

INSTRUCTORS THE EDGE

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PSIA-I Granted Ed. Foundation Exempt Status

By SHANNON KIPP, SNOWBIRD

I am very pleased to announce that the PSIA-I Education Foundation has been granted federal income tax exempt status under section 501(a) code of the Internal Revenue Service, based on organizing documents described in section 501(c)(3). WHEW! Simply stated, we now have an organization that can raise money by tax deductible donations, fundraising activities and services, all for the benefit of our instructors.

During the spring meeting of the Board of Directors, the decision was made to open up committee positions to our membership. Two committees that exist at present are the projects committee and the Ways and Means committee.

Projects pertain, but aren't limited to, activities such as instructor scholar awards, ski related research and publication, and sponsorship of professional lectures similar to the existing Fall lecture series.

The Ways and Means committee concerns itself exclusively with fundraising and money making activities. It is evident by the strength of our division, that we have many diverse and talented members. If you have an interest in volunteering for either one of these committees, please call George Mosher, committee chair of Projects, at: 208 529-3698, or Mike Thurgood, committee chair of Ways and Means, at: 801645-8724.

The first goal of the Projects committee is to establish three individual \$50.00 scholar awards to the 1996 Spring Clinic. The determination of the three recipients will be based on the applicant's type-written essay, along with two letters of recommendation from employers, clinicians and/or college professors, who have a professional interest in the applicant. Within



Bill Lash congratulates Keith Lange on his induction into the PSIA Intermountain Hall of Fame. Lange was recognized for his ski industry accomplishments during the Spring Clinic banquet.

the essay, applicants must address the following topics:

- Professional history, including certification status, where individual is employed, for how long, and what duties are carried out at the work site (i.e. is the individual a supervisor, does he/she work with a children's program, race department, etc.).
- Why should the projects committee consider this applicant?
- How will this scholarship benefit the recipient professionally? Academically?

All scholarships will be limited to Intermountain Division instructors certified at level II and above in Alpine, Nordic and Snowboard disciplines. Casual part-time, part-time and full time instructors will be

eligible to apply. Directors, trustees and officers of PSIA-I, and PSIA-IEF, will be eligible to receive scholarships, as will their relatives. Recipients are selected without discrimination based on gender, race, handicap or employment status.

Upon completion of the clinic, the recipient will be required to summarize his/her account in an article for the Edge. Any violations of the terms of the grant will result in the return of any future grant applications made by the individual.

So get going! Of course, this won't be the only announcement for the scholarships. There will be reminders posted in forthcoming issues of the Edge, and information will be provided to each individual ski school. The first date of acceptance of scholarship applications will be January 1, 1996. Application deadline is set for March 1, 1996. Please send all correspondence to the divisional office. ■

Education Corner

By JO GARUCCIO, PSIA EDUCATION CHAIRPERSON

Although July seems an unlikely time to begin thinking about the 1995-96 ski season, there are few items that may interest those die-hard members who "think snow" year around. You know, they were the ones still eking out the 94-95 season at Snowbird on July 4! And even if you do not fall into that category, you may want to just glance at the information below.

First, let me begin by clarifying a few things about our last DECL hiring clinic. We have received several calls with questions concerning the event and feel that the membership should be clearly informed about the squad that trains them for certification and update credit. As most of you know, the obvious way to earn a spot on the DECL body is to try-out at the hiring clinic held every two to three years. Remember, this position is essentially a part-time job. **It is not a level of certification, and therefore it is not something that is attainable by everyone.** We choose those individuals who we think will do the best all-around job for the membership. In addition, we only have so many spaces available for that job. We do not need to hire new DECLs every year.

There is also a second method for attaining the position and it is similar to the process followed by many ski schools. If you believe that you possess the necessary qualifications, you may by-pass the hiring clinic and simply petition the Board of Directors. For example, if Bill Eagan, the current coach for the USA men's downhill squad and past PSIA Western clinic leader and examiner, suddenly moved to Salt Lake City and wanted to be involved in Division training, he could submit a letter and resume to the BOD, and the BOD would then determine whether or not to hire him. Although this has not happened very often, the provision was approved by the BOD several years ago. Why? We did not want to lose talented, experienced clinic leaders or examiners who either took a leave of absence or transferred in to our Division. During the 1994-95 season, we hired four new DECLs from the January hiring clinic and three through petition. The three who were chosen through the petition process have all been examiners and clinic leaders in either this division, Western or Rocky Mountain. (Caroline Jalbert and Phil Beliveau both transferred into Rocky Mountain as examiners and clinic leaders under similar circumstances.) It was not a clandestine event. However, we apologize for not keeping the membership properly informed about the procedures.

Please welcome the following DECLs for the 1995-96 season:

Nathan Emerson—Jackson Hole (hiring clinic)

Rob Sogard—Snowbird (hiring clinic)

Jay Marquiss—Sundance (hiring clinic)

Mark Wheadon—Sundance (hiring clinic)

Ralph K. "Ole" Olsen—supervisor, Deer Valley; PSIA-I DECL coach, examiner and clinic leader

Jim Kercher—ski school director, Jackson Hole; Western Education Chairman, examiner and clinic leader in both Western and Rocky Mountain divisions

Kathleen Hesler—Jackson Hole; examiner and clinic leader in both Western and Rocky Mountain divisions

On to 1995-96!

We are currently working on the calendar for 1995-96 and should have a draft ready for ski school directors in the next two weeks. Hopefully, a second draft for the membership will be ready by Aug. 20 and a finalized calendar printed by Oct. 1. However, we can offer the following information.

At the moment, the Ed College is slated for mid-January and will have a similar agenda to years past. There will be an assessment preparation track as well as clinics

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Children The Future For PSIA Committee

By PATTI OLSEN, DEER VALLEY

The National Children's Committee met in June in Lakewood, Colorado in conjunction with the national PSIA committee and Board meetings. There was a resounding theme that flowed through the entire meeting of the all the committees, guest speakers, BOD: "Children are 25 percent of the population and 100 percent of the future."

The main topics addressed by the Children's Committee were: keeping the JETS and the Children's Committee separate groups; the National Children's' Symposium; JET tryouts; a new children's manual, video and handbook; publication schedules; and more. There was a great deal going on and many guests joined the Children's Committee meeting throughout the entire time. Guests like Tony Forrest, PSIA Nordic Team; Carol Levine and Dee Burne, PSIA Demonstration Team members past and present; Tim Ross, US Ski Team; Jack Copeland, Mammoth Mountain ski school director; Dick Tappley, Ski Engineering; Mike Shaw, National Snowboard Team; and more. Everyone was very interested in the goings on of the Committee.

Children are 100 percent of the future, whether it be future guests or future ski instructors. We as ski area employees need to keep this in mind. With most every child comes two parents. If the Children are happy somewhere, the parents will certainly be happy. This vacation for all of them will be a great one.

For this year it was decided by the BOD:

- to keep the JETS and the Children's Committee separate.
- The new children's' manual will be the first item to be processed and that will take place by 1997.
- The National Children's' Symposium will take place at the National Academy in April at Snowbird.
- We will hold a Divisional Children's Symposium at the Ed College or on another date at Deer Valley.
- The JET tryout will be held this year.

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JETS Selection Criteria Set By PSIA

Selection of the JETS will be on a divisional basis. Each division will hold its own hiring clinic. Therefore, the next selection of the JETS will allow for nine members—one person from each division. This is the criteria that was approved by the BOD for PSIA and it is hoped that each division will use this same criteria.

Candidates must be:

- member in good standing.
- work for a recognized ski school, coach, club race program.
- Level III certified.

Candidates must attend and provide:

- two-day selection or hiring clinic—\$150.00
- three letters of recommendation
 - 1) one from a ski school director or supervisor.
 - 2) one cross discipline representation. (children, examiner, snowboard etc.)
 - 3) one letter, your choice.
- one page resume.
- One-page description of why you want to be a JET and your commitment.
- Three-page article or essay.

If you are interested in becoming a JET please consider this criteria. No date or ski area has been set at this time. There will be more information sent to all PSIA-I ski schools when it becomes available. ■

CHILDREN *continued from 2*

The final decision as to how to do it will be up to the Intermountain PSIA-I BOD. They will address this in their Fall meeting.

This is a short note on the meeting, but it does give you an idea of the events coming up for next year. Remember "Children are 100 percent of the future."—Patti is co-chairman of the PSIA-I Children's Committee.

President's Message

By ALAN TITENSOR, PSIA INTERMOUNTAIN PRESIDENT

How quickly the time arrives. Another winter is past. As strange a winter it was; it was a good one—warm and snowy. Nature kept us on our toes all season long. The Spring Clinic typified the winter. Sweater weather Friday with powder conditions Saturday and Sunday.

Speaking of the Spring Clinic—if you missed it—you really missed it. Great skiing and boarding, top-notch clinic leaders and memorable banquet. Keith Lange was inducted into our Hall of Fame. It was an honor to be in attendance. Surrounded by the who's who of ski teaching; all there because of Keith.

As the clinic wound down it became apparent a ton of effort had gone into it. Jo Garuccio as clinic organizer, Nancy and Mindi from the office covering detail after detail, Rex Ames organizing awards and the bounty rich raffle, Mary and Leif, being the consummate hosts. If you see them, thank them.

There are a lot of people doing a lot of work for this division. The wage we pay Nancy & Mindi doesn't come close to what they give in return. Rodger and Jo have literally put countless hours into making the Ed & Cert programs the best in the country. Stew is already impacting national decisions as our PSIA rep. Stew, Dori and Rodger keep the Edge informative and readable. I've never seen a more conscientious Board than the present one, or more talented and dedicated DECLs to assist in training and certification. The primary concern is the membership's welfare.

The only major improvement I can imagine would be member participation. You, the membership, told us you wanted geographic equalization on the Board elections. Your Board delivered—few ran—almost as voted.

The Division has taken the high road in the Ed and Cert programs. Individual responsibility. You are primarily responsible to prepare yourself for certification. Your ski school has the secondary obligation to provide you with guidance, direction and finally, when necessary, PSIA-I is there to assist your school.

This direction only works with member participation. Next fall, as you prepare for the upcoming season, please calendar some time for divisional participation.

EDUCATION CORNER *continued from 2*

geared towards Level II and III instructors who need update credit. We are looking at new ideas to keep everyone interested and welcome your input. If you have creative ideas about clinic topics, feel free to call Jo at 801 272-0854.

The Spring Clinic is tentatively planned for the weekend after Easter, and this year it will be held as an *event*. In other words, barring some really outrageously ingenious excuse, participants will attend the entire week-end. Costs will include clinic time, banquet, prizes and fun! We also plan to have a Division photo contest with winners presented at the banquet. Look for categories and details in the next EDGE, and be prepared for a spring clinic week-end.

For those of you interested in going to National Demo Team try-outs (April 28 - May 5 at Snowbird), we will choose our regional squad in late January. All Current Level IIIs are eligible, and if you are seriously thinking about it, start planning now. Read everything you can get your hands on and look at a summer fitness program so that you will be strong and healthy when the season begins. If you need help in planning your preparation, feel free to give us a call.

Lastly, the National Junior Education Team or "Jets" will be comprised of one representative from each division. Each division is responsible for choosing their representative. Please take a look at the criteria included in this EDGE. If you are interested in applying, call the office ASAP. We will need to decide how we will approach this task and it will depend on the number of interested instructors.

Enjoy the summer! It took a while, but it finally made it!

Certification Corner

By RODGER RENSTROM, PSIA-I CERTIFICATION CHAIRPERSON

Although the ski-teaching season has been over for weeks, Snowbird just closed its doors to skiers July 4 and the Mirror Lake Highway may still be closed when you read this. All in favor of another winter just like this past one please honk your horn.

PSIA is in the midst of some significant changes involving certification—which most people will be happy to hear about. But first, I'd like to recognize the people who contribute to the success of certification and education efforts in the Division.

The Membership: The commitment to improve one's self is the driving force behind certification. Certification does not anoint ski instructor's with magical powers; it simply recognizes the time and effort devoted to improving knowledge and skill. Everyone who attended an assessment this past season should congratulate themselves for their efforts. And, whether or not you qualified at the level you sought, I hope you continue the learning process that you have embarked upon.

The DECLs: The people who conduct education and certification events for the Division are amazing in their commitment to the membership and ski instruction. Although there are many personalities and approaches in their efforts, they all share one thing: every one of the DECLs is motivated by the desire to improve the future for certified ski instructors. I would like to thank each of them for the excellent job and extra effort they provided this past season. It is a real privilege to be associated with such a dedicated group of individuals.

The Office: Nancy and Mindi help pull off a miracle that would drive most of us insane. Although the DECLs do a great job, we would all be running around in circles if Nancy and Mindi didn't keep us headed in the right direction and outfitted with the information we need to do our jobs. Thanks!

What's New on the Horizon?

People often wonder why the certification process continues to change—the answer is simple. We all know the certification process is far from perfect; it *should* change. Everyone I speak with, at the Division and national level, wants two things from certification: 1) a process that reliably assesses the knowledge and skills of ski instructors and, 2) does so in an equitable manner.

Two years ago the PSIA Education and Certification committees agreed to adopt a national set of minimum standards for certification. (The national Education and Certification committees are comprised of the divisional education and certification chairpersons.) This year, at the national meeting in Lakewood, Colorado in June, the Education and Certification committees met jointly to continue the process of cooperation begun with the adoption of the national standards. Improving the certification process and helping the membership reach their goals were items foremost on the minds of the committee members.

At the urging of the committees, PSIA will likely delay—up to the spring of 1996—publication of its new Alpine Manual. Originally scheduled for publication in September 1995, the delay is to ensure the manual meets the educational and certification needs of the membership. PSIA believes that the membership needs and deserves a top-notch publication that can be used as a comprehensive reference.

PSIA is also scheduled to release study guides to help instructors prepare for certification. These study guides are not expected to be ready by the fall; however, PSIA Intermountain will produce study guides that will be available in the late fall. These study guides will be invaluable in helping direct study and practice.

Also, every division currently uses a written test to assess knowledge for certification. The committees have charged themselves with sharing those tests and improving them. Those efforts may lead to a nationally standardized written test.

The process of certification is exhilarating and enjoyable for some and, unfortunately, heartbreaking for others. However you have personally viewed certification in the past, I hope everyone realizes that PSIA and PSIA Intermountain are committed to the continual improvement of certification for the future. Enjoy the summer.

Women's College Inspires Personal Development

By NONA WEATHERBEE,

SNOWBIRD

Fifty women instructors, representing eight of our nine PSIA divisions, convened at Snowbird for some great skiing and personal development April 1-5 at the 1995 PSIA National Women's Education College.

The staff of clinicians included PSIA Demonstration Team members Dee Byrne and Nancy Oakes. Carol Levine, a past D-team member, was also the event organizer. Mariam Sodergren, a Junior Education Team (JET) member, came from Alpine Meadows, CA. Mermer Blakeslee came from Eastern, where she is an examiner as well as in charge of the women's program at Ski Windham, NY. Finally, Former Alta instructor Caroline Joubert came in place of Annie Varielle-Savath, who became ill at the last minute.

It was great to see and ski with Caroline again. She misses Alta and all her friends but has had an exciting year working for Annie at Telluride.

Past PSIA Women's Ed Colleges have each had a focus. Two years ago at Winter Park, CO., the focus was on physiological differences between genders and the impact these differences may have on skiing performance and equipment selection and fit. There are two excellent articles in the fall '93 issue of *The Professional Skier* that talk about physiological differences between the genders.

Last year, during the Women's Ed Colleges held at Sun Valley and Stratton, the focus was on understanding the social and psychological differences that impact performance and the desire for women to continue in a sport.

A *Wall Street Journal* this past season pointed out how both men and women take up the sport of skiing in equal numbers. The article went on to say that women tend to drop out of skiing at a higher rate than men. Understanding how different types of people learn will help us to be better teachers and will help to keep people coming back to the sport of skiing.

To read further about the findings at the

'94 Women's Ed Colleges, read Carol Levine's article in the Winter '95 edition of TPS.

This year at Snowbird, the focus was on personal development and great skiing! There were two guest speakers this year who gave excellent presentations. Sunday evening, Dr. Nancy Moore gave a motivational talk on the pursuit of excellence and how one can become a more effective person and leader in both their personal and business lives.

Monday evening, Elissa Slinger, a pioneer in women's ski programs, gave a presentation on fear. Since running women's ski seminars for over 20 years, Elissa has gone on to get a degree in clinical psychology. Elissa explained how fear is a life preserver that has a biological basis. Performance anxiety isn't necessarily fear. To have effective learning there should be some arousal, otherwise, students become bored. If there is too much arousal (fear), then learning stops. Elissa went through steps on how to deal with fear in a class situation. The presentation was informative and interesting.

There were two other informal indoor sessions during the four days. Dee Bryne and Nancy Oakes showed a video from Interski and talked about what went on. Carol Levine lead an interesting session on body alignment and the importance of being in a neutral stance. She talked about being balanced for and aft as well as being under or over edged and what to do about it. Women instructors tend to lack information and understanding on body alignment and are therefore hesitant to help students that might benefit from some insight on what to do or who to go to get a better performance out of their equipment or possibly buying better equipment. Listening to Carol's explanations gave me inspiration to further my knowledge on this subject.

Last but not least was the skiing. Snowbird and Alta had some great terrain and snow conditions for all levels of challenge. Tuesday we headed to Alta for a change of scenery. Thanks again to Alta for extending free lift tickets to the Ed College participants, Each morning there was a skill focus for the groups. In the

afternoons, clinic leaders changed so everyone had a chance to ski with different clinic leaders. This was my second PSIA Women's Education College. The fun and supportive atmosphere created by the talented clinic leaders keeps this a popular event. What we give in our local women's seminars is given to us during this national event for women.

I came away with a new enthusiasm for a sport I love. Getting a chance to enjoy skiing and learning new things with like-minded people is what makes women's programs popular. I for one hope to see more national women's ed colleges in the future. If you (women) have never attended a women's-only PSIA event, try and attend one next season. From skiing runs like Great Scott and Jaws to making smooth turns on Election, the '95 national Women's Ed College was a success for all who attended. ■



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One hundred and twenty five years ago there was only one type of skiing. It was a form of nordic transportation along with recreational ski jumping. In Scandinavia, local ski jumping competitions were held for demonstrating this popular recreation. One problem was the skis and bindings that were used for these competitions lacked fore-to-aft stability upon landing. This prompted Sondre Nordheim of Telemark, Norway to enlarge his base of support by sliding one ski farther forward thereby originated the *telemark* position. This, along with lowering his center of gravity, proved to be an efficient landing method and soon became popular with the local jumping competitors (Flower, 1977).

Within 50 years this telemark position evolved into a skiing turn and was often compared to the Christiania turn (Schneider & Fanck, 1937). From a practical point of view, the telemark turn was seen to have no advantages above a christy type of turn (Strom, 1977). By increasing the fore-to-aft stability of the telemark position the side-to-side stability was compromised and was constantly an issue. Benno Rybizka, Hannes Schneider's assistant ski school director in St. Anton Austria commented that anyone who has learned a stem turn or stem christy has no need for the telemark turn...although he did comment on its gracefulness (Rybizka, 1938). In 1972 Lito Tejada-Flores noted that even among Nordic specialists it was under debate if the telemark turn was really useful for anything.

Recently, the telemark technique has re-evolved into a backcountry pastime (Barnett, 1979), and today it is hard to take a run in bounds at a ski area without seeing at least a couple of telemark skiers. Telemarking has become a very popular way to enjoy the skiing environment as telemarkers regard their chosen form of descent as having more freedom and offering a greater challenge. This greater freedom and challenge is not without price. More strength may be necessary in the telemark turn, due to the greater flexion in the knees, and stress on the supporting or postural musculature (Lamack, 1992). Because of the lower stance and increased need to make balance adjustments during telemark skiing, it is felt that the energy requirements may be greater than for alpine skiing due to more muscular activity in the legs and upper body. Therefore the purpose of this study was not to debate the

Telemark

VS

Alpine

Which takes more energy?

By

RON KIPP AND ANDREA WHITE

practicality or pleasure of the telemark turn but to determine the energy difference between today's telemarking compared to today's alpine skiing.

Energy is the capacity to perform work. Although not a good term for a recreation, work can be thought of as the energy taken to ski a set path or distance. In the physiologic sense, energy can be measured using involving three measurements; O₂ or the rate of oxygen consumption at the muscular level, heart rate to determine how fast the heart beats, and lactates to measure the amount of lactic acid in the blood. We hypothesized that for a given hill, snow condition, and turning radius that O₂, heart rate, and lactate values during telemark skiing would be greater than for alpine skiing.

To assess the differences in energy expenditure for telemark and alpine skiing we recruited eight subjects of equal telemark and alpine skill level. They were 3 females and 5 males with an average age of 28.3 years. On the average they had been skiing telemark 38 day per year for 6.3 years and alpine 34 days per year for 17.4 years. All skiers used a modern plastic upper telemark ski boot in conjunction with either a Riva cable or Voilé binding. Only production telemark skis were used for telemarking. All alpine gear was upper end competition type. Both telemark and alpine skis averaged 200cm. When subjects were asked what they perceived their skill level to be on a 1 to 10 scale (1 being

novice, 10 being expert), the average score was 8.0 for telemark and 8.4 for alpine. Being of equal proficiency in both telemark and alpine was important since each subject would be compared to him/herself to see which style of skiing used the most energy.

To determine the O₂ portion of the energy cost, each skier skied with a snorkel-like mouthpiece in their mouth connected to a two-way valve which permitted outside air to be inhaled while expired air was channeled to a large Douglas bag. The Douglas bag was attached to a frame pack that the skier wore during each telemark and alpine ski run. At the end of each run the air in the bag was analyzed for O₂ and CO₂ and the total volume was measured. Within one minute of the completion of the run, a blood sample was taken via a finger stick. The blood was later analyzed for lactic acid. Heart rate was measured every five seconds from the start of the run to its conclusion using a heart rate monitor which was worn around the skiers chest.

The run was a timed 12 gate GS/NAS-TAR type course on Wilbere Ridge at Snowbird Ski Area in Utah. Subjects were instructed to use the same level of intensity for both the telemark and alpine ski runs. Average time for the telemark condition was 41.83 seconds, while alpine was 35.44 seconds. Although it took 6 seconds more to complete the course with telemark turns as opposed to with alpine equipment, the same amount of work was accomplished.

When oxygen consumption, heart rate, and lactate were compared, all values indicated a greater energy expenditure for the telemark condition. Although when appropriate statistics to determine if these differences were due to more than chance occurrences, only the heart rate and lactic acid values were statistically significant between the two different styles of skiing. The six seconds extra that it took to complete the same work (the course) contributes to the extra energy taken to perform in the telemark condition. Since skiing is primarily an anaerobic sport it is not that surprising that heart rate and lactate differed significantly between the two conditions. Measures of oxygen consumption would likely have shown differences between groups had the course been longer, permitting a larger volume of air to be sampled. In a similarly designed study, using



A test participant prepares to run a course with an apparatus designed to capture expired air in a Douglas bag.

an alpine only condition over a full length giant slalom course, it was found that alpine skiers demonstrated energy expenditures equivalent to 120 percent or greater of maximal oxygen consumption (Saibene, Cortilli, Gavazzi, & Magistri, 1985).

Can we say that one mode of skiing takes more energy than the other? From a scientific standpoint we would need repeat the test over with a larger group of individuals. Although from a practical view as skiers we might now be a bit inclined to say that the telemark condition takes more energy for an equal amount of work.

So what are the implications of knowing more about the energy requirements of skiing? First of all, this knowledge is very useful to determine the type of physical preparation necessary to perform the task successfully. If indeed telemark skiing de-

mands greater physical strength and power, the skiers must prepare appropriately. Additionally, the use of more energy will impact the hydration status and nutritional needs of the skier. The high fat, high alcohol diet of many vacationers may be even more of a problem if one is telemarking.

Acknowledgments

The authors would like to thank Snowbird Ski and Summer Resort for lift tickets and the use of the race hill and timing.

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PSIA, NSP Enhance Skiing

PSIA and the National Ski Patrol have approved a plan to provide ski enhancement seminars to NSP members.

Under the plan, PSIA will coordinate on a divisional basis with NSP to offer clinics conducted by PSIA division trainers.

The plan is an effort on the part of NSP to offer its membership access to high-quality ski training opportunities.

According to PSIA Education Director Linda Crockett, PSIA is looking forward to the opportunity to work more closely with NSP and expects the events to be beneficial for both organizations. ■

PSIA, Subaru Sign Marketing Plan

The National Ski Patrol and the Professional Ski Instructors of America have announced a partnership agreement with Subaru of America that offers a \$500 discount on new Subaru cars to members of the organizations.

The new partnership became effective June 16, and is a unique sports marketing arrangement that offers direct financial benefit for everyone involved. NSP and PSIA, with a combined membership base of 51,000, will receive vehicles from Subaru and Subaru will become the "recommended" car of NSP and PSIA.

Subaru of America will also give PSIA members and any family member \$500 off the lease or purchase of any new model Subaru. This offer is above and beyond the trade-in allowance and all local incentives. Subaru will also provide a special cash incentive to the associations for each new Subaru vehicle the associations' members purchase through dealers nationwide. The agreement also includes the development of joint ski programs for recreational skiers that will be offered at selected resorts across the country.

"We are excited about this new relationship and excited about working with a company whose commitment to skiing is unparalleled," said Mark Dorsey, marketing director for NSP and PSIA. "NSP and PSIA's focus is to carry the messages of fun, performance, and safety through education programs to the grass roots of skiing. We greatly value Subaru's support of our nonprofit associations in this effort."

"By focusing on safety and education in the sport of skiing, Subaru can provide a valuable service that is consistent with our corporate values," said Mary Treisbach, director of marketing for Subaru of America. "We are excited about this new relationship and about extending Subaru's commitment to the sport."

To participate in the program, call the PSIA Member Information and Services Team (MIST) at 303 988-0545, or fax them at 800 222-4754, and ask them to send you a voucher. You can only benefit from this program if you have the voucher. Subaru has limited the number of vouchers, so call soon if you are considering a purchase. ■

Old-Time Pins

To be eligible to receive a 20 or 30-year pin, a member must have been a PSIA member for at Least 20 or 30 consecutive years, as of the end of the 1994/95 ski season. Accomplishment of these milestones indicates a strong commitment to high standards of professional ski teaching, and reflects excellent support of PSIA. Thank you and congratulations!

If you believe you should be on one of these lists, but are not, please contact the office.

20 Year Pin

Ernie Anderson	Dfan Keiley
Larry Asam	Richard Lee
David Bauer	Kent Lundell
Jeffrey Bayless	David McCormick
Daniel Blankstein	Pam Mitchell
Kerron Cozens	Stuart O'Brien
Robert Davis	Peter Russell
Steven Dougherty	Paul Swaner
Kathryn Flanigan	Bob Swenson
James Hadden	Pamela Wallis
Robert Hammond	Martin Wikstrom
Loydene Hubbard-Berg	

30 Year Pin

The following members are the first recipients of the 30-Year PSIA Pin now being issued.

C. Craig Bennion	J. Phil Jones
Bill Briggs	Danny Koester
Jim Burris	Lex Kunau
Dave Bybee	Robin Locke
Stein Eriksen	Max Lundberg
Charles Fields	Gene Palmer
Dick Fry	Clark Parkinson
Stanley Fry	Bonnie Pond
John Gee	Ed Pond
Frank Gillette	Charles H. Quinn
Robert Grant	Harry Reed
Sofie Hamilton	Dean Roberts
Allen Hartman	Richard Seiger
Ron Hill	Dave Thurgood
Terry Hines	Richard Voorhees
Karrie Jenson	James Wharton
Sid Jenson	

40 Year Pin

Alf Engen	Earl A. Miller
Bill Lash	M. Earl Miller
Friedl Lang	Junior Bounous
K Smith	Maxine Bounous
Wood Anderson	Lou Lorenz
Bill Ashley	Eddy Morris
Hugh Olander	Bob J. R. Smith
Keith Lang	



Top: Dave Thurgood accepts 30-year pin from PSIA-I President Alan Titensor.
Bottom: Rex Ames doles out one of the many prizes he obtained for the Spring Clinic.

Quotable

By LAURIE SINDEL, ALTA

Here are a few quotes I've collected.

"Turning higher or lower is different than turning early or late." — Steve Bounous on racing.

"Try to make the edge change while flexed." — Dee Byrne on retraction.

"A turtle only learns something when he sticks his neck out." — Nancy Moore, PSIA Women's College speaker, on fear of failure.

"Not practice makes perfect, but practice makes permanent." — Nancy Moore on practice.

"Pretend that every single person you meet has a sign around his or her neck that says, 'Make me feel important.' Not only will you succeed in sales, you will succeed in life." — Mary Kay Ash, founder of Mary Kay Cosmetics, on success.

"You might as well take your downhill ski off and throw it away, since you're not using it anyway." — Tim DeGenero, Alf Engen instructor, on skiing flat light.

"You need a game plan so you have something to deviate from."
—Shawn Smith, PSIA Demonstration Team coach, on organization. ■

Note: From your point of view—PSIA: What's the scoop. Reprinted from NSAA Member Update, February 1995.

You can't pick up a magazine nowadays without reading someone's opinion about how PSIA is a horrible organization. It seems that PSIA is single-handedly responsible for the decline in skiing growth, the U.S. economic slump, and quite possibly the war in Bosnia. Well maybe there has been a little exaggeration. One thing's for certain though, there is a great deal of confusion about just what PSIA does, who they are, and how they fit into the ski industry.

PSIA Is inherently confusing

First of all, PSIA isn't one organization. It's ten! Each organization has a separate board of directors. They are incorporated separately. They have separate budgets, financing, and agendas. And, they intend to keep it that way.

PSIA consists of a national umbrella organization and nine regional divisions. The divisions are responsible for the actual testing of ski instructors. The national organization is responsible for unifying instruction around the country by developing and distributing a standard methodology called ATS, the American Teaching System. The national organization also establishes minimum test standards for all certification levels in all divisions across the country.

PSIA's structure, though confusing, is similar to that of the other ski instructors associations around the world such as the Swiss Ski Verband, The Austrian Ski Federation and The Ecole Du Ski Francais. The reason these organizations are so fragmented is that skiing developed regionally, not nationally. The divisions existed long before the national body. In most cases, the purpose of the national body was to unite the regions and standardize instruction throughout the country.

Which leads directly to the biggest point of controversy surrounding ski instruction, standardization. A lot of people don't want ski instruction to be standardized. This resentment is often bitter and emotional. PSIA gets caught in the fire. Ski teaching is viewed by many as an expression of their personal freedom and identity.

Fact is, there are performance standards for sports instructors. It's not hard to identify the characteristics of good teachers. But that doesn't change human nature.

PSIA: What's the Scoop?

By Jack Copeland,

They don't want to be accountable to a standard.

However, ski teaching is potentially big bucks for ski areas. Not just in terms of revenues but in terms of liability. The area is legally responsible for the actions of its employees. Ski areas are therefore responsible for the training of all employees including ski instructors.

PSIA runs instructor certification exams. These exams recognize and acknowledge instructor competency. They confirm the qualifications of people calling themselves instructors. One thing you get with certified instructors is tangible skills. These skills are confirmed by testing. However, certification tells you nothing about personality.

No major ski area, that I know of, hires instructors based solely on their skiing ability. If you are looking for outgoing personalities, you will have to emphasize those values in your hiring clinics. PSIA exams are not a personality test.

PSIA is also not in the program, development business. How you use your instructors in your resort's programs and packages is up to you. Your programs and the instructors' promotional role is up to your management, not PSIA. However, PSIA does offer ski school management seminars on program development, marketing, business management and personnel-related issues; they do not tell ski areas or ski school directors how to run their business.

At my ski resort, my owners, manager and I have developed a mission for the ski school. Our job is to make sure students have a great time skiing and are successful. Every department in the company plays a role in this process. And the out-

come is that skiers want to come back—that's our goal.

We have customized the basic instructional program outlined in the American Teaching System. PSIA encourages everyone to customize the system to meet their needs. ATS is a good basic curriculum, but it cannot possibly be everything to everyone; it has to be adapted.

We have modified it to include separate lessons for six different age groups, for a variety of lesson lengths such as one hour, two hours, three hours, four hours and six hours. We offer all-day, half-day, and multi-day group lessons. We offer specialty ski weeks for groups, families and businesses. We consider our optimum adult class size to be seven to one (students to teachers). While we won't turn anyone away who wants a lesson, we do make every effort to employ and train enough instructors to insure small classes even at peak times.

All of these decisions support our basic mission. The programs, the instructors' role and the ski school management strategies are solely our decisions. We don't expect PSIA to involve themselves in these matters and we don't want them to.

We support, the PSIA exam process because it fits our needs. It develops and recognizes high levels of communication, skiing and teaching skills. It is a very powerful motivator for our staff. We use it as an opportunity to train our instructors to higher levels of performance.

PSIA's role is to certify competent ski instructors. That's all. We decide how to use those instructors.

If you are unsure about how the exam process supports good teaching skills and values, you should contact the president of your PSIA Division to help you with general and specific questions. Ski instruction can play a powerful role in building a successful ski resort. Exactly what that role is and how instructors are utilized is up to each individual ski area.

The scoop on PSIA is that it can help you develop a solid core of quality ski teachers. You have to decide how you're going to use them, because that's none of PSIA's business.—**Jack Copeland is ski school director at Mammoth Mountain Ski Area in California and chairman of the PSIA Steering Committee.**

1994-95 Certification Results

Alpine Level I

Brandon Adams Wolf Mountain
Jack Ahern Brighton
Melissa Allen Beaver Mountain
Richard Andersen Solitude
Greg Anderson Alta
William Anderson Snowbird

Lyle Barton Wolf Mountain
Kenneth Bayer Brighton
Marvin Bembenek Powder Mountain
Cali Bennett Deer Valley
Scot Bergeron Jackson Hole
Bruce Bicksler Park City
Suzann Bird Powder Mountain
Jayne Blair Park City
Dave Boucher Powder Mountain
Kimberly Boyd Kelly Canyon
Whitney Boyer Sundance
Christopher Brindisi Jackson Hole
Clinton Burfitt Brighton
Richard Butler Kelly Canyon

Jason Cameron Jackson Hole
Wendy Carlson Kelly Canyon
Cecily Carney Park City
Amy Clemens Jackson Hole
Vickie Clough Kelly Canyon
Michael Conklin Snowbird
Tracey Connolly Park City
Julian Cordova Alta
Robin Corey Grand Targhee
Connie Cox Kelly Canyon
Jill Cramer Park City

Katherine Dallin Grand Targhee
Robert Decker Pebble Creek
Chuck Denwalt Park City
E. Ryan Dittmar Sundance
Bryan Dowie Deer Valley
William Dugdale Jackson Hole
Holley Duncan Deer Valley

Corby Egan Sundance
Kim Ellis Kelly Canyon
Kent Ellison Wolf Mountain
Gregory England Deer Valley
David Erikson Brighton
Pete Erickson Jackson Hole

Joseph Feller Sundance
Danny Flynn Park City
Corey Foster Kelly Canyon
Lisel Freestone Sundance
Christine Fulmer Jackson Hole

Nathan Gardner Deer Valley
Cameron Gauld Wolf Mountain
Josie Gay Brighton
Joshua Goodman Jackson Hole
Nathaniel Craig Gorton Jackson Hole
Douglas Gormley Deer Valley
John M. Gray Jackson Hole
Lisa Green Kelly Canyon
Maury Grimm Snowbasin

Kristen Hannay Wolf Mtn

David Hansen Sundance
Mark Hanson Grand Targhee
Thomas Hanson Powder Mountain
Nephi Hawkes Deer Valley
Karen Haycock Deer Valley
Gwen Hays Alta
David Heinemann Jackson Hole
Jan Henriksen Brighton
Michael Hodge Park City
Rick Hoggan Deer Valley
Kimberly Hopkins Pebble Creek
Stephen Howe Park City
Steven Hymas Powder Mountain

Chester Jacobs Brian Head
Jaren Janke Brighton
Terry Jeffs Wolf Mountain
David Jensen Kelly Canyon
Erik Jensen Powder Mtn
Mike Jewett Powder Moutin
Randy Johnson Elk Meadows
R. Lamar Jordan Brian Head

Kim Keffer Park City
Lisa Kirchenheiter Park City
Donna Knudsen Sundance
Wilhelm Kogelmann Park City

Jeremy Larsen Snowbird
Casey Leavitt Grand Targhee
Brooks Lloyd Alta

John Mc Cray Park City
Mary Mc Entire Park City
Wanda Meyer Alta
James Miller Deer Valley
Timothy Moody Park City
Frank Moran Elk Meadows
Donald Moseley, Jr. Jackson Hole

Amy Nelson Solitude
Steven Nichol Snowbird
Amanda Niederhauser Beaver Mountain

Sharee Oliver Brighton
Kimberly Olsen Grand Targhee
Scott Olsen Brian Head

Eric Petersen Park City
Kevin Pigg Park City
Christopher Poepping Park City
John Popple Park City
James Potter Deer Valley
Mark Purcell Deer Valley

Alison Rehnberg Jackson Hole
Evan Ricks Kelly Canyon
Philip Robertson Wolf Mountain
Phillip Rowe Park City

Jared Schaalje Sundance
Nancy Schafner Solitude
Julie Schultz Deer Valley
Nancy Seamons Wolf Mountain
Debra Sebek Deer Valley
Kori Shadrick Alta
Matthew Sheehan Park City
Hardy Sherwood Park City

Christian Shutes Jackson Hole
Clay Smith Grand Targhee
Matt Snyder Wolf Mountain
Tom Spencer Park City
Shawn Stenmark Jackson Hole
Jill Sullivan Alta

Joe Tate Wolf Mountain
Kathryn Torello Deer Valley
Dorothy Traiger Brighton
Michael Tremel Park City

Joseph Venuti Brian Head
Steven Victor Powder Mountain

Daniel Wallace Park City
Robert Webb Park City
Benjamin Wilson Jackson Hole
Alton Winkelman Park City
Paul Woodin Snowbasin
Phil Wood Brian Head
Kellie Woods Brighton
Curtis Wright Grand Targhee
Devin Wright Sundance

Alpine Level II

Danny Aldred Sundance
William Anderson Snowbird
Sloane Andrews Jackson Hole

Missy Berkel Alta
Bradley Blunck Grand Targhee

Michael Conklin Snowbird
Kathleen Crowley Jackson Hol

Thomas Deis Powder Mountain
Nancy Downard Deer Valley

Michael Elwood Deer Valley

Steven Fernow Solitude
Dan Fuller Park City

Pamela Grant Sundance

Chris Hayes Park City
Andre Heiber Park City
Noel Heslip Brian Head
Willie Holdman Sundance
Kathleen Hutcheson Park City

David Jorgensen Sundance

Michael Kelley Deer Valley
Kristopher Kelton Deer Valley
Joseph Kernan Park City

Elizabeth Lockette Park City
Neil Lundberg Sundance

Richard Mackay Deer Valley
Andrew Matthews Park City
J. Scott Mc Gee Grand Targhee
Heidi Mc Kinstry Snowbird
Heidi Moran Sundance

Gerry Newton
Dave Neierhauser

Elk Meadows
Beaver Mountain

Noelle Olpin
David Petersen

Sundance
Deer Valley

Scott Richards
Kori Shadrick
Natalie Streeter

Wolf Mountain
Alta
Park City

Brad Wagner
Frank Welde
Joel Wood
Jim Zeleznick

Deer Valley
Powder Mountain
Deer Valley
Snowbasin

Alpine Level III

Robert Ammann
Dan Autry

Jackson Hole
Alta

Andrew Baker
Kyle Bracken

Alta
Snowbird

C. Scott Cheney
Michael Colfaer
James Collins
Dustin Cooper

Alta
Pebble Creek
Jackson Hole
Deer Valley

Michelle A. Dickson
James Dumas

Sundance
Deer Valley

Laura Fearon
Jane Gissi
Sandra Guzman

Jackson Hole
Deer Valley
Snowbird

Douglas Halsey
James Hilding
Stephen Holmsen
Eric Janes

Jackson Hole
Snowbird
Jackson Hole
Deer Valley

C. John Killen
Andrea Martin
Robert Mulder
Deborah Myers

Powder Mountain
Snowbird
Deer Valley
Brighton

T. David Reynolds
Tim Sattelmeyer
James Schulz, Jr.
Chris Searle

Jackson Hole
Alta
Jackson Hole
Brighton

Laura Todt
Lance Tweden
Robert L. White

Alta
Snowbird
Park City

Adaptive Level I

Stephanie Brown
Jonathan Charlton
Tracey Connolly
Christopher Conrad
Douglas Dusenberry
Kourtney Holliday

National Ability Center
National Ability Center
National Ability Center
National Ability Center
National Ability Center
National Ability Center

Snowboard Level I

Curtis Chapman
Lance Cry
Vern Goldsmith
Charles Hall
Justin Jones
Erica Knight
Aaryn Lowerre
Steven Nichol
Jeffrey Orme
Sue Skeen
Aaron Webb
Shawn Wiest

Wolf Mountain
Wolf Mountain
Snowbird
Wolf Mountain
Wolf Mountain
Wolf Mountain
Snowbird
Snowbird
Wolf Mountain
Wolf Mountain
Wolf Mountain

Snowboard Level II

Craig Brenchley
Dave Carlson
Stephen Connor
Lance Syr
Todd Denlinger
Gregory Short
Sue Skeen
J. Russell Wong

Snowbasin
Wolf Mountain
Solitude
Wolf Mountain
Wolf Mountain
Snowbird
Wolf Mountain
Snowbird

Snowboard Level III

Brett Hunsaker

Brian Head

Nordic Downhill Level I

Helen Armstrong
Chris Bunting
Mark Deterline
Bruce Hennessey
Tony Jewell
Richard Reese
Nancy Schafner
Justin Silcox
Ric Stattin
Carin Stimolo

Solitude
Jackson Hole
Sundance
Jackson Hole
Jackson Hole
Grand Targhee
Solitude
Jackson Hole
White Pines
White Pines

Nordic Downhill Level II

Brian Bush
Lisa Gordon
Letitia Ussier
Willis Richardson
John Smith, Jr.
Jessie Whitmore

Deer Valley
Deer Valley
Deer Valley
Non Affiliated
Wolf Mountain
White Pines

Nordic Downhill Level III

Brian Brassey
Randy Huskinson
Connie Knab
James Ludlow
Steven Mc Farland
Skip Merkley
Sean Railton
Chris Searle
Lance Swedish
Greg Underwood

Deer Valley
Grand Targhee
Brighton
Park City
Deer Valley
Wolf Mountain
Deer Valley
Brighton
Deer Valley
Alta

Nordic Track Level I

Roger Anderson
Christopher Bloom
Mark Stivers
Michael Voorhees

Pocatello Parks & Rec
Pocatello Parks & Rec
Grand Targhee
Pocatello Parks & Rec

Nordic Track Level II

Christine Boyack
Susannah Clutz
Randy Hustinson

Sundance
White Pines
Grand Targhee

Nordic Track Level III

Samuel Palmatier
Jessie Whitmore

Sundance
White Pines

PSIA INTERMOUNTAIN DIVISION

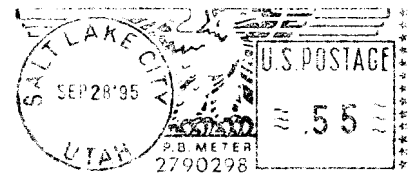
Officers: President, Allen Titensor; Administrative V. P., Stew Marsh; Certification Chairperson, Rodger Renstrom; Communications V.P., Dori Pratt; Education Chairperson, Jo Garuccio; Executive Secretary, Nancy Perkins; PSIA Representative, Stew Marsh; **Current Board Members:** 1992-95, Ernie Anderson, Shannon Kipp; 1994-95, Mike Thurgood; 1993-96, Rex Ames, Dave Peck, Dori Pratt, Allen Titensor; 1994-97, Jo Garuccio, Stew Marsh, George Mosher, David Yovanovich; **Instructor Representative Committee Members:** **Alta:** Lisa Robinson, 801 742-2016, John Musser, 801 9426144; **Brian Head:** Mark Wilder 801 586-9603; **Brighton:** Rick Smith 801 596-8443, Dave Strang 801 466-1344; **Deer Valley:** Steve Weinstein, 801 645-8077, Kim Mayhew, 801 654-4241; **Jackson Hole:** Nathan Emerson 307 733-7969, Terry Smith 307 733-3715; **Park City:** Phil Gratz, 801 486-8279, Rick Dunnebacke, 801

571-4123; **Pebble Creek:** Scott Rockwood 208 232-7998, Donna Erickson, 208 232-7613; **Powder Mountain:** Barbara Berry and Rick Berry, 801 782-5238; **Snowbasin:** Mike McConvill, 801 876-3110, Dick Mulder, **Snowbird:** Carlie Siemel, 801 944-4520, Nona Weatherbee, 801 278-2140; **Solitude:** Lynn H. Suksdorf, 253-2355, Daily Oliver 801 487-9172; **Sundance:** Scott Warr, 801 785-6544; **Chairperson:** Lynn Suksdorf, Solitude, 801 485-8423 (hm) 801 461-3234 (wk and message).

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PSIA-I would like to extend its thanks and appreciation to the following companies and organizations which donated to the 1995 PSIA-I Spring Clinic. PSIA-I would also like to thank Brighton and Solitude ski areas for hosting this past season's event!

Dynastar **K2 Skis** **US Ski Team** **Elan Skis**
Alf Engen Ski School **Evolution Skis** **Rossignol**
Nordica **Felt Auto Parts**
Bootworks **Jan's** **Park City Ski Area**
Cole Sports **Pete Miller Edgie Wedgie**
Elk Meadows **Canyon Sports**



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necessarily represent the
opinions or policies of the
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America Intermountain
Division.

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INSTRUCTORS THE EDGE

Vol. 17 No. 1

The Official Publication of PSIA-Intermountain

FALL 1995

24,000 Strong

PSIA is reporting more than 24,000 members as of its latest count. PSIA Eastern accounts for almost twice as many of the organization's members as any other division with nearly 40 percent of the total.

PSIA Intermountain ranks sixth out of nine divisions in total membership with a reported 1,547 members. We may not be big, but if you remember last winter, we sure have it good.

PSIA Membership by Division

Division	Members	%
Alaska	169	7.0%
Central	2,836	11.7%
Eastern	9,386	38.9%
Intermountain	1,547	6.4%
Northern Intermountain	349	1.4%
Northern Rocky Mtn	665	2.8%
Rocky Mtn	4,744	19.6%
Western	1,930	8.0%
Northwest	2,524	10.5%
National	24,150	

PSIA Board Report

By STEW MARSH,

PSIA BOARD REPRESENTATIVE

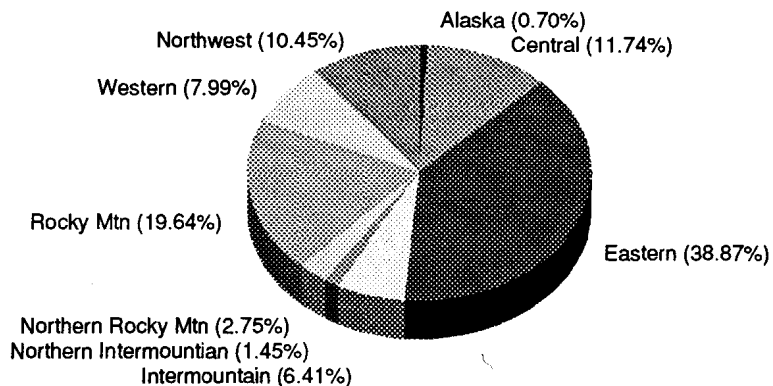
Following are highlights of the 1995 PSIA summer workshop meeting and Board meeting. As your board representative I believe it is important that you are aware of the happenings at these meetings. Each of the PSIA-I board members has received the minutes of these meetings and if you are interested in a copy please contact the office or myself.

Summer Workshop

At the summer national work session, a good deal of time was devoted to discussion pertaining to the delivery of quality education materials that will be supported

continued on 2

PSIA Membership



How does PSIA Intermountain fit into the official picture of PSIA? Here are the 1995 PSIA membership figures based on division.

Examiners Study Basics in Mammoth

By CHRISTINE KATZENBERGER,

SNOWBIRD

The 1995 National Examiners' College at Mammoth Mountain, California was geared toward skiing fundamentals in an effort to help bring all divisions to similar standards. PSIA Demonstration Team Coach Sean Smith, who has worked extensively with the US Ski Team, contributed to this goal by sharing six points of skiing that emphasize basics.

The six points of emphasis Sean covered have been a basis of training for the US Ski Team. Sean used a giant slalom focus to review most of the following concepts with the alpine skiing examiners.

Open Stance

Open stance relates not only to how far apart the feet are, but also to how far apart the lower legs, knee's and thighs are spaced. The legs should appear parallel rather than knock-kneed. An open stance is necessary to allow the inside leg to

actively work throughout the turn. In addition, when speeds increase, as in the case of a super G or downhill race, and a racer uses an "A" frame to check speed, there is a real chance of injury to the knee joint. The knee joint is not structured to handle the forces that arise at these speeds.

To dial in the open stance, Sean had examiners practice runs leaving railroad-track marks in the snow. We watched each other make slight turns out of the fall line and checked to see if the skis left parallel track marks without skidding. The examiners were then allowed to try a super G turn. These were not connected turns, just one turn in a rounded shape out of the fall line. We were not allowed to ski connecting turns until we left true railroad tracks in the snow.

Balance Zone

The balance zone is formed by a fore and aft and side to side positioning of the feet that permits an even distribution of bal-

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Administrative Report

By STEW MARSH, PSIA-I ADMINISTRATIVE V. P.

As current Administrative VP I felt it important to inform the membership of the Divisions' financial status. I intend to make this a yearly statement so that the members are aware of the current financial status of the Division.

Listed below are the financial statements of PSIA-I for the year ended June 30, 1995. If you have questions regarding them, contact Stew Marsh or Nancy Perkins. If you wish a copy of the statements please contact the office.

ASSETS

Cash in savings	7988.52
Money Market	64248.04
Savings, prepaid dues	1383.00
Certificates of deposit	31753.45
Returned checks	0.00
Books/Manuals Inventory	3041.62
Pins Inventory	2819.85
Misc Inventory	1677.32
Equipment	28626.81
Furniture and fixtures	2357.06
Depreciation Allowance	-20756.21
TOTAL	123139.46

LIABILITIES & EQUITY

Accounts payable	0.00
PSIA dues, PSIA	0.00
Prepaid dues, PSIA	32550.00
Prepaid dues, PSIA-I	30264.00
U of U Ski Archives	0.00
FICA & Federal withholding	0.00
State withholding	0.00
Members equity	55428.15
YTD Income (loss)	4897.31
TOTAL	123139.46

INCOME STATEMENT

Period ending June 30, 1994	
DECL hiring assessment	2500.00
Alpine assessments	16553.50
Nordic assessments	3085.00
Snowboard assessments	1655.00
Alpine clinics	26002.50
Alpine, train the trainer	1025.00
Nordic clinics	1675.00
Snowboard clinics	1244.00
Alpine dues	38651.00
Nordic dues	2232.00
Snowboard dues	1396.00
Adaptive dues	235.00
Ski School dues	850.00
Retired member dues	30.00
Edge income	55.00
Interest income	2718.05
Inventory sales	11686.86
Other income, misc sales, late fees	
Past dues	2009.00
Transfer fees	254.05
Returned check fee	1841.00
TOTAL REVENUES	116155.96

EXPENSES JUNE 30, 1995

DECL hiring assessment	1844.88
Alpine assessments	13271.77
Nordic assessments	2335.84
Snowboard assessments	919.63
Alpine clinics	19780.42
Nordic clinics	1755.92
Snowboard clinics	1018.00
Train the trainer	775.78
DECL-Training Alpine	1338.13
DECL- Training Nordic	541.17
DECL- Training Snowboard	456.93
Board of Directors	561.66
Certification committee	1531.93
Education committee	1531.93
SS Directors committee	268.19
Children's committee	668.63
Secretary contract	19911.17
Office assistant	3268.93
Professional fees	1365.00
Awards and Hall of Fame	395.72
Bad debt expense	371.00
Book, manuals	9543.14
Copying/printing expense	2081.84
Depreciation expense	3843.72
Edge publication expense	5350.63
Insurance expense	2188.43
Bank charges	22.04
Misc expense	2561.79
Misc sales/ accessories	158.94
Office rent	2100.00
Office storage locker	350.40
Office supplies	1920.96
Pins	457.68
Postage and freight	3584.95
Repairs and maintenance	1253.89
Telephone expenses	866.39
Travel-President	450.95
Travel-Secretary	750.07
Travel-Education chair	241.02
Travel-Board of Directors	618.38
Travel-Miscellaneous	-1000.00
TOTAL EXPENSES	111258.65

NET INCOME OR LOSS..... 4897.31

PSIA BOARD *continued from 1*

throughout the association. Many representatives to the national meeting expressed their desire to be involved in various aspects of planning and development for both ongoing and future projects. The board of directors and national office staff are listening to these groups and making the best effort to meet their needs.

As Mark Anderson reported, PSIA had an exceptional year. The strategic plan objective to recruit more members was accomplished. I hope that we can continue this pattern in years to come. He also stated the desire to provide programs and services to new members. The quality of the *The Professional Skier* was an impressive accomplishment and continues to get better and better. The national events were well represented and we did succeed very well in Japan.

The agreement with Subaru of America was solidified and will represent a substantial marketing avenue for PSIA. This will be facilitated with various seminars held throughout the country. A Subaru sponsored seminar will occur in March at Sundance. I look forward to this event and what it may bring to PSIA-I.

Highlights of the board meeting:

- Our board (PSIA-I) must continue to recognize the need to request an action plan for moneys for team involvement.
- National Academy dates are set for arrival on April 19 and departure on 26. The academy will include Demonstration Team tryout training. Team tryouts will begin on Sunday, April 28 and go through the following Sunday.
- The 1996 summer meeting is scheduled for June 6-10 at Copper Mt.
- An issue of Board concern was the proposed membership age limit of 16 years. There was much discussion of this matter and the fact that it may incur a liability issue was brought forth. Also, it was believed this might be a ski area management issue, not a PSIA national issue. It was moved to table this motion until the board obtains a legal opinion regarding the ramifications.
- Additional sections of *The ABC's of Ski School Management* will be published. Included will be: Marketing of the Ski School, Auditing of the Ski School and Customer Service, and "Where to Find List" of reference material; books, articles, computer programs, videos, speakers, etc.

- A competition will be held for members to design a new "Ski with a Pro" window (bumper sticker). Prize money will awarded to the winning designs.

The following members of PSIA-I were given lifetime membership in PSIA and PSIA-I for their support and dedication to the profession of ski teaching.

Earl Miller, member number 155: Certified in 1951. Earl has been a ski area designer, ski coach and ski school director. His most notable contribution was the invention of the ski brake and the Miller releasable binding.

Dean Roberts, member number 177: Certified in 1957: Dean was the Director of the ski school at Solitude for 20 years. He was a PSIA-I board member for eight years and an examiner for many years.

Gene Christiansen, member number 312: Gene has been teaching skiing full time the last 30 years at Alta. In 1975 he was a PSIA Demo Team alternate. He was a PSIA-I examiner during the 1970s.

Please congratulate these fine individuals when you see them skiing, they are truly due this recognition in our industry.

The budget was the final item that was discussed. Once again PSIA Executive Director Steve Over presented a budget that remained balanced and in line with other associations our size. It is my belief that this association continues to operate in a manner that has prevented any dues increases to its members due to the diligence of the national staff and the board of directors.

Finally, I would just like to remind the membership of the partnership that PSIA now has with Subaru of America. The benefits to any member or family who purchases a new Subaru the opportunity to receive a \$500 rebate on any Subaru model after all negotiations have been completed. Please feel free to contact myself or MIST at the national office. There will also be a workshop at Sundance sponsored by Subaru, March 8-10. More details on this event will follow.

Overall, I believe the general atmosphere of the workshops and the board meeting was productive. As PSIA continues to grow, more and more accountability is expected in all areas. I believe that Mark Anderson and the current Board of Directors are very active listeners to the concerns of the membership and the direction the teaching profession is taking. I am open to any suggestions from our Board or the membership at large. ■

Communication Message

By DORI PRATT, PSIA-I COMMUNICATION V. P.

Greetings from your Communication V.P. I hope your summer has gone well and everyone is looking forward to the upcoming winter. I would like to take this opportunity to print a report that I gave to the B.O.D. on June 4 1995. I would like to reiterate and remind every member of their special privileges, not only as a member of the board but also as a member of our honorable institution, PSIA-I.

I am guessing that all of you, including myself, would like to see some positive changes in this organization. Well, let me give you the good news about positive changes. Positive changes can happen because you have volunteered for your organization and there is even more good news about volunteering.

You are needed! You have made the right choice! Congratulations!

Volunteering looks good on your resume.

Volunteering provides a sense of fulfillment.

Volunteering is a chance to "give back" to your organization.

Volunteering is the politically correct thing to do.

Volunteering is an educational experience.

Lastly, be comforted in knowing that you have volunteered for a noble cause, a non-profit organization.

So, now is the time, step forward and be heard. Remember your organization needs you. See you on the slopes. Thanks, Dori Pratt

Snowboard, JETs, Nordic Team Selection

The responsibility for selecting representatives for the PSIA National Snowboard, Nordic, and Junior Education Teams has been placed with the divisions. Each division will be responsible for selecting one representative for each discipline who will also serve as their discipline's national committee member. PSIA-I's selection process will take place in the spring.

The process for determining team members has yet to be determined and will be based on the number of applicants. Selection possibilities include:

1. Selection based on applications—including resume, letters of recommendation, interview, etc.
2. Selection based on video taped performance and application.
3. Selection based on on-snow performance and application.
4. Other options to be determined.

Application requirements are subject to change, but will most likely include:

- Certified Level III member in good standing with the Division.
- Currently employed full-time at a ski school and active within the Division.
- One-page resume
- One-page explaining why you would be a good team member and committee chairperson.
- Personal commitment signed by your ski school director confirming availability for team and committee responsibilities.
- A technical paper (not to exceed three pages) based on discipline-specific ski instruction.
- Two letters of recommendation: ski school director and cross-discipline person.

Additional information will be printed in the EDGE as it becomes available. ■

NSRA Pro Form Process Explained

The National Ski Retailers Association has announced the development of a preferred list of NSRA ski shops who have requested to service instructors and patrollers when they purchase equipment on one of the special purchase programs.

"We understand from conversations with the Professional Ski Instructors of America and the National Ski Patrol that many professionals had difficulty finding shops that would handle their purchases," Richard Bohr, president of The Ski & Sport Plus, Chagrin Falls, Ohio, and chairman of the NSRA Special Projects Committee, said. "So we are compiling a list of NSRA member shops who would like to work with ski professionals."

The list, together with a Special Purchase Eligibility Form, will be available to PSIA and NSP members who send a self addressed envelope to the NSRA office. The listings are by state and contain addresses, phone numbers, and key contacts at the Shops participating. These shops will have copies of the purchase forms.

Since the 1992/93 ski season, ski professionals have received the Special Purchase Eligibility Form attached to The Professional Skier or Ski Patrol Magazine. However, there was no information on shops supporting the program. The form, almost identical to the form used the past three years, requires approval by a ski school or patrol director.

Ski professionals may get the list of shops participating in the program by sending a self addressed stamped envelope (52 cents postage) and a photocopy of their membership card to the National Ski Retailers Association: National Ski Retailers Association, 1699 Wall Street, Mt Prospect IL 60056.

Manufacturers place certain limitations on their pro form programs. Restrictions include the equipment that may be purchased and the level of PSIA/NSP membership required to participate in the program. "The National Ski Retailers Association is encouraging participating shops to supplement manufacturer's programs to include working ski professionals sometimes not included under manufacturer programs," NSRA managing director Thomas B. Doyle said ■

Orthotics Control Foot Motion in Athletes

By JOHN SENATOR, D.P.M.

By definition, an orthotic is a shoe/boot insert that contours an individual's foot providing arch support, as well as decreasing pronatory and supinatory forces that pass through the foot. Orthotics/foot beds are either rigid, semi-rigid or soft. Rigid orthotics can be fabricated out of one of several types of rigid materials such as acrylic, metal, or a relatively new material, carbon-graphite.

Extensive clinical research has proven the effectiveness of rigid orthotics in controlling abnormal foot motion. Limiting excessive (abnormal) motion in the foot has been shown to reduce the incidence of injury in athletes. Health professionals have used rigid orthotics in treating abnormal biomechanics in athletes ranging from marathoners to professional football players with great success. Little if any research has been performed on the effects of rigid orthotics on skiing biomechanics. Although, those of us in the sports medicine field are well aware of the tremendous advantage rigid orthotics offer to the recreational and professional skier. Performance and comfort are often dramatically enhanced with rigid orthotic use, however, these are subjective findings and difficult to document in a clinical setting.

Researchers speculate that the purpose of a rigid orthotic in a ski boot is to limit excessive motion at certain joints in the foot. Motion of the foot in the ski boot becomes more restricted maintaining the path of energy transmission from the body directly to the ski. All motion, from the hip, knee, and ankle is transferred directly to the ski without any unnecessary movement in the foot. This translates to better edge control and less muscle fatigue.

Many ski professionals and racers are so obsessed with obtaining a tight boot fit that they will often use boots one to two sizes too small in an attempt to limit extra motion of the foot. Of course, level of comfort dramatically decreases, and skiers are able to tolerate the boots only for the duration of the run. Actually the "tight fit" theory is applicable to skiers of all levels. Because joints of the foot can move within the ski boot, the skier will buckle the boot too tightly in an attempt to control excessive motion. This leads to ischemic pain (pain due to decreased blood circulation) and neuritis (irritation of nerves). The rigid orthotic eliminates excessive motion, thus eliminating the need to buckle too tightly. Many skiers will notice a feeling of looseness when using rigid orthotics because they no longer need to squeeze the foot to achieve the same level of control.

Another advantage of the rigid orthotic is they will maintain their original shape for a lifetime. Softer orthotics will often lose their original contour within several months of usage, thus decreasing their initial effectiveness. For the average skier this may not present a problem, however; racers often win or lose by fractions of a second and need every possible advantage.

In conclusion, the benefit of using a rigid orthotic is two fold. First, to increase boot comfort desired by all skiers. Second, to increase performance on the slopes allowing a racer to shave fractions off course times. — **Dr. John Senatore is a staff podiatrist at Union Memorial Sports Medicine Center, Baltimore, MD and president of Quick Edge Custom Footbed Corporation.**

Adaptive Alpine Ski Clinics

Conducted by the National Ability Center, Park City, Utah

Nov 18-19 Nov 29-30 Dec 9-10 Jan 6

Call Kim or Brook at 801 649-3991 to register. Clinics are \$25 per day, includes pass. Clinics in monoski, bi-ski, 3-track, 4-track and blind techniques. Open to professional instructors and volunteers.

Accessories ♦ Books ♦ Manuals

Remember, when you order your manuals and accessories through the PSIA-I office you are helping support the Division.

ITEM #	DESCRIPTION	NON-MEMBER PRICE	MEMBER PRICE	SHIP
01C				
02C	PSIA-I Blue binder	10.00	3.00	3.00
03C	PSIA Lapel Pin.	N/A	4.00	NC
04C	PSIA-I Certified I Pin (bronze)	N/A	8.00	NC
05C	PSIA-I Certified II Pin (silver)	N/A	8.00	NC
06C	PSIA-I Certified III Pin (gold)	N/A	8.00	NC
07C	ATS: Alpine Skiing Manual	49.90	24.95	3.00
08C	ATS: Alpine Skiing Video (Part 1)	39.90	19.95	2.50
09C	ATS: Alpine Skiing Video (Part 2)	39.90	19.95	2.50
10C	ATS: Snowboard Skiing Manual	35.90	17.95	3.00
11C	ATS: Alpine Set (Manual & 2 Videos)	99.90	49.95	3.50
12C	ATS: Full Set (Both manuals and videos)	129.90	59.50	3.50
13C	ATS Strategies for Teaching	10.00	5.00	2.00
14C	ATS-H Alpine Handbook	27.90	14.95	2.00
15C	ATS-C Child Centered Skiing	49.90	24.95	3.00
16C	ATS-N Nordic Handbook	27.90	14.95	2.00
17C				
18C	ATS Snowboard Handbook	27.90	14.95	2.00
19C	ATS Children Handbook	27.90	14.95	2.00
20C	ATS Children's Development	CALL		
21C	ATM III Teaching Concepts	12.00	6.00	2.00
22C	ATM Methodology	6.00	3.00	2.00
23C	Captain Zembo's Ski Teaching Guide for Children	6.00	3.00	2.00
24C	Introduction to Ski Teaching	12.00	6.00	2.00
25C	Effective Teaching & Training	10.00	5.00	2.00
26C				
27C				
28C	Risk Management in Ski School	8.00	4.00	2.00

Postage and Handling, See Item, maximum \$5.00 charge for multiple items. Orders should include: name, status, ID number, shipping address, item number, item description, quantity ordered and total remittance.

NAME _____

STATUS _____ ID-NUMBER _____

SHIPPING-ADDRESS _____

CITY _____ STATE _____ ZIPCODE _____

Item#: _____ Desc.: _____ Quantity: _____ Total price: _____

Item#: _____ Desc.: _____ Quantity: _____ Total price: _____

MANUALS/ACCESSORIES TOTAL: _____

ADD 6.125 PERCENT UTAH STATE SALES TAX: _____

POSTAGE AND HANDLING: _____

TOTAL DUE: _____

SEND ORDER WITH FULL PAYMENT TO: PSIA-I, 2855 Pamela Drive, Salt Lake City, UT 84121

Welcome

the

1995-96

Ski Season!

PSIA Intermountain

Lecture Series



November 28

Performance:

How to Train the Mental

Abilities

Tom Miller,

Ph.D. Sports Psychology

Whitmore Library, 2197 E 7000 S, SLC

6:30-8:30 pm

Sign up limited to 65



December 5

What's Happening on the

World Cup and How and

When Does it Apply to Us?

Tim Ross,

Coach's Education Director

US Ski Team

Whitmore Library

6:30-8:30 pm

Sign up limited to 65

PSIA-I Alpine Calendar

Clinics

NOVEMBER

Nov. 18	Train the Trainer Part 1*	6:00-9:00 pm	Snowbird, inv. only
Nov. 19	Train the Trainer Part 2*	8:30 am	Snowbird, inv. only

Thanksgiving - Nov. 23

Nov. 28	Lecture: <i>Performance: How to Train the Mental Abilities</i> Tom Miller, Ph.D. Sports Psychology Sign up limited to 65	6:30-8:30 pm	Whitmore Library 2197 E 7000 S SLC
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DECEMBER

Dec. 5	Lecture: <i>What's Happening on the World Cup and How and When Does It Apply to Us</i> Tim Ross, Coach's Education Director US Ski Team Sign up limited to 65	6:30-8:30 pm	Whitmore Library
Dec. 3	Ski Improvement	8:30 am	Alta
Dec. 13	Train the Trainer Part 1*	6:00-9:00 pm	Loc. TBA, inv. only
Dec. 14	Train the Trainer Part 2*	8:30 am	Deer Vly, inv. only

Christmas Week - Dec. 20 - Jan. 2

JANUARY

Jan. 7	S2, S3 (assessment prep)	8:30 am	Jackson
Jan. 7	Ski the Steeps	8:30 am	Jackson
Jan. 8	M2, M3 (assessment prep)	8:30 am	Targhee
Jan. 8	T2, T3 (assessment prep)	8:30 am	Targhee
Jan. 10	M2, M3	8:30 am	Solitude
Jan. 10	T2, T3	8:30 am	Solitude
Jan. 10	Ski Improvement	8:30 am	Solitude
Jan. 10	S2, S3	8:30 am	Brighton
Jan. 10	Master Teacher	8:30 am	Brighton

Martin Luther King Day - Jan. 15 (Jan. 12-15)

Jan. 17	M2, M3	8:30 am	Elk Meadows
Jan. 17	S2, S3	8:30 am	Elk Meadows
Jan. 18	T2, T3	8:30 am	Brian Head
Jan. 20	Ed College	8:30 am	Deer Valley
Jan. 21	Ed College	8:30 am	Deer Valley

Ed College will include a children's seminar, introduction to teaching disabled skiers, an on-snow alignment clinic with John Feig, A ski improvement seminar for National Ski Patrolmen plus general skiing and teaching topics.

Jan. 22	Regional Selection National D-Team Try-outs	6-9:30 pm	SLC, TBA
Jan. 23	Regional Selection	8:00 am	Snowbird
Jan. 24	Regional Selection	8:00 am	Snowbird

Selection and criteria for Nordic, JETs and Snowboard TBA by Jan. 1, 1996; decisions will be made in the spring.

Jan. 30	S2, S3 Part 1	6-9 pm	Park City
Jan. 30	T2, T3 Part 1	6-9 pm	Park City
Feb. 1	S2, S3 Part 2	6-9 pm	Park City
Feb. 1	T2, T3 Part 2	6-9 pm	Park City

FEBRUARY

Feb. 3	assess. prep (topics TBA)	8:30 am	Kelly Canyon
Feb. 6	M2, M3 Part 1	6:00 pm	Nordic Valley
Feb. 6	Race (SL or mod. GS) Pt. 1	6:00 pm	Nordic Valley
Feb. 8	M2, M3 Part 2	6:00 pm	Nordic Valley
Feb. 8	Race Part 2	6:00 pm	Nordic Valley

Feb. 11 - 24 President's Week

Feb. 26	assess. prep (topics TBA)	8:30 am	Beaver Mt.
Feb. 27	Variable Conditions (will include 3 Snow Cat rides; price for clinic \$45.00)	8:30 am	Powder Mt.

MARCH

March 5	M2, M3	8:30 am	Sundance
March 5	S2, S3	8:30 am	Sundance
March 8	T2, T3	8:30 am	Wolf Mt.
March 8	Bumps	8:30 am	Wolf Mt.

APRIL

Easter Sunday - April 7

Spring Clinic - A Wasatch Front Affair!

April 12	Spring Clinic	1:30 pm - 4:00 pm	Park City
April 13	Spring Clinic-Alpine	8:30 am - 4:00 pm	Park City
April 13	Spring Clinic-Snowboard	8:30 am - 4:00 pm	Brighton
April 13	Spring Clinic-Nordic	8:30 am - 4:00 pm	Solitude
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Spring Clinic will be an EVENT; unlike the Ed College where you may attend one or both days, the cost of Spring Clinic will include 2.5 days of skiing and the banquet plus assorted goodies! Banquet will be held in SLC; watch Edge for any lodging discounts in SLC area.

END OF SEASON!

* Please note that two Train the Trainer Clinics are on the calendar. The intent is to provide ski school staff trainers with up-to-date information concerning education and certification—to keep them in the divisional loop so that they are better prepared to share information and answer questions in their ski schools. The clinic is not designed to teach instructors how to be trainers. Those instructors should be looking at topics such as "Master Teacher."

Assessments

JANUARY

Jan. 5	Level I Assessment	8:30 am	Jackson
Jan. 18	Level I Assessment	8:30 am	Brian Head
Jan. 22	Level I Assessment	8:30 am	Solitude

FEBRUARY

Feb. 4	Level I Assessment	8:30 am	Pebble Creek
Feb. 5	S2 Assessment	8:30 am	Targhee
Feb. 6	S3 Assessment	8:30 am	Jackson
Feb. 8	S2, S3 Assessment	8:30 am	Deer Valley
Feb. 27	Level I Assessment	8:30 am	Powder Mt.
Feb. 28	T2, T3 Assessment	8:30 am	Snowbasin

MARCH

Mar 1	T3 Assessment	8:30 am	Jackson
Mar 2	T2 Assessment	8:30 am	Snow King
Mar 6	Level I Assessment	8:30 am	Sundance
Mar 7	S2, S3 Assessment	8:30 am	Elk Meadows
Mar 20	S2, S3 Assessment	8:30 am	Brighton
Mar 28	T2, T3 Assessment	8:30 am	Brian Head

APRIL

Apr 9	T2, T3 Assessment	8:30 am	Alta
Apr 16	S2, S3 Assessment	8:30 am	Snowbird
Apr 16	T2, T3 Assessment	8:30 am	Snowbird

Note: unless otherwise specified, all PSIA Intermountain clinics cost \$30 per day.

PSIA-I Snowboard & Nordic Calendar

Snowboard Clinics

JANUARY

Jan 11	DECL Training 2	8:30 am	Targhee
Jan 12	Level II Riding Prep	8:30 am	Jackson
Jan 12	Level III Riding Prep	8:30 am	Jackson
Jan 21	Ed College	8:30 am	Wolf Mtn
Jan 22	Ed College	8:30 am	Wolf Mtn

FEBRUARY

Feb 25	Level II Teaching Prep	8:30 am	Wolf Mtn.
Feb 25	Level III Teaching Prep	8:30 am	Wolf Mtn
Mar 2	DECL Training 3	8:30 am	Brian Head
April 12	Spring Clinic	1:30 pm - 4:00 pm	TBA
April 13	Spring Clinic-Snowboard	8:30 am - 4:00 pm	Brighton
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Snowboard Assessments

JANUARY

Jan 13	Level I Assessment	8:30 am	Wolf Mtn
Jan 31	Level I Assessment	8:30 am	Brighton

FEBRUARY

Feb 12	Level II Riding Assessment	8:30 am	Solitude
Feb 13	Level III Riding Assessment	8:30 am	Solitude

MARCH

Mar 18	Level II Teach Assessment	8:30 am	Powder Mtn
Mar 19	Level III Teach Assessment	8:30 am	Powder Mtn

One clinic is a prerequisite for each level of certification. In addition, a second clinic is strongly recommended. Deadlines for registration are two weeks prior to event. You must have your name in the office no later than the two-week deadline to be considered for the event. Call Nancy Perkins if you have questions. **And please, remember to sign up for clinics early so they don't get canceled.**

Nordic Clinics

DECEMBER

Dec 1-4	DECL Selection and Training	Solitude
Dec 16	N/D II & III	Park City
Dec 18	Track II & III	Teton Pines

JANUARY

Jan 8	N/D II & III	Jackson
Jan 19	Backcountry Clinic	TBA (South)
Jan 20	Education College: N/D Clinics	Deer Valley
Jan 21	Education College: N/D Clinics	Deer Valley
Jan 12	Track II & III	Solitude

FEBRUARY

Feb 5	Track II & III	Pocatello
Feb 12	N/D II & III	Solitude

APRIL

April 12	Spring Clinic	1:30 pm - 4:00 pm	TBA
April 13	Spring Clinic-Nordic	8:30 am - 4:00 pm	Solitude
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Nordic Assessments

DECEMBER

Dec 15	Level I Assessment	Sundance
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JANUARY

Jan 6-7	N/D Assessment II & III	TBA
Jan 19	Level I Assessment	Pocatello
Jan 24	Track Assessment II & III	Jackson

FEBRUARY

Feb 10	N/D Assessment II & III	Jackson
& 11		
Feb 13	Level I Assessment	Teton Pines
Feb 22	Track Assessment II & III	Pocatello
& 23		

MARCH

Mar 12	Track Assessment II & III	Sundance
& 13		
Mar 13	N/D Assessment II & III	Solitude
& 14		
Mar 22	Backcountry Assessment II & III	Tetons
23 & 24		

Please sign up early for clinics early so they don't get canceled.

Improve your skiing overnight with *Quick Edge* custom footbeds in your boots.



New *Quick-Edge* Custom Footbeds are extremely strong and light. Fashioned of **Carbon-Graphite**, *Quick-Edge* reduces wasted motion, helps transfer more energy from feet to skis, and reduces muscle fatigue. Thoroughly tested in the lab and on the slopes, *Quick-Edge* is considered indispensable by ski instructors and ski professionals. Priced at just \$139.95 (includes S&H),

your custom made **Quick-Edge Custom Footbed** is available direct from the manufacturer or your local ski shop.

For more information or to order, call

1-800-379-2424

Mon.-Fri. 7AM - 5PM, EST

***Quick-Edge* L.L.C.**

1953 Benhill Avenue, Baltimore, Md. 21226

Education Corner

By JO GARUCCIO, PSIA-I EDUCATION CHAIRPERSON

It's hard to believe that another season is about to begin. It seems like just yesterday that I hiked out of Dalton's Draw on the 4th of July at Snowbird. And, since my Triathlon season won't be complete until Nov. 11, I am just a little confused. But here goes. We have spent the summer arranging the calendar, looking for new talent, and editing information. We hope to bring you a more diversified education program and add a little creativity to the assessment process. Watch for information on a pilot teaching exam we hope to conduct during the spring.

Here is a sneak preview of some of the up-coming events.

Fall Lectures

Lecture topics are new and different, so plan on signing up early. The limit on the room at Whitmore Library is 75, and we will accept 65 applications. **And, hear this!** We are not allowed to accept money at the door — Salt Lake County Library rules. So, you must sign up at the office. If you show up at the door, you will be sent away. Sorry! **Also, no food or drink allowed.**

This year, PSIA-I will host Tom Miller, Ph.D. Sport Psychology on Nov. 28. Tom has worked with the US Biathlon and Cross-country teams in the areas of individual and team performance. Tim Ross, Coach's Education Director for the US Ski Team will be our guest on Dec. 5. Tim has been instrumental in training ski coaches throughout the country, and truly has witnessed performance at its' very best.

Tom will discuss performance and how to improve your mental abilities. According to Tom, as athletes and coaches of sport, we train the physical side and generally pay little attention to the mental side. As ski teachers, we are expected to perform at our best everyday. Perhaps by learning a few mental skills, we can bypass those nerve wracking situations at the top of "Great Scott" and coach our students to do the same.

Tim will take a look at the World Cup and discuss where and how "what the World Cup Skiers are doing" applies to us, and where it quite possibly does not! He gave a similar lecture at the coach's seminar in Mammoth in May and it was very well received. Come listen to information generally not available to ski teachers. It's a must for all instructors looking for new and innovative ideas.

Lecture location: Whitmore Library, 2970 E 7000 S SLC

For instructors in far away places, we hope to tape both lectures for future viewing.

Education College

Ed College agenda will be available in the Dec. Edge, but just to encourage your appetite for information, here are a few of the options planned so far:

Children's Seminar

- Introduction to Teaching Physically Challenged Skiers
- Indoor/On-snow Alignment Clinic with John Feig and DECL members
- Ski Improvement Seminar for National Ski Patrol Members
- A New Master Teacher's Seminar
- All The Regular Stuff

Regional Selection for National Demonstration Team Tryouts

For all instructors planning on going to regional try-outs for the National Demo team, start pulling your application materials together now. In addition to the standard assessment application appearing in the EDGE, you will need a resume',

continued on next page

PSIA-I Education Foundation Spring Clinic Scholarship

By GEORGE MOESHER

A common comment on my clinic evaluation forms has been, "how's about a free clinic?" The "free clinic" isn't here yet, but we're getting closer.

The formation of the PSIA-I Education Foundation allows the opportunity to provide clinic scholarships to members of the Division. The first scholarships will be in the form of three \$50 tuition supplements to be awarded next spring for this season's Spring Clinic. The scholarships are available to Certified Level II and III members only.

The Education Foundation was in the works well before I became directly involved. Shannon Kipp has gone out of her way to make the foundation a reality. As a member of the Board I discovered an underlying mission statement within the Board, to do whatever we can to support the membership. The creation of the Education Foundation and this season's three scholarships reflects that commitment.

Scholarship applications will be accepted January 1 through March 1. The requirements are:

- A typed essay that includes:
- A paragraph that describes your professional history, including your certification status, where you are employed (and for how long), and what your duties are (a supervisor, children's program, race department, etc.).
- A paragraph stating why you should be considered for this scholarship.
- A paragraph that states how this scholarship will benefit you professionally and academically.
- Two letters of recommendation from employers, clinic leaders, or college professors who have a professional interest in you.

If you are awarded a scholarship, you will be required to summarize your experiences during the clinic in an article for The Instructors Edge, the official publication of the PSIA-I. The scholarship application form, printed on the next page, will also be available through ski schools. ■

Jon Miya

PSIA-I member Jon Miya, an instructor at Powder Mountain Ski Resort, died July 9 after diving into Willard Bay to rescue his two daughters.

Jon was a loving father who loved life. In addition to being a professional ski instructor, Jon enjoyed hunting, fishing, camping, boating and golfing. Jon's love of people took him to Kaysville Jr. High School where he strived to make learning science fun and interesting.

Jon was born August 31, 1954 in Salt Lake City to Kazuo and Edith Oda Miya and grew up in Layton. He graduated from Layton High in 1972 and Weber State College in 1986.

He is survived by his wife, Sharon Youd Miya; children, Ryan, Annie and Beth; parents, Kazuo and Edith Oda Miya; brothers, Paul Reed Miya and David Glen Miya. ■

Articles for next EDGE due:

November 22

Send directly to editor at address in back of EDGE.

PSIA Hires Marketing Coordinator

Audrey Perlinger has been hired as NSP/PSIA Marketing Coordinator.

Audrey's background includes four years with Rollerblade, Inc. where she developed sponsorship, cross promotional relationships, and events for several Fortune 500 corporations. Most recently, Audrey acted as event sponsorship manager for SportStar USA, Inc., where

she sold corporate sponsorship for televised sporting events.

Her responsibilities will include implementing advertising and sponsorship efforts for NSP and PSIA. Audrey will also be involved with catalog development, support for teams, and implementation of electronic communication efforts. ■

EDUCATION *continued from 8*

three letters of recommendation—including one from your Ski School Director—and a two-page paper, with one page each on the following subjects:

- role and responsibility of the Alpine Team and its members
- your personal and professional goals

In addition, candidates for the national team must meet the following criteria:

- U.S. citizenship
- Certified Level III
- Full-time ski educator or coach
- Can commit 30 days per season to PSIA

Cost for regional tryouts: \$100 Cost for national tryouts: \$125

Future Photos

Dust off those cameras! PSIA-I is having a photo contest. Winning slides and photos will be shown at the Spring Clinic Banquet. Watch for photo criteria in the next "Edge"—great prizes and lots of fun.

Spring Clinic Scholarship Application

Please take advantage of this scholarship opportunity and then consider using your skills and becoming involved in the Education Foundation.

- The foundation's Ways and Means Committee is responsible for fundraising and is the base of support for the foundation. Contact Mike Thurgood at (801) 645-8724 to aid in fund raising.
- Work on the foundation's Project Committee includes judging awards and finding opportunities to enhance membership services through sponsorship of professional lectures, research, and publications.

Go one step further and volunteer.

Scholarship applications accepted January 1, 1996, through March 1, 1996.

Name: _____

Ski School: _____

Street Address: _____

City: _____ State: _____ Zipcode: _____

Telephone: _____ Member Number: _____

Ski Director's Signature: _____

Return completed application, essay, and letters of recommendation to:

PSIA-Intermountain
Attn: George Mosher
2855 Pamela Dr.
Salt Lake City, UT 84121

EXAMINERS *continued from 1*

ance. While sitting or standing, place your feet in the position you use to finish or initiate a turn. Notice how much of a ski lead you have. Slide your "downhill" foot forward, and note that there is a point where your weight shifts to one of your heels while the toes of your other foot point upward. You are now out of the balance zone. The point here is to use only that amount of ski lead that allows the skis to remain parallel and eliminates divergence of the inside ski. Excessive lead of the inside ski makes it difficult to initiate a turn, puts us in the back seat, and does not allow for a parallel stance.

Lay your skis on the snow, or your carpet at home, so they form an open stance with very little ski lead. Note the imaginary parallelogram formed by the binding's toe and heel pieces. Now move one ski forward so that the toe piece of one ski is in the middle of the toe and heel pieces of the other ski. Note the change in the shape of the parallelogram. Imagine how the offset of the bindings would be duplicated in the knees, hips and upper body. Play around with this using extremes and try to visualize the position of the entire body every time you move the skis.

Recentering

Recentering refers to the movements required in order to move from one turn to

another. This action is both fore and aft and side to side. To be able to make those railroad tracks in the snow we needed to plan the direction and shape of the turn and move our bodies with our skis throughout the turn, no static posing. The only way to make the skis track was to

constantly respond to accelerating and decelerating forces and recenter our weight to allow the ski to work.

When we take a step forward to begin walking, we start our upper body and hips

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Certification Corner

By RODGER RENSTROM, PSIA-I CERTIFICATION CHAIRPERSON

Believe it or not, *now* is the time to start preparing for certification. Those of you who have visualized yourselves skiing while in-line skating this summer have taken a step in the right direction. Now keep up the good work.

The Master Plan revision should be ready by mid December. This revision will contain certification requirements, a basic study guide, and background information to help your studies. In the meantime, here are a few suggestions to help you succeed:

- **Read.** Written test material will come mostly from: the Master Plan revision, ATS II, ATS Children's Development, ATS Alpine Handbook, and ATS Children's Handbook. Start with ATS II chapters 1, 2, the Appendices, and the study questions in Section II. Study the C.A.P. model in ATS Children's Development.
- **Develop a plan.** Look at the calendar and create a certification plan, including clinics. Don't wait. Identify your skiing improvement needs ASAP. Most people who have difficulty with the skiing portion of the exam need work on basics. Don't plan to simply practice demos; commit yourself to refining basic movements. Develop an agenda with a ski school trainer to begin training as soon as your area opens. Set aside at least 30 minutes a day to practice basic drills.

The assessment format remains basically unchanged. Complete information will be published in the December newsletter. Until then, remember what mom always said, "the early bird catches the worm."

It's Classified

BRIAN HEAD RESORT has openings for full-time ski and snowboard instructors. Join a great team and train with Jerry Warren twice a month. Call 801 677-2035 for applications or further information.

SKI INSTRUCTORS, SKI GUIDES, SKI PATROL and resort services positions available at Royal Gorge, North America's largest cross country ski resort. Call (916) 426-3871 or write for an application top PO Box 1100, Soda Springs, Ca 95728.

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SKIER'S FRIEND The easiest to use, smallest ski sharpener available. Out of your pocket quick edger that automatically adjusts to edge bevels. PSIA special — \$9.95 + \$2.00 S&H. Check to AdvantEdge Products, Inc., P.O. Box 524, Williston, VT 05495. Quality made in Vermont. (VT residents please add 5% sales tax.)

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PSIA INTERMOUNTAIN DIVISION

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The Instructors EDGE, the official publication of the Professional Ski Instructors of America Intermountain Division, is scheduled to be published five times a year at a non member subscription rate of \$15, subscriptions available through the Division Office. **Division Office:** 2855 Pamela Drive, Salt Lake City, UT 84121, (801) 942-2066. **Editorial and Advertising Office:** 4664 Clearview Street, Salt Lake City, UT 84117 (801) 272-0854, Rodger Renstrom, Editor.

Next Edge Deadline: Nov 22

EXAMINERS *continued from 11*

in motion so everything moves ahead together. We move our upper body and hips further forward as we move from a walk to a run. Of course, if we keep moving our upper body we may eventually fall face first into the ground. In skiing, we need to move our upper bodies and hips enough to keep aligned over our feet and balance zone. How far we move will be determined by the amount of acceleration, deceleration, and our need to stay in balance.

Maintaining even contact with the fronts of both boots through active use of the ankle joints helps a skier sense the movement needed to recenter. Lateral adjustments align the hip with the feet and compliment the edge angle needed for the speed and radius of the turn. Moving laterally does not mean taking the hip and camping out on the inside of the turn.

Arc to Arc

Maintenance of speed and flow is improved when turns are made from one clean arc to another. We had to use ski design—what the ski was meant to do—to maintain those railroad-track lines in the snow while connecting turns. Everything must work together—open stance, balance zone and recentering. We spent quite a few runs watching each other try to tighten the turn radius using more boot pressure and ankle flex and still leave clean parallel tracks. We gave feedback on body position, ski lead and tracks

in the snow, and I don't think anyone was able to perform consistently.

Inside 1/2 strengthening

Sean focused on the fact that much of the skiing population does not ski with a disciplined upper body. Many of us lack precision in how our upper body lines up with our lower body. Think back to last winter when you were traversing out to a powder shot. Did you let your arms hang low by your side, or swing which ever way felt good? Did you pay attention to how you held your torso, whether it be in the direction you were going or down the hill?

We practiced traversing while keeping the inside 1/2 of the torso strong and facing in a direction that would allow the lower body to work with the terrain. Sean explained that the upper body can compliment what the lower body does, but the hands and arms can bring the upper body out of alignment. We do not focus on this part of our body enough. It is easy and comfortable to let our hands swing, or allow our hands and arms to subtly rotate at the end of a turn, causing the skis to slip away. To get into the next turn we may have to pivot our skis to bring us back into alignment.

Our progression started from a straight run into railroad tracks, to arcs and into an uphill christie while maintaining a strong inside 1/2 of the upper body. I got it once, or maybe even twice, and I know that's what I'll be working on come fall. A weak and poorly disciplined upper body causes

the skis to wash out and a loss of pressure buildup and edge turning force. In order to ski arc to arc you must concentrate on upper body, hip and hand position.

Pole use

Pole use may be the most difficult thing to get right. We began our practice by holding our poles with all of our fingers, which gave us added awareness of where our hands, forearms, and shoulders were related to our body. Then, while skiing railroad tracks, we lifted the baskets of our poles and held our poles parallel to the snow, concentrating on not touching our pole tips on the snow. Sean next had us swing our poles in the direction of the intended turn, being careful not to swing our hands or arms around the inside 1/2 of our body. The point was brought up not to make the pole motion with a back and sitting position, like we sometimes teach, but to swing the pole into the future so that the upper body and hips also move into the future.

So here are some idea's to think about while finishing up the rest of your hiking, biking and blading. After working on these very basic and specific items we could see that the group's skiing became much cleaner and more cohesive. The experience was beneficial for me and I hope this information can give you some added energy to transfer to your skiing this winter. — **Christine Katzenberger** is a **PSIA-I DECL and National Junior Education Team Member**



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Opinions presented in the EDGE are those of the individual authors and do not necessarily represent the opinions or policies of the Professional Ski Instructors of America Intermountain Division.

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WINTER ONE 1995

Performance: Mental Preparedness, World Cup Technique

By RODGER RENSTROM

People who are serious about learning continually reach out to hear what others have to say about a particular area of ex-

pertise. PSIA Intermountain made that possible for instructors this fall with the PSIA-I Lecture Series.

The lecture series highlighted sports psychologist Tom Miller, Ph.D., and US Skiing Coaches Education Director Tim

Ross. Miller shared his experience with the mental aspects of performance Nov. 28 and Ross discussed evolution in elite World Cup skiing Dec. 5. Both lectures were held at Salt Lake City's Whitmore Library.



Tom Miller

The Mental Aspects of Performance

Tom Miller, who along with University of Utah Sports Psychology Professor Keith Henschen, recently finished the first draft of a book on the mental aspects of performance, stresses that mental preparation involves more than telling yourself or your students to relax.

Miller describes performance as the "public, on-demand demonstration of functional skills, abilities and knowledge." It's the public and on-demand aspects of performance which cause problems for many athletes and excites Miller. "Mind management stuff, that's the cool stuff," according to Miller.

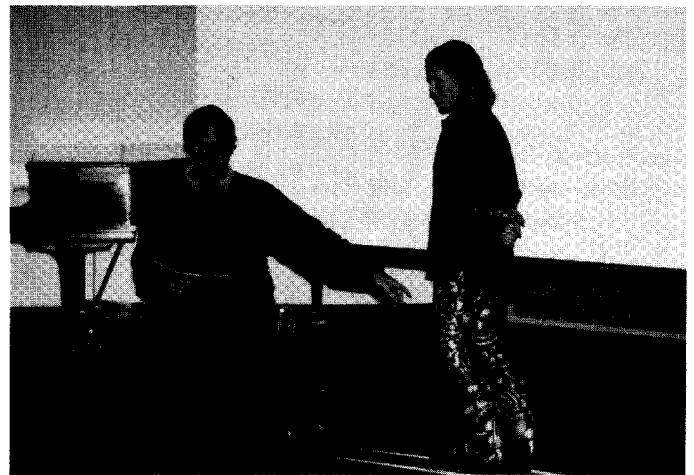
Most of us have heard of the "zone," that state of mental being that permits an athlete to produce extraordinary results. Miller believes all athletes live in a zone of some sort.

The No Zone: Miller's "No Zone" is the mental state-of-being experienced by an athlete when things aren't working.

The Zone: The "Zone" exists when the physical state, mental state and emotional state come together.

The O-Zone: The "O-Zone" occurs during those special periods of peak performance.

continued on 2



Tim Ross

World Cup Ski Technique

Tim Ross likes to evaluate World Cup skiing on the basis of what has, and what hasn't, changed over the last decade, but he emphasizes one thing for elite racers and recreational skiers alike: balance, balance and more balance.

"Being the slightest little bit out of balance makes it impossible to be competitive at the World Cup level," said Ross. To get a feel for the small size of a skier's balance zone, Ross suggests gently rocking back and forth while standing on the floor in street shoes. How far forward can you lean before your heels barely begin to lift off the floor? How far backward can you lean before your toes begin to lift? The zone of balance which keeps your hips centered over your feet is small. Unfortunately, the length of the ski permits a skier to move way out of balance.

"The fast people have impeccable fore/aft balance and they are always in a centered position," said Ross. He believes exquisite balance is one of the things that has changed on the World Cup.

What Has Changed

1. Strength and fitness of athletes. Ross said that today's racers are stronger than ever before.

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Presidents Message

By ALLEN TITENSOR, PSIA-I PRESIDENT

Your Board of Directors has assigned me the task of outlining the cost increase in educational clinics from \$25 to \$30. As this has been the first fee increase in years, the Board was not only hesitant to pass it but adamant in wanting the membership to be aware of the factors involved in their decision.

Of course the primary reason is increasing costs in the educational process. The membership has requested smaller clinic groups. Education Chairperson Jo Garuccio has really worked hard to achieve this goal; and in reviewing last season's numbers you can see that she has succeeded. The average clinic had six participants. The math is simple; smaller clinic groups, smaller revenues. The other factor involved is the necessity to provide insurance for the clinic leaders.

At the last Ski Instructors Representative Committee meeting, Cheryl Fox from the Deer Valley Ski School asked if the increased fees were going to education costs. An excellent question. I was able to respond that, yes they were going to education. Which allows me to cleverly shift to the topic of your SIRC.

The SIRC was the brainstorm of "Roper" when he was president. Since it's inception, it has been very successful in keeping your Board of Directors informed of membership concerns. This group's suggestions have been responsible for significant changes in the structure of PSIA Intermountain and continues to be a factor in ski teaching. Unfortunately, a few schools are doing all the work and providing the input. The committee can only become more successful with increased participation. If your school has not had the chance to select representatives (each school is allowed two), please offer your services to your director. As overworked as she or he is at this time of year, I know they would appreciate it. If interested in the SIRC please volunteer your time run. If selected, please serve.

MENTAL *continued from 1*

Miller believes the psychological aspect of performance "is the difference" when comparing elite athletic performances. "Stress responses are common, it's part of being human," said Miller. The key to mental strength comes from an athlete's willingness to follow a structured program designed to prepare for every aspect of competition. According to Miller, when an athlete possesses the ability and skill to perform at a high level and falls short of their expectations, something's wrong with the program, not the athlete.

Performance programming requires the athlete to take responsibility for establishing a foundation of physical, mental and emotional readiness. Building this foundation involves specific steps that allow the athlete to focus attention on the *process* of performing rather than the fear of performing.

Has the athlete truly committed themselves to the process of preparation? Does the athlete possess the physical skills and abilities to perform—is the athlete properly trained? Has the athlete studied every

possible aspect of the upcoming event and developed strategies for otherwise unexpected distractions? When an athlete follows a program that successfully answers these questions, then the mind is free to focus on the process of performance.

According to Miller, one of the greatest obstacles to peak performance involves an athlete's ability to mentally separate themselves from the task at hand. "The ultimate in control is the ability to let it go," explained Miller. You have to be able to separate who you are from what you are doing. Too often, athletes let fear of failure—and a potentially bruised ego—keep them from reaching their potential. "When you talk to the greatest performers, during the time they are performing, they have no ego. Ego is a fabrication of your mind," explained Miller.

Fear of failure is a factor of an athlete's inability to objectively assess a situation and poor preparation. "Anxiety is worry about what might happen," said Miller. "You need to train like a scientist so you can perform like an artist."

Although Miller used performance athletes as the foundation of his presentation,

he believes his concepts are easily applied to instructors taking an assessment or teaching skiing to nervous guests. "Performing is a process, not a result," said Miller. "Focus on the process and the result takes care of itself."

Fear of failure often interferes with a student's ability to learn to ski; instructors often fail to recognize the need to prepare students for learning. It is easy for instructors to become so intrigued with what they want to teach that they forget what teaching is all about. "You don't teach skiing," explained Miller. "You teach people to ski. Keep it in that order." ■

WORLD CUP *continued from 1*

2. Athletic skill. Today's World Cup racers are better trained and more skilled.

3. Equipment

Ski side cut: much more radical.

Ski materials: skis aren't built the way they used to be.

Boots: better link to the ski.

Lifters: greater leverage.

Dampening devices: quieter skis.

Ross said another change in World Cup racing is harder to explain. "A huge change is the way the athlete's have made better use of gravity," he said. Skiers have modified turn shape and movement patterns to resist gravity as little as possible and use it to accelerate.

What Has Remained The Same?

1) Natural laws of physics.

Effects of gravity.

External forces.

2) Biomechanics

Using skeletal vs. muscular structure for support.

Multiple joint flexing.

Why study the World Cup? "World Cup skiing is often where the innovations come from," said Ross. "Technique drives technology and technology drives technique." The current World Cup trend in turn shape is an example of one World Cup innovation.

"It's more of a coma-type turn than a J-type turn," said Ross. The change in turn shape developed out of the racers' desire to complete more of the direction change high in the turn. This change in tactics and

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The PSIA Intermountain Education College

Alpine & Nordic: Deer Valley, Snowboard: Wolf Mountain

Alpine Theme: Try Something Different!

Saturday Jan. 20

Introduction to Adaptive Skiing: mono-ski and blind disciplines (taught by the staff from the National Abilities Center in Park City; limit: 10)

Ski Improvement: Moderate
Ski improvement: Aggressive

Introduction to Mogul Skiing: Stu O'Brien; limit: 10
Balance and Alignment with John Feig: includes indoor and on-snow sessions; limit: 16

Fall Line Skiing at Deer Valley: a mountain experience with an emphasis on various types of short turns – Aggressive

Sunday Jan. 21

Teaching Students on Parabolics

Ski Improvement: Moderate
Ski improvement: Aggressive

Advanced Mogul Skiing: Stu O'Brien; limit: 10

Tweens and Teens: teaching 12 to 15-year-olds

Fall Line Skiing at Deer Valley: Moderate

Please see the Education Corner for clinic explanations

PSIA 1994-95 Financial Report

By STEW MARSH, PSIA-I

NATIONAL BOARD MEMBER

PSIA publishes its financial statements each year, but the numbers in this report tell only part of the story. We also want the members and others who may be interested to know how our income is generated and how it is spent on behalf of the membership. The following will provide you with a 1994-95 summary of consolidated financial statements for PSIA and the PSIA Education Foundation. To make it easier to understand, all the figures below refer to the combined totals of both associations. These figures are taken from the PSIA and PSIA-EF combined financial statements, provided by an independent auditor, and cover the July 1, 1994 to June 30, 1995 fiscal year.

Income steady, some expenses grow

We had a total combined income of \$1,184,498. PSIA is financially healthy, able to sustain quality programs and services, and is ready to expand support for our long-term goals.

Membership dues continue to be the largest single source of income for our association, amounting to \$750,505. This is an increase of \$25,255 over the previous year, which translates to a membership increase of 842. The national dues remain at \$30.00 per year for the 1995-96 season.

The remaining revenue was from non-dues sources. The second largest source of income is from sponsorships which generated \$136,718. The remaining revenue was from advertising, \$92,601; accessory catalog sales, \$126,772; events \$31,570; interest, \$37,846; and miscellaneous income of \$8,486.

As you can see, the association relies heavily on non-dues income that is in many ways dependent on the overall financial well being of the ski industry and economy in general. We are hopeful that we can continue to generate this much-

needed outside income which supports many of our valued member services.

Expenses are focused through our strategic plan.

PSIA's 1994-95 expenditures totaled \$1,158,082. This figure, which exceeds the 1993-94 total by \$251,709, incorporates general operating expenses plus publications expense, marketing, insurance, education committees and programs, training programs, teams, research and development, and member services. The largest portion of the additional expense is attributed to the purchase of a warehouse facility in Lakewood, CO.

Within these broad categories, we align spending closely with our long-term goals, the most important goal being to improve the educational product we offer the member and supporting the work of our committees and teams. All of our goals-based activities support the association's fundamental commitment to serve our members at the divisional, national, and ski areas.

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Certification Corner

By RODGER RENSTROM, PSIA-I CERTIFICATION CHAIRPERSON

The PSIA Master Plan revision should be back from the printer shortly. How will the revision differ from the original "Blue Book," what is its purpose, and who should immediately obtain a copy?

What's different

The original Master Plan was conceived to be a guidebook for clinic leaders and examiners. The evolution of the clinic and exam process required an update to information. In addition, the new Master Plan is specifically designed to be a guidebook for all members.

What's the purpose?

The revised Master Plan provides a resource for the following information:

- ◆ An introduction to PSIA Intermountain and PSIA.
- ◆ A guide to the standards and requirements for each level of membership.
- ◆ Basic study guides for Certified Levels II and III.
- ◆ Teaching and technical reference supplements to existing PSIA publications.

Who should obtain a copy?

Anyone planning on attending a certification assessment should definitely obtain a copy of the Master Plan revision as soon as it is available, especially instructors preparing for Certified Level II and III exams. The office will notify ski schools as soon as the plan is back from the printer. Refer to the requirements and standards for the desired certification level and begin covering the material in the study guide.

Preparation for exams should have already begun.

Whether you are young, old, a children's specialist or a versatile veteran, the key to passing a certification exam lies in the preparation. The study guides included in the Level II and III sections of the Master Plan revision are designed to help you with long-term preparation; but, here are a few ideas to help you get started:

Skiing

Objectively assess your skiing skill level. Are you capable of meeting the certification standards for the Level you seek?

Level I candidates must demonstrate good balance throughout all skiing tasks. These instructors should be good parallel skiers on all groomed blue terrain.

Level II candidates must also demonstrate good balance through all skiing tasks. Level II candidates should be able to ski a variety of turn shapes, ski various snow conditions, and ski variable terrain commonly skied by Level 7 recreational skiers. Remember, however, that instructors are not simply expected to ski the terrain, they are expected to ski it with skill and confidence.

Level III candidates must be capable of skiing in balance, with confidence and finesse on all but the most extreme terrain and conditions. This does not mean that the skier has to be a testosterone-hyped-razzle-dazzle hot dog. But it does mean that the skier must demonstrate a refined use of ski design and the skill to efficiently deal with all conditions that may be encountered.

For example: the skier may not rip down the zipper of a huge bump field, but should show the skill to negotiate the terrain in a fluid and controlled manner while maintaining dynamic balance. Skiers who are frequently kicked into the back seat or stall out between turns are not demonstrating refined skills.

For example: Level III skiers should be capable of making short, round, carved turns on hard-pack or in loose snow while maintaining a consistent rate of descent and showing excellent body discipline—all while skiing fluid transitions from turn to turn.

Obviously, everyone gets tossed off balance and "looses it" once in a while but, believe it or not, examiners look at the overall picture for each task performed—they

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SIRC Stirs the Stew

By CHERYL FOX, DEER VALLEY

At its November meeting, the Ski Instructor's Representative Committee spent more than half of its time discussing the volatile reaction that the Board of Directors' exhibited over the SIRC's findings last year. During meetings over the course of last season, the SIRC came up with several issues that members at large had communicated to their various SIRC reps. Lynn Suksdorf, SIRC chairperson, presented these issues to the Board last June. The problem arose over the SIRC's suspicion of unfairness in the current Level III certification process. Apparently the BOD had not been aware that there was widespread dissatisfaction among the membership on this topic.

Both PSIA-I President Alan Titensor and BOD member Stew Marsh attended the recent SIRC meeting and were able to explain the BOD's somewhat confrontational reaction to the news that people might be unhappy with the certification process. Surveys that assessment participants fill out have indicated that people are satisfied with the process. That is not, however, what members have been telling their SIRC representatives.

The SIRC's objectives for the coming season reflect this discussion. First: of all, the SIRC has asked for a statistical analysis of who is passing and who is failing the Level III exams. Once that information has been provided, the committee will formulate responses to the members' concerns of unfairness in the system.

Two other objectives focus on educational issues. First, the SIRC would like to consider a proposal for Senior Certification that would be for and would serve the older skier. The committee is also interested in what exactly the Level III instructor wants from PSIA-I. In other words what types of clinic, what types of services, would make paying PSIA-I dues a pleasure rather than a burden? If you have answers to these questions or information to contribute please let your SIRC representative know.

Finally the SIRC reelected Lynn Suksdorf, Sundance, as chairman for the coming season and Sheri Whitmore, Pebble Creek, as secretary. The committee would like to remind you all that Board of Director elections will take place this sea-

son, so check with Nancy if you're interested in running. Finally, the meeting was attended by representatives from Pebble Creek, Snowbasin, Alta, Sundance, and Deer Valley. If you do not know who your SIRC representative is, or if your ski school is not represented at these meetings, please talk to your ski school director, or call Lynn Suksdorf at (h) 801-253-2355 or (w) 801-957-3234. The next SIRC meeting will be held in Ogden at 6:00 p.m. on Friday, January 12th. ■

WORLD CUP *continued from 2*

technique led to an equipment change that has influenced recreational skis.

Ski manufacturers responded to the racers' turn shape by producing more radical side cut skis. The radical side cut at the World Cup level has encouraged the new hourglass skis at the recreational level.

Although Ross believes there are many factors influencing world-class performance, he keeps returning to the issue of balance. His emphasis on balance relates to the skier's need to move effectively and utilize ski design. "If a ski racer is ever skiing in a static position, then they can't be competitive with the best skiers in the world—because the best skiers are always in a state of dynamic motion," explained Ross.

Watching World Cup skiing can be a valuable way for instructors to learn about technique, but Ross stresses that people should *study* skiing, not just watch a few runs and come to quick conclusions. "You see these guys racing every turn on the absolute all-out edge," explained Ross. You need to watch a lot of World Cup video—and be careful—to make sure what you think you see is really occurring. How is something happening? When is it happening? Where is it happening?

Observers of World Cup video often take one moment out of context and apply the images from that moment to all aspects of skiing. "It's a move, it's a position that's totally wrong," cautioned Ross.

Ross also cautioned instructors to remember who they are teaching. "When teaching racers we're trying to maximize acceleration; when teaching the public we're trying to minimize acceleration," he said. "The technique that we're going to teach the public and the technique we're going to teach the racers are going to be two different things." ■

Education Corner

By JO GARUCCIO, PSIA EDUCATION CHAIRPERSON

I heard a great "weather story" the other day. An instructor at Park City asked Roper when it was going to snow. He said, "If I could answer that, you would be worshipping ME on Sunday mornings!" I guess "old" ski instructors really do have a sense of humor after all.

But on to more serious stuff. You will find the agenda for the Ed College in this newsletter and if you plan on attending, get those applications in quickly. We have tried to present a varied choice of clinics, especially for all those Level II and III Certs looking for something new and exciting. Here is a brief run-down on the topics:

Introduction to Adaptive Skiing will include a brief indoor session outlining the latest equipment and information on teaching skiers with disabilities. Participants will experience a blind situation and learn to operate a monoski. Sign up early. Clinic space is limited to 10 (if we have more requests, we will see about adding a second clinic leader).

Ski Improvement is an old stand-by and will be offered both days with groups for the moderately sane and the aggressively fool-hardy!

The mogul clinics with Stu O'Brien were a big hit last year, and participants were really excited after a day of drills and spills. Stu is an excellent teacher and pretty darn good in the bumps for a retired guy. And, believe it or not, Deer Valley has some great teaching moguls. The intro group will spend a little more time on the basics and ski more moderate bumps. The advanced group should be prepared to ski all bumps on the mountain. Limit: 10 participants per day.

The Alignment Clinic adds a new dimension to the latest boot balancing information. In addition to an indoor session, instructors will take their knowledge and questions out on the hill with John Feig and a DECL. It will be a hands on approach to recognizing balance and alignment problems in ourselves and our students. (Note: we did not say fix; we said recognize.) Limit: 16

The Fall Line Clinic will be tested at Deer Valley and hopefully added to our list of specialty clinics. Expect to ski a lot and make many, many little turns. Moderate groups will go a bit slower and spend more time on learning how to ski a good, solid short turn. Aggressive groups will explore all short turn options and where they are appropriate. Bring your slalom skis for this one!

The Parabolic Clinic will be spearheaded by our "S" ski specialist, Carl Boyer. If you haven't skied parabolics yet, you owe it to yourself and your students to do so. Explore the differences between radical sidecut and conventional skis and grab a few pointers on instructing students who show up with the latest ski technology.

Twens and Teens takes a look at that awkward age where "kids" need to be in ski school but don't necessarily want to be there. What makes them tick and how can you motivate them. And, all you folks who have been teaching the same things for 10 years, many of these ideas work with adults too.

So, step out of that bag on Jan. 20, and challenge yourself with some unfamiliar territory. Ever wondered how those guys in monoskis maneuver or even get on the chair? Never make anything but GS turns? Why not "get small." Need a Valium before the 7th graders from "In Your Face" Junior High School arrive for the afternoon? Take a look at Teens and Twens.

And, above all, pray for snow, or much of PSIA-I will be in the "down the road" position. For all you old Killingtonites, remember, that's knees flexed, thumb out and menial last paycheck in hand!

Scenario 1: You are greeting your lesson of first-time snowboarders. Everyone is excited, happy and ready to get started. As guests fasten their front feet in bindings for some thrilling flat-land exercises, you discreetly check equipment and see one person with a micro boot in a mega binding. The straps, fastened all the way shut, do not even come close to touching the boots. There is a tremendous amount of, well, space in the whole setup, and the boot moves freely within the confines of the binding.

Scenario 2: Kareem Abdul-Jabbar arrives for another private carving lesson, this time carrying the high performance demo you recommended, rented from the shop. You can't help noticing that the bindings are mounted straight across the board. As he fastens his feet to the bindings his size 18 feet overhang the edges by a good three inches on either side—like a boat rack on a bicycle—and each time he tries to tip the board up on its edge his feet hit and lift the edge out of the snow.

Scenario 3: After years of planning, hard work, and a grueling three-week ascent, you are finally on the summit of Everest, nervous but ready for an exacting first descent of the world's highest mountain. As you fasten your climbing boots into the bindings of the snowboard you rented back in Katmandu, you notice a significant amount of play between the bindings and the board. Loose bindings! You've left your screwdriver back at Base Camp to conserve weight but are undaunted, and launch into a first swooping turn off the summit (one for the record books!)—only to have both bindings pull out of the board, directly over the 11 thousand-vertical-foot Deadman's Drop.

As professional snowboard instructors, we enjoy many opportunities to teach snowboarding. Most often these come as ski school snowboarding lessons. However, other teaching opportunities exist. We can help teach and inform the general public about equipment and the sport on chairlift rides and around the ski slopes. We can help our home area management by suggesting ways to develop programs and facilities that appeal to riders. When necessary, we can also help teach rental shop operations how to correctly set up snowboarding equipment. The accounts depicted above, and countless other similar exasperating scenarios, could have been prevented with a little snowboard-specific training in the rental shop. Here

Coaching in the Rental Shop?

By LOWELL HART, STOWE

Correctly setting up rental equipment is in everyone's best interest.

are a few suggestions that you may want to share with the rental shop at your area and with neighboring rental operations:

1. Determining Size

Sizing snowboards is a lot like sizing alpine appropriate for the height and weight of the guest. A correctly sized snowboard should generally reach somewhere between the rider's chest and nose.

Boots should be correctly sized for the guest and snugly fastened (this sounds obvious, but be aware that guests sometimes are issued too-large boots because they are the only ones left in the shop).

2. Determining Stance

It's important to determine the guest's directional stance when renting equipment to first time snowboarders. To best determine which foot goes in front, use this handy reference guide:

Does the guest have a preference already? Do they slalom water ski, surf, or skateboard? Usually the snowboard stance will be the same.

If the guest has no clear preference, they can learn to snowboard most easily by transferring skills they have already developed in other sports to snowboarding. When making a turn on a snowboard, a person makes a weight transfer to the front foot. Any other activity that they may have done which utilizes a weight shift can be used in learning to turn on a snowboard. If a guest has no previous

experience in board sports, and has no clear preference, baseball batting stance, tennis serving stance, lead foot in performing a cartwheel, takeoff foot on a basketball lay-up are all reasonably good indicators. Ask them if they were going to be in a tug a' war against another person, which foot would they prefer in front. Another great way to determine stance (and to warm up!) is to have the guest hop across the room on one foot. The hopping foot is a good foot to put in front.

The bindings should be set in such a way that they position the feet about shoulder-width apart.

3. ADJUSTING BINDINGS

Bindings should be positioned so that the toe and heel of the boot are directly over the edges of the board. The boot should not overhang the sides of the board, nor should it be positioned so that it does not reach the board's edge: either way will make it exceedingly difficult to effectively edge the board.

It's very important that the bindings are correctly adjusted. Steering and edging skills are impossible to learn or perform when bindings are loose fitting, so it's important to check each setup *before* it goes out. Hard boot bindings need to be tight enough to firmly hold the boot. Check the strap tension on soft boot systems: the straps should fasten the boot snugly without the ratchet mechanism backing off against the tensioning lever. (There should be at least one inch between the ratchet and the lever.)

Young children will generally learn faster in a hard boot system; they usually do not have the muscular strength or coordination to use a soft boot setup very well. Alpine ski boots generally work okay for young beginner and novice riders. They work even better if the shop cuts the boots slightly to allow for greater ankle flex. The two strap freestyle setup is not recommended for small children, unless the child is wearing hard boots.

Correctly setting up rental equipment is in everyone's best interest. For guests, it ensures safety, and increases the likelihood of a positive experience, both in and out of lessons. This in turn helps generate return business for the rental shop, the ski school, and the ski area. Most shops do an excellent job in setting up rental equipment, and many manufacturers are including staff training when a shop purchases rental equipment. However, because snowboarding is still a relatively

new sport, there are shops that do not yet know (or care!?!) to correctly set up rental equipment. If in your lessons you see any equipment from nearby rental shops that is inappropriate or incorrectly set up, you owe it to your guests to let the shop know about it. Most appreciate the feedback—providing it's graciously given. In addition to helping out the guest, the shop, the ski school, your area, and the industry, you'll appreciate not having to suffer in-appropriate gear interfering with your lessons. — **Lowell Hart is assistant director of the Stowe Ski School and a member of the PSIA Snowboard Education Team.**

PSIA Hires Coach

The Professional Ski Instructors of America has hired a head coach to oversee the administration of its demonstration teams, marking a transition in the way these groups have been managed since PSIA created the team structure in 1974. Until now, no individual had been appointed to have direct oversight of the teams.

At its fall meeting October 21-22, 1995, the PSIA Board of Directors selected David Merriam to serve as the new Alpine Demonstration Team coach as well as head coach of the Nordic, Snowboarding, and Junior Education teams.

After conducting a national search, the board recommended that PSIA Executive Director Stephen Over hire Merriam, who was one of three finalists for the position. An Alpine Demonstration Team member since 1984, Merriam became director of the Stowe Ski School in Stowe, Vermont, earlier this year.

Merriam replaces Mike Porter, who will retire from the job in June 1996 after nearly 20 years. As head coach Merriam will be directly responsible for the alpine team and will supervise the coaches of the other teams. Among other duties, he will be accountable for the overall function and value of the teams to the membership, will work with the PSIA education department to develop the content of all team-related events, and will coordinate event scheduling in conjunction with the appropriate PSIA national office staff and division offices. He also will work with the PSIA marketing department to maximize the value of the teams to sponsors, media, and area management.

Administrative Report

By STEW MARSH

By the time you read this I hope we have all felt the wind in our face and the snow crystals on our skis or boards. The beautiful fall weather that we are experiencing in the Intermountain West can only make us appreciate nature even more. It certainly creates many twists and turns and makes us wonder why we put so much effort and enthusiasm into our profession. Times like these help remind you as members and the Board alike, of the importance of having a contingency fund available. Hopefully, this weather will not continue too much longer and the operations of you ski schools and PSIA-I will be going full bore soon.

It is once again time to remind the membership that Board elections are coming soon. Remember that we are voting in regions and this is the second year this process is in effect. The regions that members will be voting in are as follows:

Region II

Kelly Canyon
Pebble Creek
Beaver Mt.
Pocatello Parks and
Rec. Ski School

Region V

Deer Valley
Park City
Wolf Mt.

There are also **two at-large positions** to be filled during this election.

Applications are to be received postmarked in the Division office by February 15. Ballots are to be mailed to Certified members in good standing by March 1 and returned to the office by March 15. Counting of the ballots will take place within one week of the election.

Applicants must complete the following:

1. Applicants must be certified 1,2,3 or DECL member in good standing.
2. Applicants must submit a black and white photograph no smaller than 2 1/2" x 2 1/2" (passport picture is acceptable)
3. Applicants must submit a short biographical statement of their expectations and goals in the division
4. Applicants must submit a petition signed by five Certified members in good standing of the division

I hope everyone takes the time to consider running for the Board and votes for the candidate of your choice.

I would like to take this chance to wish each member in the division a happy holiday season and a great and productive New Year. Think Snow!

Before joining the Stowe Ski School in 1989, Merriam served as a supervisor, and trainer at Sugarloaf/USA in Maine and was race program director and technical advisor at the LaParva Ski School in LaParva, Chile. Merriam currently serves as an instruction editor for SAL Magazine. He also is a staff member of the Level I and II coaching events for the United States Ski Coaches Association. He is on the ski boot product testing team for Tecnica USA and is a member of the Olin Skis research and development team.

"The contribution of the teams to our

educational process will become more important as we face the challenges of the coming years," said PSIA President Mark Anderson. "Dave will have a significant role in determining how that contribution is made." Anderson described Mike Porter's retirement as a "significant milestone" for PSIA. "Mike has been a big part of our success during his long tenure with the alpine team. We wish him all the best in his future endeavors." ■

The Alf Engen Ski School started a Hall of Fame on April 23, 1993. To our knowledge, after checking with the Professional Ski Instructors of America's National office, this is the first (and perhaps the only) ski school Hall of Fame in the country, if not the world.

The purpose for the Hall of Fame is to identify and honor past and present members of the ski school who have made a significant contribution to the ski school and the ski teaching profession, to highlight the impact Alta has had on the sport of skiing, and to recognize the role the ski school has played in the sports development. The Alf Engen Ski School is particularly unique because of the wealth of ski pioneers and individuals who have distinguished themselves through their efforts in making the ski school one of the most respected in the country. The selection criteria involves meeting one or more of the following:

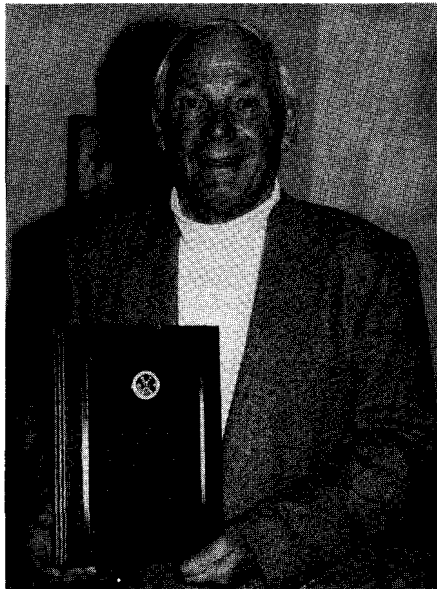
- ◆ Having played an integral part in the development of the Alf Engen Ski School and the Professional Ski Instructors of America.
- ◆ Having a minimum of twenty years ski teaching experience in the ski school at Alta.
- ◆ Having displayed the highest qualities of a ski teaching professional and providing exceptional ski instruction services and customer satisfaction.
- ◆ Having been a member of a national ski team and/or demonstration team.
- ◆ Having been selected to either a state and/or national United States Ski Association or Professional Ski Instructors of America Ski Hall of Fame.

Meeting the above criteria does not automatically put one into the Ski School Hall of Fame. There is a committee of instructors headed by David Amidon as chairman, who review the candidates submitted. This committee is made up of active full and part-time instructors. These instructors are interested in preserving and acknowledging the contributions of current and past members of the ski school staff. This service is completely voluntary but those on the committee take this responsibility very seriously. Ski School Supervisor Nic Nichol serves as special advisor to the committee because of his in depth knowledge and personal associations with many of skiing's pioneers.

Selection of candidates for the Hall of

Alf Engen Ski School Hall Of Fame

By NIC NICHOL, ALTA



Corey Engen

Fame is an ongoing process and there may be some years when no one is inducted. The committee meets to consider nominations, if any, for induction. Reviews are also made to consider qualified individuals who have not been submitted through the formal nominating process.

The Alf Engen Ski School and Alta have a wonderful heritage in the ski industry and the ski-teaching profession. Many Hall of Fame inductees have made great strides toward the development of PSIA. It was at Alta that many of the earliest discussions concerning a national ski instructors organization took place.

The influence of the Alf Engen Ski School on a national level has been felt for

many years, starting with Bill Lash in 1961, as first President of the Professional Ski Instructors of America and serving in that position for nine years. Bill, who was inducted into the Ski School Hall of Fame in 1993, is considered the father of the Professional Ski Instructors of America. Bill joined the Alf Engen Ski School in 1930 and this is where he was able to learn from the master teacher, Alf Engen, and develop the ideas which allowed Bill to write the first ski instructors' manual, Outline of Teaching Methods in 1938. Bill also served as editor for the first and second editions of the Professional Ski Instructors of America Official American Ski Technique in 1964 and 1966.

Junior Bounous, inducted into the Ski School Hall of Fame in 1993, taught for the Alf Engen Ski School from 1949 to 1939. Junior served as President of the Intermountain Ski Instructors Association from 1933 to 1933 and on the Professional Ski Instructors of America Board of Directors from 1961 to 1963. Junior was also involved in the production of the first volume of the Professional Ski Instructors of America Official American Ski Technique in 1964.

Max Lundberg, inducted into the Ski School Hall of Fame in 1993, started his ski teaching career in the Alf Engen Ski School in 1962. Max became the President of the Intermountain Ski Instructor Association in 1968 and held that position until 1970. He was also a member of the Professional Ski Instructors of America National Demonstration Team from 1967 to 1971, and then became coach of that team from 1973 to 1979, while remaining an active member of the Alf Engen Ski School. In 1986, Max accepted a full-time position as Director of the Professional Ski Instructors of America Education Foundation which he held until 1994. Max has also written and published *The Way to Ski* in 1986 and *Strategies for Teaching Skiing* in 1987.

D. Wayne (Uncle Wayne) Nichol, inducted into the Ski School Hall of Fame in 1993, taught for the ski school from 1948 to 1989. Wayne was not one of those who was caught up in the fashions, style, or images that occupied the time and energies of many in the ski industry, but was willing to share whatever he knew about his favorite pastime. Wayne was a strong supporter of the Professional Ski Instructors Association, locally and nationally, and played a crusading role in insuring

part-time instructors retained their status qualified ski teachers in the early 1960s.

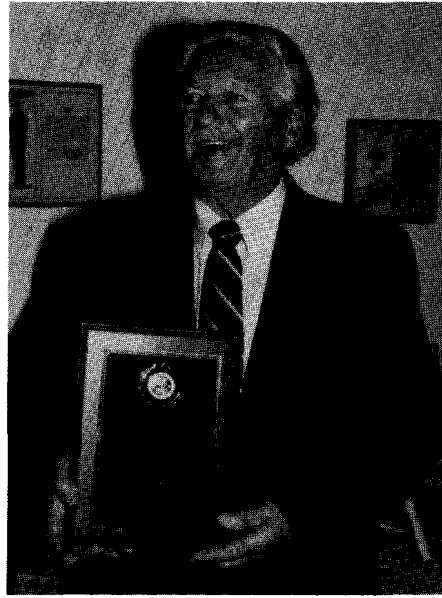
Wayne was always willing to help others enjoy the sport of skiing whether they were in class or not. He was often overheard saying, "I'd rather teach skiing than just go skiing". He was, in the truest sense, a ski teacher.

Evelyn Engen, inducted into the Ski School Hall of Fame in 1994, was Alf's first ski instructor and took care of all the ski school book-keeping functions. Book-keeping became a sizable job involving payroll, tax accounting, correspondence, and a myriad of associated administrative duties (all without benefit of computer technology). Evelyn has been the quiet, behind the scenes engine that ran the Alf Engen ski teaching train and was an active member of the ski school from 1948 to 1972. Through her tireless efforts she, in her own way, made a significant permanent contribution to the ski school.

Sverre Engen, inducted into the Ski School Hall of Fame in 1995, was a true pioneer of the sport of skiing in the United States. He was Alta's sixth ski school director and first snow ranger. It was through Sverre that Monty Atwater came to Alta and went on to make his mark in snow safety history. Sverre was one of the first certifiers of professional skiers in the country and played a significant role in the development of the Professional Ski Instructors of America. Sverre also played a major role in organizing the Deseret News Ski School, as well as being an advisor and confidant to his brother Alf during the years Alf was director of the ski school.

Corey Engen, inducted into the Ski School Hall of Fame in 1995, assisted his brothers Alf and Sverre in organizing the Deseret News Ski School. Corey has distinguished himself as an exemplary ski instructor in his quiet and modest approach, combined with outstanding teaching and skiing skills. Corey was also involved in the first certification of ski instructors and has been an great influence on the Professional Ski Instructors of America.

Watching over and guiding all of these folks, the first recipient of the Ski School Hall of Fame Award, was the Professor himself, whose name this award bears, Alf M. Engen. Alf has always been one who was open to new ideas. He was not afraid to try new techniques or methods both as a competitive athlete and as a ski teaching professional. Alf has always said, "It's great to try new things, but this



Sverre Engen

does not mean we throw all the old things away. There will be a time when we may need to use all the tricks we have to get down the mountain."

Alf has been the mentor for many others who have been involved in the ski teaching profession, and at age 86 he continues to advise and influence the ski school he founded at Alta. Alf's influence will be felt for generations to come.

These are but a few of the people that the Alf Engen Ski School and its founder have had an influence on over the past 47 years. This is also part of the reason that Alan Engen, oldest son of the founder, and Director of the Alf Engen Ski School, encouraged the founding of the Alf Engen Ski School Hall of Fame.

The ski school at Alta is proud of the heritage of its ski school and want others who join the school to know of the past history and influence the Alf Engen Ski School has had, and will continue to have on the world of skiing. Those who have been inducted into the Alf Engen Ski School Hall of Fame are:

April 23, 1993

Alf M. Engen
D. Wayne "Uncle Wayne" Nichol
Junior Bounous
Bill Lash
Max O. Lundberg

April 17, 1994
Evelyn P. Engen

April 21, 1995
Sverre Engen
Corey Engen

Of the eight individuals selected for the Alf Engen Ski School Hall of Fame, four of them are also in the National Ski Hall of Fame in Ispeming, Michigan. They are Alf M. Engen, Bill Lash, Sverre Engen, and Corey Engen. — Nic Nichol is a supervisor in the Alf Engen Ski School.

USSCA Level I Clinics Scheduled

The United States Ski Coaches Association has announced its 1995-96 USSCA Level I Alpine Clinic series schedule.

The Alpine Level I Clinic provides education for alpine, snowboard and freestyle coaches or interested parents or instructors. Snowboard coaches may attend any alpine Level I Clinic on a snowboard provided the host ski area allows snowboards. Freestyle coaches should consult with their local Freestyle committee for any Alpine Level I Clinics containing a Freestyle component.

Each clinic consists of two and one-half days of lecture and on-snow time covering many topics important in the development of junior competitors.

The Level I Alpine Clinic is the first step in the USSCA's four-part national alpine education program. The second level is the National Alpine Coaches School (Level II Clinic series) to attain Level II Education. The third level of the program for accreditation entails the series of exams that lead to certification.

Registration for Level I Clinics must be done two weeks prior to the clinic. For information contact Brain Marcouiller, 801 647-2038.

Jan. 12, 13, 14
Crystal Mountain, Washington
Jan. 8, 9, 10
Elk Mountain, Pennsylvania
Jan. 17, 18, 19
Massanutten, Virginia
Jan. 16, 17, 18
Winter Park, Colorado

Return business, all instructors would like to get more of it, top instructors have it, ski school management tracks it and there are often monetary incentives attached to it. It is confirmation of a job well done. What is the key to having students return for subsequent lessons? Read on for some suggestions, and your students will return hungry for their next lesson.

What do you want when you purchase something? If you are like most people you want value for your money spent. This is a fairly easy concept to understand when dealing with a tangible item; but, how can we leave our customers satisfied that they have received value from purchasing and receiving a lesson? Focus your attention on the following lesson areas and give your students something of value for their money.

Communicate And Relate To Your Students.

Ask them a lot of questions, and then listen to their responses. People love to talk about themselves. Give them a chance to do so, and then glean valuable information from them. Who are they? Why are they there? What are their occupations? What do they do for entertainment? For recreation? Everyone's an expert at something. Find out what your clients are proficient at to help understand them better and offer them an opportunity to boast a bit, thus leveling the playing field.

Continue to learn from your client, do so in the context of your conversations with them. Have they ever taken a lesson before? What is the best tip that they have ever received? What are their perceptions of a good skier/rider? What does that picture look like? How does it feel? What are their expectations of the session that they are going to spend with you? Be inquisitive, and then be open to their responses. Listen to what they have to say, it's a must for the next step.

Ski poles can be quite useful as a teaching aid. Think of the ski poles as a "pointer," and use it to emphasize movements, feelings, directions, etc.

While skiing with students, I often use the pole to tap their boots: front for more forward flex, side for lateral movement, ski for which one to weight more, inside of foot—ball, arch, heel—for weight distribution.

Sometimes I gently prod students with

How To Get

'It'

By **GEORGE KOLBENSCHLAG,**
SNOWBIRD

Set Goals

Come to common ground as to what they can expect to achieve in the time spent with you. Give them some of the responsibility to help to choose their goals. Be realistic when setting outcomes. The students must know where they are going so that they know when they have arrived.

Set a series of short-term goals (objectives) leading to the ultimate outcome. Setting smaller goals along the way allows students to see that they are moving in the right direction. Much like the rungs on a ladder, short term goals confirm change and positive movement in the desired direction. Tailor your student's goals to fit within their understanding of the sport. Educate them to understand how each step achieved fits into the bigger picture. This is an important concept as it will allow your client to feel good about even the smallest amount of change. Build on success and provide positive feedback.

Stress Results

Give students their goals. Plan your lesson to allow your students to achieve what they have set out to do. Some sort of change has to occur if your students are to feel that they have received value for their money. The change does not have to be physical—a conceptual or emotional

change can be just as valuable, although harder to verify.

Observable results are easiest to verify. Conquering a new slope, achieving a faster time in the race course, skiing in a narrower stance, earlier matching in the turn, or mastering a difficult snow condition are all very observable results. Use your expertise and imagination to set observable results for your students. Again, stress how their new success fits into the overall picture.

Don't Over Teach

It is much better to stick with an overall theme and really drive the idea home. Many instructors try to pack too much content into one lesson, leaving their students with a lot of disconnected, vague ideas. Go for simple change, and then give people ownership of that change. Test drive new found skill at different speeds, new slopes, and other snow conditions. Let students know that they have achieved something in the time they have spent with you. Stress and solidify their results.

Leave Them With a Warm Fuzzy Feeling

Confirm the changes made by concentrating on the positive results achieved. Reemphasize where they were, where they are now, and where they are going. Leave them in quest of the next step, and then invite them back. Be sincere and be successful. Be a good source of information for your client by familiarizing yourself with area shops, restaurants and family programs. Know your school's product offerings and prices. Be a good ambassador of your area and the industry. Get to know your students, find out what they want, give them what they want and then let them feel good about their success. They will return in quest of another lesson. — **George Kolbenschlager is a supervisor with the Snowbird Ski School and a PSIA-I DECL.**

Ski Tip – Pole Use

By **TOM "WOODY" WOOD,**
DEER VALLEY

the pole to improve their stance or movement patterns. Lightly touching the back of the knee for more knee flex, small of the back to stand up straighter, or back of

the shoulders to get a rounding of shoulders to allow for more forward movement.

For safety reasons, when prodding with a pole, make sure you use the handle end to touch a student and be careful where you touch.

This is a simple idea, but can greatly emphasize your points to the student. — **Tom Wood is a PSIA-I DECL.**

Every year during Thanksgiving week, West Yellowstone, Montana becomes a Nordic Mecca to hundreds of cross country skiers, racers and enthusiasts from all over the nation. The US. Ski Team and Biathlon Teams train here in addition to a handful of top college race teams. Junior teams from around the region, including Sun Valley, Park City, Jackson Hole, Boise, and Bend, OR are present. The US. Disabled team members also train. Olympians, their coaches, and technicians lead clinics, or coach and train themselves. It is truly inspiring to be in the company of such greatness.

I attended the West Yellowstone camp this Fall and discovered a low key, community feeling. Despite the high levels of competition present, the atmosphere was friendly, and very non-competitive.

Normally at this time of year the Yellowstone Rendezvous Ski Trail system has over 30k of groomed trails, which start at the south end of town, right outside of some hotel doors. Unfortunately, as we're all painfully aware, Mother Nature has been stockpiling that big dump for a later date. However, just seven miles up on the Yellowstone Plateau, there was snow aplenty, and true to form, the grooming was excellent and the snow hard and fast—a good recipe for early season training.

What's New: Waxing and Equipment

Major nordic equipment manufacturers had demo booths and reps present, and boots in particular have made great strides forward. Fischer has come out with a new skating boot, and last year's Salomon 9.1 boots seem popular indeed.

Torbjorn Karlsen presented the latest in ski prep technique, which has direct transference to Alpine ski tuning. His ideal tune for new race skis includes: 1) a stone grind or scraping with thick metal scraper, unless done well at the factory (provides structure and flatness), 2) ten minutes of Fibertexing, coarse, back and forth, followed by tip to tail only, repeat with fine, 3) two layers of hot base wax, followed by scraping with plastic, brushing both ways, and brushing tip to tail only, and finally, 4) the wax of the day, ironed in, scraped and brushed, both ways then tip to tail. And all this, he says, in half an hour.

To speed the process, Karlsen also demonstrated Red Creek Roto Brushes, an attachment for an ordinary drill that allows for high speed brushing following hot wax scraping. A polish can be achieved, by "brushing tip to tail, to lay

Thin Snow In West Yellowstone

*Training camps, new
Nordic tips, the latest in
technique and waxing.*

By J. SCOTT MCGEE, SOLITUDE

down the little hairs (microscopic hairs left from the stone grind, rilling, scraping), and then brushing back the other way, lifting them up and cutting them off, and finally by laying them back down again." Karlsen also laid to rest fears that wax remover was harmful, and inferior, to hot waxing for removing old wax. One should lubricate bases with a layer of warmer base wax, before waxing for the day. Equal consideration was given to waxing for grip before each afternoon session of classical skiing.

What's Hot: Technique and Training

Early season training had a few highlights. While most pertain to racers, I apply them in two areas: first, as in Alpine, racing is an example of the most efficient movement possible, and therefore the most effortless technique we can model in teaching; and second, some drills are applicable for getting tuned into alpine skiing. Try some on the hill or find the nearest tracks! Here they are:

Both classical and skating

Don't push too hard. Early season is about getting your ski legs back and your technique refined. Build strength and endurance from there.

Ski with no poles. Focus on the feet. Extend, glide and maintain balance and rhythm. Practice exact hand motions appropriate for the terrain.

Poles only. Get fully extended complete arm swings. Pole from the shoulders only. Pole from the elbows only. Do it 'til it burns, once a week.

Reach uphill with the poles so they push you forward as soon as they hit the snow.

Classical

Keep arm swing in line with the skis (no crossing motions).

"Leg Drive" is not out! Swing the trail leg forward committing weight to it after it has passed under your center of mass.

Extend the glide leg after weight transfer, moving up with the hip.

Skating

Extend from the push off with a snap, and follow through, bringing the leg and ski smoothly back into place, off the snow and beside the other leg.

The toe-knee-nose alignment over the glide ski is no longer considered paramount. Top racers may be somewhere inside, or ahead with the nose.

Keeping a flat ski through the glide may not be necessary, especially on hard snow.

The West Yellowstone Training Camp is an open event worth attending. No where have I encountered skiers so freely discussing technique. The variety of backgrounds, the friendly atmosphere, the excellent trails, the incredible Yellowstone vistas of the Continental Divide, and the quiet of the forest, all made this early training very worthwhile. ■

Early Season Thoughts

By GEORGE MOSHER, TARGHEE

- ♦ Relax, breath in and extend to start to turn; breath out and flex to accept external forces to finish.
- ♦ Motion requires flow toward a target while you are in balance.
- ♦ Patience and practice of movement patterns from specific exercises will aid in improving skill levels.
- ♦ Close your eyes while you traverse across flat terrain and reshape the body (basic athletic stance).
- ♦ Hands and target in sight create a focal triangle.
- ♦ Focus on a spot below. A tree branch, shadow, or rock. Look where you're going. Balance over your feet by continuously moving your center of mass toward the focal point. Dynamic movement must occur throughout all turn phases. Inside leg steering is a key to achieve solid balance at turn finish.

continued on 15

CERTIFICATION CORNER *continued from 4*

assess the *quality* of movement patterns and ski use. Quality develops through years of practice and experimentation. Snowbird Director of Skiing Junior Bounous is 70-years-old, but I doubt anyone would disagree that he demonstrates highly refined skiing movements that utilize ski design. He does so because he is in good physical condition and his body has been trained to make quality skiing movements.

The most important aspect of skiing preparation is developing the fundamental movement patterns that permit you to ski whatever task is required. Simply practicing open parallel turns does not make you a better skier; however, practicing one-legged turns, "zottos," the old Wedge Swing Hop, and other specific drills will develop the skills necessary to ski to a high level.

Seek and ye shall find

DECLs are spread throughout the Division, and ski schools that lack a DECL are invited to send a representative to training sessions to keep current for their ski school. Seek these people out and ask for—and work toward—an honest assessment of your own skiing. And, if you are on the borderline, don't be surprised if performing during the exam becomes a very stressful experience (see the article on Tom Miller's lecture in this EDGE).

Assessing skiing movements also provides an excellent opportunity to practice movement analysis. Instructors who have difficulty with movement analysis during exams often have a difficult time simply *seeing* what is happening with the skier, the skis and the snow. Once again, a trained eye develops through experience and practice.

Professional Knowledge (technical and theoretical) and Teaching

Here are some ideas for technical and teaching preparation. Read, Read, Read; practice, practice, practice. Knowledge for written tests comes from books, sharing ideas with knowledgeable peers, and practical experience. There are five publications that you should be very familiar with: ATS II (especially chapters 1 and 2 and the appendices); the ATS Alpine Skiing Handbook; Children's Development (PSIA publication); the ATS Children's Skiing Handbook; and the reference section of the revised Master Plan. These publications, excluding the revised Master Plan, are currently available through the Division office. See the order form in this EDGE.

The most important key to the teaching portion of the exam is to establish clear outcomes for yourself and the group and then actually work with group members. The rate at which you present information, and the feedback you provide, should be driven by the performance of individuals in the group. Make sure you address the various parts of the teaching cycle, but don't forget why those parts exist—to create a link between you, the instructor, and your group, the students.

Improve your teaching presentations by asking your trainers to observe you in real teaching situations. Practice establishing goals and objectives for the lesson up front, share those goals and objectives with students, and then gear all of your teaching steps to fulfilling those objectives by lesson's end. Then practice condensing teaching presentations into a 10 to 15-minute time frames.

Why do we certify?

Certification was originally intended to ensure public access to qualified ski instruction and distinguish the family of professional ski instructors from people who would fool others into believing that they know what they're talking about. That purpose remains unchanged.

Certification means that someone is capable of performing to standards attributed to highly skilled ski instructors. Without standards, certification is meaningless. Look at the instructors in your ski school. Which of those instructors would you want teaching your budding racer daughter, your brother or sister, or yourself? Which of those instructors do you believe are capable of making PSIA a skiing household name, respected for its talents and professionalism? Which of those instructors do you think are capable of saving a flat ski industry from falling into the depths of depression? What do you believe should be expected of a certified ski instructor?

FINANCIAL *continued from 3*

In 1994-95, PSIA directed significant resources to improving its services. We continue to improve our major publication, *The Professional Skier* magazine (TPS), a benefit to each member. We have dedicated more resources to providing better staff and volunteer support. We are preparing to publish the third edition of the American Teaching System. The new manual will be a significant upgrade in illustrations as well as content. You can expect the new manual and video to be available this spring. To further improve our educational programs, PSIA representatives attended INTERSKI, as reported in the spring issue of TPS.

As shown by the combined balance sheets and statement of revenues and expenditures below, PSIA continues to enjoy a strong financial position, thanks to responsible fiscal management by the board of directors and the staff. This is manifested in part in a strong reserve which protects us from unexpected adverse occurrences. Because of this strength, we have been able to keep national dues at \$30.00 for the past six years, the longest period of time between a dues increase in the history of PSIA.

If you would like a copy of the PSIA and PSIA-EF June 30, 1995 and 1994 audit or have questions regarding the statements, please send your requests to Ruth McClelland, Vice President Operations, PSIA, 133 South Van Gordan St. Suite 101, Lakewood, CO 80228. We will be happy to send the report to any PSIA member.

Professional Ski Instructors Of America, Inc. and PSIA Educational Foundation (Not-for-Profit Corporation) Combined Balance Sheets

Combined Assets, Year Ended June 30, 1995

Current assets:	
Cash	\$115,857
US. treasury notes, current	\$160,611
Accounts receivable, trade	\$ 62,711
Due from PSIA-EF	—
Inventories	\$203,442
Prepaid expenses	\$ 7,345
Total current assets	\$549,977
US. treasury notes, long-term	\$141,277
Property and equipment, at cost, net of accumulated depreciation	\$338,653
Deposits	\$ 1,000
	\$1,030,907

Liabilities And Fund Balance (deficit)

Current Liabilities:

Accounts payable	\$163,632
Accrued vacations	\$ 30,755
Accrued compensation	\$ 10,547
Deferred revenue	\$ 20,671
Due to PSIA	\$ _____
Total current liabilities	\$225,605

Fund balance(deficit)	\$805,302
Unrestricted	\$1,030,907

Combined Statements Of Revenues, Expenditures

Combined, Year Ended June 30, 1995

Revenues:

Sales	\$455,641
Cost of sales	\$328,869
Gross profit	\$126,772

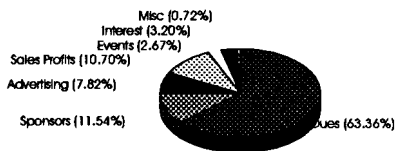
Dues	\$750,505
Publications	\$ 92,601
Sponsorship	\$136,718
National team seminars	\$ 31,570
Interest	\$ 37,846
Miscellaneous	\$ 8,486
Intercompany grant	_____
	\$1,158,082

Expenditures:

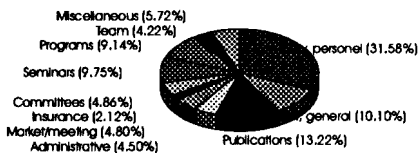
Services, personnel	\$365,733
Services, general	\$116,931
Publications	\$153,142
Administrative	\$ 52,125
Marketing and meetings	\$ 55,579
Insurance	\$ 24,545
Committees	\$ 56,277
Training and seminars	\$112,862
Programs and projects	\$105,840
Team	\$ 48,860
Miscellaneous	\$ 66,188
Intercompany grant	_____
	\$1,158,082

Excess of revenues over expenditures \$26,416

Revenues



Expenses



Accessories ♦ Books ♦ Manuals

Remember, when you order your manuals and accessories through the PSIA-I office you are helping support the Division.

ITEM #	DESCRIPTION	NON-MEMBER PRICE	MEMBER PRICE	SHIP
01C				
02C	PSIA-I Blue binder.....	10.00	3.00	3.00
03C	PSIA Lapel Pin	N/A	4.00	NC
04C	PSIA-I Certified I Pin (bronze).....	N/A	8.00	NC
05C	PSIA-I Certified II Pin (silver).....	N/A	8.00	NC
06C	PSIA-I Certified III Pin (gold).....	N/A	8.00	NC
07C	ATS: Alpine Skiing Manual	49.90	24.95	3.00
08C	ATS: Alpine Skiing Video (Part 1).....	39.90	19.95	2.50
09C	ATS: Alpine Skiing Video (Part 2).....	39.90	19.95	2.50
10C	ATS: Snowboard Skiing Manual	35.90	17.95	3.00
11C	ATS: Alpine Set (Manual & 2 Videos).....	99.90	49.95	3.50
12C	ATS: Full Set (Both manuals and videos).....	129.90	59.50	3.50
13C	ATS Strategies for Teaching	10.00	5.00	2.00
14C	ATS-H Alpine Skiing Handbook	27.90	14.95	2.00
15C	ATS-C Child Centered Skiing	49.90	24.95	3.00
16C	ATS-N Nordic Handbook.....	27.90	14.95	2.00
17C				
18C	ATS Snowboard Handbook.....	27.90	14.95	2.00
19C	ATS Children Skiing Handbook.....	27.90	14.95	2.00
20C	ATS Children's Development		8.00	2.00
21C	ATM III Teaching Concepts.....	12.00	6.00	2.00
22C	ATM Methodology.....	6.00	3.00	2.00
23C	Captain Zembo's Ski Teaching Guide for Children..	6.00	3.00	2.00
24C	Introduction to Ski Teaching	12.00	6.00	2.00
25C	Effective Teaching & Training	10.00	5.00	2.00
26C				
27C				
28C	Risk Management in Ski School.....	8.00	4.00	2.00

Postage and Handling, See Item, maximum \$5.00 charge for multiple items. Orders should include: name, status, ID number, shipping address, item number, item description, quantity ordered and total remittance.

NAME _____

STATUS _____ ID-NUMBER _____

SHIPPING-ADDRESS _____

CITY _____ STATE _____ ZIPCODE _____

Item#: _____ Desc.: _____ Quantity: _____ Total price: _____

Item#: _____ Desc.: _____ Quantity: _____ Total price: _____

MANUALS/ACCESSORIES TOTAL: _____

ADD 6.125 PERCENT UTAH STATE SALES TAX: _____

POSTAGE AND HANDLING: _____

TOTAL DUE: _____

SEND ORDER WITH FULL PAYMENT TO: PSIA-I, 2855 Pamela Drive, Salt Lake City, UT 84121

PSIA-I Alpine Calendar

Clinics

JANUARY

Jan. 7	S2, S3 (assessment prep)	8:30 am	Jackson
Jan. 7	Ski the Steeps	8:30 am	Jackson
Jan. 8	M2, M3 (assessment prep)	8:30 am	Targhee
Jan. 8	T2, T3 (assessment prep)	8:30 am	Targhee
Jan. 10	M2, M3	8:30 am	Solitude
Jan. 10	T2, T3	8:30 am	Solitude
Jan. 10	Ski Improvement	8:30 am	Solitude
Jan. 10	S2, S3	8:30 am	Brighton
Jan. 10	Master Teacher	8:30 am	Brighton

Martin Luther King Day - Jan. 15 (Jan. 12-15)

Jan. 17	M2, M3	8:30 am	Elk Meadows
Jan. 17	S2, S3	8:30 am	Elk Meadows
Jan. 18	T2, T3	8:30 am	Brian Head
Jan. 20	Ed College	8:30 am	Deer Valley
Jan. 21	Ed College	8:30 am	Deer Valley

See page 2 of the EDGE for more information on the Ed College.

Jan. 22	Regional Selection National D-Team Try-outs	6-9:30 pm	Snowbird
Jan. 23	Regional Selection	8:00 am	Snowbird
Jan. 24	Regional Selection	8:00 am	Snowbird

Selection and criteria for Nordic, JETs and Snowboard TBA by Jan. 1, 1996; decisions will be made in the spring.

Jan. 30	S2, S3 Part 1	6-9 pm	Park City
Jan. 30	T2, T3 Part 1	6-9 pm	Park City
Feb.. 1	S2, S3 Part 2	6-9 pm	Park City
Feb.. 1	T2, T3 Part 2	6-9 pm	Park City

FEBRUARY

Feb.. 3	M2, M3	8:30 am	Kelly Canyon
Feb.. 6	M2, M3 Part 1	6:00 pm	Nordic Valley
Feb.. 6	Race (SL or mod. GS) Pt. 1	6:00 pm	Nordic Valley
Feb.. 8	M2, M3 Part 2	6:00 pm	Nordic Valley
Feb.. 8	Race Part 2	6:00 pm	Nordic Valley

Feb.. 11 - 24 President's Week

Feb.. 26	T2, T3	8:30 am	Beaver Mt.
Feb.. 26	Ski Improvement	8:30 am	Beaver Mt.
Feb.. 27	Variable Conditions	8:30 am	Powder Mt.

(will include 3 Snow Cat rides; price for clinic \$45.00)

MARCH

March 5	M2, M3	8:30 am	Sundance
March 5	S2, S3	8:30 am	Sundance
March 5	Teaching Styles	8:30 am	Sundance
March 8	T2, T3	8:30 am	Wolf Mt.
March 8	Bumps	8:30 am	Wolf Mt.
March 8	Tots & Tykes child spec.	8:30 am	Wolf Mt.

APRIL

Easter Sunday - April 7

Spring Clinic - A Wasatch Front Affair!

April 12	Spring Clinic	1:30 pm - 4:00 pm	Park City
April 13	Spring Clinic-Alpine	8:30 am - 4:00 pm	Park City
April 13	Spring Clinic-Snowboard	8:30 am - 4:00 pm	Brighton
April 13	Spring Clinic-Nordic	8:30 am - 4:00 pm	Solitude
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Spring Clinic will be an *EVENT*; unlike the Ed College where you may attend one or both days, the cost of Spring Clinic will include 2.5 days of skiing and the banquet plus assorted goodies! Banquet will be held in SLC; watch Edge for lodging discounts in SLC area.

Assessments

JANUARY

Jan. 5	Level I Assessment	8:30 am	Jackson
Jan. 18	Level I Assessment	8:30 am	Brian Head
Jan. 22	Level I Assessment	8:30 am	Solitude

FEBRUARY

Feb.. 4	Level I Assessment	8:30 am	Pebble Creek
Feb.. 5	S2 Assessment	8:30 am	Targhee
Feb.. 6	S3 Assessment	8:30 am	Jackson
Feb.. 8	S2, S3 Assessment	8:30 am	Deer Valley
Feb.. 27	Level I Assessment	8:30 am	Powder Mt.
Feb.. 28	T2, T3 Assessment	8:30 am	Snowbasin

MARCH

Mar 1	T3 Assessment	8:30 am	Jackson
Mar 2	T2 Assessment	8:30 am	Snow King
Mar 6	Level I Assessment	8:30 am	Sundance
Mar 7	S2, S3 Assessment	8:30 am	Elk Meadows
Mar 20	S2, S3 Assessment	8:30 am	Brighton
Mar 28	T2, T3 Assessment	8:30 am	Brian Head

APRIL

Apr. 9	T2, T3 Assessment	8:30 am	Alta
Apr. 16	S2, S3 Assessment	8:30 am	Snowbird
Apr. 16	T2, T3 Assessment	8:30 am	Snowbird

Note: unless otherwise specified, all PSIA Intermountain clinics cost \$30 per day.

It's Classified

All members in good standing of PSIA Intermountain are entitled to one free classified advertisement per year (up to 1-inch). Send your ad to the editorial office listed in the back of the EDGE.

PARK CITY WINTER SCHOOL, a private high school for winter athletes, with school year running mid-April through November, is recruiting for teachers of history, German, and Spanish. Send inquiries to: Bonnie Bower, Park City Winter School, P.O. Box 108 Park City, UT 84060 (801) 649-8760.

EARN 20-40 K EACH SEASON from Sept-Mar directing your own ski school in warm and sunny San Diego, CA while teaching skiing and snowboarding on a revolving carpet ski machine as featured in Dec. '89 Ski Magazine article by Stu Campbell, as well as numerous other television and media features. This is an opportunity to buy a PSIA Member Ski School as a turn-key operation that is an established business for over 15 years and has an established client base with much room for growth! Training is available. Call or write: Kent Bry, Director, Adventure Ski & Snowboard Schools, P.O. Box 230951, Encinitas, CA 92023-0951, 619-942-2188 (leave message).

EARN \$50 FOR REFERRALS when your lead results in a rental for Skiers Accommodations of Utah. We offer 2,3,4 and 5 bedroom Townhouses at the mouths of Big and Little Cottonwood Canyons. Contact Tom and Nancy Kronthaler, information (801) 943-2426.

SKI WEE PROGRAM DIRECTOR Elk Meadows Ski School is looking for an energetic outgoing person to manage our children's ski program (ages 4-12). The right person will have a genuine love of working with children with at least two years teaching experience. For information call 1 800 248-7669, ask for Christopher.

PSIA-I Snowboard & Nordic Calendar

Nordic Clinics

JANUARY

Jan 8	N/D II & III	Jackson
Jan 19	Backcountry Clinic	TAB (South)
Jan 20	Education College: N/D Clinics	Deer Valley
Jan 21	Education College: N/D Clinics	Deer Valley
Jan 12	Track II & III	Solitude

FEBRUARY

Feb. 5	Track II & III	Pocatello
Feb. 12	N/D II & III	Solitude

APRIL

April 12	Spring Clinic	1:30 pm - 4:00 pm	Brighton
April 13	Spring Clinic-Nordic	8:30 am - 4:00 pm	Solitude
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Nordic Assessments

JANUARY

Jan 6-7	N/D Assessment II & III	TBA
Jan 19	Level I Assessment	Pocatello
Jan 24	Track Assessment II & III & 25	Jackson

FEBRUARY

Feb. 10	N/D Assessment II & III & 11	Jackson
Feb. 13	Level I Assessment	Teton Pines
Feb. 22	Track Assessment II & III & 23	Pocatello

MARCH

Mar 12	Track Assessment II & III & 13	Sundance
Mar 13	N/D Assessment II & III & 14	Solitude
Mar 22	Backcountry Assessment II & III 23 & 24	Tetons

Snowboard Clinics

JANUARY

Jan 11	DECL Training 2	8:30 am	Targhee
Jan 12	Level II Riding Prep	8:30 am	Jackson
Jan 12	Level III Riding Prep	8:30 am	Jackson
Jan 21	Ed College	8:30 am	Wolf Mt.
Jan 22	Ed College	8:30 am	Wolf Mt.

FEBRUARY

Feb. 25	Level II Teaching Prep	8:30 am	Wolf Mt..
Feb. 25	Level III Teaching Prep	8:30 am	Wolf Mt.

MARCH

Mar 2	DECL Training 3	8:30 am	Brian Head
April 12	Spring Clinic	1:30 pm - 4:00 pm	Brighton
April 13	Spring Clinic-Snowboard	8:30 am - 4:00 pm	Brighton
April 14	Spring Clinic-all disciplines	8:30 am - 3:30 pm	Snowbird

Snowboard Assessments

JANUARY

Jan 13	Level I Assessment	8:30 am	Wolf Mt.
Jan 31	Level I Assessment	8:30 am	Brighton

FEBRUARY

Feb. 12	Level II Riding Assessment	8:30 am	Solitude
Feb. 13	Level III Riding Assessment	8:30 am	Solitude

MARCH

Mar 18	Level II Teach Assessment	8:30 am	Powder Mt.
Mar 19	Level III Teach Assessment	8:30 am	Powder Mt.

One clinic is a prerequisite for each level of certification. In addition, a second clinic is strongly recommended. Deadlines for registration are two weeks prior to event. You must have your name in the office no later than the two-week deadline to be considered for the event. Call Nancy Perkins if you have questions. **And please, remember to sign up for clinics early so they don't get canceled.**

THOUGHTS continued from 11

- ◆ Inside leg steering could be conceived as inside "side" motion. Meaning all of the left side of your body should flow toward the direction of travel as pressure dominates the right side (turning ski).
- ◆ Maintain balance by keeping your bot-

tom over your feet. This concept requires a physical (dynamic) movement of your belly button towards the focal point or target.

- ◆ Fluid motion requires concentration, desire, determination, commitment, and dynamic movement.
- ◆ Balance faults occur when the center of

mass is either back or inside the turn.

As instructors we must determine for ourselves the freedom of rhythmic flow down the mountain. A personal realization of our own skiing skills will allow professional representation of to our clients with a solid internal background of understanding. ■

PSIA INTERMOUNTAIN DIVISION

Officers: President, Allen Titensor; Administrative V. P., Stew Marsh; Certification Chairperson, Rodger Renstrom; Communications V.P., Dori Pratt; Education Chairperson, Jo Garuccio; Executive Secretary, Nancy Perkins; PSIA Representative, Stew Marsh; **Current Board Members:** 1993-96, Rex Ames, Dave Peck, Dori Pratt, Allen Titensor; 1994-97, Jo Garuccio, Stew Marsh, George Mosher, David Yovanovich; 1995-98 Danny Edwards, R. Richard Mulder, Mike Thurgood. **Instructor Representative Committee Members:** **Alta:**Lisa Robinson, 801 742-2016, John Musser, 801 9426144; **Brian Head:**Mark Wilder 801 586-9603; **Brighton:**Rick Smith 801 596-8443, Dave Strang 801 466-1344; **Deer Valley:**Steve Weinstein, 801 645-8077, Kim Mayhew, 801 654-4241; **Jackson Hole:**Nathan Emerson 307 733-7969, Terry Smith 307 733-3715; **Park City:**Phil Gratz, 801 486-8279, Rick Dunnebacke, 801 571-4123; **Pebble Creek:**Scott Rockwood 208 232-7998, Donna Erickson, 208

232-7613; **Powder Mountain:**Barbara Berry and Rick Berry, 801 782-5238; **Snowbasin:**Mike McConvill, 801 876-3110, Dick Mulder; **Snowbird:**Carlie Siemel, 801 944-4520, Nona Weatherbee, 801 278-2140; **Solitude:**Lynn H. Suksdorf, 253-2355, Daily Oliver 801 487-9172; **Sundance:**Scott Warr, 801 785-6544; **Chairperson:**Lynn Suksdorf, Solitude, 801 485-8423 (hm) 801 461-3234 (wk and message).

The Instructors EDGE, the official publication of the Professional Ski Instructors of America Intermountain Division, is scheduled to be published five times a year at a non member subscription rate of \$15, subscriptions available through the Division Office. **Division Office:** 2855 Pamela Drive, Salt Lake City, UT 84121, (801) 942-2066. **Editorial and Advertising Office:** 4664 Clearview Street, Salt Lake City, UT 84117 (801) 272-0854, Rodger Renstrom, Editor.

Next Edge Deadline: Jan. 22

Change—A Personal Perspective

By ALAN K. ENGEN, ALTA

Several weeks ago, I was reviewing some old newspaper clippings for possible inclusion in a book I am writing on the history of skiing and ski jumping in this area. I came across an interesting article (copy enclosed) by Charles Proctor in 1937 for the Salt Lake Tribune. As I read it, the adage, "The More things change, the more things stay the same" came to mind. For example:

1. There have indeed been many changes in ski equipment over the years. In reading the recommendations for skis, poles, boots, etc., I wonder how successful our profession would be today if things had stayed the same? I think there would be little argument that the many improvements in ski technology over the years have had a dramatic positive effect on the growth of our sport.

2. However, some things have not changed, such as his advice on a beginner obtaining good equipment at the outset; having qualified personnel properly mount and adjust the bindings; and not

dressing too warmly.

While technological advances will continue to be dynamic, common sense fundamental principles are not likely to change much, if at all. Such it is in ski teaching, while we have seen many advances to the methodology used and the way we impart knowledge to the customer, some of the basic principles have not changed. I think it would be wise for all of us to periodically reassess the key principles which have stood the test of time.

Many years ago, when I was a young boy, I remember asking my father what he



considered the most important aspects of ski teaching. His reply was, "First and foremost, make it as safe for the person you are skiing with as you possibly can. Second, make it fun. Third in priority, help the person learn." In my opinion, what he said many years ago still holds true today. There are

many other like examples that come to mind, but the important point is that we not get so entrenched in the -current way of doing things that we neglect to remember the past and apply the prudent, and still applicable, tips developed by those who preceded us. — Alan K. Engen is director of the Alf Engen Ski School, Alta, Utah

"Experience indicates that boots and bindings are the most important elements in selecting an outfit. They are the main link between the skier and his skis...The boot must first of all fit the foot so it will control the ski without loss of motion. This means a snug fit." —SLT-1937



The Instructors EDGE
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2855 Pamela Drive
Salt Lake City, Utah 84121

Opinions presented in the EDGE are those of the individual authors and do not necessarily represent the opinions or policies of the Professional Ski Instructors of America Intermountain Division.

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