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Meet the Grand Junction Hotsy Store Personnel

Jo Ann Rohner, Hotsy Pressure Washer Store

With the recent change-over in the representation of the Hotsy product line in the Grand Junction/Western Slope area, we would like to take a moment to introduce you to our Hotsy Pressure Washer Store personnel, who are well acquainted with the Hotsy product line, and are ready to meet all the sales and service needs of western Colorado.

First, we'd like to take this opportunity to re-introduce you to Robert Heath, the new Service Manager. Many of you are already familiar with Rob, as he has served the needs of Hotsy customers since the mid-1990's, providing excellent customer service and sales support. Rob has a vast knowledge of the Hotsy product line, including all aspects of service and technical concerns, detergents, accessories and machine sales. Feel free to contact Rob directly at (970) 623-3539.



Jo Ann and Robert Rohner of Columbia Basin Hotsy - the #1 Hotsy distributor in the Pacific Northwest - were offered the opportunity to expand their current business (located in Pasco, Washington, since 2004) into Colorado, and provide the Grand Junction area with a top-notch sales and service center for the Hotsy Pressure Washer product line. We are excited about this new prospect and becoming part of the community. Feel free to contact us directly with any questions or concerns at (970) 242-7600.



Hotsy has served the needs of the ski industry for more than 20 years, and the Hotsy Pressure Washer Store, although new to the Grand Junction area, employs a knowledgeable staff, who are eager to continue providing an excellent product line to the surrounding ski areas. It is our goal and our promise to always provide the highest level of customer service, a fully-stocked showroom of equipment, parts, accessories and detergents, and the ability to assist all of our customers with their pressure washing needs. (Please do not confuse us with Mountain Equipment. We are not affiliated.) Stop by and see us at 2685 S. Highway 50 in Orchard Mesa. Or visit us online at www.hotsypressurewasherstore.com. We look forward to meeting you!



Kevin Griffin assumes the responsibilities for Outside Sales. As former owner of K&D Water Technologies, Kevin has a thorough understanding of pressure washers and car wash systems, detergents, parts and accessories. Give him a call at (970) 623-3304 for all your sales needs.





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Coupon Expires June 30, 2012

LIF-TRACK Post-Season Inspection

Gary Pavlick, LIF-TECH Equipment

This is a reminder to be sure to clean and inspect your LIF-TRACK machines after the wet of winter and spring and the exposure to all those unfavorable elements (mud, dirt, rocks, and oh yeah, snow and ice) that got dragged into the shop. As taught in the LIF-TRACK inspection classes at SAVMI, preventive maintenance starts with cleanliness. Simply put; you can't inspect a lift unless it's been cleaned up enough to see everything.

For the older machines (single hydraulic cylinder with lifting chains) the key inspection points are the chains, pin connectors, and bearings. The chains and connectors are especially vulnerable at the anchor blocks located at the base of each Mainside column (the columns under the top rail with the hydraulic cylinder on it). Make sure your cotter pins or spring pins are not corroded or seized. It is imperative to check the chains for excessive "side-wear" and any cracks in the links. You'll need a mirror to do this and you'll need to check the chains with the lift all the way up and all the way down. After inspecting the chains, be sure to hit them with some lubricating spray (per the note below) so that they freely articulate over the bearings.

It's also imperative that the 1" diameter rods hanging in each column – the slack chain safety rods – get cleaned (with brake cleaner.) On these, friction is your friend. The spring loaded actuator plates need to be able to cut into a clean, dry rod. Before you clean these rods, be sure to lubricate your chains with some spray chain lube. Remember, you must block the spray from hitting the slack chain safety rod! Place some cardboard between the chains and the rods and do not use an excessive amount of spray. After you lubricate the chains, then clean off the rods with some brake cleaner.



On the newer machines, (4 cylinders) check your wire rope for frays and any signs of corrosion. Refer to the Owners Manual and the extensive section on wire rope maintenance. When the lift is down check the wire rope for stretch and adjust as necessary. With two fingers you shouldn't be able to pull the rope more than 2.5" away from its position at rest.

If you were unable to attend the class and are interested in receiving a copy of the LIF-TRACK inspection PowerPoint presentation, please contact Gary Pavlick. The contact information is at the end of this article.

In 2013 and 2014 the rules for inspection are going to change. We coach you to self-inspect your lift twice a year, before and after the winter. The Automotive Lift Institute (ALI) is now starting a Certified Inspector program with training and certification. In the next year, you can expect that one of those inspections will be mandated to be done by a Certified Inspector.

In 2011, Arizona-based Coastal Bend Lift Service was contracted to handle qualified inspections and service in the western states. To date they have completed inspections in CA, UT, NM, OR and CO. Two resorts needed full chain replacements and one needed bearing replacements. This reinforces how important it is to have a qualified inspection done in addition to your own in-house inspection. If you are interested in having Coastal Bend Lift Service come to your area, please contact Tony Ballard, (928) 660-1385. If you need help with budgeting, just give either Coastal or LIF-TECH a call for a quote. We're happy to help you out in every way possible to be sure it gets done.

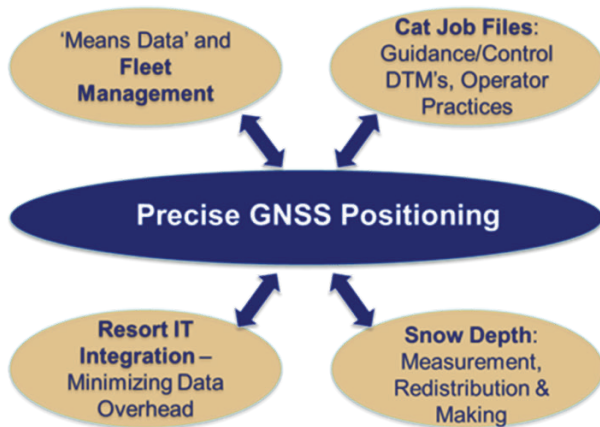
For additional information on LIF-TECH Equipment products and services, please contact Gary directly at gpavlick@liftechequip.com or by phone (518) 463-3243.

Integrated Grooming Management - Transforming Mountain Ops

Andre Roberge, Hemisphere GPS

Precision sensors on many types of machines and resort infrastructure along with Information systems are rapidly integrating all aspects of mountain and resort operations. Making efficient, timely, accurate and meaningful sense out of all of this data is on the minds of many different stakeholders at each resort and throughout our industry. Precise positioning and efficient data workflows are prime enablers of bringing forward 'intelligence' from the growing streams of 'data' and are transforming mountain operations. At present and growing:

- snow grooming
- snow manufacturing/farming
- machine service – predictive & preventative maintenance
- finance (variable vs. fixed costing of SnowCats)
- marketing



Combine this capability with back office visualization of the same grooming data with snow manufacturing data and insights and we are delivering a means to remove the guesswork out of some of the most critical and budget impacting operations decisions that are made on a daily basis! This is transforming mountain operations.

Here's one of many screen perspective examples of real-time, in-cab snow-depth (absolute and previous-groom) visualization for the Operator (previous-pass for snow redistribution is also available). This is how the EquiPiste (i.e. even trail) is optimized and achieved.



are the stakeholders taking the highest advantage of data that is precisely geolocated to extract deeper intelligence and transform their decision making and budgets. This is how Hemisphere GPS defines Integrated Grooming Management.

Here's an example of a back office interpretation of snow depth for the Mountain Operations Manager or similar stakeholder leveraging Google Earth. Precisely positioned snow depth data supports a 20-30% reduction, on average, of a single resorts snow making budget – 'Distribute by Measure'.

There's a strong belief that if the SnowCat Operator is empowered with graphical and numerical real-time guidance, several simultaneous snow-depth references and Cat operational alarms that much of mountain snow condition along with machine metrics are optimized in real-time vs. after the shift.



Here's an example of a visual grooming report for a single SnowCat shift important for both Operations and Marketing (also leveraging Google Earth):



'Distribute by Measure' the snow on your pistes/trails and the logged operational intelligence throughout your organization.

For further information on any of the ideas presented here or more on:

- Satellite Guidance
- Snow Depth Measurements
- Asset Tracking
- Analytics
- Cat Maintenance Support

contact Hemisphere GPS directly at precision@hemispheregps.com and ask how the "EquiPiste – Integrated Grooming Management" system can transform your operations.

Hemisphere GPS is a leader in machine guidance and control as well as data management for several industries that include Snow, Agriculture, Construction, Marine and Survey. Trust a solution provider that has outfitted many 10's of thousands of ground machines and aircraft.

NSAA FALL EDUCATION SEMINARS

Risk Management Workshops: Accountability, Execution, and Empowerment

From A to Z — Airbags to Zip lines — the NSAA fall risk management workshops will cover a spectrum of pressing industry challenges, shaped by our theme of **Accountability, Execution, and Empowerment**. Sponsored for the 20th straight season by Willis MountainGuard, our four-part workshops will not only emphasize some current issues — chairlift safety, new terrain park practices and signage, new OSHA and ADA standards, social media blunders, summer activity pitfalls, and off-duty employee management — we will provide workable solutions that will empower your team and mitigate risk. We will highlight the National Ski Patrol's initiative on medical oversight and quality control of patrol/patient care, as well as interactive opportunities to test your crisis management proficiency and hone your vendor contract negotiating skills. The workshops will also focus on boundary management challenges and in-bounds avalanches. With our panel of industry and insurance experts — as well as our invaluable ASDA attorneys — our workshops will be both educational and entertaining, highlighting current claims and cases to emphasize our theme of accountability, execution and empowerment.

August 5-8 – Boyne Highlands, Michigan (with MSAA Summer Meetings & Tradeshow)

September 12-14 – Sunday River, Maine (with the New England Winter Sports Summit)

September 17-19 – Hope Lake Lodge at Greek Peak, New York (with SANY/PSAA Fall Tradeshow & Seminars)

September 20 – Canaan Valley, West Virginia

October 2 – Squaw Valley, California

October 4 – Hood River, Oregon

October 11 – Park City Mountain Resort, Utah

October 16 – Copper Mountain, Colorado

October 23 – Ski Santa Fe, New Mexico

for more information go to www.nsaa.org



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Editor's Note

SAVMI is a non-profit organization with representation throughout North America. SAVMI is dedicated to the education and exchange of information between ski areas and suppliers.

We invite you to send information, articles, ads, pictures, and comics you feel will be informative or entertaining to your fellow members.

The next newsletter will be published in September 2012. **Material deadline is August 24, 2012**

Thanks to all who have contributed content for this issue.

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SKI AREAS
ASSOCIATION

