

SnowNews SMI

A TIMELY NEWSLETTER FOR OWNERS AND OPERATORS OF SNOWMAKING EQUIPMENT WORLDWIDE

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Editorial

SMI business volumes continue to be strong in most markets. More and more customers are realizing that fan snowmaking performs excellently in marginal temperatures, throws the snow across the trail and is very energy efficient. Our engineering, construction and manufacturing teams are very busy, and we appreciate and accept all these challenges.

SMI recently changed our marketing and sales coverage across North America to better service and support resorts. SMI now has four sales people dedicated only to SMI products, service and support.

Wayne Ragland and Nic Horgan cover the Western U.S. and Western Canada, Arlan Rust and SMI cover the Midwest and Southeast and John Parker covers the East and Ontario. All four have worked extensively with SMI and are globally recognized in snowmaking.

SMI continues to improve our products with the formal introduction of the Super PoleCat this year to complete the PoleCat line of products.

SMI has just completed an office renovation to add and update office and administrative space. We extend you an open invitation to visit our world headquarters in Michigan.

Thank you for your continuing business and support in helping SMI be successful. We will keep investing in snowmaking improvements across the product, marketing, manufacturing and distribution areas to add value for our customers.



Remodeled Offices



Super PoleCat Carriage

SMI Super PoleCat

SMI introduced this year the Super PoleCat Carriage and Snowtower to compliment the Standard PoleCat.

The Super PoleCat offers a 20 HP or 25 HP fan for more throw (up to 250' (76 meters)) and the ability to carry more water to convert into snow. 30 nozzles in four banks allow flow steps between 20 and 140 gpm (75 lpm to 530 lpm). The Super PoleCat is also an excellent performer at -2 C (28 F) wet bulb.

The Super PoleCat can be mounted on SMI's rugged 3-wheel galvanized carriage or our Super 8" x 15'-6" tower mount. Compressor and oscillator options are available.

This simple nozzle technology works great in all temperature ranges and with dirty water.

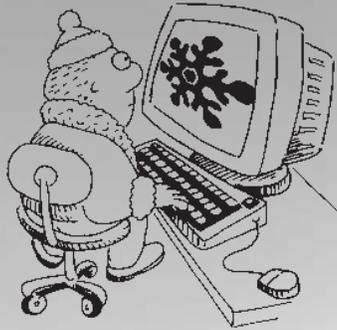
Call SMI today for more details or visit our web site at www.snowmakers.com.



Super PoleCat Tower

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Technology of Snowmaking

Tower Fans or Tower Sticks?

Two out of the three past seasons have seen very limited snowmaking hours and very marginal temperatures. And, last year North America east of the Mississippi River saw very few or no temperature windows below 28 F before Christmas. Only newer technology fan and big air (more than 400 cfm) snowmaking work in these conditions above 28 F wet bulb. Resorts with low energy air sticks, water only sticks and old fan systems were unable to make snow. And the large air plant systems were using 125 to 200 HP of compressed air per gun running. The modern fan systems were making good snow at 15 HP to 35 HP per gun running.

It seems like recent weather patterns have seen higher temperatures and later natural snows. So having a modern and high capacity snowmaking plant continues to be one of the key factors in resort success and stability.

Here is a way to look at weather over 10 years.

years	conditions	results
2110	Very cold	Easy—all ski areas do well
3110	Adequate cold	Acceptable—most systems okay
3110	Marginal cold	Difficult—big systems win
2110	Minimal cold	Very difficult—marginal areas win

Sounds a Lot Like Farming

As you plan your snowmaking expansions, why not put in lots of tower fans on key trails? These will pay for themselves in super marginal years.

Tower fans are the best snowmaking solution for trails over 75' in width. No transportation, set up or take away. You always have the same gun in the same position and you have a tower for increased hang time and efficiency.

Protect your investment against weather with tower fans on your signature critical slopes. It's the old adage of "If you do it, do it right."



Hang Time

Wet Bulb Temp F	Water Flow GPM	Water Flow GPH	Hours to Convert 1M Gallons	Total Energy Cost for 1M Gallons
29	22	1300	769	\$2,000
27	45	2700	370	\$963
24	70	4200	238	\$619
20	100	6000	166	\$433

T o w e r + F a n = H a n g T i m e

Assumptions

• 38 degree F Water Temperature or Less • Relative Humidity Less Than 60% • 1 Million Gallons of Water to 6 Acre Feet of Snow • Energy Rate @ \$.10/Kwh • Water Pressure 300 psi minimum

Tower Fans vs. Tower Sticks



Competitor's Air Stick Throw



SMI Tower Fan - Wide Slope



SMI Tower Fan - Steep Slope



SMI Tower Fan - Tubing Park



100% Tower Fan Coverage

Recent SMI Engineering Projects



Big Bear California



Targhee Wyoming



Ashwabay Wisconsin

2002 Olympic Recap

SMI is proud to have been actively involved in the snowmaking system engineering, construction and equipment at Deer Valley, Soldier Hollow, and Winter Sports Park.

SMI's towers performed well on the aerials, moguls and slalom runs and SMI received calls from all over the world on the Super Wizzard towers on those trails. Soldier hosted the nordic events with snow produced by five Super Wizzard and 25 Kid Wizzard Snowmakers. The jump site at Winter Sports Park involved challenging and steep conditions for the in-run, take off, landing and outrun areas, but our new and unique engineering plan worked beyond expectations.

Now that the games are over, World Cups, other events and customers will continue to benefit from improvements made in these areas.



Mt. Bachelor, Oregon, Pipeline Welding



Mt. Bachelor, Oregon, Trenching

SMI Engineering & Construction

SMI has had another busy summer with engineering and construction projects at:

- Targhee Wyoming
- Big Bear California
- Mt. Bachelor Oregon
- two Salt Lake Olympic sites
- Ashwabay Wisconsin
- numerous others

Projects ranged from simple to complex and small to big and everywhere in between.

Call SMI today and let our experts help in your planning.



When I asked for a letter of recommendation I expected something more than "He's smarter than he looks."



Bright Thoughts:

"Don't be afraid to give up the good for the great."

- Kenny Rogers

"It is the trade of lawyers to question everything, yield nothing, and talk by the hour."

-Thomas Jefferson

"Build a better snowflake and the world will shovel a path to your door."

-Kenneth G. Libbrecht



Maneuvering Pipe Trench



Rock Hammer at Work

SMI Reps: Experience Commitment Support

SMI is pleased to introduce our North American sales team.

Wayne Ragland has over 35 years in the ski business and over 25 years in the snowmaking business with SMI. Wayne covers the Western U.S. and Canada. Wayne is based in Salt Lake City, Utah.

Nic Horgan is originally from New Zealand and has been in ski operations for over 10 years. This is Nic's second season with SMI. Nic is based in Reno, Nevada and helps SMI in the West.

Arlan Rust has over 25 years experience in snowmaking. Arlan is helping SMI cover the Southeast and Midwest.

John Parker has over 25 years experience in snowmaking. John is covering the East and Ontario.

SMI Successes



**Beaver Creek,
Colorado**

15 Tower Super PoleCats



**Big Bear,
California**

35 Tower and Portable Super Wizzards



**Bear Creek,
Pennsylvania**

25 Tower and Portable Super Wizzards and Super PoleCats



**LG/Kang Chan,
Korea**

28 Tower and Portable Super Wizzards

SMI North American sales team



Wayne Ragland



Arlan Rust



John Parker



Nic Horgan



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