

SnowNews

WINTER 2012-2013 | FOR OWNERS AND OPERATORS OF SNOWMAKING EQUIPMENT WORLD-WIDE

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Editorial

SMI remains a global market leader in snowmaking. We continue to invest in our people and products to offer the latest technology and best value in the industry.

Weather is the big variable in the mountain resort business and your continuous investment in snowmaking can help stabilize poor weather. Significant water systems and annual upgrades to your snowmaking fleet will often yield the best return on investment for improving snow surfaces and reducing snowmaking labor and energy costs.

SMI's fan and lowE snowtower products offer the widest range of snowgun products and can all be controlled by SmartSnow automation. We encourage you

to explore our products and services at our recently upgraded snowmakers.com website.

The Sochi 2014 Olympic snow-making project is near completion. 403 Puma and Super PoleCat Snowmakers and Snowtowers, all fully automated using fiber optic, hardwire and radio communications and 45m³/min (12,000 gpm) pumping capacity are all system highlights. SMI is proud to be once again the primary snow making vendor for these important venues.

In this issue, you will find information on our latest SmartSnow 6.0 software, why freezing the ground early can make sense for your resort and some SMI customer successes.

We thank you for your support and helping us be successful.

SmartSnow 6.0 on two 46" and two 32" flat screen displays at Rosa Khutor, RU



New Products

SmartSnow 6.0

With SmartSnow 6.0, most customers will see faster response times, improved data speeds and polling and enjoy the new 1080 pixel high definition screen resolution. Each customer will need a wide screen display.

Highlights:

THE MOUNTAIN MAP

- Configure and customize every aspect of your map
- Map image
- Background color
- Image opacity
- Icon hover color
- Icon size and direction
- Fully zoomable and scrollable
- Live machine icons with hover pop-up, right click control, and double click features
- Fully customizable hydrant icons

ALL MACHINES SCREEN

- View all machines in one listview
- Select one, all, or any variation of machines with the Windows-based selection feature
- Control listview with various filters and sort options
- Full-system values always visible at top of screen
- Right click pop-up feature for group actions
- Double click to navigate to single machine view

SINGLE MACHINE SCREEN

- Animated machine graphic
- East to read vector-based gauges and dials
- Oscillation and jack controls
- Machine alarms always visible at bottom of screen

REPORTING

- Efficient management of prior machine data
- New scalable framework and advanced reporting engine

USER OPTIONS

- Configure and customize specific user rights and permissions
- Trail and hydrant configuration options
- Provide name and description per machine

WEATHER SCREEN

- View groups and single weather stations on one screen
- View all weather stations in one listview
- Control listview with various filters and sort options

PUMPING SYSTEMS

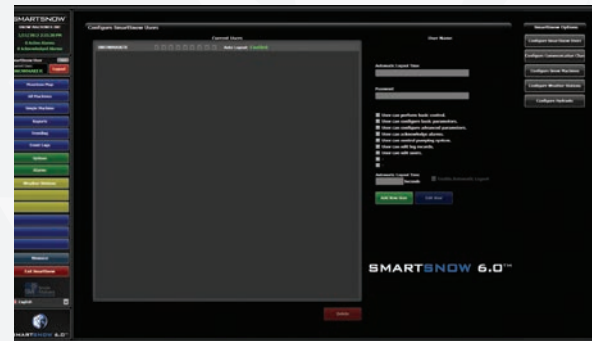
- Fully-integrated pumping systems within primary SmartSnow software
- Advanced pumping graphics and information display

LOCALIZATION

- Standard, built-in multi language feature
- Alter language with one click

MOBILE APPLICATIONS

- Internet-based, mobile applications now available on limited basis
- Full system control from anywhere, anytime regardless of proximity



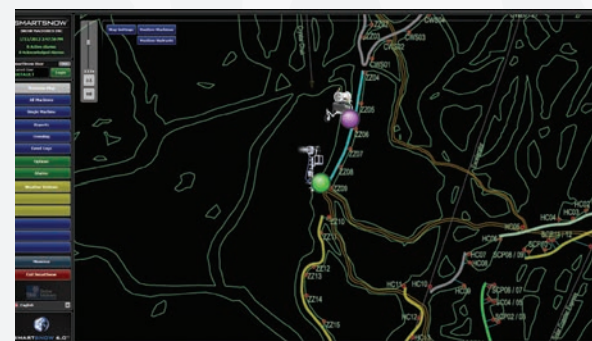
SmartSnow Users Screen



SmartSnow Tool Tip Screen



SmartSnow Single Machine Screen



SmartSnow Map Zoom Screen

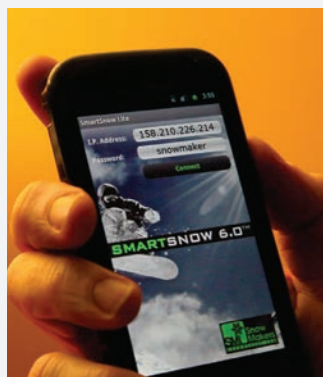


SmartSnow Pump Station Screen



SMARTSNOW™ 6.0

SmartSnow 6.0 on Droid



Technology of Snowmaking:

Early Season Snow

Many resorts understand that making early season snow is important to getting off to a great start to the season.

With snowmaking, it can be a smart strategy to make early snow that acts as an insulator to the warmer bare ground. Once you have a snow cap layer on the ground, the air above this snow will be colder than above bare grass and dark rocks.

Leaving the snow in piles is smart to help contain the snow and allows it to cure while minimizing melt when conditions are above freezing.

One key to success can be having snow-guns and hydrants close enough together so as to more closely locate the snow piles before “connecting the dots”. Going from snow to grass/dirt can be a challenge in keeping the snow clean and white. How do you plan on early opening and what is your strategy?

In summary, SMI encourages you to:

- Make snow to insulate/freeze the ground
- Make snow in piles and store them
- Make piles close enough to be able to push out as all snow
- Wait until the weather forecast will allow your new slope to last the season

EARLY SEASON SNOWMAKING

Vail Gold Peak, Colorado, USA



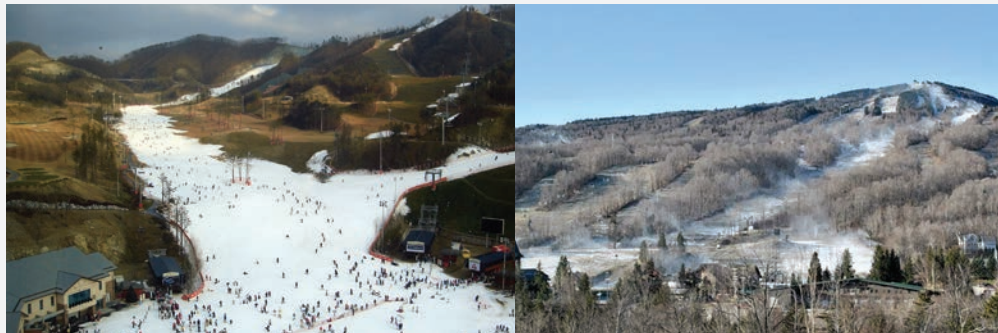
Vail Gold Peak, Colorado, USA

Perfect North Slopes, Indiana, USA



Oak Valley, Korea

Mount Snow, Vermont, USA



Rosa Khutor, Russia

Stowe Mountain, Vermont, USA





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SMI Successes

SOCHI, RUSSIA

- 403 Full Auto Super PoleCat and Pumas on towers, swing arms and 3-wheel carriages
- 3 Pump stations with 12,000 gpm (45m³/min) capacity
- 2 Cooling towers with 6000 gpm (25m³/min) capacity

STOWE, VERMONT

- Added 20 Full Auto Super PoleCat Snowtowers and SmartSnow 6.0 with 42" Display

ARIZONA SNOWBOWL, ARIZONA

- New snowmaking system with 25 Full Auto Super PoleCats, 3000 gpm pumping capacity and over 130 snowmaking stations

Installation at Fuji Japan



Lake Construction at Arizona Snow Bowl



Puma at Les Orres, France



LES ORRES, FRANCE

- Added 16 Full Auto Super PoleCat and Puma Snowmakers to existing system

FUJIMI PANORAMA, JAPAN

- Added 24 Full Auto Super PoleCat Snowtowers to a key intermediate slope with fiber optic and hardwired communications

Super PoleCat Towers and Puma at Sochi Russia



Super PoleCat Towers at Stowe Mountain

