

SARA Program's 2022 Ski & Snowboard Rental Fleet Monitoring Report

With this year's continuing issues from Covid-19 and the Supply Chain deliveries, the long term hardgoods test may be more valuable than ever.

We have a total of 8 fleets that we are currently monitoring for Skis and Boots: 3 Rossi, 3 Head, and 2 Elan. We also have 5 Snowboard fleets: 2 Rossi, 2 Head, and 1 Elan. These tests are primarily to gauge durability and cosmetics. I would challenge anyone to be able to tell any significant performance differences greater than about 5%.

All of the current ski and boards perform exceptionally well. I would, however, caution everyone that foam core skis are not as durable as wood core skis. The price difference for wood is worth it to get long term and high volume usage.

We have one fleet of wood core skis that are now 10 years old, and they look just fine. They have lost some, or all, of their camber but they look great. Some of these skis have over 750 rentals on them!

The ski boots on the other hand are not as long lasting as the skis. It seems that 5 to 8 years are the limit for both the ski boot liners and for boot toe and heel soles. All three of our main ski suppliers currently have excellent long lasting products that they have adjusted to reflect our needs.

Regarding the Snowboard department, the biggest advance has been in Snowboard Boot Durability. The current boots delivered the past 3 years are definitely lasting longer. That is if they actually got delivered.

Hopefully this year's supply chain will not be affected as much as the last year's. In that regard I would strongly suggest that if you are thinking of adding to your rental department you should order everything that you are going to need as soon as possible. Today is not too soon. There are possibly again going to be issues with late orders getting delivered.

The hardgoods suppliers are seeing record orders and both production and delivery will challenge them. Many ski areas and destination resorts are having record rental years and are ordering more than ever. You will need to get in the order Queue as soon as you can.

Best. tk