

SNOWPRO

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Eastern/Education Foundation

A "Look" Before and After the Skiing Exams of 2003-04

by Peter Howard
PSIA-E Chair, Alpine Education &
Certification Committee

Over the years, progressions have been used for teaching skiing and testing the competence of instructors. In the seventies, PSIA brought the world the wonderful ski teaching concept of being "Student-Centered". The practice of sticking with a narrow linear approach to learn to traverse, to snow plow, to stem, and to Christie was replaced by this new concept. The bold and liberating idea of student-centered teaching encouraged teachers to do whatever it took to help a student develop skills and move along a general path of improvement. PSIA and other countries continue to refine their teaching progressions. Here, they have been called "Milestones", "Centerline", "Stepping Stones", etc... In most cases, the committees and individuals who created these concepts never intended they become testing figures. However, these concepts and their named maneuvers became just that.

Why this happened, and why it is still part of our ski teaching culture probably goes something like this: Simply speaking, if you can do it, then you should be able to teach it, so let's see you do it. This was probably the underlying logic for the first testing of ski teachers. Progressions and methodology were developed, years passed, and Final Forms become exacting testing figures. The free thinking sixties and seventies softened regimented thinking, but the idea that there is one exactly right way to make a wedge turn, a wedge Christie, etc., remains with us to this day. Chances are that the exam process and those who design it and conduct it are as much to blame as the history from which we've evolved. Right up until last season we probably gave the impression that the demos done at exams had to have one correct look. I think for many years - in fact, probably since the beginning of testing - testers have known in their hearts that there

was a quality of performance that supersedes the ability to get close in look to a certain maneuver. But, perhaps because we couldn't quite figure out how to articulate the quality of performance we were looking for, we continued in many cases to test for "one way to do a wedge turn". Sadly, the exam process was still somewhat maneuver-centered in an evolving Student-Centered era.

So, what are the implications of these new thoughts? What is the description of the quality of performance that works on the job and at the exam? Will tasks be part of the skiing exams? Is there one way to do a wedge turn?

THE ANSWER: What works on the job for our students and at exams is skiing that is efficient, modern, and mechanically consistent, with the capability for tactical variation. Yes, this is quite a mouthful, but it's really very sensible and why it took so long to articulate it is anybody's guess.

Mechanical Consistency refers to the qualities of effective skiing as described by PSIA in the Alpine Concepts Manual (statements like, "Engage and release the edges in one smooth motion with forward and diagonal movement of the legs; Balance over the whole foot; Flex evenly in the joints; etc"). These statements are also contained in the white paper, "The Unofficial Guide to Good Skiing", and in the laminated pocket guide on "Effective and Ineffective Movements".

If we exhibit these aforementioned qualities in all our free skiing, teaching activities, and skill level representations, we will be providing good service for our students, our personal enjoyment, our personal safety, and our exam scores.

The Capability for Tactical Variation refers to the developed skill of being able to select at-will variations of turn radius, speed, stance

width, amount of wedge, when matching occurs, width of wedge, and the timing, duration and intensity of movements. It is important that teachers can choose from, and demonstrate with, these tactical variations in order to provide an image that is tailored to the learning needs of the students. When all of these tactical variations are supported by efficient, modern, and mechanically consistent movements, the marriage is complete. The performance is "spot on", and the versatility to be an effective "Student Centered Teacher" is present.

Will there still be wedge turns and Christies at exams? Yes, but they will not be a celluloid idealistic attempt at the "perfect". They will be the same ones we show our guests when we are helping them develop skills. Will there still be tasks that test balancing, adaptability and agility? Yes, because our jobs require these physical qualities. Is there one "look", or "one way" to do things? If performance and versatility have a "look", I suppose the answer is still yes, but not in the traditional sense or percep-

continued on page 5

ON THE INSIDE

Guest Editorial	2
President's Message	3
Around the Regions	10
Candidate Profiles	12
"15 Below" section	26
Election Ballot for Regions 3, 4 & 7	35



EDITOR'S DESK

Guest Editorial

A Little Spring Skiing

by Walter Jaeger
PSIA-E Alpine Level II
Massanutten Ski Area, VA

This past April I was reminded yet again of the huge value of PSIA-E's educational programs during my first visit out west to "the big mountains." I went to Breckenridge to visit and ski with my son Matt, who for almost two seasons has lived in Boulder. This was my first ski vacation out west, even though I'm now 54. Funny, isn't it, how one can love a sport so much, yet other seemingly pressing concerns obstructs one from a fuller exploration of its possibilities? However, I was happy skiing east, discovering and pushing my skills, as well as raising children and creating a business with which to enjoy the magic of skiing. East always has been great fun to me.

For the past seven years I have been a PSIA member, and have immensely enjoyed participating in the events offered by PSIA-E. I earned a Level II in 1999, and have since focused on PSIA-E's Master program and on training with Development Staff at my home mountain of Massanutten, Virginia.

Skiing has always been about the dance for me, even as a kid skiing in Maine. Can I move with grace and power down the terrain and slope I choose? Will I control my turns, or shall the mountain?

The dance on the slopes occurs when the rhythm between the skills I bring and the forces of the mountain converge. PSIA-E's events have always pushed my quest for knowledge and discovery of the dance.

But, PSIA-E had not taught me how to ski in waist high powder, nor how to descend bowls and free ski through trees (did they?), or how to survive an air which surely was depleted, even though pristine. (That's ok, I found relief and balance in the Oxygen And Internet Bar in Breckenridge). And, to boot, my son over this past winter kept saying how he had progressed beyond my skills; and, though I had been his teacher for many years, perhaps we would

have to switch places. Maybe this was to be. One has to pass the torch at some point..... Maybe.

My last day at Massanutten turned into a rough ski day. Because of the excellent winter, we actually had a mogul run, and most of us were hitting it pretty hard to try to gain some experience. The moguls were definitely getting the better of me that last morning: Merlin, our top educational staff member, grinningly said I should get right up there and try it one more time. I, however, knew two things: it wasn't my last day (I was going to Breckenridge) and age brings a little wisdom: sometimes you don't push the river.

So, with the memory of a rough last day, an undertone of overthrow in the air, concerns about steeps, powder and trees, off I went with a light heart and a smile a mile wide to meet my destiny.

My brother Greg met me at the Boulder airport and we drove to Breckenridge where Matt would catch up with us the following evening. I didn't think the altitude would affect me overly, but after one short day of skiing gasping for breath, the discovery of an oxygen bar was this Easterner's delight. That first day I kept looking up to the bowl, tree and free skiing area, knowing when Matt arrived we'd be heading up.

We kept to the main slopes the day Matt arrived, enjoying a crisper and lighter snow than what I'm used to. There were lots of grins. On the second day we rode the puma lift up to the ridge of the North Bowl. The night had brought fresh powder, making the mountain very inviting and beautiful. On the edge of the bowl the wind was a bit stiff. Matt stopped next to a particularly steep edge to tighten his boot. Bending

over, his ski pole nearest the edge was blown right over the lip. Our point of departure was chosen. I said to myself: no sweat, stand tall, move the hip into the turn, retract, turn the legs, let the pressure build up, rise and fall in the dance one again; and, of course..... if things get difficult revert to the wedge Christie. All the way down, one effortless turn brought the next, while powder cascaded all around my waist. It was like that until the very end, where, in the long bottom stretch that headed to a picnic table up on a small rise, I just fell over - just about a twenty foot scramble away from that picnic table. I don't know, giddiness, too

continued on page 5



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Bill Hetrick, Editor

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PRESIDENT'S MESSAGE

by Bill Beerman
PSIA-E President

Tough Issues & Important Decisions

Greetings. I hope you're all enjoying a good season so far. I wanted to share with you some insight on recent Board discussions and decisions that impact you as a member. Some of these issues (the new "15 Below" youth club, Region 7) have been detailed in previous issues of the *SnowPro*.

Some other key discussions and decisions recently made by your Board representatives include the following:

Approved Action: Committee chairs will be (re)appointed on an annual basis at the spring ExCom meeting. In addition, all committee members are to be ratified on an annual basis at the June Board of Directors meeting.

Rationale & Impact: This was approved to ensure that both the volunteer leadership and committee participants have an opportunity each year to evaluate contribution and commitment as well as give others an opportunity to get involved.

Approved Action: To reaffirm that annual attendance at one of the snowsports school management seminars is the Eastern designated requirement to qualify for national school membership, beginning in 2004.

Rationale & Impact: We felt the need to clarify this policy for the benefit of our snowsports school directors throughout the Eastern Division. All school directors who designated a different qualifying event this season have received a letter that informs them of this reaffirmed policy so all have plenty of notice for next season. The Board felt strongly to support this recommendation by the Snowsports School Management Committee in order to ensure that all of our member school directors benefit from the most updated materials and educational tools.

Approved Action: The division office will accept late registration into events that are past deadline but not filled to capacity. The fee for accepting and processing these late registrations will be \$25. Registrations will be accepted only until the event is at staffed capacity. No additional groups will be considered. Walk-ins will not be accepted into an event.

Rationale & Impact: This is intended to clarify and "lock in" a policy on late registrations for events. The previous policy was to not accept any late applications beyond the event deadline. This revised policy is an additional member service to maximize the staffing efficiency of events, encourage fulfillment of desired group ratios and allow additional flex-

ibility to members when possible.

Approved Action: To appoint an Organization Plan Task Force to review the current strategic plan and develop an organization plan for presentation to the Board of Directors in June 2004.

Rationale & Impact: As an outcome of a meeting of the Umbrella Steering Committee, this recommendation was made in order to achieve a full reassessment of how we operate, how we promote and provide services and programs to our members and the snowsports industry. As previously reported in the Fall *SnowPro*, PSIA-E/AASI Immediate Past President Bill Hetrick will chair the Organization Plan Task Force. Serving with Bill will be Mickey Sullivan, Marty Harrison and Ray Allard. Michael Mendrick, Kim SeEVERS and Liz KingSTON will lend staff support.

Specifically, the group will be taking several steps during the next few months to complete this important process:

1. Document current programs and practices and compare to strategic objectives as outlined in the 2001 Strategic Plan.
2. Evaluate strengths and weaknesses in current programs and practices as related to the Strategic Plan (that is, how well are we at doing what we should be doing?).
3. Evaluate association management models for potential adaptation to PSIA-E/AASI.
4. Develop new program and practice recommendations to address areas of challenge and those in need of clarification; apply to association organization model.
5. In late March, present findings and recommendations to the Executive Committee at Spring Rally.
6. In May, present findings and recommendations to the Umbrella Steering Committee.
7. In June, present final report and report to the Board of Directors.

I am confident that Bill Hetrick and his task force members will come back to us with a valuable plan that we can immediately apply to our operations as we look ahead to the 2004-05 season and beyond.

Approved Action: To approve an annual Eastern Division dues increase of \$2 for a period of five years, beginning in 2004-05. This increase is to be evaluated and voted on each year by the Board of Directors.

Rationale & Impact: The Board looked very hard at this issue and felt we are no longer in a position to hold our dues level for several years at a time, as was the previous practice. Our membership levels have leveled off during the past few years, while our costs of doing business rise every year. Some costs, such as liability insurance, have jumped dramatically (e.g. from \$17,000 in 2002 to \$42,000 in 2004) the past three years. In addition, these small incremental dues increases will be necessary to: support our ongoing commitment to tech-

nological tools such as our division web site and nationally-based membership database, enhance our marketing efforts; and, support a Board-approved program of adjustments in the pay structure for education staff in all disciplines.

As you can see, we addressed a number of important and challenging issues on your behalf in recent months.

Your best means of being involved in your association and having an impact is by voting in the elections for your Regional Director and Representative to the Board of Directors. If you are a Region 3, 4 or 7 member, this edition of the *SnowPro* provides that opportunity. Don't waste it!

See you on the hill. ♦♦

Eastern Division Dues Increasing by \$2.00 in 2004-'05

The Board of Directors of PSIA-E has approved a division dues increase of \$2.00 (to \$47.00) in 2004-05. Combined with PSIA national dues of \$40.00, the total membership dues investment will be \$87.00 in 2004-'05. This is the first of five consecutive \$2.00 annual dues increases approved for implementation beginning in 2004-'05. The approved increases will be evaluated and voted on each year by the Board of Directors.

The dues increases will support increased operational costs, technology tools, significant increases in liability insurance costs and a Board-approved program of adjustments in the fee structure for education staff in all disciplines.

Current senior and student discount policies will remain in effect for 2004-'05. ♦♦

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administrative update

Pro Jam Silent Auction Raises Nearly \$4,000

Money goes to Membership Scholarship Fund, Snowsports Growth Project

By Michael J. Mendrick
PSIA-E Executive Director

The second annual Pro Jam Silent Auction once again proved to be a fun and financially successful addition to the Snow Pro Jam agenda. During the banquet on December 11 at the Killington Grand Hotel, more than 450 members and guests gathered to celebrate a great week on and off the hill. On display just outside the banquet room was another terrific selec-



tion of merchandise donated by our sponsoring companies. When the dust cleared and the checks were written, \$3,955.00 was raised for the Education Foundation. The dollars will be divided between the Membership Scholarship Fund and the Snowsports Growth Project, both EF programs. Thanks to our members and sponsors, 44% more money was raised this year than during the first silent auction in 2002 (which raised \$2,750.00).

Thanks to the following donating companies and winning members: **Avalanche Ski Wear**, jacket (**Matthew Ellis**); **Avalanche Ski Wear**, t-neck and vest (**James Rooney IV**); **Dolomite**, Rage X10 boots (**Thomas Coombs**); **Dynastar**, SkiCross 10 skis (**Deanna Karafiath**); **Elan**, M10 All Mountain skis (**Robinson Leech Jr.**); **Fischer**, RX 8 skis (**Kevin Venhorst**); **Green Mountain Orthotic Lab**, custom boot fitting (**Chi K. Phah**); **JonesCAM.tv**, 480EX Helmet Camera System (**R.B. Powell**); **Lange**, Comp 120 boots (**John Droter**); **Nordica**, "The Beast" boots (**Daniel Ginder**); **Ovo Helmets**, helmet and gear bag, (**John Lincoln**); **Ovo Helmets**, helmet and backpack (**Helene Martin**); **Reliable Racing Supply, Inc.**, Super Pro 3-Point Vise (**Bill Kramer**); **Rossignol**, Soft 1 Pro boots (**Alan DeVerry**); **Tecnica**, Icon Alu boots (**James Billingslea**); **Volkl**, 724 AX3 skis (**Greg Jerome**).

The total of nearly \$4,000.00 raised in one night is a testament to the generosity of our sponsors and passion our members. Thank you to all for your support! ♦♦

Thanks Delia!

Without a lot of fanfare, PSIA-E/AASI Administrative Director Delia Pyskadlo recently hit the twenty-year mark as a division office employee! (We'll let you do the math, but big hair was more common than "big air" when Delia started with us!) Delia has served the division staff and membership in a dedicated and professional manner for two decades (she is cringing as she reads this, by the way), and quite frankly, we're not sure how we'd do it without her. So, let's not.

On behalf of all of us: the division staff, the education staff, the Board of Directors and, most importantly, the members; thank you Delia for all you've done to help us and help PSIA-E/AASI! ♦♦

Michael J. Mendrick
Executive Director

Professional Ski Instructors of America - Eastern Education Foundation and Professional Ski Instructors of America - Eastern

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little oxygen, whatever. Anyway, a few minutes later Matt and Greg fell in the same spot as I watched them ski up. Sitting at the table collecting our breath, we couldn't stop laughing for the thrill and the fun of that experience.

The short of the story is: PSIA-E trains well, trains deep, and it doesn't matter if we don't have waist high powder and big bowls, what we do have in our community are skills which are conveyed with consummate dedication and laser insightfulness by very dedicated and talented people. Those skiing skills are the very same required, regardless of the mountain, whether East, West, North or South. The roster of PSIA-E educational events for the 03-04 season is immense. I am already planning those I'll take advantage of and enjoy. I suspect there are a lot of moves in this dance down the mountain I haven't even heard of yet, and that PSIA-E will clue me in on them.

On a closing note: On the third day we skied the Horse Shoe and Cucumber Bowls. Without cue my brother says to my son at lunch: "How about the way your Dad floated down the bowl?" I am not yet usurped as the teacher, nor was the powder anything but a different partner in a softer dance. I revisited moguls several times, reestablishing a better understanding of line and rhythm and a reassurance that not all moguls are iced tiger teeth.

So, Merlin, I'll be with you on the bumps this season. Many, many thanks to all of the "red suits" I've been fortunate enough to ski with, and to all of those Level I's, II's and III's who have skied with me; each of you fostered my most memorable introduction to out-West skiing. I am grateful.

Ed. Note: The above is a guest editorial. Members may feel free to contribute to this column. Please label the article, "guest editorial". Use of such articles for this column is at the discretion of the editorial staff.

Thanks to everyone who has submitted an article for publication in the SnowPro. The "Your Turn" section has been very successful as a forum for sharing thoughts and ideas. We are accumulating very good material. Keep the articles coming, but, to give your article the best chance of publication, we are requesting the following:

1. Please use as few words as possible to get your points across. The shorter the article the better, and the best chance that it will be published. For your information, 330 to 350 words is about one column in length. As a flexible guideline, the maximum number of words should be about 1200 + -. The more lengthy the article, the more difficult it is to have it considered for publication. But, don't limit your thoughts if a few more words will help.

2. Follow these guidelines when submitting an article:

- Send a PC compatible disk, with a printed copy enclosed. All such materials should be sent to the editor at:

Bill Hetrick, Editor
110 Hubler Rd.
State College, PA 16801

- By e-mail is fine, but **PLEASE send the article as an attachment, NOT within the body of the e-mail.** Put "To SnowPro Editor's Attention" as the subject line, and send to: psia-e@psia-e.org

- Include your name as you want it to appear, your membership level and discipline, and the area at which you teach.

- If you desire to have acknowledgement that the article has been received, please include an e-mail address for response.

- We can scan material, but it must be in clear and sharp images.

- Handwritten articles cannot be used.

- Faxed articles cannot be used.

3. There is no taboo subject as long as it

relates positively, constructively and tastefully to snowsports and our teaching profession. The only requirements are that the topic be relative, that the language be acceptable, that the content not be offensive or distasteful, and that the article not be unreasonably long. The editorial staff reserves the right to do necessary and appropriate editing of all material.

4. All articles become the property of PSIA-E. Disks and original documents are not returned. Submission of material does not guarantee publication, or the date of publication. uu

Thank you!
Bill Hetrick
Editor, *SnowPro*

tion that there is one exact way. If there is a "look", it is the "LOOK" of a Professional, and one of the main reasons guests say yes to the product we offer them.

Speaking for the PSIA-E Education & Certification Committee, and the Alpine Steering Committee, we hope this gives members preparing for skiing exams this season an insight into exam preparation. Our Skiing exams will evaluate **mechanical consistency with the capability for tactical variation.** Be prepared to accurately ski many variations of turns just like you do every day for your students. Really, we place the burden of change upon ourselves to break free from the "one way" perception of exam demo preparation, and move to a future of a more **student-centered and job-based performance evaluation.** ♦♦

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THE ZIPPER LINE

straight talk from the association

Making it Fun

by Kathy Brennan
PSIA-E Dev Team
PSIA-E Area Rep, Loon Mt., NH

A few years ago, my director asked me to do a pre-season training program on "Making It Fun". Excited about my topic, I set off to develop my program. To begin, I planned to cover some of the basics, including having an enthusiastic attitude and partnering with our students to create successful experiences. The next part of my program was going to focus on how to structure a lesson and use exercises to create an effective and fun learning environment. As I was plowing through my ideas, it suddenly hit me – "Just because I think a particular exercise is fun does not mean that everyone else will think it is fun. Well, then, how do I know how to make it fun for everyone in my group?"

As I pondered my dilemma, and worried if my instructors would find my "Making It Fun" session anything but ... it occurred to me: "Do we have our own way for how we like to have fun? After all, we have our own preferred learning styles. Could it be that we each have our own preferred *fun style*?"

Using the learning styles as a guide, I set out to see if I could come up with a similar model for *fun styles*. I came up with four styles: *Ripper, Easy-Rider, Giggler, and Pooh*.

Rippers: Rip-roaring, life-grabbing people. If they are not having a good time, they create a good time for themselves. And, it is usually contagious. In my experience, the *Rippers* are usually easily identified as the most outspoken people in the group, or the ones who will sneak out to take a nearby jump. They respond well to fast-paced, loosely structured, interactive lessons. This approach gives them the flexibility to do what's asked, but also allows them to seek out challenges, freedom, and excitement. Task and Problem Solving styles of teaching may be good choices to use with them. *Rippers* could be difficult to control, so you need to be careful if you make them leaders as they could lead your class on an "adventure" that might be beyond their ability or comfort levels. On the other hand, when you exploit their high-energy attitudes, *Rippers* can help to keep the

class moving, in addition to bringing fun, laughter, and enthusiasm to your lesson

Easy-Riders: Fun loving, prepared to have a good time, ready to participate, and easy to please. Personally, I think the *Easy-Riders* are the gems in any lesson. I find that *Easy-Riders* enjoy having new experiences and meeting new people. *Easy-Riders* are frequently identified by their friendly smile or how quickly they begin socializing with the other members of the group. Often they are experimental and willing to try new things. They are perfect students on which to try a new lesson plan and solicit their feedback. I think that just about any teaching style would work on the *Easy-Riders*, but they probably respond best to Group or Reciprocal styles of teaching where they can form their own groups and socialize. *Easy-Riders* can be very social, so you may need to set time limits on discussions or group work or you risk the chance that the group spends too much time standing around and talking. Which, by the way, is perfectly satisfactory to your *Easy-Riders*. However, this may frustrate your other *fun styles*, particularly the *Rippers*.

Gigglers: Eager to have a good time, but they don't usually start the fun. They want to be accepted by the group, so they will watch the others and only jump in with both feet when they are sure everyone else is having fun. When I was younger I related well to the *Giggler* fun style. I was very eager to try anything and have a good time, but before I would let my hair down and express my joy among strangers, I would check out the group and make sure they were having fun. I wanted to guarantee that I wouldn't be singled out as "weird" for enjoying myself in my lesson. To me, the *Gigglers* give themselves away by their shy smiles. Before *Gigglers* come out of their shells, I have found they respond well to the Command style and other well-structured activities. They also appear to like group exercises - provided you put them in a group and then define the roles in each group. With *Gigglers*, I would try to do exercises that encourage people to laugh and talk out loud. This allows the *Gigglers* to see that other people are having fun, helps them to feel part of the group, and, thus, encourages them to quickly relax and have a good time.

Poohs: Just may not be happy about being in your lesson; or, they may actually be having a good time but their outward expression never shows it (I didn't have the heart to call them "Poops"). How can anyone be out in the fresh air, getting exercise, and sharing a great experience with friends and/or family and not be visibly having a good time? We all know, however, that *Poohs* are in our lessons all the time. For me, I like to think there is another preferred *fun style* that they are just keeping hidden. I challenge myself to address all the learning and *fun styles* and to dig deep into my bag of

tricks, striving for whatever it takes to bring a smile to everyone's face. Most importantly, I focus on maintaining a positive attitude, I don't give up on them, and I keep them moving. I also try to make sure that they don't have the opportunity to affect too many others in the class with their negative attitude. For example, I position myself next to them on the chairlift, which also gives me a chance to delve deeper into the reason why they don't appear to be having a good time.

To sum up the creation of my "Fun" model, you may have some questions about my designations for the names and the descriptions. However, if you spent this much time thinking about my *fun styles* to question them, then my article is a success. Hopefully, the next time you assess your class and plan your lesson, you'll think... "How can I ensure they'll all have fun – and me too?!"

So, what's your *fun style*? You can just call me "Easy-Rider". Happy Teaching! ♦♦

Editing assistance by Joan Heaton, PSIA-E Area Representative Program Coordinator

Important Info on Alpine Level 2 Exams

Are you considering the Level II Exam? Here are some things you need to know.

The Alpine Level II exam is a two-part exam consisting of a skiing exam and a teaching exam. You must take and pass Part One - Skiing before you can sign up for Part Two - Teaching & Professional Knowledge. You need to take one prerequisite course before completing the exam process. If you feel that the skiing exam might challenge you, you should take a prerequisite that works on your physical skiing skills. You can choose from a Mogul Series event or Development Series Skiing program. If you choose to use one of these courses for your prerequisite, it must be taken prior to attempting the Level II, Part One - Skiing exam. If you feel that you can ski with no problems, then you may take one of the following: Level II Teaching Seminar, Extreme Teaching or Movement Analysis. Please see the section on Level II exam prerequisites in the PSIA-E Exam and Study Guide for further information and examples regarding prerequisites. The Exam Guide also details the timeframe in which prerequisites are usable.

Please note:

A Level II Practice Exam, although very beneficial, does not count as a prerequisite. If you have questions concerning the Level II exam process, please feel free to call the office for clarification.

Plus 1 Showcase – It's Our Future!

*New PSIA-E/AASI event
supports NSAA growth
initiative*

by Ray Allard, Coordinator,
PSIA-E/AASI Snowsports Growth
Project

PSIA-Eastern and AASI will be hosting a major industry event entitled "Plus 1 Showcase – It's our future", which is being held on March 11-12, 2004 at Hunter Mountain, Hunter, NY. PSIA-Eastern and AASI are presenting the program in conjunction with Ski Area Management magazine and NSAA. "Plus 1" refers to NSAA's goal to increase the retention of new snowsports participants by 1% each year for ten years.

This event will run concurrently with two PSIA-E/AASI accreditation events, one on teaching children, and the other on teaching beginners, as well as two special Plus 1 Showcase events for credit.

We will be bringing together personnel from snowsports schools, area management, rental operations, manufacturers, suppliers, and industry media, with the focus totally on the beginner/novice experience. There will be alpine, snowboard and children's equipment available. Instead of coming to try out the latest racing gear, participants will be testing rental/beginner/novice boots and products. There will be sessions on maintenance of rental fleets and exposure to equipment, tools, systems and processes to enhance the beginner experience. Equipment suppliers will be there not only to educate, but to listen to input and feedback.

This event might be seen as a blending of the on-snow equipment shows, "Rental Alley" at the SIA Trade show, and an NSAA educational seminar. NSAA and "Ski Area Management" (SAM) are on board and helping promote this unique event.

We believe that the industry's retention and conversion initiative is making a difference in growing snowsports. This unique event will assist in that effort. We encourage all PSIA-E/AASI members to support this event and to bring along their local rental shop personnel as well!

Additional information on the Plus 1 Showcase may be found in the January issue of Ski Area Management magazine or by emailing info@psia-e.org. ♦♦

*The theme for this year's
Pro Jam/Master's Academy
was "Back to the 50s".
National Alpine Demo Team
Coach Dave Merriam seems
to be quite excited by the
surprise visit from the Ed
Staff Pink Ladies*



To "AIR" is Human – at Freestyle Camp

Learn how to do it safely at Woodward Camp!

by Kim Seevers, Director of Education & Programs

PSIA-E and AASI are hooking up with the world famous Woodward Camp to do a freestyle/new school camp this spring. One of the prerequisites for attending both the Alpine and AASI Park & Pipe programs is the ability to do all the tricks required in the curriculum. A lot of members have been asking what they should do if they want to learn how to jump in the safest environment possible, but aren't ready for the accreditation programs yet. Enter Woodward Camp!

If you've never heard of Woodward before, here's a bit of an intro. Woodward is located in central Pennsylvania and started out years ago as a gymnastics camp. It rapidly gained recognition as a location for world class gymnasts to train, but also began catering to skateboarders, rollerbladers, and bmx riders as well. Woodward has been a summer training site for the US National Snowboard Team for the past eight years, and this past season they added new school training for skiers as well. Woodward is known as one of the world's premier action camps and boasts in-ground trampolines, safety harnesses, foam pits, and all manner of the safest ways to learn every jump, spin, and off-axis trick you've ever wanted to learn.

Their program was developed and is coached by Phoebe Mills, Olympic gymnast and 3-time Junior National Snowboard Team coach, and Heath Van Aken, a coach of the 2002 Olympic Snowboard Team. You will train under the watchful eye of these and other Woodward pro coaches, with PSIA-E and AASI staff members working as your spotters and "camp counselors". Your dry land week at Woodward will teach you aerial awareness, balance tech-

niques, and work on strength and flexibility. Check out www.woodwardcamp.com (click on east) to find out more about Woodward and their super quality programs. Our week is scheduled for May 30th through June 5th. Your tuition will include all room, board and coaching. For information on different cost options and on the camp, please call the office and ask for Kim Seevers. More information will follow in the Winter *SnowPro*. There will also be information soon on the PSIA-E website at www.psia-e.org.

Coaching will be given for all levels of riders. If you are an accomplished rider looking to go bigger and better; this is definitely the place for you. Likewise, if you want to begin dabbling in the terrain park, you'll covet the confidence you'll gain from all Woodward's safety apparatus and skilled coaches.

You hear so much about freestyle and new school being the wave of the future. Well, they're not the future; they're NOW. A Harris poll in 2000 showed that the X Games were the second most popular sporting event for kids ages six to 17, just behind the Olympics but ahead of the Super Bowl, the World Series and the World Cup! When these kids come to our areas to learn how to ski and ride, you can bet the first place they want to head is the park. As instructors and coaches we've got a responsibility to keep up with this trend and to be able to teach in the park effectively and safely. The PSIA-E and AASI programs are great starts, and the Woodward Camp is an excellent addition to the divisional program. CHECK IT OUT! ♦♦

continued next page

the zipper line, continued

Awards winners at the Pro Jam/ Master's Academy banquet included Fran Vall (Bill Muller award), Tom Penland (Benji award), and Rhae DeVerly (Master's award).

Congratulations to these folks as each joins a large group of distinguished award winners from previous Pro Jam/ITCs.



PSIA-E/AASI President Bill Beerman enjoys a light moment with Joan Heaton, recipient of the Distinguished Service Award at the Snowsports School Management Seminar at Mount Snow in early December. Joan was honored for her longtime contribution to the promotion and practice of snowsports education.



Annual C.E. Burbridge Race Results

The C.E. Burbridge race is held each year during the Snow Pro Jam and Master's Academy in December. Proceeds from the race help maintain the Burbridge Scholarship Fund, an endowment that supports Adaptive ski teachers in their pursuit of Adaptive education and was established in C.E.'s memory. We had a hotly contested race this year, with the following contestants coming out on top.

Women Under 39		Men Under 39	
Missy Vogel	29.48	Eric Lipton	23.32*
Women 40-49		Men 40-49	
Alison Clayton	26.40	Kevin Trainward	24.32
Women 50-59		Men 50-59	
Suzy Motzkin	25.88*	John Hussey	24.78
Women 60+		Men 60+	
Nancy Meyer	28.02	John Lincoln	26.75

Congratulations to all race participants and thank you for helping with your donation to a very worthy and necessary scholarship fund.

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Each of the above companies donated more than 1,200 pieces of their product allowing us to fill the tote bags with more than \$30 worth of product and product samples at the Snowsports Management Seminars, Snow ProJam, Nordic ITC, Children's Academy and Eastern Academy. Look for more hospitality bags in March at the AASI Huck Fest (Okemo Mtn Resort, VT) and the Spring Rally (Killington Mtn Resort, VT).



Region 1 (ME and NH)

Ross Boisvert, Regional Director, reports: Thank you to all the Region 1 members who once again took time out of their busy schedules to attend the Region 1 meetings. We continue to have great attendance at the meetings, and we have the opportunity to discuss issues of concern, share ideas and talk about new programs being developed.

I hope everyone has had a chance to become familiar with the new "15 Below" club. This new club has great potential to groom young skiers and snowboarders for future membership to PSIA-E. In the last issue of your *SnowPro*, as I am sure everyone has read, there is a very detailed explanation of this new club. I hope that all members will get behind the club and promote it at your home areas. Let's see how many new members you can get at your home area. The program officially begins January 1, 2004, and there is more information regarding membership to the "15 Below" club in this issue.

Kim Seevers and the office staff have done another outstanding job this year with the event schedule. Please sign up early for your favorite event. I encourage all Region 1 members to take advantage of an event near you.

I hope everyone has had a safe and enjoyable holiday season. Have a wonderful and safe winter season and I hope to see you out there. (ross@mcintyreskiarea.com)

Region 2 (VT)

Marty Harrison, Regional Director, reports: As I'm writing this in mid-November, some areas in Vermont are planning to open for the season. We all hope that the snow this year is as good as last year, but, at the same time, that the temperatures are more reasonable!

The annual James Leader Memorial Golf Tournament was held at the Okemo Valley Golf Club on October 2. Despite threatening weather and a chance of the first snow of the season, the turnout was wonderful. The bad weather held off until most of us were off the course. The winning team was composed of Doug Daniels, Erik Barnes, and Tom Mattarucci of Mt. Snow. Since they were a Region 2 team, they also get to keep the beautiful James Leader trophy for this year. Finishing second was the team of Carol Lisai, Maria Tomaselli,

John Pawlak, and Tom Borden; in third place were Herb Eddy, Cory Mansfield, Art O'Hare, and Dick Ferencik. Congratulations to all!

The first Region 2 meeting for this season was held at Killington on November 24. The second meeting is scheduled for Okemo on March 24. PLEASE NOTE: The date of this meeting on the postcard sent to Region 2 members is incorrect. **It is actually on March 24, NOT March 2 as printed.**

This is the best time of year to be planning what events you want to attend during the season. Remember that some events have limited availability, so early registration is helpful. There is a huge selection on the event schedule and many of them are in our region; so, take advantage of the ones that appeal to you. Happy Winter to all of you!

Region 3 (MA, CT and RI)

David Welch, Regional Representative, reports: Now that winter is in full swing and that first big holiday period is behind us, stop and take a breath! Make sure that you have looked over the schedule of events to see what is going on close to home this season. No, it's not too late to sign up for an event, but don't wait too long because many of these events fill up rather quickly - especially the weekend events. Don't hesitate any longer! Whether it's a Workshop Clinic, Master Teacher Course, Exam Prep, Certification Exam or Adaptive Clinic, you'll find it in Region 3.

Hopefully, you have all read about the new youth club for 10-15 year olds called the "15 Below" club. It's a great way for young people who have an interest in snowsports and snowsport teaching to become involved in something that is specifically designed just for them! If you are considering sponsoring a club member, or just want all the facts about this exciting new opportunity, see the Fall issue of the *SnowPro*. The front-page article and the editorial explain the details.

Ray DeVerly, your Regional Director and I will be announcing the date and location of our regional meeting in the next issue of the *SnowPro*. Also, details will be mailed, so be on the lookout for this important information!

I hope it's snowing where you are, and I hope to see you out on the mountain this winter! Have Fun!!

Region 4 (PA, NJ)

Angelo Ross, Regional Director, reports: By the time you read this, most of you will have made first tracks (or at least walked around the house in your boots for a few uncomfortable hours). So, here's to a fun and safe season of sliding! Be sure to check the Schedule of Events (especially the deadlines) if you're in need of an update, or plan on registering for an exam.

Elections are taking place this winter for Board and Committee representatives for the newly created Region 7, which will encompass the southern portion of the current Region 4.

Reports from that new region will begin in a later issue of *SnowPro* once the new officials have been elected.

In closing, always remember: A bad day on the hill is better than a good day at work.

IMPORTANT MEETING DATE INFO FOR REGION 2 MEMBERS

Please note the regional meeting date is March 24, not March 2 as indicated on your postcard. The meeting will be held at Okemo Mountain Resort, as previously indicated.

Region 5 (Western NY State)

Mickey Sullivan, Regional Director, reports: The season is in full swing and there are great opportunities

right here in Region 5 for learning and improving our skills.

If you're into racing, don't miss the Race Program at Bristol Mountain on February 2-4. There is sure to be a premier coaching staff there. If it's bumps you're into, then sign up for the Holiday Valley bump clinic on March 8-9. Or, if you want to improve your skiing and you are level 2 or 3, there's a Masters Series skiing event at Holimont on March 4-5.

During the season is a great time to promote our organizations of PSIA and AASI. Bring your *Pro Skier* or *Pro Rider* magazine into your pro room and give non-members a little insight into what we're all about. Show and tell them why it's a good reason to belong to PSIA/AASI. If you don't know how to answer that question, call me and I'll help you. My number is 585-394-0266.

There will be a Region 5 meeting in March along the Route 81 corridor. There are some special activities planned. Watch your mail in February for a post card announcement.

Ski and Ride Safely, enjoy coaching, and have a GREAT winter.

New Park & Pipe Materials available on national web site

By Linda Crockett, PSIA/AASI Education Director

Other Regions – not Reporting:

Region 6 (Eastern NY State)

Region 7 (All states south of PA & NJ)*

*Reports from Region 7 will begin with the Spring/Summer 2004 issue. ♦♦

Greetings from the PSIA-AASI Education Department! We have been working away here for the past few months of some really interesting stuff! It is finally time to show everyone what has transpired from the world of park and pipe. Our gift to the membership has been unveiled, courtesy of the hardworking Freestyle/Park and Pipe Task Force. Please go to www.psia.org or www.aasi.org and check out the park and pipe section of the web.

On this new section of the site, you will find all sorts of good materials, including etiquette, teaching ideas, glossary of terms, and resources. So, please share the wealth of knowledge and pass along the word to our hardworking members.

Enjoy the season! ♦♦



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REGION 3

Region 3 Election (CT, MA, RI):

Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There are two (2) candidates running in Region 3 for Board seats, one (1) candidate for the Snowsports School Management Committee and one (1) candidate for the Alpine Education & Certification Committee. The Board candidate receiving the most votes will be elected Region 3 Director; the other candidate will be elected Region 3 Representative. No write-in votes for any positions will be accepted on the ballot form.

Region 3 Board of Directors: Ray DeVerry – A3, S3

(Education Staff Employee)

Ski Butternut, MA; Education Director

Statement of Background & Qualifications:

Ski instructor since 1976; PSIA member since 1977; Alpine certified since 1978; Education Director at Butternut Basin since 1981; PSIA-E Educational staff member since 1981; AASI-E Educational staff member; Snowboard certified level III since 1998; PSIA-E board of Director Region III director 2002 to present; Degree in Mechanical Engineering.

Statement of Philosophy & Direction:

I have enjoyed taking a more active role in guiding the organization. By serving another term, I can contribute even more to the organization. As an educational organization, we have the opportunity to improve the health of the sport by providing an avenue for self improvement. Self improvement leads to great lessons and a fun ski experience which will help build a passion for the sport.

Region 3 Board of Directors: David Welch – A3

Ski Sundown, CT; Alpine Training Director

Statement of Background & Qualifications:

I have been a professional ski instructor since 1995 and a member of PSIA-E since 1996. I have a Level III Alpine Certification and currently hold a seat on the PSIA-E Board of Directors as the Region 3 Representative. I also serve on the PSIA-E Scholarship Committee and work as a supervisor and Alpine Training Director at Ski sundown in New Hartford, CT.

Statement of Philosophy & Direction:

I am proud to have served the members of Region 3 as their representative on the Board of Directors for the past two years. In this time our association has addressed many of the challenges that arise from keeping up with the needs of our membership and our ever evolving industry.

As in the past I will continue to support proposals and initiatives that foster the growth and development of new and existing programs and events that serve our membership. It is my belief that if we can expand on what we offer in each discipline our organization will be

much stronger and in a better position to meet the expectations of our members and the guests we serve.

With your support, I would like to continue to represent all Region 3 PSIA-E/AASI members in this capacity. Thank you for your time and consideration.

Region 3 Snowsports School Management Committee Rep:

Mark Campaniello – A2

Ski Ward, MA; Snowsports Director

Statement of Background & Qualifications:

As the Snowsports Director from Ski Ward Ski Area, a small feeder resort in Central Massachusetts, and previously the Alpine Supervisor, Special Programs Director, and interim Snowboard Supervisor at Wachusett Mountain Ski Area, I have a firm grasp on the growing condition in which the necessity for the focus on the younger instructor is essential. My involvement in many educational programs dealing with growth of our sport, equipment changes, and newer teaching methodology geared to accelerated learning and extended retention adds to my credibility to address such concerns. My experience managing resorts that operate both day and evening gives me a distinctive perspective in issues of liability, payroll and staffing.

Statement of Philosophy & Direction:

It is essential for the Board of Directors to hear to the voices of the distinctive, smaller mountains so they may continue to be a valuable stepping stone for our youth instructors.

The needs of the smaller feeder snow sport areas and the clients that frequent them are unique and divergent from the extensive snow sport resorts of the Northern regions; however, the smaller resorts do not differ in their requirements for quality educational programs. I feel that now is the time to speak up for the areas of Region 3 and the concerns of these resorts. I firmly support programs such as the Outreach Program and the 15 Below youth club which are necessary for the advancement of the younger snow sport enthusiasts. It is programs like these that will turn our young instructors into quality, life-long, professional members of PSIA-E and AASI.

I consider myself a strong advocate for the programs that focus on younger instructors and junior instructional programs, as well as programs where our staff may get the training they need without the travel and cost that is usually associated with certification training. If the industry is looking for ways to grow the sport, the requirements of the smaller feeder areas need to be heard. I plan on being a vocal advocate for the region in which I will proudly represent.

Region 3 Alpine Education & Certification Committee Rep:

Patricia McCowan – A2

Wachusett Mtn., MA

Statement of Background & Qualifications:

I am seeking a reappointment to the position of Regional Education and Certification Representative in Region 3. I have a 21-year history as a

Important Note on Open Positions: Region 4 Snowsports School Management Committee Representative, Region 4 Alpine Education & Certification Committee Representative, Region 7 Snowsports School Management Committee and Region 7 Alpine Education & Certification Committee Representative are currently open positions, with no applying candidates. The PSIA-E Board of Directors will approve the appointment of these unfilled positions at their June 12-13, 2004 meeting. If you are interested in being considered as a designate for an open position, please send written notification (snail or e-mail) to the attention of Michael Mendrick, Executive Director, at the PSIA-E office.

Ski Teacher and staff trainer at Wachusett Mountain in Princeton, Mass. I am PSIA-E Level II and a graduate of the "inaugural class" of the Master Teaching Certification Program.

In my career outside the snow sports industry, I am a Certified Registered Nurse Anesthetist based in a University setting, responsible for clinical training of a multitude of health care professionals. I have also been an assistant director of a School of Nurse Anesthesia; this provides me with a strong foundation in the education process.

Statement of Philosophy & Direction:

My educational philosophy is one of lifelong learning, and my interest in PSIA

Organization Committees, is to seek ways to increase and retain qualified snow sports Professionals. We must find ways to continue our growth through education and certification processes for survival as an organization, and within the industry. The Master Teacher Certification Program (MTC) represents an innovative approach to snowsports education. It provides an inclusive and extensive look at our industry, awarding understanding of technique, of equipment variations, of learning and teaching modalities, and of varying student populations. It is a positive and affective alternative to the traditional teaching/technical segment of the Level III Exam. Its success reflects the renewed interest of our professionals in the education process and the maintenance of a strong membership of ACTIVE professionals.

As a Committee member, I would like to explore a certification process which includes more of its members, encouraging involvement AND success. A process that is experiential, not solely performance based, would provide encouragement, reinforcement; improvement and achievement of standards through ongoing coaching. This would foster commitment and a sense of accomplishment rather than failure and the loss of interest to seek and achieve advancement and growth through certification.

Enthusiasm is contagious. If the process is a success, growth will continue, our professionals will remain strong and committed, and both members and customers will also reap the benefits.

REGION 4

Region 4 Election (NJ, PA): Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There are seven (7) Board candidates running for two (2) Board seats in Region 4, and no candidates running for the Snowsports School Management Committee or Alpine Education & Certification Committee. No write-in votes for any positions will be accepted on the ballot form. Unfilled committee positions will be appointed at the June 12-13, 2004 Board of Directors meeting.

Region 4 Board of Directors: Richard Frear – A3
Tussey Mtn., PA; Technical Director

Statement of Background & Qualifications:

Thank you for your time and consideration of me for the Board of Directors of PSIA-E and AASI. I have been a ski professional with PSIA-E for 16 years. My love for this sport runs deep. I feel that the explosion of snow boarding, extreme sports, adaptive disciplines and the growing population of telemark skiers make this the most exciting time in snowsports.

My qualifications are listed below:

- Present employment: Physicians Assistant, Orthopedic Surgery, State College, PA.

- PSIA Level III Certified
- Technical Director, Tussey Mountain Snow Sports School
- PSIA Master Teachers Instructor in the following: Exercise Physiology, Biomechanics, and Outdoor First Care
- National Ski Patrol Senior Level patroller
- National Ski Patrol Outdoor Emergency Care Instructor
- National Ski Patrol Ski and Toboggan trainer
- Director of Racing, Shawnee Mountain 1990- 1992

Statement of Philosophy & Direction:

My interest in running for the Board of Directors stems from the events and experiences that have taken place over the last 16 years. Most of these have been positive and a few of them frustrating. As your Region 4 Director, it will be my goal to do the following:

- Have an open door policy for communication. We can start that now with my e-mail address of drcuda944@yahoo.com.
- Support the ever-growing event schedule and bring more events to the region 4 areas.
- Contribute to the development of new educational materials and events with an emphasis on exam preparation for all snowsports.
- Voice your concerns, ideas and goals and use them to influence the above priorities.
- Do what I can (and the position allows) to be sure your dues and contributions are allocated per your interests and goals.
- Listen

For all of you who are wondering, yes, I have started to learn how to snowboard. I thank you again for your time and membership in PSIA-E/AASI. I hope for your support and look forward to the future of our organization.

Region 4 Board of Directors: Joan Heaton – A2
Windham Mountain, NY

Statement of Background & Qualifications:

I would like to make known my candidacy for a term representing the great Region 4 on the Board of Directors of PSIA-E. At present, I am working at Windham Mountain where I have been a teacher trainer for six years. I have served as the PSIA-E Education Chairperson and I am now serving as the PSIA-E Area Rep Coordinator. Although I have taught in Regions 2 and 6, I have kept my membership in Region 4 where I live. I began teaching skiing at Mount Snow in 1976 and received my Level 2 certification there. In 1979, I wrote my first article, "How Do I Teach? That Is The Question!" in an attempt to bring attention to the "teaching aspect" of ski teaching. Since then, I have been an active writer for PSIA and PSIA-E. With my long-standing commitment and service to PSIA and PSIA-E, I feel that I am "ready" to serve as a member of the Board of Directors.

Statement of Philosophy & Direction:

My concerns have always been with the "grass roots" instructors. How do they receive training? How do they stay informed? Where do they go for direction and assistance? Who answers their questions? It is my hope that the PSIA-E Area Rep Program, which I piloted in Region 4 and is now implemented across our Division, will provide the service that these "grass roots" instructors are seeking. With my work as PSIA-E Education Chairperson, I learned that there is so much offered to our membership by our association; but, all too often there is a "slip between the cup and the lip", and the membership is unaware that these many offerings are, indeed, available to them. So that membership in our association will continue to be considered "special", it is my intention to keep our association one of high standards and high expectations.

continued next page

REGION 4, CONTINUED

Region 4 Board of Directors: Bill Hetrick – A3 Keystone Ski Academy



Statement of Background & Qualifications:

PSIA-E member since 1972.
Region 4 Director 1976-1999. Region 4 Rep. 1999-2002.

PSIA-E President for 12 years. Currently PSIA-E Immediate Past President.

National BOD 1981-94. National PSIA President 1987-94.

Strategic Planning Chair both PSIA-E and PSIA. Served on several NSAA committees.

Current Editor of the PSIA-E *SnowPro* newsletter (since 1990).

Ski teacher Blue Knob, PA 1970-74. Ski School Director Oregon Hill and Tussey Mt., PA 1974-1986. Manager Tussey Mt. Ski Area 1990-93. Current Owner and Director of Keystone Ski Academy.

Founded Penn State University Ski Team in 1974, and directed team until 2001.

Currently Director Allegheny Collegiate Ski Conference, directing intercollegiate competitive ski racing in PA, MD and WV. On the BOD of the United States Collegiate Ski Association, administering over 85% of intercollegiate ski racing in the U.S. - Immediate Past President of USCSA.

Statement of Philosophy & Direction:

During the years I have served PSIA-E and PSIA, my first priorities have always been effective service to each individual member at all levels and all disciplines, and the responsible stewardship of the association. I've consistently delivered a high level of quality service to snowsports schools and to individual members.

We are involved in a challenging and exciting time in the history of the snowsports industry. We are faced with not only the normal challenges of the weather, but also significant changes within the industry and major competition for the recreational dollar. During this same time we have been presented with a whole new realm of tools to attract and retain new participants to snowsports, and to serve as an effective attraction to bring dropouts back to snowsports.

PSIA-E has the responsibility to meet these challenges and opportunities by bringing a high level of quality service to the snowsports industry and to our individual members. We must produce and deliver the educational materials and programs needed to enable our members to effectively provide supportive service to the industry and, most importantly, to our individual guests.

The primary objectives I will pursue are to help solidify the future of PSIA-E and the snowsports industry, and to bring the maximum amount of representation, benefits, and security for PSIA-E members. I will appreciate your support for election to represent Region 4 on the PSIA-E Board of Directors. We have a bright future and many exciting projects to pursue. I would like to be part of working to fulfill our mission. Thank you!

Region 4 Board of Directors: Craig Hockenbury – S2 Mount Snow, VT

Statement of Background & Qualifications:

I'm a veteran weekend warrior, having more than 18 seasons of balancing teaching commitments with personal & professional work schedules. During those 18 years as a line instructor, originally alpine and currently snowboarding (10 years as a level 2), I've watched and experienced the changes in our industry, snowboards, shaped skis, snow blades and freestyle.

As a life long New Jersey resident, but having attended college in Pennsylvania and taught my first 10 years at Shawnee Mtn., I've been to the Blue Knob, White Tail, Elk and Campgaw areas and most of those in between. So, I understand our challenges of vertical limitations and snow conditions that our northern members might not understand. I know what it like to wake at 5 a.m., drive two hours to be on snow at 8 a.m. and teach under the lights at 7:30 p.m.

Traditionally, I've attended at least one educational event annually and, in many seasons, more than one. I find great educational value in these events, but also recognize the members' other costs of using vacation time, travel and lodging, thus the continuous challenge to build more value into these educational events and find ways to help the member reduce their costs.

In the early 90's I served as an appointed member to the Snowboard committee representing Region 4 and a member at large to the Children's committee and organized a presentation at the Directors meeting concerning snowboarding and children. Also, through the 90's I was a regular attendee and round table leader (snowboarding) at Region 4 northern meetings.

Statement of Philosophy & Direction:

As a Board member, I would represent the committed full time professional, while bringing to the Board the real life experiences of the part-timer. The weekend warrior is the member, who shares the passion for winter snow sports of the full-time professional but brings a different set of needs and challenges to our organization. For both the full-time and part-time members I like to investigate how the organization can help reduce the costs additional to the event fees. While our organization continues to evolve, I'd like to see us embrace these changes quicker, to lead instead of follow (even if the changes turn into only fads).

Region 4 Board of Directors: Eric Jordan – A3 (Education Staff Employee) Elk Mtn.; Technical Director

Statement of Background & Qualifications:

Lifelong region 4 member. Elk Mountain, Technical Director 1988 to present. Level III certified 1994, Development Team member 1997, Examiner Training Squad 2000, Examiner/Course conductor 2003 to present. Bachelors Degree in Accounting/Finance 1995.

Call for Committee Chairs – As stated in a motion passed by the PSIA-E Board of Directors in October of 2003, "Committee chairs are to be (re)appointed on an annual basis at the spring ExCom meeting." This applies to the two elected committees, the Snowsports School Management Committee and Alpine Education & Certification Committee. The Chairperson of the Snowsports School Management Committee must have had experience as a snowsports school director. The chairperson of the Alpine Education & Certification Committee must be an active member of the Alpine Board of Examiners at the time of appointment. If you are interested in serving as chairperson of either committee, please submit your interest in writing (e-mail or snail mail) by March 1, 2004 to the attention of Michael Mendrick, Executive Director, at the PSIA-E office. Thank you in advance for your interest in serving PSIA-E and AASI.

Statement of Philosophy & Direction:

The current direction of Region 4 is positive. It is imperative that we continue on this path and address the needs of Region 4. As an educational staff member I experience an on hill relationship with fellow region 4 members. I have perceived a great interest in and need by members for an increase in 1) Weekend events, both educational and exams, 2) Increase in member benefits for part time instructors, which make up over two thirds of the region 4 membership, 3) Expansion of education and training availability throughout the entire region. With your support, I assure you that your voice will be heard and we can continue to build upon the existing foundation already established. Thank you in advance for your support.

Region 4 Board of Directors: James Kapp – D3
Seven Springs Mtn. Resort, PA



Statement of Background & Qualifications:

Prior to joining PSIA-E in the 1999-2000 season, I spent ten years as team leader of the Seven Springs Safety Rangers, an adjunct department of the ski patrol. I'm an instructor trainer in aquatics for the American Red Cross. I also teach snowshoeing for Monroeville Parks and Recreations and Community College of Allegheny County. So, my diversion into PSIA-E was a natural one with my teaching background. I restarted the 15-year defunct Western Pennsylvania Ski Council, served as its president for the first five years, and built the council to a now 18-club organization. I now represent my ski club the Appalachian Telemark Association. I have for the past two years produced, directed and taught in Telepalooza, our club's two-day telemark skiing winter festival. I am Nordic Downhill Level 3 certified and teach telemark, snowboarding, alpine and junior ski school programs. I am pursuing my Level 1 snowboarding this winter. I have worked with the management at my resort to purchase rental telemark gear and to offer telemark programs where none have existed before. I have written for *SnowPro* and have photos and text just published in the winter edition of *The Professional Skier*.

Statement of Philosophy & Direction:

The continued expansion of educational programs and the varied topics of interest will better serve our members and their interests. I have already suggested that offering a Level 2 Nordic Downhill exam south of New England would do great for retention of our Level 1 members and bolster their education. I wholeheartedly support the expansion of our educational fund. In fact, I'd like to see support garnished from other industry sources so that more opportunities are available for scholarship monies. I'd like to support a warm and fuzzy one-day first tracks for snowboarding for retention, especially for our youngest members. I would work to offer a directory of lodging (updated annually with your dues) made by fellow instructors who will host out of town instructors coming in for an exam or clinic, not for vacation purposes. PSIA-E has been good to me, expanding my knowledge and kept me yearning for more. My membership card has provided discounted lift tickets to some of my favorite places to ski. It is now time for me to give back my time and energies to this terrific organization. Wishing you all deep powder on a blue sky day!

Region 4 Board of Directors: Jay Minnicks – A2
Blue Mountain, PA

Statement of Background & Qualifications:

Professional Qualifications:

Master Teacher

Certified Children's Specialist

Member of PSIA-E Children's Committee

On Snow Qualifications

Full Time and/or Part Time Instructor & PSIA Member for 10 years

Coaches/Instructs Senior classes

Have attended many, many clinics: Skiing Improvement, Masters Classes, Children's & the National Academies, Bumps, Teaching Women

Leads clinics at my home area

Personal Qualifications:

32 years in the public school classroom

Married with children & grandchildren

Have already visited professionally and/or skied at 16 areas in Region 4

Votes in PSIA-E elections

Attends Region IV meetings & has been Blue Mountain's Area Rep.

to Region 4 Contributor to Snow Pro

AND if I am elected you'll have the added benefit of having my wife, Ellen, at my right hand.

Statement of Philosophy & Direction:

Take the leadership to the membership is how I think things should be done. Being a retired classroom teacher I will have the time to see to the needs of the various snowsports schools and general membership in Region 4. Calling on the Albany & Colorado offices to have your concerns addressed and your questions answered will be the thrust of my time in office. I will visit your snowsports school!

REGION 7

Region 7 Election (All states south of NJ, PA):

Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There are five (5) Board candidates running for two (2) Board seats in Region 7, and no candidates running for the Snowsports School Management Committee or Alpine Education & Certification Committee. No write-in votes for any positions will be accepted on the ballot form. Unfilled committee positions will be appointed at the June 12-13, 2004 Board of Directors meeting.

Region 7 Board of Directors: John Cossaboom – A3
Cataloochee Ski Area, NC; Ski & Snowboard School Director

Statement of Background & Qualifications:

I have worked full time in the ski industry since 1976, at resorts in MA, VT, NH and NC (twice). I have also been employed by the National Ski Areas Association and a ski area consulting firm. I am currently the Director of the Cataloochee Ski & Snowboard School in NC.

I am finishing a two-year term on the PSIA-E board of Directors representing Region 4S. I am a Level III member as well as a member of the DCL Education Staff.

Statement of Philosophy & Direction:

I have learned much during my time on the Board and I am pleased to have been directly involved with the creation of our new Region 7. I have a vested interest in seeing that this region become a strong contributor to our association and I look forward to continuing as your voice to the Board.

continued next page

REGION 7, CONTINUED

*Region 7 Board of Directors: Bill Cox – A3, S2, H1
Wisp, MD; Director of Ski & Snowboard School*



Statement of Background & Qualifications:

I have worked in the ski industry for over twenty-five years. Currently, I am employed as the Director of Skiing at Wisp, a four seasons resort in western Maryland. I have been a member of PSIA for 20 years and am certified Level III alpine, Level II snowboard, and Level I adaptive. I have been on the education

staff as a DCL for 13 years, and was a past board member as the representative of Region 4-south. The ski industry is more diverse than ever with new disciplines and experiences available to our guests and to our members every year. My various experiences, including three years as a sales representative for a major ski and snowboard manufacturer, give me unique qualifications to serve you as your board member from Region 7.

Statement of Philosophy & Direction:

My goal is to share our passion for snowsports with our guests, my fellow instructors, and members. I have spent my career working to improve the place that we hold as ski and snowboard professionals in our industry. During my previous tenure on the PSIA-E Board of Directors, we made many strides towards this goal. The addition of Region 7 gives us a great platform from which to move into the future. The menu of events, the number of education staff members, and opportunities for snow pros in our region has increased. My commitment to you as your representative will be to continue to improve these opportunities, further increase the esteem that you hold in the industry, and to speak for you to both the Eastern Division, and our National association.

*Region 7 Board of Directors: Steve Kling – A3
Ski Liberty, PA; Technical Director*

Statement of Background & Qualifications:

Ski Instructor since 1969
Snowboard instructor since 2001
Alpine Certified since 1978
Technical Director, Ski Liberty since 1991
Regular participant in the National & Masters Academy
Lawyer with background in ski area defense

Statement of Philosophy & Direction:

Region 7 is not only new; it's different from the other regions. We create the skiers and riders of tomorrow by teaching more first time guests than many of our northern neighbors. In addition to the having a different mix of students, the vast majority of our instructors work part-time, especially weekends. The Board should be responsive to the unique situations and needs of Region 7 members. As a Director, I will strive to expand PSIA-E's efforts to meet our members' and their areas' requirements to provide our guests a positive, memorable experience.

The Board's efforts need to focus on offering quality educational events in Region 7 where our members teach. The focus should be to increase the quantity of events held in Region 7 as well as provide more weekend events for the part-time instructors. Another enhancement is

to offer more certification exams within Region 7. Our efforts can include negotiating affordable lodging at both exams and clinics.

As a member of the Board, I will strive to facilitate improved in-house training programs for our members. Due to the distance between Region 7 and PSIA-E's office and the majority of the educational staff, the southern snow sports schools are dependent upon their in-house training programs to produce quality instructors and exam candidates. One approach is to identify successful training programs and develop models and best practices that can be utilized by all schools with minimal modification.

The AASI Eastern Educational Staff has taken the lead in developing innovative training programs for teaching guests to ride in the parks and pipes. PSIA-E can do more to develop teaching and training programs for the newer and increasingly popular snow sports activities. I will continue the Board's efforts to attract younger participants to both the sport and as instructors.

As a part-time instructor and technical director I have the same perspective as the majority of our members. I will be open and responsive to the input and wishes of our members and will strive to represent their concerns to the Board of Directors.

*Region 7 Board of Directors: Susanne Louisell – A2
Ski Club of Washington D.C.*

Statement of Background & Qualifications:

PSIA-E member, sustained since 1900
PSIA-E Level 1, 1991
PSIA-E Level 2, 1993
Assistant Ski School Director, Ski Club of Washington D.C., 1999-2003
Staff Trainer, Ski Club of Washington D.C., 1997 to present

Statement of Philosophy & Direction:

The ongoing commitment to recruiting and maintaining qualified instructors is important to the success and growth of Region 7. Having first been affiliated with PSIA as a teenager, I can embrace the new 15 Below Youth Club. Commitment by members at a young age, continuing through their 30's and 40's and beyond is integral to the health of this region and this organization.

My career in retail management, recruitment and corporate training, specializing in customer service, gives me a strong background and base useful to the members of PSIA-E. Throughout my career, I have increased my awareness through continuing education, particularly and most recently in PSIA-E with the Master Teacher Certification, which I look to complete in 2004. Continuing education for Region 7 needs to continue to be obtainable, accessible, realistic and encouraged. Programs such as the MTC are just one of many steps available in the ongoing learning process.

If elected, I will support programs that recruit, develop and continue to educate the members of Region 7.

*Region 7 Board of Directors: Tom Parker – A2
Winterplace, WV; Full-Time Supervisor*



Statement of Background & Qualifications:

A native Southern skier, I was first introduced to Alpine skiing in 1967 at Beech Mountain, N.C., which is near to my home in Kingsport, TN. I immediately became hopelessly addicted to the sport. By the late

'70's and early '80's, I was starting a family and a business. After a few days of teaching beginner lessons, I knew that teaching was to become a life-long passion. After five seasons as a part-timer at Beech Mountain (1979-1985), my growing family and business obligations took me away from teaching and skiing for fifteen years. During the 1999-2000 season, I was finally in a position to pursue my long-time goal of being a full-time ski teacher.

While working both at Beech and at Winterplace in Southern West Virginia, I spent 1999-2000 and 2000-2001 rediscovering the rewards of teaching and discovering the technological improvements in skis and boots. I earned the Alpine Level One and Level Two certification in March 2000 and 2001. I am actively pursuing Alpine Level Three with the goal of passing the skiing part by age 50. I'm now working full time at Winterplace Resort as a Training Supervisor and Human Resource Administrative Assistant (hiring and recruiting).

I bring almost 30 years of business, leadership, and skiing experience to offer as your representative on the Board of Directors.

Statement of Philosophy & Direction:

If you choose to elect me, I will work to represent the will and best interests of members in our geographical region. I have a strong interest in promoting the recruitment, retention, and personal growth of all snow sports professionals. As a business owner, I have a unique perspective and understanding of how a 'for-profit' enterprise works. I will use this expertise to make decisions that will help our members continue upgrading their value and contributions to our industry and to their own personal rewards.

I will oppose any initiative that attempts to exclude or short-change any snowsports professional on the basis of which vehicle is chosen to slide on (I will not ski, work, or train at any resort that does not allow snowboarding. As a matter of fact, four of my six daughters snowboard as well as ski. However, I will also oppose any plan that leads the division into a political action activity. Ours is an educational organization and I firmly believe that to be anything else would be our undoing. ◆◆

Slide with the Eastern Demo Team!

Demo Team fundraising events scheduled.

by Kim Seevers, Director of Education & Programs

At the end of April, many of us will put our boots and skis away and turn our attention to thoughts of sun, fun and the leisurely pursuits of spring. While we're doing that, some of our peers, the members of the Eastern Demo Team, will be in Snowbird, Utah vying for positions on the National Demonstration Team. We have now selected members for the Alpine, snowboard and Nordic Demo teams. These guys will train all season in preparation for a weeklong tryout that takes place April 26th through May 5th.

Members of the three teams are expected to pay their own way out to Utah for the tryouts and to cover most of their own expenses for the duration of the event. Team members will hold a fundraising event on March 10th at Okemo, VT, with proceeds earmarked to support team members in their training as they get ready to try out for the team. Members from the Nordic, snowboard, and Alpine teams will all gather at Okemo for a big day of skiing and riding. The day will be loosely structured with participants choosing their focus; terrain park, gates, free skiing or riding, or maybe a combo platter!

The Demo Team days are listed in the event schedules under Specialty Events. The donation is \$50 and all participants will receive a special "Official Demo Team Sponsor" hat as thanks for supporting team members in their pursuit of a place on the team. The Eastern Division is going to this tryout with a very strong team and we hope to place a record number of candidates on the National squad. You can help by attending a Demo Team event!

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SNOWSPORTS MANAGEMENT NEWS

the "hardware" being used – or, maybe, that should be used. Ray comments : "Short, shaped skis (110-140cm) have completely revolutionized teaching the sport. Available for half a dozen

The Management Seminars the Short Version!

by Einar Aas
Chair, PSIA-E Snowsports School Management Committee

The Northern Management Seminar at Mt. Snow was again a successful affair with about 250 participants, as was the Southern Seminar at Snowshoe. Both were informative and interesting.

The Growth Project and the different "Roundtable" discussions definitely drew the most participants and created the most buzz among those attending. The Growth Project, if you have forgotten or didn't know, is a National Program created to attract and retain new people to the sport. The Eastern Growth Project's "Guru", Ray Allard, is heading up a pilot program at Hunter Mountain and most likely is the most informed Growth Project person in the east. He was the lead-in at the seminar for "The Shortest Way to Teach Skiing" panel discussions, Dave Merriam's "Core Conversion" presentation and the on-snow sessions on short skis and blades.

Over 120 people participated in the outdoor sessions, "Customize Your Beginner Program" on skis or blades, and at least that many joined the indoor sessions described above. The majority opinions among the directors were definitely that short skis - 120cm or 130cm – is the best way for our customers to be introduced to the sport and a better chance to have them return. A few areas have experimented with starting the new guest on blades which are about 90cm long, and there is one pilot program that we know of for kids ages 4-6 using the 60cm blades. According to the people running an adult program for several years, "People have fun, they smile, and they come back". Kids-on-blades is only one season old, but has had good results as well.

Ray Allard wrote a "White Paper" on the status of the Growth Project, and I would like to share his findings, in particular regarding

years, they have proven to make the learning experience faster, easier and more fun, guaranteeing greater customer satisfaction and retention. Most areas have yet to fully convert to using these skis in the beginner rental inventories. There is essentially no difference in cost between traditional learning skis and shorts. Most progressive operations turn their inventory over very three years, a third every year. Areas trying to stretch this out to 5-6 years or more are doing a disservice to their customers, staff, the industry and themselves. Some areas utilize skis in the 140-150cm range, which are certainly viable, but less effective. 100cm skis have proven too short for all but the smallest adult students. The 115-125 range is well suited to a direct parallel approach, while the 125-140cm range works well for a small wedge approach. It is important that instructors be on the same product as the students, not only because of how it affects student's perceptions, but because students will be moving at similar speeds and making similar movements as their students. Additionally, they can be more mobile in movement from student to student, and especially when teaching kids."

Regarding snowboarding, Ray found that few are using learning boards, which are more flexible and shorter with more shape than traditional boards. I hope to have one of our snowboard pros with knowledge on this matter enlighten us in the next issue. ♦♦

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Area Reps Wanted

Donald B. Hubbard, Jr., of Fairfax, VA, passed away on December 18, 2003, at the age of 60. Death resulted from a heart attack. Don was an Alpine Level 3 member of PSIA-E, having joined in 1975. He was the owner and director of Teen Winter Sports, a professional traveling ski school based in Fairfax. The school catered to youth ages 12-18. Don was a very active and loyal member of PSIA-E. He served on the PSIA-E Board of Directors 1979-1982 as Marketing Committee Chairperson. Don was the son of the late Paul and Mildred Moeller. He is survived by his aunt Doris Cushman, Ruth, Jean and Janet Moeller.

Many testimonials have come in regarding Don's service to his guests and to the industry. A few are shared here:

Mickey Sullivan, PSIA-E Examiner and current Board Member comments: "The ski industry owes Don Hubbard a big Thank You. Don introduced thousands of teenagers to the sport that may have never tried skiing. We will miss his consistency and perseverance."

Brandon Clifford, Teen Winter Sports Senior Staff member, shared the following: "Don had some rather simple words to describe how he felt about teenagers. When you enter Don's house there is a lithograph displayed for all to see. That lithograph says: 'Priorities..... A Hundred Years from now it will not matter what my bank account was, the sort of house I lived in, or the kind of car I drove, but that the world may be different because I was important in the life of a child.' Mr. Hubbard has been important not only in the life of a child, but of the lives of 10s of thousands of children in the Mid-Atlantic region."

Greg Sergin of Hunter Mt. states, "We have known Mr. Don Hubbard since the mid 70s when he first started bringing teen tours to Hunter Mountain for a weekend of skiing. Don was a friend of the mountain. Don ran the best tour organization. He was very much concerned about his young skiers and did the utmost to see that they were properly handled. All skiers visiting were tested for their skiing ability and Don made certain they all took lessons to improve before they could move ahead to the challenge of Hunter's upper mountain. Don's untimely passing will surely affect many people!"

Comments from Barb Wood of Killington Resort: "I am so sorry to hear about Don. I have worked with him since the winter of 97/98. Don Hubbard was a pleasure to work with. He always had the best interest of his "kids" in mind. He ran a tight ship and we never had problems. I will miss seeing him each year. We all know that Don is in a better place, skiing slopes full of powder with a big smile on his face."

Kevin McClelland states: "As a kid, Don made me feel like a winner, and he made me feel like no matter what happened in life, I always had a friend on the ski slope. This helped my confidence and my willingness to try new things. I took many trips with Don and TWS, and in the winter of 2000 I joined the staff. Don was always a friend and mentor."

Comments from Scott Levitt : "I first met Don back when I was still in middle school. We became friends quickly and he immediately became someone I could turn to anytime I just wanted to talk. He invited me to go on his trips with TWS. He got me back into a sport that I had loved, but had not been able to participate in for a few years. Eventually, I became Junior Staff for TWS, then college staff, and finally regular staff this year. He was a truly wonderful person, always willing to do what he could to make other people happy. I, along with everyone else, was so proud of Don for all the weight he had recently lost. I wish I had gotten the chance to ski with him again this year, but I am glad for the time I had."

Comments from Vic and Mary-Helen McGrath: We are saddened to learn of Don's passing. So many of us have had our lives enriched, our skiing ability greatly improved, and developed lasting friendships because of Don and his dedication to the sport of skiing/snowboarding. There are many people who have continued in the skiing industry because of the influence Don had on their lives, often as young teens."

From the Eulogy to Donald Bruce Hubbard, Jr., by Art Burgeson, TWS Staff Member: We are here because we have lost a dear, deep and precious friend. Above all else, Don was a Leader. A leader of men and women, and also a leader of youth. Some of them went on to become National figures in the world of skiing due to the skills and confidence that Don instilled in them. And, he was OUR leader. He commanded respect. He earned respect. He assembled a staff of unquestioned loyalty. Behind the scenes, unknown to us, Don was punishing his body unmercifully. It became increasingly difficult for him to do all that needed to be done as his health deteriorated. Don was a leader."

PSIA-E/AASI extends its heartfelt sympathies to Don's family, to Teen Winter Sports, and to all of Don's many friends and colleagues. We thank him for his many years of unwavering support. ◆◆

Are you using the Eastern Division web forum?

If you haven't checked it out, you're missing a great membership benefit at the national web site (www.psia.org) – the Eastern Division forum. Set up courtesy of our partners in Colorado, the forum is an effective means of learning, sharing and networking with fellow members from within the division and throughout the country. Need lodging ideas for an event? Want some feedback on exam prep? Looking for tips on equipment or technique? Need to communicate with our division area reps? Just log in to the national site with your membership number and password, then click on "Forums."



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AASI Examiner College Fall 2003

by Dave Lynch
AASI Examiner
Sunday River, ME

In late October, when most snowboarders are beginning to salivate, not about teaching, but just getting some sort of turns under their belts, the first ever AASI Examiners College was held at Copper Mountain, Colorado. This was billed as a chance for examiners from around the country to get together, share ideas, ride, and have a good ol' time (not necessarily in that order). Two examiners were chosen to represent each division. One was to be of the more mature variety, and the other of the fresher variety. Rob Bevier and I represented the East.

The college set out to solve some basic current difficulties with AASI. One issue was the need to make exams and clinics more personal and less business-like for our members. Another was how to make AASI continue to grow stronger as an organization. With these two goals in mind, we, with the aid of every other division, attempted to devise a plan. This plan turned into a "best practices" compilation.

Both days until lunchtime we hit the hill on two beautiful ribbons of snow way up high. We tried to get the snowboarding bug out because we knew that we were going to spend the rest of the day indoors being pretty intense and working hard. While on the hill we exchanged ideas about what it is that Ed. Staff people do on the hill. Luckily enough, it turns out that every division's goals and the general processes are similar.

Inside we got down to business. We created a checklist similar to what a first time Ed. Staff member might receive for information on how to give the first clinic or exam. This list broke down about every aspect of a clinic or exam to the basics - very much like the introduction, body and conclusion of a lesson, but with just a bit more detail.

Every person present contributed their "best practices" for each of these elements. This is where this event truly got educational.

Dear AASI Members,

After a great deal of thought and consideration, we decided to reinstate the written exam at all Level II and Level III exams during the 2003/04 season. The new written exam will consist of 25 questions made up of multiple choice, true/false, short answer, fill in the blank, and matching. There are not going to be any more essay questions! All of the questions will come from the AASI Snowboarding Manual, Core Concepts Manual, AASI Study Guides, and the new AASI Snowboard Movement Analysis Handbook. The exam is going to take place the first morning of the event, and is only ½ an hour long.

Please keep the following in mind:

- If you fail more than one-day worth of your professional knowledge section and your written exam then you fail the exam.
- If you pass the on-hill portion of the exam and fail the written exam you will need to do a written re-take.
- If a written re-take is required it must be taken before the end of the following season's last Level II and III exam (typically early April at Sunday River).
- You will have one opportunity to re-take your written exam, if you fail your written re-take you will need to take the entire exam over.
- All written re-takes must be scheduled through the office, at least three weeks in advance of the requested re-take date.
- There will be a \$50 re-take fee, to help pay for the organization required to plan a time and place and to find an AASI, PSIA or Nordic Ed-staff member to proctor your exam.
- If there is not an Ed-staff member at your hill, you will have to travel to take your written re-take. It is recommended that you study before going to the initial exam, so that you pass it the first time and do not incur the additional expense of completing the re-take exam.

We feel that the exam is a critical element to the whole process. It will demonstrate that you have done the outside reading that is recommended. The questions are not meant to be hard. All of the questions have been taken directly from the books. Good luck. ◆◆

AASI Steering Committee

Just like the bag of tricks that we always talk about, there is a bag of tricks for examiners as well. We got to trade, compare and swap these tricks all around. All of the tricks were of a high enough standard to pass through our "goggle filter" of safety, fun, communication and professionalism.

A very interesting thing is that the Eastern division is a bit of an anomaly. The East is HUGE compared to other divisions. Some divisions like Alaska and Inter-mountain have as few as 3 resorts from which to draw members. This makes for a large difference in best practices for the East compared to some others, and it truly was an eye-opener.

Any chance to trade information with a colleague about work is a chance to learn. Their experiences and yours will never be the same. This means that no matter how much you think you know about your job, there is always still more out there. This gave us a chance to share this new knowledge first hand, and, hopefully, take the first steps in spreading it around the rest of our division. I think that we can all expect new and great things from our Ed. Staff this year. ◆◆

AASI Welcomes four new Development Team members to the Eastern Division Educational Staff!

Justin Pittinaro
Stowe, VT

Dylan Sanford
Okemo, VT

Chandler Simpkins
Sunday River, ME

Eric Rolls
Jay Peak, VT

continued next page

Through Freestyle Anything Can Be Learned

by Dave Lynch
AASI Examiner
Sunday River, ME

Freestyle, because of its diversity, can be used to teach the fundamentals of snowboarding. The same basic principles that we teach every day to our "turners" can be taught in a freestyle format. The flexing and extending and rotation that we do to keep our balance on the board, and to manipulate the board, can be fine-tuned using freestyle.

Need to help somebody increase his or her balance on a snowboard? Teach them how to hop on an edge. Teach them to ollie and nollie. Then, mix and match them all. Try jumping from a flat board and landing on the nose, then land on the tail. Have them try leaving from their tail, and landing on their nose, or tail, or flat. Mix it all up, even change edges, or no edge. There are at least 81 different hopping opportunities to practice balance skills, without even moving. That is sure going to get them tired, so be sure to pace it out.

What about turning, without counter rotating? Teach them how to hop in small increments around a turn. If the right terrain is picked, speed should not be a factor. But, if their bodies are twisted they are not going to be able to hop well the whole way around the turn. Or, teach them how to nose roll, with one simple rule. As soon as the nose roll is finished they must bend their knees. If you are twisted, bending knees is not an option.

How about adding some dynamics to the turn? Fore and aft movement is a sign of higher end riding. There is nothing better than wheelies. Wheelies out of a turn definitely force the rider into the aft part of the board at the end of the turn. To start the turn a nose press could work. If these two options are not in the cards yet, start with a blunt slide. That is nothing more than side slipping relatively fast, then leaning out over the nose or tail, and picking the other end up. Or even more basic, the good old penguin walk can be used. For more dynamics, we need to add some up and down motion. Slash turns are tremendous for that. Throwing snow into the woods up a bank sure teaches how to extend at the belly of a turn. This can lead right into cross-under movement patterns. Pre-jumping a knoll can be used to unweight a

With 30" of fresh powder at Killington on Dec 6th the seven participants vying for a spot on the AASI Eastern Demonstration Team found their riding and teaching skills tested to the limit! Participants were led through a grueling list of teaching tasks where they taught their peers intense freestyle maneuvers, and all mountain riding skills. In addition, each participant was asked to make an indoor presentation and be interviewed by a panel of their peers. In the end, four representatives were named to represent the Eastern Division of AASI at the National Team Tryouts at Snowbird, in April 2004. They are (left to right): Dave Lynch, Sunday River, ME; Luis Reyes, Okemo, VT; KC Gandee, Stratton, VT; and alternate team member Justin Pittinaro, Stowe, VT. Congratulations to all!



board at the edge change. This helps create a movement pattern of crossover turns.

These are just a few of the zillions of ways freestyle can be used to teach some of snowboarding's more basic skills. This can sure add some spice to a potentially dry lesson plan of getting your student to unwind on a toeside turn. ◆◆

Level II and III Exam Clinics Offered

In response to interest shown by the membership we have introduced a new clinic this year to help members prepare for the Level II and Level III Exams. In January and March we will be offering "Exam Clinics" for all of you who are contemplating or planning to take the Level II and III Exams this season. The Exam Clinic is essentially a practice exam, and will provide an opportunity to have your Professional Knowledge, Riding and Teaching skills evaluated prior to the exam. At the end of the event, you will be provided with individual feedback based on your performance during the exam clinic so that you can better prepare for the upcoming exam. Please note that the Exam Clinic will not count as an exam pre-requisite. For more information on the Exam Clinics please reference the Absolutely AASI section of your Early Fall Snow Pro. ◆◆

F.Y.I.

Schedule Corrections:

We will be holding the TREES events at Jay Peak, VT, Level 200 & 300 clinics on March 18-19, 2004. All interested participants should submit their event applications prior to Feb 26th, 2004. The event #'s are (Event # 458, Level 200 Trees) and (Event # 459, Level 300 Trees).

Cancelled Events:

The Level 1 Exam originally scheduled for Feb 23-24 at Eagle Rock Resort, PA (Event # 439) has been cancelled as the resort will only be open on weekends at that time.. ◆◆



First Ever AASI Examiner College, Copper Mountain, CO



AASI Education Staff – Eastern Division 2003-04 at Staff Training, Killington, VT Dec 3-5, 2003.

From left to right, back row: Dylan Sanford, Adam Steckler, Jim Pearce, Luis Reyes, Rob Bevier, Chandler Simpkins, Shaun Cattanach, Eric Rolls. Second row: Dan Rowe, Ted Fleischer, Holly Andersen, Terry Duffield, Dave Lynch, Tom Vickery. Front row: Ray DeVerry, John Iannelli, KC Gandee, Mike Sites, Mark Garon. Front & Center: Justin Pittinaro. Missing from photo are John Hobbs, Paul Hoda, Bryan Marshall, and Jason Schetrompf.

Not Just a Vision but a Reality

*by Dylan Sanford
AASI Development Team,
Okemo Mt., VT*

The style of life we lead
Is one of cold days it seems
After the summer leaves turn from green
The trees are left bare and shivering
As the river sings its winter song
A cold breeze blows all night long

Diamonds are dropped from the sky aloft
Only to be set down so soft
Leaving the surrounding white, glimmering
When hit by the light just right
They deliver a sliver of light
ALONE, left shimmering

Awaking to the plow trucks rumble
Out of bed we all stumble
Not even stopping for food
How this white stuff changes our mood
For we all have only one care
To meet with friends, but beat them to the chair

Grabbing the board as if it were a sword
Sharpening the edges, cleaning the blade
Waxing the base, for the mountainside will
be tamed

That is why we all came, to stand on the wind
Powder thoughts quicken, scraping with a grin
Our quest will soon begin

Reaching the top, not stopping long
As a frozen front is there to greet
Sounds of clicking as we strap in our feet
Snow SO deep
As we begin to creep
Greedy awaiting those narrow paths
Through the trees to find "That secret stash"
To find the place where no one has been or
gone
How I love that winter song

The mountain comes alive
Infecting it we spread like rash
With sounds that fall to the open ear
Whooping down the trail we dive
it is here where the pressures of life disappear
This desire is fed by gravity
Pursuit of making a dream
Not just a vision, But reality

Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to the following additional members who have contributed at least \$50.00 to the Foundation through the annual dues "add-on" program. Since no dues or program fees go to the EF, contributions are the primary source of support for the Foundation and its scholarships. Thank you!

Freddie Anderson
Angus Black
Shaun Cattanach
Steve Daly
Domenic DiDonato
Christine Frank

Warren Gilbertson
PollyAnna Gindlesperger
Johanna Gould
Norma Hetrick
William Hetrick
Gordy Richardson

Rail Slides, Grabs, Switch and More...

Ed Staff Training in the Park & Pipe

Introduction by Kim Seevers: PSIA-E Director of Education & Programs
Account-of-the-day by an ETS member who wishes to remain anonymous!

Have you ever wondered where your PSIA-E Ed. staff course conductors learn their skills? They have to crash and burn just like the rest of the world to develop any kind of proficiency at new tricks. The Educational Staff members were treated to a series of training events last season, one of which was a Park and Pipe session with Mike Nick. For those of you who haven't heard that name before, Mike is an X-Games gold medalist and Big Air champ at the U.S. Free Ski Open Championships. This is an account sent to me by one of the participants after the day. As you can see, it's not all smooth sailing for these guys either! The account starts out one morning in February in the Stratton terrain park (well, for all the guys except the one unfortunate staff member who went to Stowe first; he'll remain un-named here!)...Kim

...After a warm-up run and ski-through "inspection of the course" (a critical part of any discipline, especially P&P) we began with some casual "straight airs" (air thrown off a hit facing forward with no rotations). We then moved on to some "Grabs": the Safety grab, Stale grab, Tail grab, Mute grab, Japan Air, and others. About 45 minutes into our "session" (riding the P&P is often called "sessioning" or "jibbing"), we moved on to the Pipe, also known as the "Stunt Ditch". Unfortunately, it was more like an "ice trough" that Friday. Some fresh snow made the transitions quite slow, making it hard to carry speed and momentum from wall to wall. After a couple of "alley oops" (180s done by rotating up the pipe at peak height) we decided to concentrate on "rail sliding".

"Damn, I was really going to have to try this?!*#!..."

My few brief (but very educational) prior experiences with "rail sliding" left me feeling like a dog that had gotten too close to the business end of a donkey's hind quarters one too many times! Free Beat Downs anybody? Here's how it went down...we picked out a small, low to the ground "triple rail" (two steel pipes welded together with a third one stacked on top to make it really challenging?) I was encouraged by the low height of this particular animal and thought, "Hmmm, maybe my reproductive capability might actually be preserved despite this activity".

Mike Nick made grinding a rail look like a walk in the park. He explained that for skiers to get up on a rail with no jump to help leave the ground, you must straddle the rail upon

approach and then "Ollie" off the tails, spin 90 degrees and hop up onto the rail, landing precisely in the middle of both feet! Oh yeah, and your balance has to be DEAD CENTER over your feet; any other position could result in a variety of rather UGLY outcomes!

Mike did this with a decisive but soft touch, just "spanking" the rail while he slid the length of it, hopping a 180 to dismount. I tried positive reinforcement on myself. "I can do this!" My first attempt was a short one, ending in some instant downtime. It was reassuring to see my extremely skilled comrades have similar success at first.

Some helpful tips from Mike on balance, body position and where to focus, like, "Look at the end of the rail not down at your feet", plus the instant feedback of the rail itself had us doing much better by the 5th, 6th and 7th attempts. This is some challenging STUFF! Alan would hit the thing with some speed, Doug a little slower, and me decisively - but slowly also. I kept telling myself, "Repetition is the key", and went back for more.

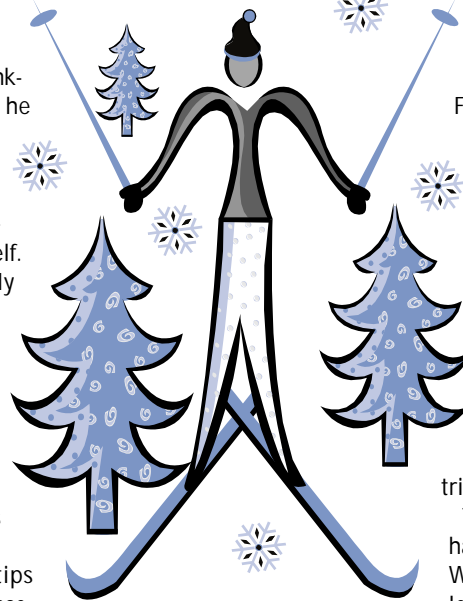
The rest of our morning was spent concentrating on airs, takeoff technique, sequencing the takeoff, trajectory and trick, reading the ramp and landing conditions. We did some 180s and 360s off a "Hip" (nearly vertical quarter pipe wall with a side hill landing).

After some "health food" for lunch, we picked up that wayward staff member (who, after a panicked 9am call to the office remembered that, OF COURSE, he was supposed to be at Stratton!) and headed out in a small Posse eager for more of the morning's activities. Following another session in the Park and Pipe, which included many "fearless" attempts by the group at the rail, plus some hits, and, of course, the pipe's Ice-wall, we decided to move on to

some plain old terrain for natural features, tree skiing, and switch practice.

We were having serious fun and it became readily apparent that our guide and coach was quite versatile in his skills as a freerider as well as a P&P jibber. We talked about Mike's freeskiing summer camps and how he came to perform some of his more complex tricks like Rodeo Flips, Off-Axis spins, and Zero Spins. Watching Mike ski in the trees and through tight spots brought out the skill blends that we are more familiar with in our Alpine world. Solid balance, leg steering, incredible separation between upper and lower body; this guy can ski! AND...he looks like he's prepared to throw some big air or trick at any given moment!

To summarize briefly, we all had a blast and learned a lot. We learned from Mike's excellent picture of relaxed skiing and aggressive Park and Pipe technique. We also learned from his very accurate coaching. We all left wanting more of this kind of training event. ◆◆



Want to Buy Old Ski Books, Pins Patches, Postcards, Posters, produced prior to 1970. Natalie Bombard-Leduc, Mount Pisgah Road, RR #1 Box 365K, Saranac Lake, NY 12983. 518-891-4781

www.asskicamps.com-Pick your dates! Alberto Senigagliesi, World Cup racer and FIS coach can help you plan your next ski vacation to Europe, from transportation and lodging to guiding you through the vast terrain. Contact Alberto@asskicamps.com ◆◆

ADAPTIVE AIR TIME



adaptive news

Wanted! Adaptive Skiers to Participate in Racing in 2004

by Terrie Anne Guay
Program Director, Operations
Maine Handicapped Skiing

This year promises to be an exciting year in the world of adaptive ski racing. If your adaptive athletes have never ski raced they can have a great learning opportunity at the DS/USA Level 1 Eastern Race series (Diana Golden Series 2004). This race series is open to any adaptive athlete; skier or rider. There are six races in the series:

Race Dates:

Sunday, January 11 - Attitash Bear Peak, NH
Sunday, January 25 - Windham, NY
Saturday, February 7 - Sunday River, ME
Sunday, February 15 - Loon Mountain, NH
Saturday, February 28 - Sugarbush, VT
Sunday, March 14 - Sunapee, NH – Finals

There is also a PSIA Adaptive Race Clinic open to anyone interested in learning about adaptive racing and coaching. This clinic is on February 8, 2004, at Waterville Valley, NH. This is the perfect opportunity to open your eyes to what adaptive ski racing is all about and how to get involved. In this clinic you will learn about adaptive racer classification, course setting for desired results, and the USSA BASE test to learn how to develop your athlete's skills.

To learn more about the Diana Golden Race series go to: (www.dsusa.org).

To register for the PSIA Adaptive Race clinic, please refer to your event listing at: (www.psia-e.org).

See you on the race course! ♦♦

Gwen Allard Retires from the Adaptive Sports Foundation after 20 years

Cherisse Rabl named new Executive Director



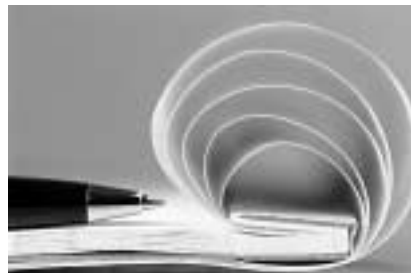
Allard

Windham, New York... On December 29, 2003, Gwen Allard announced her retirement to the Adaptive Sports Foundation's Board of Trustees after 20 years. Allard has been appointed to the Foundation's Board of Trustees and has been re-elected as the Adaptive Sports Foundation's President. Cherisse Rabl has been named the new Executive Director. Rabl has been the Development Director for the past 7 years. She has a Masters in Non Profit Management from Regis University, a Bachelors of Science in Marketing Management from Siena College and is a PSIA Level II Alpine certified instructor, a PSIA Level I Adaptive certified instructor and a Red Cross certified swimming instructor.

Under the direction of Gwen Allard, the Disabled Ski Program at Ski Windham began in 1983 as a project of the Professional Ski Instructors of America-Eastern Educational Foundation (PSIA-E/EF). Allard was the executive director of the PSIA-E/EF and had started to research the possibility of cognitive and physically impaired individuals being able to ski. The board of PSIA-E/EF set up a research and development center at Ski Windham to research this possibility. With little funding and a few interested volunteers who happen to ski, the Disabled Ski Program began taking students.

During the next 20 years, under Allard's direction, the Disabled Ski Program grew to be the largest disabled ski program on the east coast and one of the most renowned and respected programs in the country. In the fall of 2000, the Disabled Ski Program became the Adaptive Sports Foundation and also began teaching summer sports to people with disabilities.

Currently, the Adaptive Sports Foundation is a non profit organization that has an annual operating budget of \$550,000, serves over 1500 special needs individuals a year, conducts over 2600 lessons annually, has over 180 volunteer instructors, 5 full time staff members, 2 seasonal staff members, 8 PSIA-E Adaptive Educational Staff members on its training staff, is a PSIA/AASI member ski school, is an official Red Cross Provider, is a chapter of Disabled Sports USA and is recognized as the largest adaptive sport program on the east coast and among the leading adaptive sport programs in the country. ♦♦



Submitting to *SnowPro*?

See the important notes from *SnowPro* editor Bill Hetrick that appear on page 5.



"15 Below" announces first club event at Spring Rally

The first official event club event will be held on Saturday and Sunday, March 27 & 28, 2004 at Killington, VT during the PSIA-E/AASI Spring Rally. All club members are invited to join us and rip it up on seven different peaks with the ACE team (that's Advanced Children's Educators)!

You'll get two days of great riding and sliding, learn cool new stuff, have fun with new friends and (of course) a pizza party, all for 89 bucks!

The on-hill sessions with some of the best pros PSIA-E/AASI can offer will include park & pipe, gate to race, alternative equipment and synchro riding/sliding/skiing. Your event fee also covers your two-day lift ticket (a \$102.00 value), a "15 Below" t-shirt (the first!) and a pizza party on Saturday night!

Check out the special 15 Below event application form in this issue and sign up today! ♦♦



welcome

Welcome

to the "15 Below" club! You are one of the very first members of this new PSIA-E & AASI youth club for 10-15-year-olds. In just a couple of months, the club has already grown to nearly fifty members, with more joining every day. The club "officially" kicked off on January 1, 2004.

Here's what club members will be getting in the coming months!

* Receipt of your own copy of each *SnowPro* newsletter (beginning with *this one*), which will include a special "15 Below" section and articles.

* You can order anything from our PSIA-E/AASI Pro Shop education materials at discounted "member" rates. You can check out the shop in the *SnowPro* or at www.psia-e.org. Your sponsor can make suggestions on items you might enjoy, too.

* Special educational events just for club members, staffed by our dedicated and creative team of Advanced Children's Educators (the ACE staff). This first season, there will be one club event during the PSIA-E Spring Rally, March 27-28 at Killington. Check out the details on this page of the *SnowPro*.

* You'll receive a membership packet with your club member card and other materials specifically for you and your fellow club members.

* As a club member, your participation in club events is not only bound to be fun and educational, it will count toward the educational credits you need to become a full member of PSIA-E & AASI if you choose to join when you turn sixteen-years-old.

* And lots more (merchandise, new events) to come!

It's great to have you "on board" (or on skis, for that matter). Have a great season! ♦♦

Michael J. Mendrick
Executive Director
PSIA-E/AASI

15 Below Club Welcomes First Members

by Michael J. Mendrick, Executive Director

The new "15 Below" club is off to a great start, with 46 new members joined as of January 10, 2004! We welcome the first group to climb aboard for what we promise will be a fun and rewarding ride. Save this list, gang—it could become a collector's item!

Brittney Allard
Michelle Ambrisco
Hal Berman
Edward Blech
Julian Aaron Braunstein
Kenneth Breen
Peter Cloutier
Brett Cournoyer II
Kyle Davidson
James DeLine
Laura DeLine
Nicholas Farber
Jerad Friedline
Grant Ginder
Ryan Gould
Alex Hereford

Michael Horowitz
Lynn Horowitz
Katlyn Hutchings
Anna Intraub
Cassandra Johnston
Nicole Keim
Alex King
Lauren Koval
Joshua Lamm
Emily Larkin
Phillip Lease
Casey Martin
Marissa Martin
Ryland Mauck-Duff
Erin Mc Elroy
Jenna McCarter

Sarah Merusi
Josh Mills
Jaime Mills
Sean O'Brien
Brandon Pierce
Chris Porreca
MacKenzie Quigley
Isabelle Riedman
M. Kyle Shostek
Grace Spelman
Jennifer Therrien
Kayla Victor
Samantha Weber
Dylan Willett



"15 Below" Club
Event Sign-Up Form

Club members &
sponsors - please read &
complete all sections.

CLUB EVENT: Spring Rally Ride & Slide **EVENT FEE:** \$89.00
EVENT DATES: March 27-28, 2004 **SIGN-UP DEADLINE:** March 5, 2004

MEMBER NAME: _____ Date of Birth _____ Male / Female
Circle one

MEMBER NUMBER (On your membership card): _____

ADDRESS: _____

Street/Box

City

State

Zip

HOME PHONE: (____) _____ E-MAIL _____

PAYING BY CHECK CHECK #: _____ APPLICATION DATE: _____

OR please charge to: MasterCard or Visa Exp. Date: _____

□ □ □ □	□ □ □ □	□ □ □ □	□ □ □ □
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Cardholder Signature

Make payment to PSIA-E. Mail or fax to: PSIA-E, 1-A Lincoln Ave., Albany, NY 12205 Fax # 518-452-6099

All club members & sponsors must sign the following Release Form:

Recognizing that skiing can be a hazardous sport, I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the conduction of the event for which this application is made.

Member Signature: _____ **Date:** _____

Sponsor Name & PSIA/AASI Member #: _____

Sponsor Signature: _____ **Date:** _____

BORING BUT NECESSARY BUSINESS STUFF

Sign-up form must be postmarked by event deadline. Sorry, no walk-ins.

CHARGES:

NO-SHOWS: Regardless of reason..... 50% of fee

CANCELLATIONS: Up to one week prior to event..... \$15.00

During the week prior to event (notice given no later than 4:30 PM on the last business day before event)...50 % of fee

RETURNED CHECKS/DECLINED CHARGES: Checks returned for insufficient funds will not be redeposited.

Registrant's application will be voided unless such checks or charges are replaced by certified check, money order or cash prior to the event. For returned checks, this must include a processing charge of \$20.00.

Note: While the "15 Below" club operates under the umbrella of PSIA-E, club membership is separate from PSIA -E/AASI membership.



Resources from the Road

by Bonnie O'Hara, *Advanced Children's Educator*

One of the nicest aspects of my job as an Advanced Children's Educator is the opportunity to travel to so many different ski areas. This past season brought me as far west as Holiday Mt, NY, and as far south as Canaan Valley, WV. Northern and eastern travel is a given, being based near Albany, NY. Though this may not seem like a huge expanse, it is probably the most densely populated area of the country for all sizes and styles of winter resorts.

For as many areas as there are, you can imagine the range and experience of instruc-

tors that each area draws. The overriding similarity among these populations is the passion and enthusiasm associated with teaching children to ski. Everyone has their own favorite tool, style, and, of course, story. Most of the fun in teaching these clinics is the chance to share and the opportunity to bond with another teacher; so physically removed, yet able to fully understand every frustration, challenge, sense of humor, and joy, that is part of our everyday winter lives.

I remember spending two days in West Virginia with children's instructors that were just learning about PSIA-E/AASI. I was amazed at how efficient and sophisticated their approach is, based solely on common sense and trial and error. They had developed a very comprehensive set of goals and lesson plans that outlined the path of the "never-ever" to the skilled skier or rider. All of this was required reading for the new instructor recruits. My favorite observation there was a wooden, stand-up sign used in the beginner area. It was a three-foot, colorful, painted sign of a slice of pizza with two skis depicted as an outline for the slice. I thanked them profusely for providing a direct, pictorial connection to the phrase, "Make a pizza." We need to avoid remote analogies that rarely makes sense to kids.

A few highlights from my travels are included here and reflect the range of creative materials that are useful and available for teaching kids in snowsports. This is by no means a full or favorite list, but more of a cross-section of what is out there. Thanks to all who shared these things with me (us), and please keep them coming!

* Carl Brown, Holiday Mt., NY, writes the Skiers Code Song.

* Brilliant Brain and Multiple Intelligence Strategies are provided by Dr. Ellen Arnold and are available through www.zephyrpress.com

* Responsibility Code Coloring Book is available at www.northpoledesign.com

* Skiing is for Kids coloring book is written by Diane Bode and is available through www.milesaheadlearning.com

* The pictured ski tag is a shrunken version of the CAP Model that John at Blue Mt. in PA offers to all new instructors there.

* www.lidonkids.org is a site with extensive helmet information.

* www.sikids.com is a Sports Illustrated division dedicated to educating kids in the conventional and extreme sport arenas.

Check them out and ENJOY!!! ♦♦

There's No Crying in Team Building

by Griz Caudle
*AASI Level II
ACE Team
Swain, NY*

I suppose you've heard the old adage, "There is no I in TEAM." Well, it didn't become an "old adage" for nothing. It's very true. Every coach has used it to inspire his team, and lead them to victory. As PSIA/AASI instructors, and ACE Team members, we have certainly taken the team concept to the next level. Each summer, the ACEs and members of the Children's Committee get together in the Adirondack Mountains for a weekend of meetings and experiential games. As an Adirondack Guide I have led several of the weekend events.

The concept is quite simple. As instructors, we are required to teach, coach, instruct, lead, or whatever term you wish to apply to our job qualifications. As a facilitator of "experiential games", I take the ACEs out of their "comfort

zone" so they can have a closer look at what it might be like to learn a new skill. Through team-building games, we experience learning, first hand. Of course, safety and fun are part of the learning process. We look at learning from the aspect of learning styles - watcher, thinker, doer - and also from the multiple intelligences each brings to the experience. As we break these down into their component parts, we begin to "FEEL" the experience as a "NEW LEARNER" might. As the learning is taking place, we look at how the new skill may be transferred to other skills we have in our repertoire of learned tasks, and then how it would transfer to our teaching skiing/riding; something we all should use.

What new skills, you might ask? How about stepping out of the comfort of a canoe into a whitewater kayak? Most of the ACE team has never been in a whitewater kayak. So, this is truly out of the "comfort zone". By starting in calm water, members learn the fundamentals of paddling, body placement within the kayak, how to wet-exit in case of an unexpected roll, and, of course, teamwork.



We have to work as a team to complete the short course of level II rapids. Everyone watches and supports each other to help each become successful in the task.

When all is said and done, everyone is exhilarated, to say the least. We work more closely as a team because we have experienced a team situation. We also experience what it's like to learn, have fun, and transfer this learning to other situations. Quite a day wouldn't you say? Perhaps others may join us next time. The adventure may be rock climbing, backpacking, kayak camping, who knows...that's why it's an adventure. ♦♦

Teaching Kids is Our Future!

by Maureen B. H. Drummey
PSIA-E ACE

There are many rewarding things in life, but teaching kids how to ski or ride has got to be one of the best. It is the chance to introduce someone young to a sport for life. Just think way back to your childhood - your most memorable experience. It was probably running and playing with friends; having a favorite game and a favorite place to play this game. Well, this is our chance to imprint our favorite games and places to play on some of today's young minds. It starts at your resort with your favorite snowsport. It is your opportunity to create a life-long skier or rider out of many children this season.

You can start by knowing how to play and interact with children. I like to use the CAP Model to help me be realistic when playing with children on the snow. If I understand their **Cognitive** abilities, it can show me what type of games to play and how to organize the games so that all of the children have fun. If I am attentive to the **Affective** aspect of a child, I will know just how to nurture them and to make them feel included and respected at all times. Lastly, if I understand their **Physical** make-up, I can do appropriate movements in the snow. It is always best to do movements one step at a time, making sure that there is success before moving to a more advanced physical movement. It is also important to quickly summarize your lesson with the parents - including the CAP Model - so that the parents understand that even if their child learned only to glide down the hill without falling, that this is success as long as they had a smile on their face!

Children and adults learn best when playing. I have a son who plays soccer. He is on a new team this year. When speaking with one of the other

parents about the team, she quoted her child as saying, "Mom, I learned more from soccer practice today than I did in school all last year!" Well, this was probably not totally true, but it does tell you that through play he felt great and walked away more confident and excited for the next soccer practice. This is our goal in the snowsports industry - to create more confident skiers and riders, excited to take their next lesson.

Many people have a fear of children (even though they were once a child). There is a group of Advanced Children's Educators (ACEs) who are excited to create more confident kid's pros by guiding them and showing them that teaching children is fun, exciting and OUR FUTURE in the snowsports industry. There are many PSIA-E children-specific events offered by PSIA-E and the ACE Team for the 2003-2004 season. Feel free to put your CAP on and to open your mind to teaching our future. Participate in a PSIA-E kid's event. ◆◆

Mount Hood Summer Race Camp

Join Us For Some Summer Fun!

by Kim Seevers, Director of Education & Programs

As I write this, I'm looking out the window at rain. And puddles. And a big pile of dirty snow in the parking lot. It's 45 degrees out and a little bit gross. So, I'm thinking to myself, "Self, what are you looking forward to right now?" I'm looking forward to bright sunny mornings skiing on the Palmer Snowfields in early August, that's what I'm looking forward to! Ok, Ok, so it's only January, but let me dream here for a minute.

If you've never taken the opportunity to indulge yourself and take a summer skiing vacation, you might want to consider participating in the 2004 PSIA-E/Peak Performance Race Camp at Mount Hood, Oregon, from August 1-8, 2004. Peak Performance Ski Camps are directed by Dave Gregory, who is the program director and head coach of the Mount Washington Valley Ski Team, and a former head coach of the Dartmouth Women's Ski Team. Dave is PSIA and USSCA certified. The camp will be staffed by a combination of PSIA-Eastern Educational Staff members and additional USSCA coaches.

Campers will stay at the luxurious Resort at the Mountain in Welches, Oregon. The resort features an outdoor pool, a heated pool, air conditioned rooms, golf and tennis on-site, as well as a fitness center and hot tub. During the week, participants will be treated to two barbecues and a cocktail party. Most importantly, you'll have some of the best summer glacier skiing in the world, every day. Running gates is the greatest way in the world to improve your skiing, and summer

camp is the least intimidating place to do it. The coaches are great and really care about your improvement, and you get a ton of time in and out of the race course.

Dates & Tuition

Arrival on August 1st and departure on August 8th
Full Tuition.....\$1350*
Deposit (due by May 1, 2004).....\$275
All balances due by June 1, 2004

To send in a deposit or payment, fill out a regular PSIA-E event application and send or fax it to the Eastern office with your deposit or payment. The event is #800 Summer Camp @ Mount Hood. After your initial confirmation from the PSIA-E office, all contact and information will come from Peak Performance Ski Camps.

* Tuition includes seven nights of lodging, 2 barbecues and cocktail party, six days of lift tickets, van transportation and top-notch instruction from PSIA and USSA coaches. Tuition does not include transportation to and from Portland, Oregon. Vans will pick up participants at the airport for transportation to Mount Hood. All transportation from the resort to the mountain during the week is included in the tuition fee. Additional information will also be available at www.peakperformancecamp.com.

Participation is limited, so be sure to get your application in early! ◆◆



Movement Analysis in Telemark Skiing

by Mickey Stone
PSIA-E Nordic Coordinator

It has been a great start to the season, and we have a lot of fun educational events coming up. Please refer to the Event Schedule on the website. With this year's snow, the off-piste events should have some interesting shots for us. Check out the T/S events, especially the Learn to Biathlon. Below you will find the Visual Cues to Nordic Downhill Skiing, and the Ineffective Cues also. These templates created by the PSIA National Alpine Demonstration Team have been modified by Mickey Stone to be used for Movement Analysis in Telemark skiing.

The Visual Cues To Effective Skiing

The *Visual Cues To Effective Telemark Skiing* are the foundation of movements and movement cues that will help in both teaching and skiing an effective telemark turn. Learning and practicing these movements will lead to skilled skiing. This information is intended to be an analytical tool and a reference for "good skiing" in most ski instruction situations. This guide is not intended to describe every movement and position that very high-level skiers pass through in extreme situations such as World Cup racing, but it does define the basic movements that are the foundation of all telemark skiing, whether they are recreational skiers, instructors, racers, bump skiers or even extreme free heel skiers.

A balanced position is necessary to allow access to all other skills.

- All of the skier's joints (ankles, knees, hips and lower back) are flexed evenly and appropriately together (not one excessively more than the others).

- The hips are centered over the splitting of the legs and feet.

- The outside and the inside ski bend close to evenly (because the skier is balanced over both skis).

- The inside leg is bent more than the outside leg because of the hill angle and the morphology of the telemark stance.

- The shoulders, hips, and hands are level as the skier comes through a turn to keep the body from tipping in. Since the legs are split into a telemark stance, a slight countering of the torso toward the new direction of the turn will aid in leveling the hips.

- The inside hand and shoulder lead through a turn (more noticeably on steeps and less so on flats) and the inside hip should be as high or higher than the outside hip.

- The hands are disciplined and in front of the body.

Rotary movements represent the most effective way of turning the skis in all terrain and conditions.

- The skier's legs turn underneath the upper body to help guide the skis through a turn.

- The femur turns within the hip socket and the hips face the inside of the turn slightly because of the telemark position.

- The upper body remains quiet, stable and slightly countered towards the next turn.

- The ski is turned an appropriate amount to create a smooth, C-shaped arc in the snow.

- Both skis and legs turn together throughout a telemark turn.

- Any rotary movement should be progressive, unless it is a necessary athletic move to recover balance.

Edging allows the skier to direct the ski to control turn radius, shape, and speed.

- The skis tip onto an edge early in the turn.

- The skier uses diagonal and lateral movements of the feet, legs, and hips to engage and release the edges of the skis.

- The edges are released and re-engaged during the lead change in one smooth movement.

- The shins make forward and lateral contact with the boot cuff as the skier rolls the skis onto the new edges.

- The ankle, knee, and hip show the appropriate angles as the skis are tipped onto their edges and held throughout the turn.

Pressure control provides the element of touch that promotes a smooth ride at any level of skiing.

- The skis flow evenly and smoothly over the terrain.

- The skis bend progressively throughout the turn, and the entire length of the ski is engaged during the turn.

- All of the skier's joints bend relatively evenly from the hips and below to assist in angling the body to the inside of the turn.

- The amount of flexion and extension in the skier's legs changes with the variation in terrain and pitch of the slope.

- The pole touch or pole plant complements the desired turning outcome.

- The skier's upper body remains quiet, slightly countered and disciplined.

Lead Changes control the duration and shape of the turn.

- The old outside ski is pulled back at the same time the old inside ski is strided forward.

- Movements should be smooth, progressive and continuous to keep the feet and legs moving.

- Movements happen from the hip socket to the feet and the hip is twisted away from the direction of the turn every time there is a lead change.

- Timing or quickness of the lead change helps dictate turn shape, length and accuracy. Quick lead change for shorter turns and long lead change for longer turns.

- The lead change will place the hips away from the turn direction with the inside hip socket slightly lower.

- The lead change or getting into the tele position should be enhanced with a slight torso countering to help the body balance, shape the turn and prepare for the next turn, because of the split legs placing the hips in a diagonal position.

The technical elements above do not in themselves make a great skier. They merely create a foundation for that intangible quality of "touch"- that is, the profound connection of the skier with the skis, snow, momentum, and the mountain.

- The pole touch or pole plant complements the desired turning outcome.

- The skier's upper body remains quiet, slightly countered and disciplined.

The Visual Cues To Ineffective Telemark Skiing

The *Visual Cues To Ineffective Telemark Skiing* are movement cues that will help you identify ineffective movements that affect the telemark turn. Being able to pinpoint the areas that need to be improved in a skier is the first step in movement assessment. Then, proper description of the skier's movements can be explained to them and a prescriptive plan can be made for improvement. This information is intended to be an analytical tool and act as a template to reference "ineffective skiing" in most ski instruction situations. The visual cues are not meant to be a cause-and-effect relationship, but more of a "red flag" that something does not look right in the below categories. It is then up to you to do cause-and-effect relationships and description/prescription activities. The Telemark Components, how-to sections in the site, and corrective sections can aid you in that process.

Without proper balance and stance, it's difficult to access other skills, and new movements are hard to learn.

➤ Some of the skier's joints flex too much and others not enough. For example, forward ankle too straight causing hips to be back of center point, forward ankle and hip bent too far forward and the skier is too pitched on the front leg, ankles and knees bend too much thus the stance is too low for skier to use muscle groups, and too much bend in the hip area will cause the skier to be too forward and no weight on rear ski.

➤ The outside/lead ski bends more than the rear ski or the rear ski is bent more than the lead ski.

➤ The upper body or the entire body is tipped to the inside during part or throughout the entire turn.

➤ The skier has stiff or static joints and lower body and gets bounced or tossed around by the terrain.

➤ The torso follows the lower body through the entire turn and can cause spin out, lack of speed control, over rotation, lack of turn shape at the end and/or disruptive turn entry.

➤ The hands and/or arms are low (forward or back) causing hips to be too far behind the center point of the telemark stance.

Without proper rotary movements control deteriorates in difficult terrain because the skier cannot use the legs properly.

➤ The skier's shoulders and/or torso initiate the turning of the skis.

➤ The skier does not get into the telemark position fully, thus the hips are more square and are not facing the inside of the turn. By this time the turn has developed and no shape has begun. Some sort of gross rotary movement is seen.

➤ The lead ski is turned more, rotating the outside hip away from the other and the inside ski is locked and must be stemmed or stepped during the turn.

➤ The skis are not steered or guided but pivoted quickly and a Z shape turn is noticed, with skidding.

➤ The skis are not turned at the same time and 1-2 action or delay in turning is noticed.

Without appropriate edging skills, the skier can't control the radius, shape or speed of the turns.

➤ The skis are tipped on edge late in the turn after considerable speed has been built up, creating a quick edge set and skidding to occur.

➤ The skier stands straight up before moving into the turn, or moves up and away instead of in a diagonal direction toward the new turn.

➤ The skier does not release the old outside or lead ski, and a stepping, stemming, or 1-2 action is noticed of both skis.

➤ Skier over-flexes knees and hips and gets into a lower telemark stance to tip the skis on edge.

➤ One ski is tipped more than the other.

When pressure control is lacking, skiers look as if they are fighting the terrain rather than working with it.

➤ The skis and skier continually get bounced around on the terrain.

➤ The skier is either too far forward or back in the telemark stance or constantly fluctuating all the time (but not in a controlled manner).

➤ The legs don't exhibit any anticipation to flex or extend in response to changes in terrain.

➤ The pole plant/touch is erratic and moved into the turn either too soon or too late. A double pole plant can be seen to stabilize the skier.

➤ The upper body is undisciplined and all over the place.

➤ Turn shape is not round and snow spray comes from one area in an abrupt fashion.

Without appropriate lead changeability the timing, duration, speed and shape of the turn are compromised.

➤ Lead change movements are abrupt, jerky and inconsistent with the timing of the turn.

➤ The telemark position is never really achieved; the hips are headed down the hill and square to the body and a lack of turn shape with speed control issues are seen.

➤ A quick lead change places the skier in the fall line with the shaping happening at the end of the turn. A J-shaped turn is noticed with skidding and a lower stance.

➤ A quick pull back of the rear ski (while turning and tilting it) will result in an abrupt slowing of the skis or edge set.

➤ The old lead ski or downhill ski is not released or turned into the new turn first. A movement away from the turn is noticed and simultaneous edging does not occur.

➤ A lack of torso countering during the turn will not allow the skis to be tipped enough to shape the turn efficiently.

➤ The lead change makes a lateral, uphill or downhill movement in a stemming or stepping manner and disrupts the momentum of moving down the hill.

This information will soon be on the Nordic website. Hopefully, next season we can make this into a little flip chart with pictures like the Alpine chart that has been very helpful for instructors. ♦♦

Backcountry Orientation at Mt. Snow

by Jim Brown

Alpine & Nordic Downhill Level II

Times are changing. No matter what tools people use to slide on snow, many are looking for something more than the confines of the ski area. Everyone, it seems, goes off-piste, out of the gates, ducks the ropes, or does some OB poaching. Rumor has it that even some instructors think about it. Some folks even ask at the ski school desk for someone to help them out. And, isn't "Tucks" a rite of passage for many? How about a day in the freshies at Big Jay, or OB at Smuggs, or a hike to the slides at Whiteface?

So, what is (or should be) involved in the process of deciding to leave the area behind and take a day or a run in the backcountry? Are you ready? Those are the questions that resulted in PSIA-E's Backcountry Accreditation Course. Nearly 30 of us showed up at Mount Snow on November 1 & 2 to start learning the answers. We ranged from Level 1 to Examiners (some of whom we hope will soon be members of the National Teams). Talk about diversity! We had an even mix of snowboarders, Alpine skiers and telemarkers, with an equal distribution of men and women. And, what a learning experience it was, directed by PSIA-E's Nordic Coordinator, Mickey Stone.

Day one started with an interesting introduction to each other via a unique team-building exercise, followed by an introduction to the dragon. Avalanche researcher Kyle Tyler, fresh from Bozeman Montana, spent most of the day with a computer-generated "slide show" discussing the four variables in evaluating avalanche hazard. I learned just enough about snowpack, terrain, weather and the human effect to realize I need to learn a lot more. Kyle also provided some excellent safety advice. For example, we now realize the importance of the "Richmond Rules" - travel one at a time, never ski above your partner, and always know your escape route.

Ortovox USA General Manager, Marcus Peterson, gave an introduction to avalanche transceivers and their use. He covered digital, analog, one or two antennae, range, and pinpoint searches, not to mention the necessity of a probe and shovel once you've found the buried person. In addition to an on-the-hill demonstration, Marcus provided transceivers for us to use for the weekend. He also provided a means for those of us who will use the equipment in the backcountry to obtain it from his company.

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Sunday began damp and cold. Thankfully, backcountry guide Bruce Hennessey of On the Loose Expeditions, out of Jackson Hole Wyoming, spent a good part of the morning inside with an introduction/refresher to the compass. By the time the light rain stopped, we could find magnetic North, knew the difference from the travel arrow and the orienting arrow, could read a topographic map and make the declination adjustment on ours, and could sight and follow a compass bearing. We then got to take it out and practice. First, we had to figure the distance covered by our paces. Then, we were off to one of three orienteering courses Mickey and company had set up. Have you ever tried to find a child's ski buried under leaves? It wasn't easy, even when given the actual distance and bearing. The thought of trying to find a specific location, like a campsite, hut or trailhead in a whiteout in the backcountry gave us all pause. We're all going to be practicing with topo maps and compass.

Each participant had the opportunity to become familiar with the use of two models of avalanche transceiver provided by Ortovox. And, we put our hands on a variety of equipment used in the backcountry, from packs, to water purifiers, to different types of sliding gear, skins and clothing, sleeping gear, food and cooking kits. Nordic Examiner Paul Smith provided excellent lists of the contents of a field repair kit and survival kit to include in our packs. Remember that in the out of bounds, cotton kills!

Lunch was provided each day, and each day one of the teams was responsible for the preparation of a cold buffet, which accommodated all our tastes. Nordic Downhill DCL Lisa Baldwin, for example, got her fill of Snickers bars.

I have been to quite a number of PSIA-E events, both Alpine and tele, over the years and have come to expect a level of excellence in both the presentation and the product, especially from Mickey Stone. He managed to outdo himself with this event. The attendees are looking forward to putting to practical use the knowledge gained at the next Backcountry event at Bolton and along the Long Trail. This is not just about going downhill. There is a lot to learn about the backcountry experience. We'll be doing beacon search and rescue simulations, practicing route selection, building temporary shelters and skinning. Knowing Mickey, there will also be plenty of work on downhill travel techniques.

So, if you are thinking about widening your horizons, want to enjoy an experience with people who slide differently than you, and not be dependent on the lifts running, you can still sign up for the next session. If you're riding, you'll need a splitboard. You can make your own from a kit, or buy one. I'm sure that once you get a taste of the backcountry, you'll keep going back. ◆◆

Fitness for Sports, Snowboarding and Skiing

by Larry Feldstein

PSIA-E Alpine Level II, Adaptive Level I

AASI Level I

Mount Snow, VT

The Components of Fitness

What does it take to be in shape? What are the basics of fitness? You will need the following four components to be in good shape to participate successfully in any sport.

- Strength
- Muscular Endurance
- Flexibility
- Cardiovascular Endurance

Understanding these components of fitness, and how to train for each one, will enable you to get the most out of your training.

Strength - the ability of a muscle to produce force. It is measured by the amount of weight you can lift in one repetition. Strength is important to help efficient use of a snowboard or skis.

Muscular Endurance - the ability of your muscles to produce force repeatedly over time. The number of repetitions of a movement or skill can measure this. In snowboarding or skiing it might be measured by the number of consecutive turns made in a specific distance, or the number of runs completed in a specific time frame.

Flexibility - is the range of motion possible in the joints of the body. Our muscles, tendons, and ligaments control this. We can increase our flexibility by stretching within certain limitations:

- Individuals differ in degrees of flexibility. Some people have a greater range of motion than others. We can modify our flexibility to some extent.
- Each sport has different flexibility requirements. As a general rule we do not need to have maximum flexibility in all joints and directions all the time.
- As a rule of thumb, we need enough flexibility to go through the range of motion of snowboarding and skiing without restrictions of movement.

Cardiovascular Endurance - is the ability to get oxygen and nutrients to the muscles so that you can sustain your activity over a long period of time.

Exercise Recommendations

Flexibility - a five-to-ten-minute-a-day program, with stretches held for a maximum of thirty seconds each will be sufficient. You should include stretches for your shoulders, trunk, lower back, legs, arms and hands. Make sure that before you stretch, you spend a few minutes warming your muscles to prevent injury.

Cardiovascular Conditioning - try to do twenty to thirty minutes of walking, cycling, jogging, swimming or whatever activity of an aerobic nature that you prefer, three to five times per week.

Strength - one light warm-up set before each exercise selected, followed by three sets of each exercise. Start with your largest muscle groups: legs, back, chest, shoulders, abs; then, to the smaller groups: biceps and triceps.

- 6-8 repetitions will produce the most improvement in size/strength/power.
- 8-12 repetitions will produce the most improvement in size/leanness.
- 12-16 repetitions will produce the most improvement in muscular endurance/leanness.
- You should have twenty-four hours of rest between full body workouts - a Monday, Wednesday, Friday schedule, or Tuesday, Thursday, Friday schedule. This will give your muscles time to rebuild and develop fully.

A program with these three components will help to increase lean body weight, reduce body fat, lower blood pressure, and increase strength and flexibility. This should result in helping us to snowboard and ski better as well as improve our health. ◆◆

Larry Feldstein is a Certified Professional Senior Trainer, Professional Personal Trainer, and Professional member of the International Council of Active Aging.



members' opinions

Don't Do It for the Pin

by Mike Cavallaro
PSIA-E Level III
Director – SCWDC Ski School
Staff Trainer – Timberline
Snowsports School

As a veteran PSIA clinic bum, having attended many PSIA-E events and the national academies since 1987, I would like to share my experiences in the PSIA-E Master Teacher Certification (MTC). I completed the program this past winter. For those of you who are not familiar with the program, a participant completes 20 days of course work (on and off-snow), with a choice of 5 majors: sports science, teaching beginners specialist, children's specialist, special populations, and a new backcountry accreditation.

First, let me say that although many participants in the MTC entered the program to fulfill Part II of the Level III exam, the program also offers courses that would benefit ALL PSIA-E members, from Registered right through Level III. In fact, I decided to complete the MTC Program after attaining my Level III, as a continuing education option. I chose Sport Science as my major, which exposed me to a wide range of topics that have expanded my knowledge base as well as my clinician skills.

For those of you who take a PSIA-E event every 2 years, trying one of the Master Teacher courses as a change from a workshop clinic may provide you with increased knowledge, WHILE improving your skiing. Two of the courses included in the core program are "Movement Analysis" and "Extreme Teaching". These could be taken multiple times in different situations (e.g. snow conditions and group composition), and they would create a new and different educational experience each time, as well as providing the core knowledge required for the Master Teacher certification. The "Sports Psychology" and "A Conversation With Fear" courses helped me with my teaching, and gave me a better appreciation of what students may be experiencing within themselves. The "Get In Gear" course gave me a

better appreciation/eye-opener of what the student is experiencing: fill out the form, take it to the rental shop, and ski on what you get. Although the "History Comes Alive" course seemed at first a "filler" course, after some thought it gave me an appreciation of someone who learned to ski in a different era and shows up for a lesson with techniques and movement patterns from the period in which they learned. Some of the indoor courses may seem a bit boring (e.g., Communication Station, At Your Service), but on hindsight they were good refreshers on what we should be doing as ski industry professionals.

Of course, a few suggestions may help improve the program in the future. While I got a lot of mileage on my skis, I also had significant mileage on my automobile touring the northeast and mid-Atlantic ski areas to complete this program. This past year (2002-2003 season) was significantly improved in grouping course events together. This year's schedule (2003-2004) also offers the mid and final exams in conjunction with the events, as opposed to a limited number of times per year at locations that did not necessarily have a Master Teacher event. This will help many of us who are not within a "day-trip" of the resorts. Another suggestion would be to have a major/accreditation area in racing/gates/coaching.

In summary, this was the best educational experience I have ever had. I feel that Kim Seevers put a lot of thought into the content of the program and the selection of course conductors. The course conductors were not only from the PSIA-E Educational Staff, but also "subject-matter-experts" in their field, which contributed greatly to the learning experience. I feel like I know a lot more about subjects that I felt I knew something about before entering the program.

After passing the Master Teacher Certification final exam I received a certificate "suitable for framing". As for the pin, its design is a bit odd, and, in my opinion, it's not of great quality. So – don't do it for the pin. **Do it for a great educational experience!** ♦♦

The Lost World

by Bill Bird
PSIA-E Alpine Level II
PSIA-E Adaptive Level I
Jiminy Peak, MA

Students often ask how long they can expect to be an intermediate skier. I usually answer that it depends on how willing they are to continue to learn. Intermediates who can negotiate most trails at a ski area (even if

they don't ski them well) can become complacent, or feel that they know enough to get by, or perhaps just don't realize how much more they have to learn. I sometimes characterize the intermediate plateau as "The Lost World" - a place where time can stand still for many skiers and from which they may never emerge without a guide. They may not even realize they're stuck there until someone points it out. It's not surprising that many students respond to this idea by saying, "Hey, that's me! I've been here for years. How do I get out of here?"

I've also had fun helping people figure out what it is that's keeping them in The Lost World of the intermediate skier. Recall that the Sir Arthur Conan Doyle story of the same name included many prehistoric creatures, including dinosaurs. Staying with the metaphor, it only seems natural to imagine the dinosaurs, or creatures of habit, that prowl The Lost World of the slopes and keep intermediate skiers from finding their way down and out. Here are several that have brought both a chuckle and some insight to intermediate skiers I've worked with:

Stance-o-saurus – recognizable by the straight ankles, upright lower legs, bent knees, thighs angled to the rear, and hips behind the bindings. This is one of the most common dinosaurs one might encounter in the Lost World. The Stance-o-saurus may also be recognized by upper limbs that tend to hang down by its sides, further contributing to the "back seat" appearance, and its turns tend to be skidded and Z-shaped. This creature can cause people to moan at the end of the day (or even after a few runs) because their thighs are burning from fatigue. The thighs are tired because they are trying to do work that really should be done by the skeleton.

Wedge-a-pod – recognizable by the (sometimes brief) wedge at the beginning of each turn, especially on steeper trails. The Wedge-a-pod is often seen with lower limbs that do not flex or extend much, but stay in about the same position all the time. The Wedge-a-pod appears whenever someone is reluctant to turn down the hill and feels as if he/she can't trust his/her boots and skis to carry him/her through the turn. The Wedge-a-pod can feel like a comforting creature, offering what seems to be security, but it is really keeping people from taking an important step into the future and leaving the Lost World.

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This section is utilized for the publication of articles from the membership, and we invite your active participation. Content reflects the opinion and knowledge of the writers only, and is not to be interpreted as official PSIA-E information.

Your Turn, continued

Bank-o-don – recognizable by the overall tilt (or banking) of the whole body into the hill through the finish of a turn. Bank-o-dons are typically found among those skiers who are trying to edge their skis without using the feet and ankles, lower legs, knees, hips or lower spine effectively. They are often seen with feet that are too close together (setting up the possible appearance of the Boot-a-dactyl - see below). Because edging is not effective, turns effected by this dinosaur tend to be more skidded than carved. Bank-o-dons are sometimes hard to spot except by the trained guide.

Boot-a-dactyl – characterized by the very close proximity of the feet so that turns are made primarily by swishing the flattened ski tails from side to side. It generally dislikes shaped skis. The Boot-a-dactyl is typically a holdover from a previous era in which skis were longer, had less shape, and required much more effort to swing them through a turn. The Boot-a-dactyl was once thought to be quite an elegant creature among some skiers, but it had its limitations, particularly on steeper and more challenging terrain. It is almost but not quite extinct.

Once they know the names, students and instructors alike have fun spotting these critters from the lift. But, it's important to help students realize that they are not the creature that stalks them. They can, even in the course of one lesson, begin to change their skiing, get their particular dinosaur off their tracks and leave The Lost World behind. ♦♦

The Lesson that Did

by Joseph Darmofalski
PSIA-E Area Representative
Wintergreen Resort, VA

Edited by Joan Heaton
PSIA-E Area Representative
Coordinator

It was a great day of teaching and skiing. The snow was great and the weather was crisp and clear. I am sure you know the feeling. Afterward, you are dead tired, hungry, and you can't wait to get those "great fitting boots" off your feet. You finally sit down in the back of the instructor's room just ready to have a bite to eat and something to drink when you hear this voice. You pause and listen again, and then you realize it's your supervisor calling your name. At first you don't answer in fear of what you might have done wrong; and, then, you feel

the tap on your shoulder. With a big sigh, the supervisor asks if you would like to do just one more lesson! He is asking if you would teach three young boys. You pause, and then he says, "PLEASE". So, now, you really cannot refuse.

Without any details, you pick yourself up and head out to the front desk to meet your students. As you round the corner something catches your eye. There stand the three young boys and they are passing notes back and forth to each other. You are introduced to one of the young boys and you observe as he "signs" to the other two boys. Here's the surprise: You are about to teach three boys, ages eight, ten, and twelve. None of the three boys can hear, two don't understand any English, and the father only speaks Russian. So, I had to rely on the one boy who could speak English to translate for me.

Off we go to the teaching area and I am truly wondering what the results of this lesson will be. I reached into my bag of tricks for this one, but nothing seemed to be there. I decided that SHOW AND TELL or WATCH was the best way to teach this lesson. As the lesson progressed with my SHOW AND TELL approach, I found that the boys were not only "getting it", but they were also having fun doing it. The lesson moved down the hill and up the lift - they were making their first run on skis.

For me to have been so successful teaching skiing to three Russian boys who couldn't hear or speak English was certainly my finest accomplishment of the day. It was one of my best lessons all day, not for the pay, but for the wonderful satisfaction of just seeing these boys - with all the challenges that they brought to the class - accomplish something they had never tried before. The smiles on their faces said it all! For me, I learned that maybe, as instructors, we should think more about teaching by sliding-and-doing, rather than by standing-and-talking with our students. If we can get students to "see it" and "feel it", the rest seems to happen.

This is a true story. Think snow and have fun! ♦♦

PSIA Subaru V.I.P. Program a Great Value

by John Brady
Wildcat Mountain, N.H.

Most of us are aware of the Subaru V.I.P. program offered to members of PSIA and AASI, but I don't think many know how well it works. Having reached 230,000 miles with my 1997 Legacy (my 5th Subaru), I decided it

was time for a new one. I e-mailed the office (mist@psia.org) for an application one evening, and the following morning I got a call from the owner of Exeter Subaru, my local dealer. He invited me to come to his dealership, meet with him, and choose a car. He did not have the model I wanted in stock, but located one, equipped as I wanted it, and had it on his lot the following morning.

As the program is described on the PSIA website, my cost was invoice minus a current \$750 rebate. They also financed the car under a reduced rate incentive program. This represented an \$800 savings over the best Internet price that I could find on the same vehicle. For those who can take advantage of it, this is one of the many programs that make PSIA and AASI membership an excellent value. Management at our Lakewood office should be commended for working with Subaru of America to make it available to us. ♦♦

Own it, Baby!

by Sharron Eastman
PSIA-E Level 2
Mt. Abram, ME

Ownership comes in many forms. In skiing, for me it has come through experiences. We call it experiential learning/teaching. If you experience it, really feel it, you can then move closer to owning it. Owning is what it is all about. Not only in skiing but also in life.

But isn't it funny, as with all good things, that ownership is hard won. It takes practice, awareness, commitment and desire, and the ability to face the not-so-pleasant. It takes being alone with your demons, acknowledging your shortcomings and taking down your defenses. In a word, it takes risk. It you don't step out on that limb, how will you ever know the thrill of really owning your own moves - or feelings for that matter?

I have always felt that skiing is an amazing metaphor for life. So, if I take a risk and jump into a challenging arena, am I able to fake it if I don't own it? Not likely! In skiing I would end up on my head, and in life I would end up with my foot in my mouth - embarrassed. So, the alternative argument would be, don't do anything until you own it... OR ... keep risking until you own it and then there will be a new horizon to risk again. Now, there's a nice thought..... the never-ending succession of horizons to keep moving toward in a way that balances risk and challenge with learning and growing.

Now that is the horizon I want to see the sun rise over. ♦♦

Notice for Members in Regions 3, 4 & 7

Eligibility to Vote: Eligible voters are all Level 2 and Level 3 members, plus Level 1 members with three consecutive years of membership as of February 15, 2004. Voters are eligible to vote in only one region. Your region is the one in which you live, unless you have specifically instructed the office, in writing, that you wish to be recognized as a member of the region in which you work.

Voting Process: Please review the election candidate profiles and voting rules on preceding pages to determine the contests within your region. Then use the ballot on the bottom of this page to cast your vote. **You must return this original ballot with your mailing label attached on the reverse side. Photocopies and faxes will not be accepted.**

Board Candidate Eligibility: Please note that in compliance with PSIA-E Bylaws Section 10.3.A, only one candidate having an employment affiliation with PSIA-E may be elected in each region. Candidate employment with PSIA-E/AASI is indicated where applicable.

Return of Ballots: Completed ballots are to be mailed directly to: PSIA-E Election c/o Dorfman-Robbie Certified Public Accountants, P.C., 6 Wembley Court, Albany, N.Y., 12205-3831. **Ballots must be postmarked no later than March 17, 2004 to be valid.**

Results of Voting: Election results will be announced at the Spring Rally during the Annual Meeting on Sunday, March 27 and in the Spring/Summer issue of the *SnowPro*. The PSIA-E Board of Directors will approve the appointment of any unfilled positions at their June 12-13, 2004 meeting. If you are interested in being considered as a designate for an open position, notify Michael Mendrick, in writing, at the PSIA-E office as soon as possible.

PSIA-E/AASI BALLOT FOR REGION

(Please enter your region number)

Mail to: PSIA-E Election c/o Dorfman-Robbie, 6 Wembley Ct., Albany, N.Y. 12205-3831

Instructions:

- 1) Print the name of the candidates of your choice on the lines provided.
- 2) Vote for only one candidate per position.
- 3) Write-in votes will not be considered for any position.
- 4) Only this original ballot, with mailing label attached on reverse, will be accepted. No faxes.
- 5) Ballot must be post-marked by March 17, 2004.

Board of Directors (Regions 3, 4 & 7)

Seat #1 (Regional Director) _____

Seat # 2 _____

Elected Committees

Alpine Education & Certification _____

Snowsports School Mgt. _____

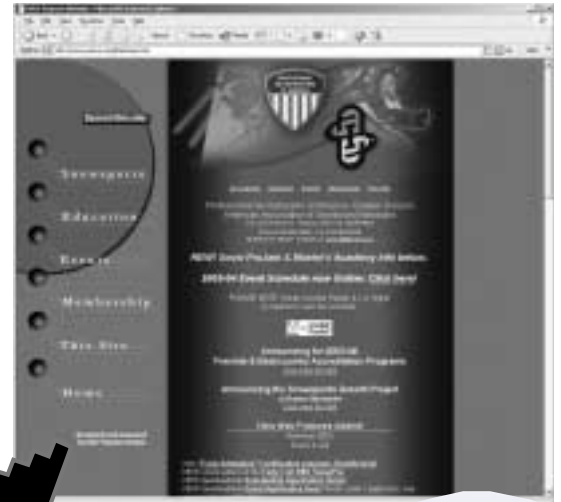
(Region 3 only for elected committee reps; Regions 4&7 to be appointed as there are no candidates.)

Thank you to the following instructors who volunteered their time to staff the PSIA-E/ AASI booth at this year's Great New York State Snow & Travel Expo in Albany, NY.

Kevin Schimkus	Schenectady Ski School
Lucas Hunt	Schenectady Ski School
Tom Hanzalik	Schenectady Ski School
Doug Holl	West Mountain
Debra Volks	Schenectady Ski School
Matthew Volks	Schenectady Ski School

CHECK IT OUT!

"LIVE" updates and changes...



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