



MEMBER
\$499.00

2007 RESORT UNIFORM SURVEY RESULTS

- A Reference of Over
68 Uniform Leads
- US + Canada

SnowSports Industries America
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McLean, VA USA 22102-3529

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TRADE SITE
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Memo

To:	SIA Members	Date:	January 1, 2007
From:	Christine Martinez Market Research Manager	Subject:	2007 Resort Uniform Survey Results

Dear SIA Member:

As a member of SIA, here is your free copy of the 2007 Resort Uniform Survey Results, valued at \$499. This report summarizes the results of an online survey conducted by SIA from August 23 through October 10, 2006. This survey was completed by 85 U.S. and Canadian resorts, 68 of which have provided their contact information for this report.

The objective of the 2007 Resort Uniform Survey is to help give you (the supplier) an understanding of the uniform market from the buying level, the resort. The report outlines the trends and decisions made by resorts when purchasing uniforms which can help prepare you for future uniform orders.

Please let us know if there is anything we can add to the survey that will help you learn more from the uniform market. You may contact Christine Martinez, market research manager, at cmartinez@snowsports.org with any questions regarding the research. We hope you find the information valuable and welcome your feedback.

This research report is part of the resources SIA provides to you, our members, and the snow sports industry. Membership dues directly support the industry data presented along with additional reports and surveys available throughout the year.

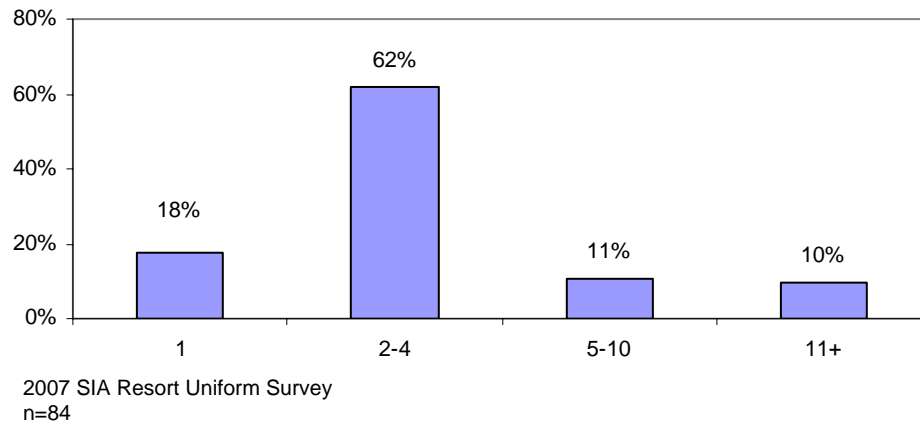
Helping our industry make better business decisions is part of SIA's mantra as being defined as The Intelligent Partner. SIA continues to work collectively to deliver valuable research and tools to help our members and the industry market attain the goal of strengthening the development of snow sports and increasing participation and interest of the consumer.

2007 Resort Uniform Survey Topline Report

From August 23 – October 10, 2006, SIA conducted an online survey called the 2007 Resort Uniform Survey. The objective of the survey was to help resorts purchase uniforms by preparing suppliers for future uniform buys. This survey was completed by 85 US and Canadian resorts. Here is a topline report summarizing the survey responses we received.

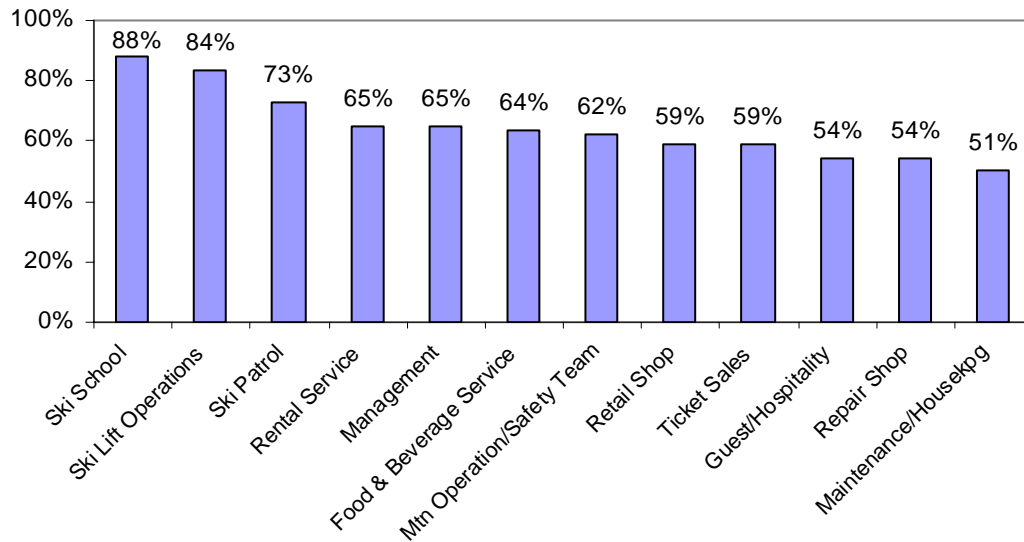
1. Approximately how many people in your organization are responsible for purchasing uniforms for your employees?

➤ *2-4 employees are responsible for purchasing uniforms in over 60% of the resorts.*



2. Please check all categories in which you purchase or have purchased uniforms for your resort.

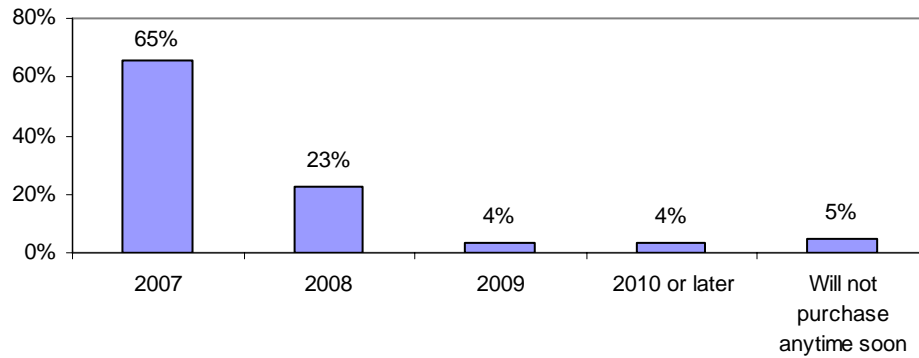
➤ *Resorts purchase uniforms for a variety of departments within their resorts.*



2007 SIA Resort Uniform Survey
n=85

3. When do you plan to purchase new uniforms next?

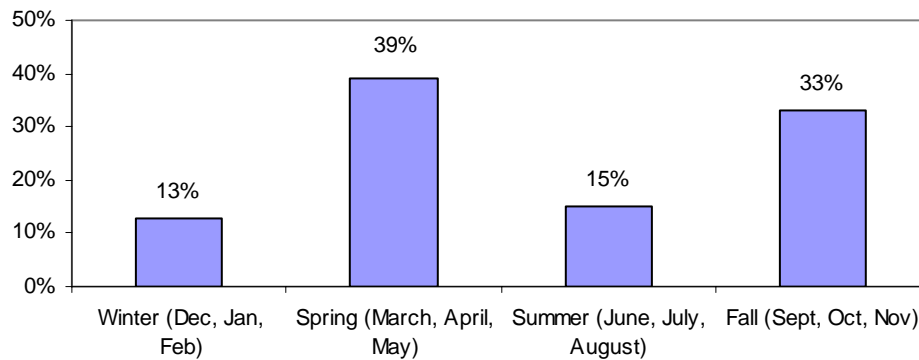
- *Two-thirds plan to purchase new uniforms in 2007.*



2007 SIA Resort Uniform Survey
n=84

4. Approximately what time of the year do you purchase new uniforms?

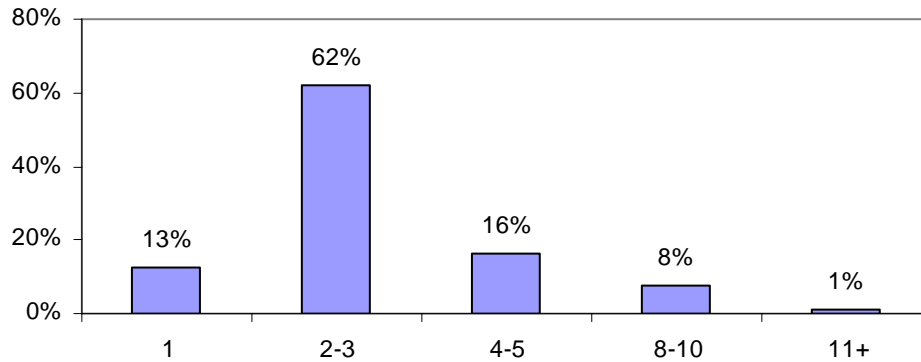
- *Four out of ten of the resorts purchase uniforms during the March through May period.*



2007 SIA Resort Uniform Survey
n=79

5. How many different suppliers do you purchase uniforms from?

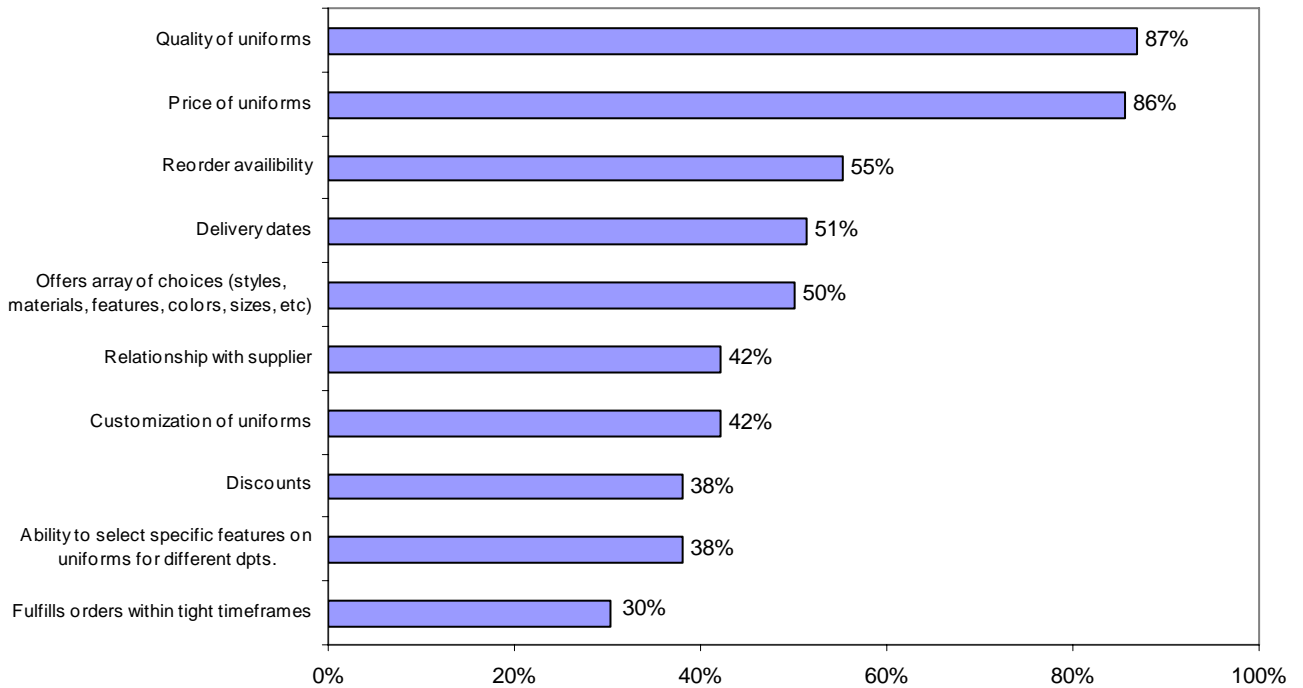
➤ *The majority of the resorts purchase uniforms from 2-3 suppliers.*



2007 SIA Resort Uniform Survey
n=79

6. Which are the MOST important factors to you when choosing a uniform SUPPLIER? Here are the top 10 responses.

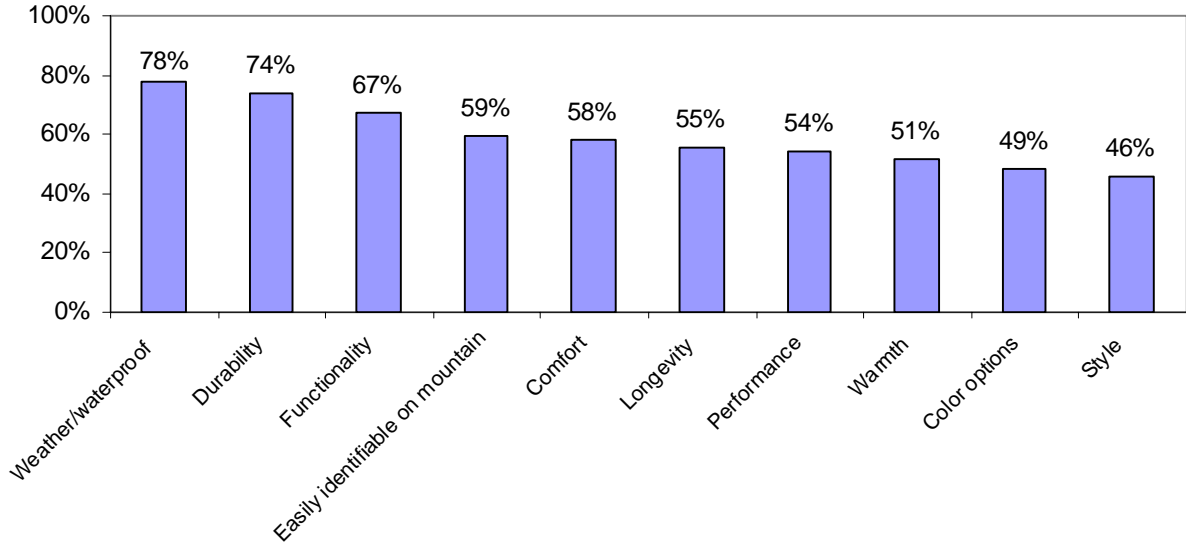
➤ *87% of the resorts voted Quality of Uniforms as the MOST important factor when choosing a SUPPLIER.*



2007 SIA Resort Uniform Survey
n=76

7. Which are the MOST important features to you when choosing UNIFORMS? Here are the top 10 responses.

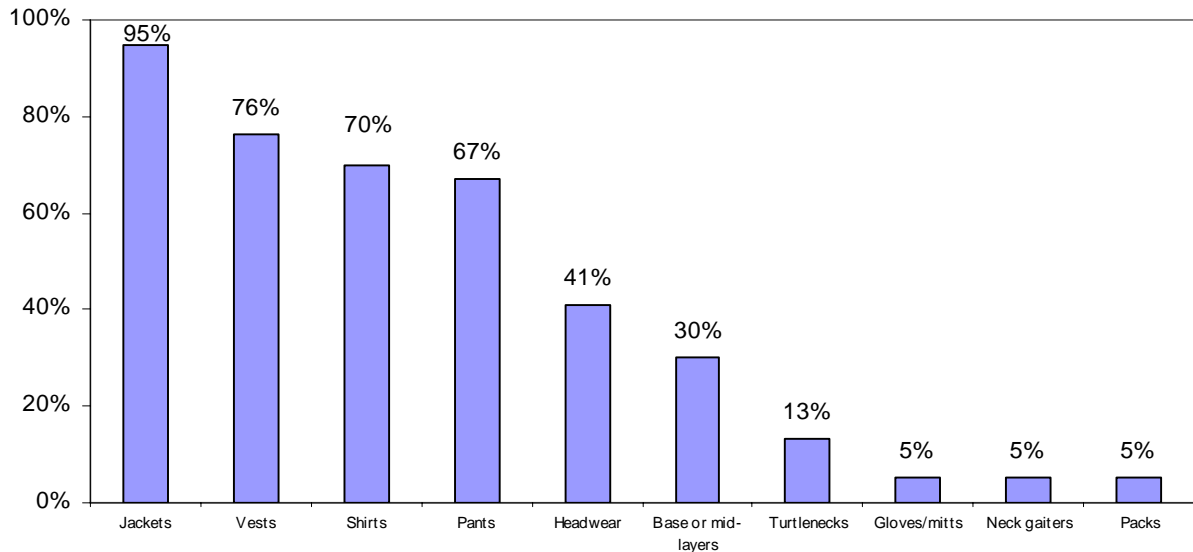
➤ 78% of the resorts believe uniform weather/water-proofing is the MOST important feature when choosing UNIFORMS for their employees.



2007 SIA Resort Uniform Survey
n=76

8. When purchasing uniforms which of the following items do you purchase? Here are the top 10 responses.

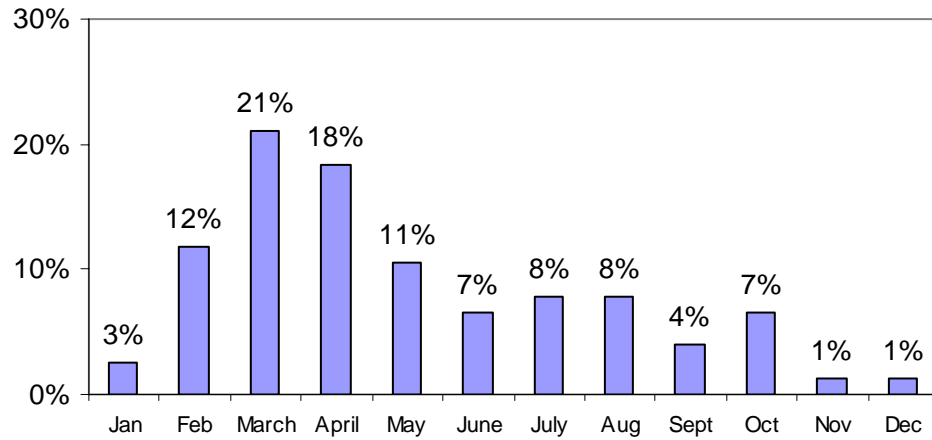
➤ Almost all resorts include jackets as part of their uniform purchases.



2007 SIA Resort Uniform Survey
n=76

9. During what month does your resort set the budget for purchasing new uniforms?

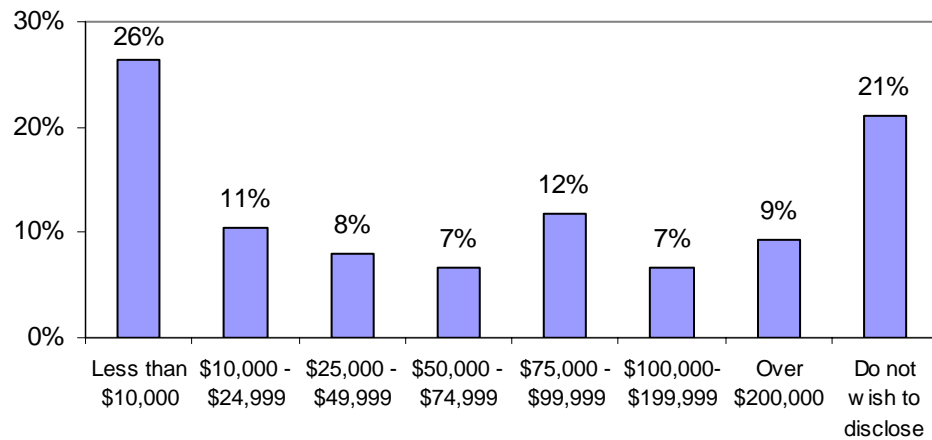
➤ *March and April received the most responses with 21% and 18%, respectively.*



2007 SIA Resort Uniform Survey
n=76

10. Approximately what is the size of your uniform budget when you do purchase uniforms?

➤ *Over 40% of the resorts have a uniform budget of over \$25,000.*



2007 SIA Resort Uniform Survey
n=76

PLAN TO PURCHASE IN 2007

PLAN TO PURCHASE IN 2007



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
1 American Skiing Company	Jenna Prescott and Mike DeGroff ASC VP Retail Ops and Steamboat VP Skiing Services jprescott@ascresorts.com t 802-464-4242 f 802-464-4142	Winter (Dec., Jan., Feb.) 2007	500+	Over \$200,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations Snowmaking
2 Arizona Snowbowl	J.R. Murray G.M. jrmurray@arizonasnowbowl.com t 928-779-1951 x112 f 928-779-3019	Spring (March, April, May) 2007	100-199	\$75,000 - \$99,999	Ski Patrol Food & Beverage Service Rental Service Maintenance/Housekeeping Ski School Management Ski Lift Operations
3 Aspen Skiing Company, Rental-Retail Department	Derek Johnson Managing Director Rental-Retail djohnson3@aspensnowmass.com t 970-429-1015 f 970-923-8744	Spring (March, April, May) 2007	100-199	\$25,000 - \$49,999	Rental Service Retail Shop Repair Shop
4 Big Mountain Resort	Doreen Marcial Retail/Rental Manager bmsports@bigmtn.com	Summer (June, July, August) 2007	200-299	\$50,000 - \$74,999	Food & Beverage Service Rental Service Guest/Hospitality Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Management Nordic Center/XC Staff Ticket Sales Ski Lift Operations Tubing Park
5 Blue Mountain Resort	Ron Westlake rwestlake@bluemountain.ca t 705-445-0231	Spring (March, April, May) 2007	500+	\$100,000 - \$199,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Management Grooming Ticket Sales Ski Lift Operations
6 Bolton Valley	Mike Gallas Mountain Operations Manager mgallas@boltonvalley.com	Fall (Sept., Oct., Nov.) 2007	100-199	\$10,000 - \$24,999	Tubing Park Ski Patrol Mountain Operation/Safety Team Retail Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations
7 Bridger Bowl <i>"consolidating a list of manufacturers that want to sell uniforms and a review of that companies program for ski areas"</i>	Mark Cowett, Bonnie Hickey, Faye Johnson	Summer (June, July, August) 2007	50-99	\$10,000 - \$24,999	Food & Beverage Service Mountain Operation/Safety Team Retail Shop Repair Shop Ski School Transportation/Vehicle/Parking Management Ticket Sales Ski Lift Operations
8 Burke Mountain	Joe Kasprzak	Fall (Sept., Oct., Nov.) 2007	100-199	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Transportation/Vehicle/Parking Management Ticket Sales Ski Lift Operations

PLAN TO PURCHASE IN 2007



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
9 Copper Mountain	Nicole Mill Human Resources Supervisor milln@coppercolorado.com t 970-968-2318 f 970-968-3615	Spring (March, April, May) 2007	500+	Over \$200,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Grooming Ski Lift Operations Tubing Park
10 Devil's Elbow Ski Area	Sandra Holmberg Office Administrator delbow@devilselbow.com t 705-277-2012 f 705-277-2144 (Dec. - March)	Spring (March, April, May) 2007	Less than 50	Less than \$10,000	Ski School Ski Lift Operations
11 Dodge Ridge	Dan Kelsay Sales Director dankelsay@dodgeridge.com t 209-536-5301 f 209-965-4437	Winter (Dec., Jan., Feb.) 2007	500+	\$50,000 - \$74,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Management Ticket Sales
12 Durango Mountain Resort	Clare Nava, Erin Hyder Retail Manger, Human Resource Manager ehyder@durangomountain.com t 970-385-2161 f 970-385-2117	Summer (June, July, August) 2007	100-199	Do not wish to disclose	Ski Lift Operations Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Management Ticket Sales Ski Lift Operations Tubing Park
13 Fun Valley Inc		Fall (Sept., Oct., Nov.) 2007	Less than 50		
14 Grand Targhee Resort	Doug van Houten Employee Safety & Training Manager dvanhouten@grandtarghee.com t 307-353-2300 x1310 f 307-353-8148	Winter (Dec., Jan., Feb.) 2007	300-399	\$75,000 - \$99,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Nordic Center/XC Staff Grooming Ticket Sales Ski Lift Operations Tubing Park
15 Gunstock Mountain Resort	Bill Quigley Director of Marketing and Sales bquigley@gunstock.com t 603-293-4341 f 603-296-4318	Spring (March, April, May) 2007	300-399	\$10,000 - \$24,999	Ski Patrol Rental Service Guest/Hospitality Mountain Operation/Safety Team Retail Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Ticket Sales Ski Lift Operations Tubing Park
16 Hoodoo Ski Area	Matthew McFarland, Jim Follis, Erik Turner, Mike Anderson GM, Mountain Mgr., Recreation GM, Lift Op Mgr. hoodoo@hoodoo.com t 541-822-3799 f 541-822-3398	Fall (Sept., Oct., Nov.) 2007	100-199	Less than \$10,000	Ski Patrol Food & Beverage Service Rental Service Retail Shop Ski School Summer Crew Management Grooming Ticket Sales Ski Lift Operations Tubing Park

PLAN TO PURCHASE IN 2007



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
17 Mammoth Mountain <i>"One stop shopping-- clear bids/ quotes per specs, best deal the first time, we wto actually touch the garment"</i>	Laurey Carlson General Manager	Spring (March, April, May) 2007	200-299	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Management Nordic Center/XC Staff Grooming Ticket Sales Ski Lift Operations
18 Mission Ridge	Sally Brawley, Muffin Millette, Ski School Director, Retail Manager sbrawley@missionridge.com, t 509-663-6543 f 509-663-1838	Fall (Sept., Oct., Nov.) 2007	Less than 50	Less than \$10,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Management Ticket Sales Ski Lift Operations
19 Mt. Hood Skibowl	Frances Martinez, Hans Whipper Lift Manager, Operations Manager fmartinez@skibowl.com, hwhipper@skibowl.com t 503-272-3206 f 503-272-3554	Fall (Sept., Oct., Nov.) 2007	50-99	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Ticket Sales Ski Lift Operations
20 Mount Peter	Rebecca Sampson Dir. of Operations becca_mtpeter@yahoo.com t 845-986-4940 f 845-986-4996	Winter (Dec., Jan., Feb.) 2007	Less than 50	Less than \$10,000	Tubing Park Food & Beverage Service Rental Service Mountain Operation/Safety Team Retail Shop Summer Crew Management Ticket Sales
21 Mt. Rose Ski Tahoe	Kim Redmon, Murray Blaney, Judith Houge	Spring (March, April, May) 2007	100-199	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Maintenance/Housekeeping Retail Shop Repair Shop Ski School Racing Team Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations
22 Park City Mountain Resort <i>"It would be very helpful if there was a centralized resource for uniform purchases, similar to car shopping on line. You can compare and contrast different makes, models, and brands."</i>	Chris Lampe Human Resources Manager chris@pcski.com	Winter (Dec., Jan., Feb.) 2007	500+	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations Tubing Park
23 RCR Inc.	Neil Jackson, Mark Elson melson@skifernie.com	Spring (March, April, May) 2007	500+	Over \$200,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations

PLAN TO PURCHASE IN 2007



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
24 Shawnee Peak	Scott Condon Uniform Purchaser	Fall (Sept., Oct., Nov.) 2007	50-99	Less than \$10,000	Ski Patrol Ski School Racing Team Management Ski Lift Operations
25 Showdown Montana <i>"A one stop shop for all our needs"</i>	G Willet Chief george@showdownmontana.com t 406-236-5522 f 406-236-5523	Summer (June, July, August) 2007	50-99	Less than \$10,000	Ski Patrol Ski School Ski Lift Operations
26 Sierra at Tahoe	HR department	Summer (June, July, August) 2007	500+	\$100,000 - \$199,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Racing Team Transportation/Vehicle/Parking Grooming Ticket Sales Ski Lift Operations Tubing Park
27 Silver Mountain Resort	Brett Dodson Operations Manager brettd@silvermt.com t 208-783-1537 f 208-783-9201	Winter (Dec., Jan., Feb.) 2007	50-99	\$10,000 - \$24,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Management Grooming Ticket Sales Ski Lift Operations Tubing Park
28 Ski Ben Eoin	Kevin Mac Innis GM kevinmacinnis@skibeneoin.com t 902-828-2804 f 902-828-2550	Fall (Sept., Oct., Nov.) 2007	Less than 50	\$10,000 - \$24,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Retail Shop Repair Shop Ski School Racing Team Ski Lift Operations
29 Ski Big Bear at Masthope Mountain	Lori Phillips Manager bigbear@lts.net t 570-685-1400 f 570-685-3660	Fall (Sept., Oct., Nov.) 2007	50-99	Less than \$10,000	Food & Beverage Service Rental Service Mountain Operation/Safety Team Ski School Ski Lift Operations
30 Ski Shawnee, Inc.	Kim Stump/Ronnie Manfredi Retail Buyer/Ski School Director kstump@shawneemt.com t 570-421-7231 f 570-421-4795	Spring (March, April, May) 2007	200-299	Less than \$10,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Ticket Sales Ski Lift Operations Tubing Park
31 Snowbird Corporation	Rich Taxwood Director of Tram & Lifts	Fall (Sept., Oct., Nov.) 2007	100-199	\$25,000 - \$49,999	Ski Lift Operations
32 Snow Valley Resort <i>"Suppliers should realize that many staff are required to purchase their uniforms and should consider the fact that most workers are seasonal and often work for a lower wage."</i>	John Ball General Manager john_ball@skisnowvalley.com t 705-721-7669 x222	Spring (March, April, May) 2007	200-299	\$75,000 - \$99,999	Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Repair Shop Ski School Summer Crew Racing Team Management Grooming Ticket Sales Ski Lift Operations Tubing Park
33 Squaw Valley Ski Resort <i>"If uniform suppliers would jointly put together one book that highlighted all they had to offer in regard to uniforms. SIA should set up a Uniforms Web Site which allows the suppliers to update the information on their own. All uniform offerings should have a 3 year re-order life. Also knowing who is responsible for the uniform sales (local reps or direct contact with factory uniforms contact) would be helpful."</i>	Melissa Angel Uniforms Manager Mangel@squaw.com t 530-581-7203 f 530-581-7128	Winter (Dec., Jan., Feb.) 2007	500+	Over \$200,000	Ski Patrol Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Repair Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Grooming Ticket Sales Ski Lift Operations Tubing Park

PLAN TO PURCHASE IN 2007



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
34 Sugarbush Resort	Alex Peplowski Rental/Repair Manager apeplowski@sugarbush.com t 802-583-6514	Fall (Sept., Oct., Nov.) 2007	Less than 50	Less than \$10,000	Rental Service Repair Shop
35 Summit at Snoqualmie	Dave Beckwith/Dan Brewster Snow sports director/ General Manager dbeckwith.sl@boothcreek.com t 425-434-6703 f 425-434-6765	Spring (March, April, May) 2007	500+	Over \$200,000	Ski School
36 Sundown Mountain Resort	Mark Dietz, June Lewis, Lisa LoBianco GM, Mountain Ops, Retail Shop Manager mdietz@sundownmtn.com t 563-556-6676 f 563-556-6676	Spring (March, April, May) 2007	50-99	Less than \$10,000	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Ski School Racing Team Ticket Sales
37 The Canyons	Donna Gold	Fall (Sept., Oct., Nov.) 2007	500+	\$75,000 - \$99,999	Ski Lift Operations Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Grooming Ticket Sales
38 The Georgian Peaks Club	Various (1)Area Manager (2)Ski School Director doctor@bmts.com t 519-599-6771 f 519-599-2026	Spring (March, April, May) 2007	50-99	\$50,000 - \$74,999	Ski Lift Operations Ski Patrol Food & Beverage Service Mountain Operation/Safety Team Ski School Management Grooming
39 Trapp Family XC Ski Resort	Charlie Yerrick Director cy@trappfamily.com t 802-253-5721	Spring (March, April, May) 2007	Less than 50	\$10,000 - \$24,999	Ski Lift Operations Food & Beverage Service Rental Service Retail Shop Repair Shop Ski School Nordic Center/XC Staff Grooming
40 Trinity Mountain Resort	Randy Pattison President/General Manager randy@trinitymountainresort.com t 909-867-3433 f 909-867-2781	Fall (Sept., Oct., Nov.) 2007	Less than 50	Less than \$10,000	Ski Patrol Mountain Operation/Safety Team Maintenance/Housekeeping Ski School Racing Team Transportation/Vehicle/Parking Management
41 Whistler Blackcomb	Karen Laughland Softgoods Buyer klaughland@intra-west.com t 604-938-7743 f 604-938-7531	Winter (Dec., Jan., Feb.) 2007	500+	Over \$200,000	Ski Lift Operations Tubing Park Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Grooming Ticket Sales
42 Wildcat Mountain <i>"Better selection of vendors in the outside Uniform Booth at SIA, or list of vendors who are interested in the business of uniform supplier."</i>	Tom Caughey General Mgr susnap@skiwildcat.com t 603-466-3326 f 603-466-5813	Fall (Sept., Oct., Nov.) 2007	100-199	\$10,000 - \$24,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Ticket Sales
43 Wilmot Mountain Ski & Snowboard Area	Joan Russo & Jim Marchuk Ski Shop Managers home@wilmotmountain.com t 262-862-2301 f 262-862-2301	Fall (Sept., Oct., Nov.) 2007	300-399	\$25,000 - \$49,999	Ski Lift Operations Ski Patrol Rental Service Ski School Racing Team Ski Lift Operations
44 Yellowstone Club	Sarah Phelps Member Services Director devri.baldwin@yellowstoneclub.com	Fall (Sept., Oct., Nov.) 2007	200-299	Do not wish to disclose	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Ski School Summer Crew Transportation/Vehicle/Parking Management Nordic Center/XC Staff Ski Lift Operations

PLAN TO PURCHASE IN 2008

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Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
1 Arizona Snowbowl	Veronica Dudine, J.R. Murray, Nancy Mahowald Accounting Manager, General Manager, Accounting Manager vdudine@arizonasnowbowl.com	Fall (Sept., Oct., Nov.) 2008	50-99	Less than \$10,000	Ski Patrol Ski School Transportation/Vehicle/Parking Management Ski Lift Operations Terrain Park Staff
2 Boyne Resorts	J. Kircher Pres. jkircher@skicrystal.com f 360-663-3005	Summer (June, July, August) 2008	200-299	\$75,000 - \$99,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Maintenance/Housekeeping Retail Shop Ski School Summer Crew Racing Team Transportation/Vehicle/Parking Ticket Sales Ski Lift Operations
3 Dartmouth Skiway	Doug Holler GM doug.holler@dartmouth.edu t 603-795-2143 f 603-795-2421	Spring (March, April, May) 2008	Less than 50	Less than \$10,000	Ski Patrol Repair Shop Ski School Management Ski Lift Operations
4 Elk Ridge Ski Area	Tammy Fountain Owner skimed@cox.net t 702-499-5338	Fall (Sept., Oct., Nov.) 2008	Less than 50	Less than \$10,000	Ski Patrol Food & Beverage Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Repair Shop Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations Tubing Park
5 Grand Targhee Resort	Paul Alden	Summer (June, July, August) 2008	400-499	\$25,000 - \$49,999	Ski School
6 Mammoth Mountain Ski Area	Julie Brown General Manager jbrown@mammoth-mtn.com t 760-914-0366 f 760-934-0702	Spring (March, April, May) 2008	500+	\$75,000 - \$99,999	Food & Beverage Service Rental Service Mountain Operation/Safety Team Retail Shop Repair Shop Ski School Transportation/Vehicle/Parking Management Grooming Ticket Sales Ski Lift Operations
7 Massif	m. Boerlen	Summer (June, July, August) 2008	Less than 50	\$10,000 - \$24,999	Ski Patrol Mountain Operation/Safety Team Repair Shop Ski School Ticket Sales Ski Lift Operations
8 Monarch Mountain	Allison Miller, Rich Moorhead Retail Manager, CEO info@skimonarch.com t 719-530-5000 f 719-539-7652	Spring (March, April, May) 2008	50-99	\$25,000 - \$49,999	Ski Patrol Guest/Hospitality Ski School Summer Crew Racing Team Management Nordic Center/XC Staff Grooming Ski Lift Operations
9 Mount Washington Nordic Dept	Marc Lyster Nordic Ops. Supervisor nordic@mountwashington.ca t 250-334-5727	Fall (Sept., Oct., Nov.) 2008	Less than 50	Less than \$10,000	Retail Shop Nordic Center/XC Staff
10 Pajarito Mountain Ski Area	Tom Long General Manager	Spring (March, April, May) 2008	Less than 50	Less than \$10,000	Ski Patrol Food & Beverage Service Ski School Ski Lift Operations
11 Skibromont.com	Karine Morin Supervisor Ski Shop kmorin@skibromont.com t 450-534-2200 *2902 f 450-534-1826	Winter (Dec., Jan., Feb.) 2008	500+	\$100,000 - \$199,999	Ski Patrol Food & Beverage Service Rental Service Guest/Hospitality Mountain Operation/Safety Team Maintenance/Housekeeping Retail Shop Repair Shop Ski School Summer Crew Management Grooming Ticket Sales Ski Lift Operations
12 Ski Butternut	Einar Aas, Matt Sawyer, Tony Bleau, Keith Bosquet Ski School + Rentals, Hosts, Mountain ops, Food Service marketing@skibutternut.com t 413-528-2000 f 413-528-1295	Fall (Sept., Oct., Nov.) 2008	200-299	\$25,000 - \$49,999	Mountain Operation/Safety Team Ski School Transportation/Vehicle/Parking Ski Lift Operations Tubing Park

PLAN TO PURCHASE IN 2008



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
13 Stevens Pass	Shawn Smith	Spring (March, April, May)	500+	Over \$200,000	Rental Service
"Have uniform suppliers at the ewsr show."	Director of Resort Services	2008			Guest/Hospitality
	ssmith@stevenspass.com				Mountain Operation/Safety Team
	t 206-812-7358				Retail Shop
	f 206-812-4517				Repair Shop
					Ski School
					Management
					Nordic Center/XC Staff
					Ski Lift Operations
					Tubing Park
14 Stevens Pass Resort	Joel Martinez	Fall (Sept., Oct., Nov.)	100-199	\$50,000 - \$74,999	Ski Patrol
	Cjohnson@stevenspass.com	2008			Food & Beverage Service
	t 206-812-7371				Rental Service
					Guest/Hospitality
					Mountain Operation/Safety Team
					Maintenance/Housekeeping
					Retail Shop
					Repair Shop
					Ski School
					Transportation/Vehicle/Parking
					Management
					Nordic Center/XC Staff
					Grooming
					Ticket Sales
					Ski Lift Operations
15 Stony Mountain Ski Area	Heather Dewar	Fall (Sept., Oct., Nov.)	Less than 50	Less than \$10,000	Food & Beverage Service
	Owner	2008			Rental Service
	info@skistony.com				Ski School
	t 204-344-5977				Management
	f 204-480-4847				Ticket Sales
					Ski Lift Operations
16 Sunburst Ski Area	Steve Voss	Fall (Sept., Oct., Nov.)	50-99	Less than \$10,000	Food & Beverage Service
"Short list of companies entering the uniform business"	General Manager	2008			Rental Service
					Retail Shop
					Ticket Sales
					Ski Lift Operations
17 Tremblant	Michel Lamothe	Spring (March, April, May)	400-499	\$100,000 - \$199,999	Ski School
	Snow School Director	2008			Day care
	mlamothe@intrawest.com				
	t 819-681-3000 ext 46625				
	f 819-681-5989				
18 Winter Park Resort	Christine Lorton	Winter (Dec., Jan., Feb.)	500+	\$75,000 - \$99,999	Ski Patrol
"Supply us with the recommendations you have learned from other areas and with prices that are affordable and lasting quality"	Uniform Services Supervisor	2008			Food & Beverage Service
	Christine_Lorton@skiwinterpark.com				Rental Service
	t 970-726-5514 X1734				Guest/Hospitality
	f 303-892-5823				Mountain Operation/Safety Team
					Maintenance/Housekeeping
					Retail Shop
					Repair Shop
					Ski School
					Summer Crew
					Transportation/Vehicle/Parking
					Management
					Grooming
					Ticket Sales
					Ski Lift Operations

PLAN TO PURCHASE IN 2009

PLAN TO PURCHASE IN 2009



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
1 Mt Seymour	Andy Boniface, TJ Lim, Helen Price	Spring (March, April, May)	300-399	\$75,000 - \$99,999	Ski Patrol
"Needs: Kitchen Staff,	Events & Media Relations, Business	2009			Food & Beverage Service
Rental Shop, Lift	Development, Human Resources				Rental Service
Operators, Management"	andy@mountseymour.com				Guest/Hospitality
	t 604-986-2261				Mountain Operation/Safety Team
	f 604-986-2267				Repair Shop
					Ski School
					Summer Crew
					Transportation/Vehicle/Parking
					Management
					Grooming
					Ticket Sales
					Ski Lift Operations
					Tubing Park
2 Whitetail Resort	Melissa McFadden	Spring (March, April, May)	300-399	Do not wish to disclose	Ski Patrol
	Office Manager/Executive Asst.	2009			Food & Beverage Service
	mmcfadden@skiwhitetail.com				Rental Service
	t 717-328-9400 ext.3520				Guest/Hospitality
	f 717-328-9400				Mountain Operation/Safety Team
					Maintenance/Housekeeping
					Retail Shop
					Repair Shop
					Ski School
					Summer Crew
					Transportation/Vehicle/Parking
					Management
					Grooming
					Ticket Sales
					Ski Lift Operations
					Tubing Park
3 Wintergreen Resort	Jay Robererts	Spring (March, April, May)	300-399	\$100,000 - \$199,999	Ski Patrol
	VP Mountain Operations	2009			Food & Beverage Service
	Skiadmin@wintergreenresort.com				Rental Service
	t 434-325-8054				Guest/Hospitality
	f 434-325-8001				Mountain Operation/Safety Team
					Maintenance/Housekeeping
					Ski School
					Summer Crew
					Racing Team
					Transportation/Vehicle/Parking
					Management
					Grooming
					Ticket Sales
					Ski Lift Operations
					Tubing Park

PLAN TO PURCHASE IN 2010 OR LATER

PLAN TO PURCHASE IN 2010 OR LATER



Company/Organization	Uniform Purchaser(s)	Plan to Purchase	Quantity	Budget	Categories
1 Bogus Basin	Nate Shake HR Director nate@bogusbasin.com t 208-332-5124	Summer (June, July, August) 2010 or later	500+	\$50,000 - \$74,999	Ski Patrol Food & Beverage Service Rental Service Mountain Operation/Safety Team Retail Shop Repair Shop Ski School Transportation/Vehicle/Parking Nordic Center/XC Staff Grooming Ticket Sales Ski Lift Operations Tubing Park
2 Bogus Basin Mountain Resort	Nate Shake Mike Sellers Human Resource and Ski School Director mikes@bogusbasin.com t 208-332-5309	Spring (March, April, May) 2010 or later	200-299	Do not wish to disclose	Ski School Division Education/Examiner Team
3 Sugarbush	John Tschernenko Purchasing Manager jtschernenko@sugarbush.com t 802-583-6336	Spring (March, April, May) 2010 or later	200-299	Do not wish to disclose	Ski Patrol Guest/Hospitality Mountain Operation/Safety Team Ski School Transportation/Vehicle/Parking Management Ski Lift Operations