

- Welcome from our new **President**

- **10 ways** to make your students **LOVE** you!

- Tales of APSI in **Japan**

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AUSTRALIAN PROFESSIONAL SNOWSPORT INSTRUCTORS

SnowPro



July 2016 edition

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If somebody in your class
is **just not** getting it.

Get it.

The APSI Snowsports App.



outnow!

PRESIDENT'S LETTER

ANTHONY HILL



A new president

Welcome from your new president, Anthony (Ant) Hill. It gives me great pleasure to take on this role in an industry I have been and continue to be passionately committed to. It's an opportunity to bring my experience both on and off the snow to progress the APSI in a sustainable direction.

By way of background, I started skiing at a young age attending Falls Creek Primary School before moving to Mt Buller where I continued to ski race into my late teens as a FIS athlete. My instructor pathway is from a broad-base, starting in ski kindy progressing all the way through to coaching elite athletes. I've taught throughout Europe and North America and experienced the development of snowsports in Asia.

Fortunate to have been part of the Demonstration and Education Team for the last three Interskis, I have seen firsthand the respect and interest in the Australian skiing techniques and teaching from leading skiing nations – no mean feat given our

short season and conditions. Our success can be attributed to the tenacity and commitment of the APSI to strengthen the offering, innovate and produce quality instructors and trainers. Our trainers are in touch with candidates and deliver an engaging program even in the most trying conditions which continues to reap strong feedback from participants, i.e. the recent Level 3 Course at Mt Buller which saw the "Buller hat-trick"; wind hold, challenging snow conditions followed by an epic blue bird skiing day.

Just as our resorts capitalise on our short winters, so too is the APSI committed to deliver and develop Australian Certified Instructors. I am excited at the prospects of guiding the future direction of the APSI and working closely with you and our key stakeholders to understand how we can continue to maximise our product. Whether an inspiring rookie instructor or an experienced master at all levels I look forward to partnering with you to grow and strengthen the APSI now and into the future.

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Instagram



OFFICE REPORT

LEXI COLVILLE



Welcome back for the 2016 winter season!

We hope you had a great summer or northern winter season and a successful start to your Australian winter.

This summer was busy for us in the office with more training in Japan than ever before, including some snowboard and telemark courses and exams. The winter is off to a great start with good attendance at trainer's coordination in Thredbo & Perisher and lots of new instructors passing their level one exams in June.

Level two, three and four resit exams in alpine and snowboard are on now and then training really gets going with higher level courses. Many of the level three and four courses are selling out. To avoid missing out (or paying a late fee), please contact me to register for courses as soon as you can.

A few things of interest this year that you can read more about in this edition of snowpro. Particularly

updates to the APSI app (coming soon), demo team selection, improved spring sessions and end of season party. Make sure you check the calendar for dates.

As always, please don't forget to pay your membership fees for 2016. You can check your membership and certification status at any time in the APSI shop by logging in and going to 'my membership'. While you're there, if you can please update your employment details by clicking the 'edit' button under membership, that would be great. Knowing which resort you're working for helps with administration in the office and ticketing courses and exams.

Thanks and please drop in to the office for a visit if you're in Jindabyne this winter!

Lexi

FINANCIAL REPORT

DEBORAH SHAW MEEHAN - TREASURER

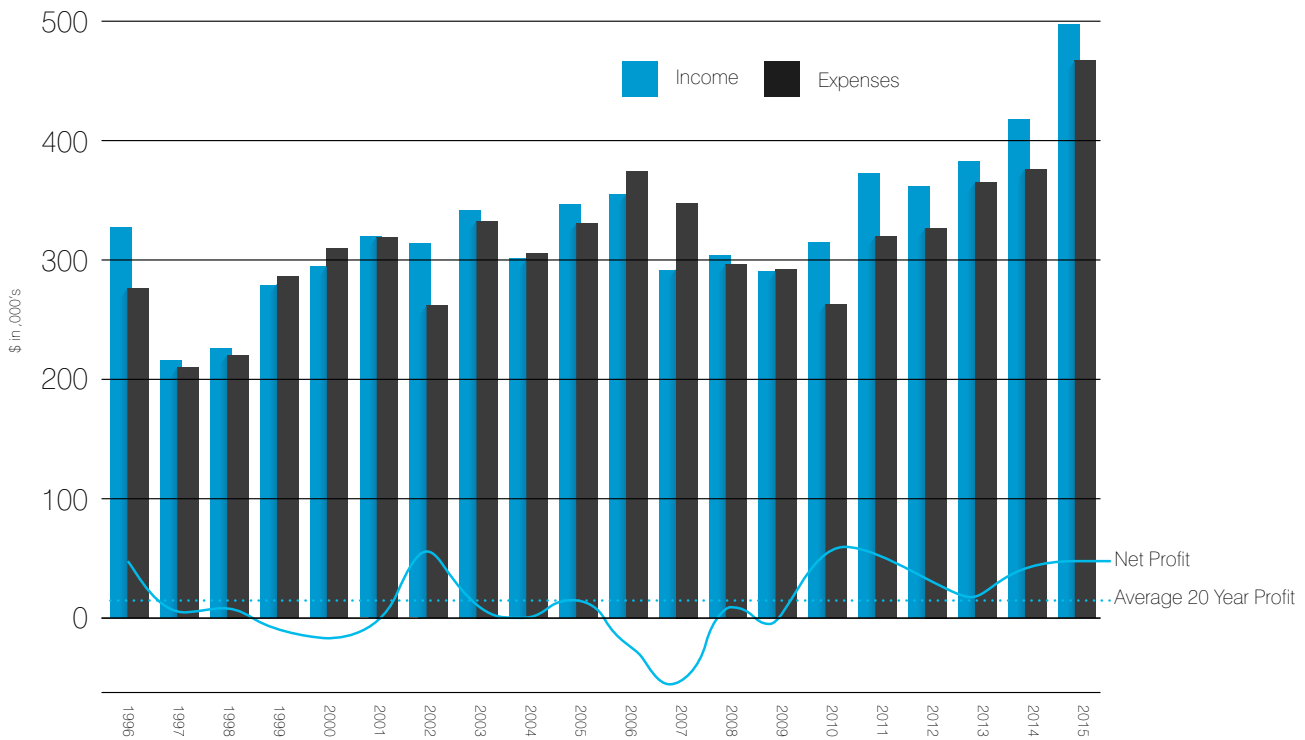
Overall, the APSI's financial results in 2015 were positive, with a net profit of \$47,738, about the same as in 2014. The APSI had major expenses in 2015 but also generated significantly more income that covered these expenses. Large expenditures this year include:

- **Employee costs – Administration and Trainers - \$237,406, an increase of around \$10,000**
- **Travel - \$49,972, an increase of around \$17,000 from last year**

- **Interski - \$34,571 in 2015**
- **Uniforms - \$49,972, also an increase of around \$17000 from last year, and**
- **Merchandise and manual purchases - \$36, 473.**

The results this year also include \$32,145 owed to the APSI by Evergreen Ski School in Japan.

An ongoing issue is the debt owed to the APSI by Ms A Dunstone. A provision of \$18,695 for this doubtful debt has been made. The APSI is still pursuing this debt through legal channels. In the event the APSI never recovers this money it will need to be written off.



The diagram above puts the 2015 financial result into perspective.

- 1. The blue column – Income - has been increasing each year over the past 5 years, but so too have the expenses – the black column. Therefore the growth trend in net profit over the last 20 years is only slightly positive.**
- 2. The 20 year net profit averages \$15,000 per year (the flat pink line). The red line is actual net profit and it demonstrates that, in the last 20 years, there have been more years when the average wasn't achieved than years when it was achieved. This shows that the APSI doesn't have much financial 'wiggle room'.**
- 3. In the poor years, the ones when the average net profit is not achieved, are typically years in which the APSI had major expenses, for example, Interski, printing of new manuals and the purchase of new uniform. These expenses accounted for 7 of the 11 years the APSI achieved a below-average net profit.**
- 4. On the positive side, the average has been exceeded in all of the last 6 years, since 2010, thought to be a result of opening Level 1 programs to the general public. Further growth in that market may require more trainers and examiners, and increase expenditure on wages.**

The APSI, though, is not a profit-oriented organisation. Its aim is to raise the level and standard of instruction in snow sports while keeping membership fees as low as possible and delivering

value for members. To do this, and ensure the APSI's sustainability, members' funds must be managed wisely.

In 2016 the Board has, or is, implementing several financial strategies, some likely to generate revenue, while others introduce higher costs. Some of the key strategies implemented so far include:

- \$200,000 on term deposit to generate higher interest income
- Separately tracking Interski funds for a more accurate picture of APSI operating results
- Better forecasting and budgeting
- Changing bookkeeping methods to better match Australian accounting standards or the auditors approach, for example recording income from 3-year memberships in the year in which it is earned rather than the year in which it is received
- Salary and allowances Policy for trainers and office staff to improve retention of high performers, benchmark and review salaries to ensure they are in line with the appropriate awards, and to streamline administration of allowances.

Forward estimate for net profit 31 December 2016 is that the APSC will achieve a result similar to that of 2015 after:

- **Transferring 25% of 2015's net profit to Interski**
- **Paying the new salary rates and allowances, and**
- **Assuming no recovery of funds from Ms Dunstone.**



TALES OF THE APSI IN JAPAN

MAX COOK

Heading into the 2015/16 Northern Hemisphere winter, I made the long-awaited decision to switch resorts and head to Japan for my first season there. Prior to this, I had spent nearly ten years based in Gstaad, Switzerland and the need for change was one of a few factors involved in making the move. Amongst other reasons, I had also to experience for myself the wonders of Japanese whisky and the world famous 'Japow'!

Whisky and copious amounts of powder aside, one major draw to Japan for me was to be closer to the APSI, who's operations there have grown extensively year upon year. Starting in Niseko, Hokkaido (the northern island) a few years ago, with only a small number of participants, the program of APSI in Niseko has grown to include multiple groups of candidates taking part in courses and exams across all levels and disciplines.

This expansion has spread to the resort of Hakuba, Nagano on the main island, host of the 1998 Winter Olympics and major hub of snowsports in the region. The APSI, in co-operation with Evergreen International Ski School, ran a number of level 1/ Level 2 courses and exams, with the bulk of these starting mid-December prior to the busy Christmas/ New Year period.

After settling into Niseko, my new home for the next few months, it was with delight that I saw my name scheduled on a number of these events down south in Hakuba! Time to pack the bags and tune the skis.

DAY 1, TRAVEL DAY:

Early season in my home resort of Grand Hirafu/ Niseko had been a slow start by Japanese standards of snowfall and it was with much anticipation that I boarded my early morning 5:30am train at a snowless Kutchan Station.

Day 1, the travel day to Hakuba hadn't gotten off to a flying start with my pre-booked taxi to the train



DAY 2, FIRST DAY OF THE COURSE:

Sadly, after leaving Niseko in search of pastures new (snowier!), it turned out that Hakuba had an even slower early season start than we had up north. On the bright side, we had a great home ground advantage, being used to the less-than-fantastic snow conditions and making the most out of the 3 runs that were open.

Despite the conditions, the hill was surprisingly busy with schools, clubs and the public out doing all kinds of pre-season training. It was great to be out on the hill skiing and training after a few weeks stuck in my office back in Niseko, all made better with Richo and I each having a full group of keen and motivated Level 1 candidates.

Hakuba is an amazing resort and beautiful valley, with some awesome looking terrain which we were all desperate to go and explore. Regardless, we made the most of what there was open and had a lot of success with the content of day 1. A fine first day was topped off with a visit to the newly opened Hakuba Brewing Company brewery for Evergreen's returning staff welcome party. Cheers!

station a no show, being told in broken English that the drivers don't wake until 6:30am! After hi-jacking a vacant work van, I eventually made the train with only a couple of minutes spare (Thanks Mikey Bierzynski for retrieving it later in the day!).

Arriving in Otaru and missing my next connecting train to Sapporo Chitose Airport by 30 seconds seemed almost expected, the way the journey was going so far. After a 20 minute wait for the next connecting train, I finally made my flight to Tokyo all good.

Once all my bags were collected, the last leg of the journey was an airport taxi transfer direct into Hakuba resort. With Takeshi-san, the driver, greeting me at the Arrivals terminal, it should have been plain sailing here in. Alas! there was more action to come.

What should have been a 4 hour journey became nearly double time, first due to the remaining taxi passengers' flight being delayed landing and second because Takeshi-san, the lovely driver, would take a smoko break every 45 minutes of the journey, using his few words of English to happily announce a "15 minutes leisure time".

Eventually, after 15 hours total travel time, I arrived at the Hotel Mominoki and bumped into Richo almost immediately.

After being introduced to Salomon, the cool hotel manager, dinner, a beer and a briefing, it was time for bed ready for day one of the Level 1 pre-course in the morning.





DAY 3, SECOND DAY OF THE COURSE:

The home ground advantage returns in full force! After a heavy night of rain which carried over into the day, we learned that the gondola accessing our 3 runs was on permanent wind hold.

A short bus ride away to another part of the Hakuba valley, there was another gondola accessing a double chair, the only skiing still open in the area. Our 3 runs became just 1, but we were all still keen and motivated to have another successful day on- snow.

After our first warm-up lap, the next was rudely interrupted by the loudest clap of thunder known to man. Unsure of what to do next, and with nobody else on the hill to look to for suggestion, we continued with our snowplough turn demos. After another lap of this, with the lightning strikes getting worryingly closer and the lifties not looking overly concerned, ski patrol finally ushered us to leave the mountain.

On our exit lift ride up, a lightning strike overhead felt like it was literally inches above our heads (lucky we had helmets on!!). With the lift stopped, it was the first time ever I think I've been stuck on a chairlift due to 'lightening hold'. Perfect time for an APSI selfie with the boss!

Due to the unfortunate lack of snow, there was no top-to-bottom skiing and the gondola to download

was also on lightening hold. With nothing else to do but take refuge in the only restaurant on the mountain, a couple hours of theory ensued with the candidates not looking too unhappy about being inside with a cappuccino in hand.

Once able to be downloaded and returned to base, the opportunity was taken to knock most of the theory & in-door activities out of the way. The day turned out productive and was finished off first with a delightful foot onset followed by Rhythm Snowsports' Hakuba store opening party.

Richo being the sensible one stayed well clear of the free beer!

DAY 4, THIRD & LAST DAY OF COURSE

The sun came out and the scenery was looking beautiful. Seldom in Japan does one need to tune their skis, due to the massive continuous snowfall. I was feeling extremely fortunate that I had done so before flying out, because the snow was like an absolute ice rink after the previous days rain and the subsequent cold snap in temperature overnight.

We needed however to make up for lost time on the hill and were out there from first lift until last, when ski patrol kicked us off.

The long day, combined with needing to hike up the only terrain suitable for snowplough turns, meant for quite a fatigued group at lunchtime. It was here that I discovered an absolute godsend and the best



idea that I have seen in the ski industry; slippers in exchange for ski boots at the restaurant entrance! Very welcome on day 3 of breaking-in new 140 race boots.

An extremely productive last day of pre-course was finished of with an ice cold Asahi, relaxing onsen in the hotel and followed by the most horrendous green tea and jam ice-cream that Richo and I have ever eaten. (don't ever ask the local bus driver what his favourite Lawson ice-cream is!)

DAY 5, EXAM DAY:

Another fine day on the mountain for exam day. The groups had worked hard all week and were put through their paces one last time, working through all the level 1 components.

A good day was had with most passing their exam and going onto work and train the whole season for the level 2 in March.

DAY 6, TRAVEL DAY

My time in Hakuba had come to an end and the expedition back to Niseko about to begin. Richo was staying on a little while longer, taking some of the new Level 1's straight to their Level 2 pre-course,

leaving me to my 4:30am airport taxi back to Tokyo. As per the inbound journey, the taxi drivers smoko break game was en pointe the entire way back.

On returning to Niseko, I was welcomed back straight into the madness of the Christmas/New Years holidays. Perfect timing for a snapped ski!

A huge thanks to Evergreen ski school, it was great to be with you in Hakuba. I had an amazing time and will be back for sure!

Max Cook





“10 WAYS TO MAKE YOUR STUDENTS LOVE YOU”

ALEX PARSONS

Have you ever had an instructor of some sort – a teacher at school, a personal trainer at the gym, or maybe a university tutor – who you just didn't like? We've all been there. Now think back, did you give them all your attention? Did you listen well and learn heaps? Probably not.

Snowboarding and skiing are no different. People learn best when they like you and everyone ends up having more fun.

But how can you make your students love you? Surely whether someone likes you or not comes down to innate qualities you can't change? Nope. Just like Harry Potter decided to go be awesome in Gryffindor instead of being lame in Slytherin, you get to choose how you present yourself to your students. Here are some simple ways to boost your popularity in the snow classroom:

Kids

I may have only been snowboarding for a few years, but looking after and teaching kids is my speciality. After 4 years of child care, and then 7 years of

teaching and coaching taekwondo, it's safe to say I've won over my fair share of kids. Here's how:

- 1. Set the limits early: Kids live in a structured world, from their parent-ruled home lives to a highly organised school day, and will learn best in an equally structured lesson. I start by setting the ground rules and consequences early, right at the start of the class so everyone knows where they stand. It leaves less room for being naughty and getting in trouble, which is no fun for anyone.**
- 2. Reinforce intermittently, discipline consistently: Just like Pavlov's dogs (which he conditioned to salivate when they heard a bell they associated with dinner time), we can condition children's behaviour. You need to have consistent discipline, providing it EVERY time a negative behaviour occurs. Discipline also has to be consistent between children – no favouritism! Getting good behaviour works best through intermittent reinforcement. Whether you're giving out tasty snakes or high-fives, you'll see a drop off in good behaviour if you give the same positive reinforcement every time because it becomes an expectation instead of a special treat.**
- 3. Smile, dammit: It really is that simple. Perhaps more than any other age group, kids infer more from our**



body language than our words. The language centre of their brains just isn't as developed as adults so they rely heavily on the way you move, your hand gestures and facial expressions. So get excited, make some wild gestures and smile until your cheeks hurt.

Teens

Teenagers are in that weird stage where they're intelligent enough to want some independence and freedom, but society still deems them too young to have it. They can't drive, move out, or go out partying. Is it really a surprise they're so angsty?

- 4. Give them autonomy:** The worst thing you can do with teens is to treat them like kids and give them no control over their situation. Instead, ask them what they'd like to do in the lesson and try to incorporate their ideas.

- 5. Keep the lesson moving:** Teens can get bored really quickly so keep the lesson fast-paced with little theory. Testosterone fuelled boys in particular tend to want less talking and more action, so sometimes a trial-and-error approach can work best, instead of just telling them everything they need to know from the beginning.
- 6. Impress to get respect:** Not much impresses teenagers these days, which can make it hard to win their respect. So show off a little, throw in a few tricks and your students will realise that you're actually awesome and have some cool stuff to teach them.





Adults

Adults are often the most nervous of our students as they're less adaptable to change. Think about it – they're doing something new, they may be unfit from years at the same job, and they're being taught by someone usually younger than them. Hence, talking to adults with respect, instead of acting like a too-cool-for-school teenager is the first step to getting them on your side.

- 7. Get to know your unique snowflakes:** All students want to feel like they're individuals you care about, not just a number or pay cheque. The first few minutes at the start of the lesson when you introduce yourself are crucial. Get their names and remember them, chat about what their goals are for the lesson, and find out some common areas of interest. This could be what sports they like, where they live, favourite animals and resorts you've both been to. Not only is this information handy for making analogies and references during your lesson, it also makes you more of a friend instead of a random stranger. As Karla Starr writes in Psychology Today, it's one step towards getting the 'not a lunatic' seal of approval.
- 8. Play copycat:** Adults connect best to people who are similar to them. Start by matching the pace at which they speak. There is some suggestion that people talk at a similar pace to which they process

information. So if someone is talking really slowly, try not to get all hyper-active on them because they'll get overwhelmed.

- 9. Let them in on the plan:** Adults may be less open to 'just giving it a go' or experimenting with new ideas. They tend to like structure and knowing exactly what they are doing before they do it. So give them a thorough lesson outline - especially for nervous first-timers!

Finally, there is one supreme way to be showered in student love, no matter the age group:

- 10. Be hilarious:** You've got to be a comedian in this industry. Whether your style of humour involves puns, knock-knock jokes, ridiculous dancing or awful dad jokes, make your students laugh and you're winning. Not only will they love you, they'll listen, put more effort in, try new things that you suggest, and everyone will have more fun.

ARTICLES

BACK-TO-BACK WINTERS. POST-SEASON RECOVERY AND PRE-SEASON PREPARATION

JACK BENTLEY

I have been chasing the endless winter since 2009 and during that time I have found that it can be hard to keep the same passion for the sport we all love. There have been many things that drive me on to my next snow adventure and I have listed below a few things that helps me beat the off-season blues.

Vitamin D

Most year round snowsports instructors become vitamin D deficient. We need vitamin D to absorb the calcium we intake. Without vitamin D our bones may become brittle, increasing the risk of bone fractures. The most effective way to receive vitamin D is from the sun and I try to get as much sun as I can in the off-season.

Luckily for us vitamin D can be stored in the body to be used in those dark winter months. I try not to get

any more than 2 hours of direct sunlight a day and I always cover up when the sun is at it's strongest.

Find Another Passion

Having another sport or hobby keeps you from counting down the days until the start of the next snow season. I have recently found a passion for surfing and you can find me on the beaches of San Diego or the Gold Coast when the snow has melted.

Rest Your Feet

Spending over 200 days a year in ski boots is not ideal for your feet. I go barefoot whenever I can. This lets my skin recover and will also strengthen the muscles and tendons in my ankles and feet making me a better skier for next winter.

Eat Healthily

With the cost of fruit and veggies ever increasing in ski resort towns it can be hard for us to eat healthily

APSI PRO-DEALS

APSI offer numerous pro-deals through participating partners to current APSI members and working instructors. You can save up to **20% and 50% off recommended retail** price on equipment subject to supplier offerings and availability. Don't forget in most cases you need to be able to provide the supplier with your current membership card, an APSI pro-form and proof of employment at your snowsports school to obtain these pro-deals.

Check out shop.apsi.net.au/pro-deals for current deals

in the winter. My daily intake contains over 1 third of veggies and legumes/beans and 1 fifth of fruit as often as I can.

Alcohol Intake

Ski resorts are very social places and if you like me enjoy partaking in frequent libations during your time there you should use the off-season as a chance to allow your liver to repair. Our livers will thank us in the long run.

Mobility and Strengthening

After a long winter our muscles deserve a rest. I try not to allow them to waste away though. I go for long walks, jogs, cycling, yoga and frequently stretching. This helps to keep my muscles toned and flexible so that I minimise the risk of injury at the start of the next winter.

Family Time

For me the hardest part about the endless winter is being away from my family. I try to make what little time I have with them count. I recommend the same for you too.

Take Time for Yourself

Most of my tips have been about our physical welfare. This tip is about the mind. As instructors we are constantly focused on the needs of others. Our living accommodation is often shared and finding time alone is few and far between. I find the pleasure in solitude because it won't last for long.

So, to my fellow children of winter, I hope these tips can help you recharge before the snow starts to fall once more in the southern hemisphere. I wish you all the best of luck for the seasons ahead.



SAVE THE DATE FOR SPRING SESSIONS

17–18 September at Perisher
2016 spring sessions will be the best yet!

With a **new format**, **exciting** sessions, prizes and **Saturday night après party**. This is your chance to ski/ ride with us in a relaxed environment focused on **technique improvement** and **fun**. Each morning you'll ski or ride with a demo team member and your group. Then, in the afternoons, it's your choice of elective session such as **shut up and ski**, moguls, video or photo movement analysis, racing, freestyle **and more**.

Sessions and pricing for **2016** are **coming soon**.

Save the date and watch the APSI shop and facebook page for details.



APSI MEMBERSHIP IS A REQUIREMENT TO ATTEND COURSES AND EXAMS.

Annual membership to the association is based on a calendar year from **01 January to 31 December**.

Your membership fees go **directly** to supporting the administration costs of the association. In return, the Board of Management works to provide you with access to **the best information about instruction and snowsports in the world!**

It allows you access to all parts of the web site, the APSI office and **full voting rights** at our annual general meeting.

Members have the option of joining as either an **associate** or **full member**.

The benefits of each level of membership are:

MEMBER BENEFIT	MEMBER LEVEL	
	ASSOCIATE	FULL
Course & Exams		✓
Certification Updates		✓
Member Services		✓
ISIA Samp (if Eligible)		✓
Scholarship Fund		✓
Member's Logo		✓
App Access	✓	✓
SnoPro Magazine	✓	✓
Newsletters	✓	✓
Voting Rights	✓	✓
Member Card	✓ without certification listed	✓ with certification listed
Spring Sessions	✓ training only	✓ training or update
Members Pricing	✓ Selected products	✓ all products
ProDeals	✓ selected ProDeals	✓ all products

2016 Membership Pricing:

Full Membership (3 years): **\$280**

Full Membership (1 year): **\$125**

Associate Membership (1 year): **\$50**



2016 INTERSKI UPDATE DAYS

This season the **APSI Demo Team** will be sharing their experience and insights they gained from **Interski Argentina**.

These sessions will be offered **free** to members but places are limited so make sure you register early at: <https://shop.apsi.net.au/interski>

We are taking expressions of interest for **snowboard sessions**, please email your name & resort to apsi@apsi.net.au and we will schedule sessions based on interest

*If you want to use this to update your certification you will need to purchase a homestudy recall.

SODERGEN SCHOLARSHIP WINNERS

We are happy to announce the recipients of the Sodergren Scholarship!

Congratulations to our **2016 APSI scholarship winners**:

Ali McKenzie (alpine); **Jon Steel** (snowboard) and **Trevor Greenwood** (telemark).

This year we have also chosen to give a partial scholarship to the runners up, **well done to**:

Emma Christiansen (alpine) and **Alex Parsons** (snowboard).

With more applications that ever it was a very tough decision!

Congratulations again to the recipients and thank you to everyone that took the time to apply.

INTERSKI 2019

OUR TEAM

The Australian Demo Team represents Australia and the APSI at Interski every four years.

The team is selected every four years and is comprised of the strongest technical demonstrators and progressive teachers in Australia. This team travels around the country providing training to resort instructors and trainers.

Being part of the Australian team is an amazing opportunity to be involved with the future of snowsport instruction in Australia, to train with the some of the best skiers/ riders, to develop your technical skiing/ riding and teaching skills and to learn from snowsport instructor associations around the world.

Selection Criteria

What are we looking for in a team member?

It will be expected that the selected team members excel at many of the below criteria, as opposed to being the best at only one.

- **APSI ambassadors**
- **Leaders in the snowsports instruction field**
- **Individuals dedicated to the progress of APSI & its members**
- **Riding ability; strong, athletic technique that is consistent with APSI beliefs**
- **Strong ability to guide peers through an on-snow clinic**
- **Strong indoor presentation skills**
- **Strong written skills and/or multimedia production**
- **Ability to fundraise**



The Selection Process

Step 1: Complete an application form online

Step 2: Attend the on snow selection

Key Dates

- **1 August 2016: Applications Close**
- **18 - 19 August 2016: On Snow Interviews at Falls Creek**

Find more information and the application form at apsi.net.au/interski

JAPAN 2015/2016 EXAM RESULTS

LEVEL 3

ALPINE

Ryan Barkley	Scott Ferguson	Gareth Parry	Mark Watson
Austin Crowe	Jeremy Murphy	Elliott Russell	

SNOWBOARD

Andrea Rogers	Eleanor Harker
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LEVEL 2

ALPINE

Alex Abrahams	Tom Glancey	Stuart Noakes	Mark Weaver
Niall Bluer	Sam Lines	David Pearson	Alexander Wilson
Laurence Bonenfant-Lingat	Holly Macris	Erin Scholes	
Michael Corbett	Briar Milford	Frank Stajanko	
Gaurav Ganesh	Madelaine Muller	Olivia Turnbull	

LEVEL 1

ALPINE

Sam Brockie	Katherine Dunn	Chia chen Li	Nicole Pettigrew	Ashley Wilkinson
Jonathan Carlyle	Ruth Fryer	Sam Lines	Phoebe Rennie	Alexander Wilson
Fiona Cragg	Tom Glancey	Gidget Lun	Mark Sorrell	Don Yeo
Shaun Creagh	Sophie Grove	Zachary McCarrey	Jamie Stevens	Rebecca Yih
Ernesto De Lima	Peter Hartshorn	Michelle Mealing	EmilyJo Venters	
Stefano De Lima	Deborah Keating	Astunori Okahashi	Tiff Watson	
Leonardo De Lima	Cheng Hsueh Lai	YinFu Pan	Mark Weaver	
Jack Dexter	Jamie Laurie	David Pearson	Chaz Whitley	

SNOWBOARD

Lauren Anderson	Bel Holdsworth	Gareth Parry	Sherri Shannon
Ruby Brookes	Alexandra Kessanis	Kobi Rogers	Georgie Smedley
Toban Harris	John Lusk	Jake Sands	Oscar Tootell

TELEMARK

Jonathan McSpedden-Brown	Diana Rivera Garcia	Frank Stajanko	Nicholas Wells
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DOMINATE THE MOUNTAIN

Model	Sizes	Binding	Sidecut	Radius	Pro Price
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World Cup Rebels iSL	155-160-165-170	FF14	124-68-108	11.5m @ 160	\$959.00
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World Cup Rebels iSpeed	165-170-175-180-185	FF14	118-67-98	16.1m @ 170	\$959.00
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World Cup Rebels iRace	160-165-170-175-180	FF14	122-68-102	14.4m @ 170	\$959.00
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Supershape Titan	156-163-170-177	PRX12	137-80-117	14.1m @ 170	\$859.00
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Supershape Rally	156-163-170-177	PRX12	135-76-114	13.7m @ 170	\$859.00
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Supershape Magnum	156-163-170-177	PRX12	131-72-110	13.1 @ 170	\$859.00
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Supershape Speed	156-163-170 177-184	PRX12	125-69-104	14.9 @ 177	\$859.00
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MONSTER 88	163-170-177-184	Attack 13	132-87-113	16.0m @ 170	\$819.00
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TOTALJOY	148-153-158-163-168	JOY 11 SLR	132-85-112	12.7m @ 158	\$775.00
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SUPER JOY	143-148-153-158 163-168	JOY 11 SLR	127-75-107	11.7m @ 158	\$729.00
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full stocklist available at www.skidepot.com.au

please contact rosbert@rosbert.com.au to obtain your Pro Deals username and password

APSI ALPINE CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
LEVEL ONE			
Course & Exam	Thredbo	20 - 23 July	\$945*
Course & Exam	Mt.Hotham	20 - 23 July	\$945*
Course & Exam	Perisher	30-31 July & 6-7 August	\$945*
Course & Exam	Mt.Buller	9 - 12 August	\$945*
Course & Exam	Thredbo	7 - 10 September	\$945*
Course & Exam	Perisher	20 - 23 September	\$945*
Staff Exam	Thredbo	23 July	\$465*

LEVEL TWO			
Resit Exam	Mt.Buller	18 - 19 July	\$115 / unit
Course	Mt.Buller	20 - 22 July	\$385
Course	Perisher	1 - 3 August	\$385
Course	Perisher	29 - 31 August	\$385
Exam	Falls Creek	30 - 31 August	\$465
Exam	Perisher	15 - 16 September	\$465

LEVEL THREE			
Resit Exam	Mt.Buller	20 - 21 July	\$115 / unit
Course	Perisher	18 - 22 July	\$645
Course	Mt.Hotham	25 - 29 July	\$645
Course	Thredbo	25 - 29 July	\$645
Course	Falls Creek	1 - 5 August	\$645
Exam	Falls Creek	1 - 2 September	\$465
Exam	Thredbo	5 - 6 September	\$465

LEVEL FOUR			
Resit Exam	Mt. Buller	21 - 22 July	\$115 / unit
Course (T&D)	Falls Creek	25 - 29 July	\$645
Course (T&D)	Thredbo	1 - 5 August	\$645
Course (R&F)	Falls Creek	1 - 5 August	\$645
Course (R&F)	Thredbo	29 Aug - 2 Sept	\$645
Prep Day	Thredbo	11 September	\$145
Exam	Thredbo	12 - 14 September	\$650

OTHER			
Theory Exam	All	27 August	included in exam / \$115 resit

APSI SNOWBOARD CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
LEVEL ONE			
Course & Exam	Perisher	30-31 July & 6-7 August	\$945*
Course & Exam	Thredbo	6 - 9 September	\$945*
LEVEL TWO			
Resit Exam	Thredbo	18 July	\$115 / unit
Course	Perisher	1 - 4 August	\$515
Exam	Mt.Hotham	11 - 12 September	\$465
Exam	Perisher	15 - 16 September	\$465
LEVEL THREE			
Resit Exam	Thredbo	19 - 20 July	\$115 / unit
Course	Falls Creek	25 - 29 July	\$645
Exam	Perisher	26 - 28 August	\$650
LEVEL FOUR			
Resit Exam	Thredbo	21 July	\$115 / unit
Course (Block A)	Mt.Hotham	25 - 29 July	\$645
Course (Block B)	Perisher	29 Aug - 2 Sept	\$645
Exam	Perisher & Hotham	4 Sept (Per) & 13-14 (Hot)	\$650
OTHER			
Theory Exam	All	27 August	included in exam / \$115 resit



APSI NORDIC CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
LEVEL ONE			
Course & Exam	Perisher	25-26 July	\$555*

LEVEL TWO			
Course	Perisher	27-29 July	\$395
Exam	Perisher	TBC	\$245
Exam	Victoria	TBC	\$245

LEVEL THREE			
Course	Perisher	15 - 18 August	\$395
Exam	Perisher	TBC	\$245

APSI TELEMARCK CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
LEVEL ONE			
Course & Exam	Perisher	23 - 24 July	\$625*
Course & Exam	Falls Creek	30 - 31 July	\$625*
Course & Exam	Perisher	4 - 5 August	\$625*

LEVEL TWO			
Course	Thredbo	27 - 29 July	\$515
Exam	TBC	TBC	\$245

APSI ADAPTIVE CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
Exam	Perisher	26 August	\$245
Exam	Thredbo	2 September	\$245
Exam	Falls Creek	9 September	\$245
Exam	Mt. Hotham	16 September	\$245

APSI events may change or be cancelled. Please check the online shop for the most current information. Please read the condition of use for more information regarding cancellation and eligibility. All candidates attending training must be a current financial member and agree to the release of liability (conditions of use).

Please check with the office if you require a discount.

APSI COACHING CALENDAR 2016

Event	Resort	Date	Cost (inc. GST)
Alpine Course	Mt. Hotham	15 - 16 August	\$390

IMPORTANT DATES

Demo Team Selection	Online	1 August	Applications close
Demo Team Selection	Falls Creek	18 - 19 August	On snow selection
The Coaching Room	Jindabyne	23 August	\$20
End of Season Party	Wild Brumby	17 September	\$20
Spring Sessions	Perisher	17 - 18 September	TBA



THANKS TO JINDABYNE BREWING & CBD

JOIN US IN CELEBRATING THE END OF TRAINING FOR 2016 WITH GOOD FOOD AND A DRINK. THIS IS A GREAT CHANCE TO CHAT TO YOUR EXAMINERS IN INFORMAL SETTING, PREP FOR EXAMS, ASK ANY LAST MINUTE QUESTIONS OR JUST A CATCH UP WITH MATES.

\$20 PER PERSON (INCLUDES FOOD AND 1 BEER)

COFFEE BEATS DRINKS, JINDABYNE
(UPSTAIRS AT NUGGET'S CROSSING)

24TH AUGUST 2016 FROM 5:00 PM

TICKETS AVAILABLE ONLINE FROM THE APSI SHOP

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