

Welcome to the new rental environment where system rentals offer speed, flexibility, and the opportunity to let guests select their own boots before heading to the ski/snowboard counters.

How To Rent Equipment

1. Fill Out Rental Form - One for each person renting
2. Proceed To Cashier - With form - ID required
3. Self Serve Boots - Based on your shoe size
4. Ski/Boards Issued - adjusted according to height, weight and ability.

ASK FOR ASSISTANCE AT ANY STEP

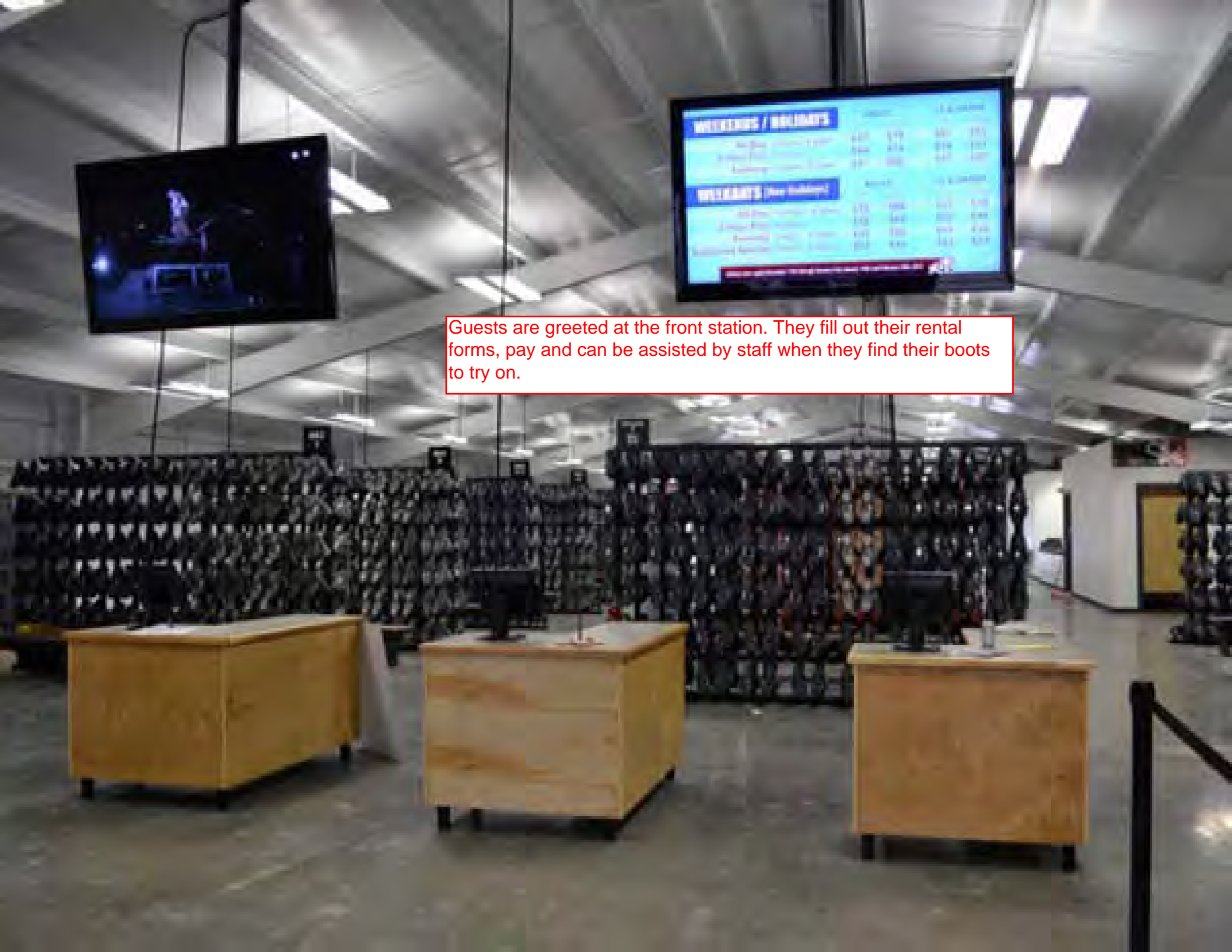
Self Serve Boots

This presentation is a mix of scenes from rental shops that have adopted system rentals - where the number of boot sole lengths is minimized and bindings are pre-set for maximum efficiency.

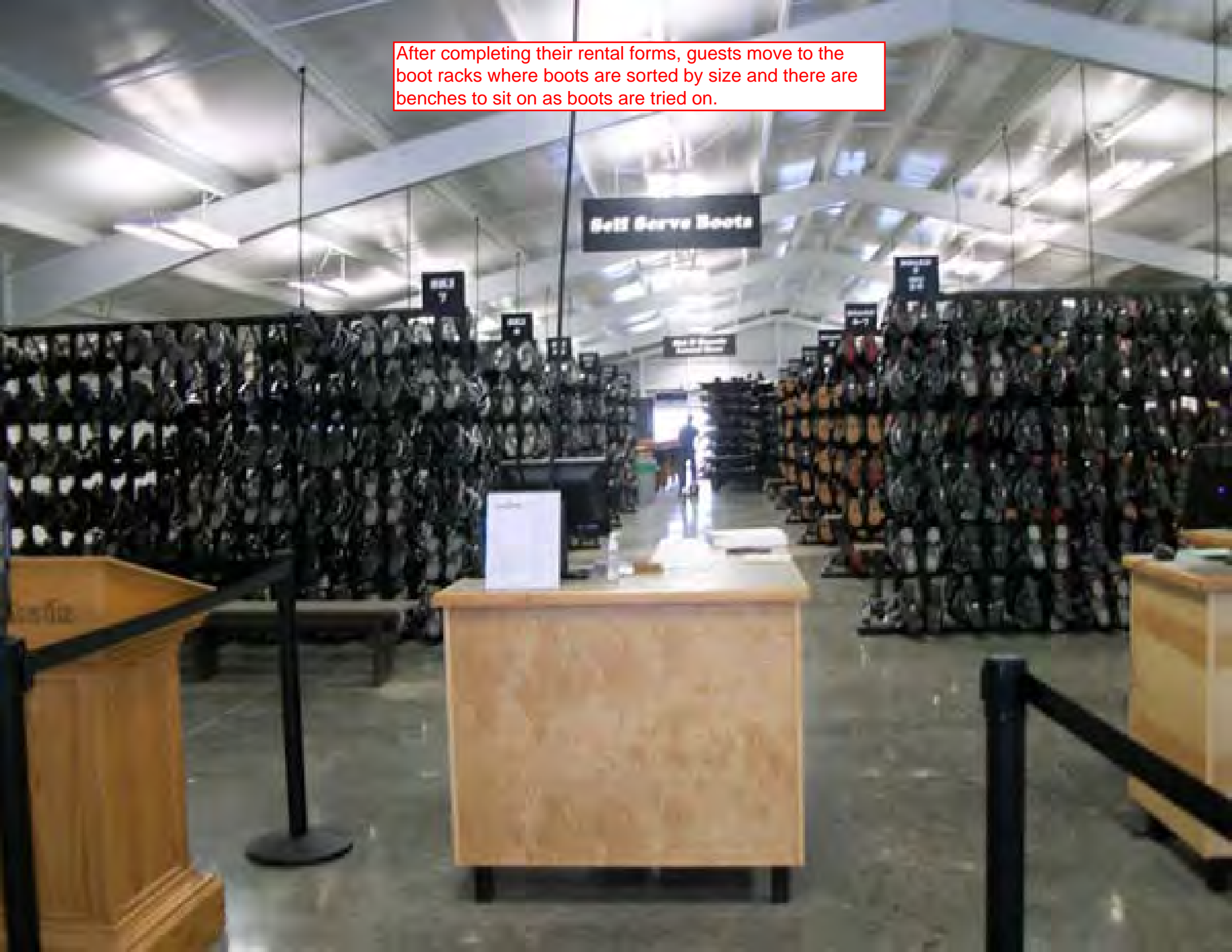
WEEKENDS / HOLIDAYS			
Model	Price	Color	Availability
All Day	\$149	Blue	100
All Day Pro	\$249	Blue	100
All Day	\$149	Blue	100
All Day Pro	\$249	Blue	100

WEEKDAYS (New Holdings)			
Model	Price	Color	Availability
All Day	\$119	Blue	100
All Day Pro	\$199	Blue	100
All Day	\$119	Blue	100
All Day Pro	\$199	Blue	100

Guests are greeted at the front station. They fill out their rental forms, pay and can be assisted by staff when they find their boots to try on.



After completing their rental forms, guests move to the boot racks where boots are sorted by size and there are benches to sit on as boots are tried on.





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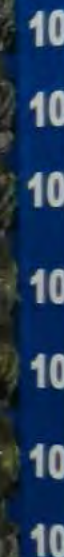
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RESTROOM

SKY

14.5
13
13
12
12
12
12

SNOWBOARD BOOTS

16
6
6
5
4
3
2

11
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CHAD
UNTAIN

**BLACK TOE
BOOTS HERE**

**YELLOW TOE
BOOTS HERE**

Having left their own shoes on the same rack where their ski boots came from - or in a locker near-by; customers proceed to the ski/snowboard dispatch counter. They wear BOTH SKI BOOTS. Skis are sorted by bindings adjusted for one of only 3 or 4 boot sole lengths (as shown on the system rental boots color code) and din setting and length. A technician grabs the correct length skis that are pre-adjusted for the fewer boot sole lengths and checks for the proper DIN setting for the individual.





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8393

8413

5

8401

3132

LOOK 3

LOOK 4

LOOK 5

LOOK 5

LOOK 5

LOOK 6

BLACK TOE 140

140



KIDS ZONE
↓

Kids Zone

MAD RIVER LESSON TIMES	
Get Lessons	
Wednesday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Thursday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Friday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Snowboard Lessons	
Monday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Tuesday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Wednesday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Thursday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Friday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Children's Lessons	
Monday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Tuesday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Wednesday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Thursday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Friday, 10:00 AM - 11:00 AM	10:00 AM - 11:00 AM
Midnight Madness	
Monday, 10:00 PM - 11:00 PM	10:00 PM - 11:00 PM
Tuesday, 10:00 PM - 11:00 PM	10:00 PM - 11:00 PM
Wednesday, 10:00 PM - 11:00 PM	10:00 PM - 11:00 PM
Thursday, 10:00 PM - 11:00 PM	10:00 PM - 11:00 PM
Friday, 10:00 PM - 11:00 PM	10:00 PM - 11:00 PM

Rental systems are now also available for kids sizes.



Lots of good ideas for rental helmet storage



For 2012, SARA-BP supplier HEAD offers a new rental helmet storage concept. The helmets have a magnetic attachment that makes racking easy and fast. They sell the system, or component by component.



A close up photo of the new HEAD magnetic storage system.

Another interesting idea is the rental helmet/boot sanitizer that quickly and economically "spritzed" each item with an inert sanitizer developed for use on airplane seats.



Several ski area rental shops are now storing rental ski poles just outside the rental shop using a garage door concept. Goode's new system rental poles come in only four lengths, which reduces storage even further (guests like them!)



**GREEN
POLES**
Height:
5'11" & Up
179 cm & Up

**BLUE
POLES**
Height:
5'7" to 5'11"
162 cm to 178 cm

**BLACK
POLES**
Height:
5'5" to 5'7"
164 cm to 170 cm

**RED
POLES**
Height:
5'2" to 5'5"
158 cm to 166 cm

We threw this drawing in to help some of us better understand the rocker/early rise concepts that are becoming so well accepted now. Interestingly they are so much easier to turn that beginners and experienced skiers are both enjoying the advantages - on all kinds of snow surfaces.

That's it for now. We hope this was helpful. SARA-BP is always available for conversations about concepts and issues - but you choose the products that work best in your rental environment.



Traditional Camber

A white line representing a ski's profile, showing a classic upward curve (camber) in the middle section, with the tips and tails slightly downward.



Full Rocker

A white line representing a ski's profile, showing a continuous upward curve (rocker) across the entire length of the ski, with the tips and tails significantly higher than the middle section.



Early Rise/Tip Rocker

A white line representing a ski's profile, showing a slight upward curve at the tips (early rise) and a more pronounced upward curve at the tails (tip rocker), with the middle section being relatively flat.



Full Hybrid

A white line representing a ski's profile, showing a slight upward curve at the tips (early rise) and a slight downward curve at the tails (rocker), with the middle section being relatively flat.