



Boulder, Colorado USA

2012/2013 Dealer Workbook



At BCA we live for riding powder, we strive to constantly develop new tools and education so others too can explore the backcountry...and live to tell about it.

We often hear stories of people being rescued with our beacons and airbags. This is by far the most rewarding part of working at BCA. We are honoring some of these valuable end users by featuring their stories in this year's ads.

LIVING PROOF

I knew I was buried deep. After realizing I was certainly dead, I must have passed out. Having a well-trained friend with a Tracker saved my life.

– Todd Weselake, Fernie, BC Canada



I was a 16-year-old kid who knew very little about the backcountry. Two years ago a BCA Tracker saved my life. I was buried for eight minutes and I was dug up by friends whom I consider family today. My goal is to become a guide so that I will have the ability to protect people like my former self. Thanks to BCA for saving my life and giving me inspiration.

– Randall Stacy, Ipswich, MA



I descended an exposed slope in the Pyrenees when a crown broke above me. I was buried five feet deep with no air pocket. I felt like I was dying until I heard voices calling my name. I'm grateful my friends had Trackers, knew how to use them and found me so quickly.

– Fer Barrios, San Martin De Los Andes, Argentina



Elijah and I were heli-skiing. I was buried nearly two meters deep. "This is it," I thought. Elijah located me with a Tracker2 in about two minutes. When they reached me I was unconscious, but they revived me at the scene.

– Guy Pope-Mayell



Table of Contents

BEACONS :: 1-3

AIRBAGS :: 4-5

SHOVELS :: 6-7

PROBES :: 8-9

STASH PACKS :: 10-11

TREKKERS AND SKINS :: 12

EDUCATIONAL AND SNOW STUDY TOOLS :: 13

EDUCATION AND AVALANCHE AWARENESS :: 14



2012/2013 Products

FLOAT 22 AND 32 :: 4-5

STEALTH PROBES :: 6-7

DOZER HOE SHOVEL :: 9

STASH HYDRATION PACKS :: 10-11

At Backcountry Access, we create our avalanche rescue equipment from the debris pile up. We've done our homework: our research shows that in real avalanches, ease of use matters most. When we design a product, the rescuers' needs come first. We don't create technology for technology's sake. We design our products to save real people in real avalanches.

Our Trackers are the most trusted and widely used beacons of all time. And more importantly, they have saved scores of lives.

We realize retailers cannot pay rent with saved lives. But, smart retailers invest in products with big sell-through and healthy margins. And that's what BCA delivers with the Tracker line.



new Tracker3™

The easiest just got smaller

BCA's renowned ease-of-use is now found in the smallest beacon available in North America. The Tracker3 achieves an improved industrial design creating an unmatched shelf presence at retail locations. New features include, BCA's no compromise approach to signal marking, simplifying multiple burial searches further by adding intuitive multiple burial functionality in the form of marking and associated indicator lights. The Tracker3's foundation is still built around the industry's fastest, most precise pinpointing, and instantaneous real-time display. Combine this with great margins and Tracker's reputation for durability and reliability and watch T3 ascend to the top.

WEIGHT :: 5.4 ounces / 153 grams without harness and batteries

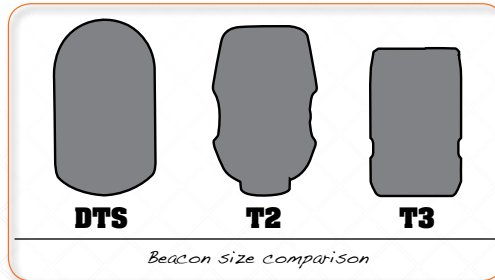
DIMENSIONS :: 4.5 x 2.8 x 0.8" / 11.5 x 7.1 x 2 cm

FREQUENCY :: 457 kHz

POWER SUPPLY :: Three AAA alkaline batteries

WARRANTY :: 5 years

U.S. patent numbers: 6,167,249 & 6,484,021, B1





2 TRACKER AVALANCHE BEACONS

Tracker2™

North America's best-selling avalanche transceiver.

Our Tracker2™ offers the industry's fastest, most precise pinpointing, with triple receive antenna, instantaneous real-time display, and the same easy-to-use interface as Tracker DTS™. An intuitive mechanical search/transmit switch makes it easy to use right "out of the box." Thinner profile and harness than Tracker DTS™. Includes Special Mode and multiple burial indicator lights.

WEIGHT :: 6.4 ounces / 181 grams without harness and batteries

10.4 ounces / 295 grams with harness and batteries

DIMENSIONS :: 5x3.5x1" / 13x8.5x2.5 cm

FREQUENCY :: 457 kHz

POWER SUPPLY :: Three AAA alkaline batteries

WARRANTY :: 5 years

U.S. patent numbers: 6,167,249 & 6,484,021, B



PHOTO: TIM MACKENZIE, LOCATION: NEW ZEALAND



Tracker DTS™

The world's first digital multi-antenna transceiver.

Tracker DTS™ is the most established and widely used beacon on the market because of its rapid processor and simple user interface. A real-time, digital display shows both direction and distance with bright red LEDs (light emitting diodes). The distance is shown in meters and indicator lights display the direction of transmitting beacons. As the world's most widely used transceiver, the Tracker has established a strong reputation for durability and reliability. A carrying case and harness are included.

WEIGHT :: 8.6 ounces / 245 grams without harness and batteries
13.6 ounces / 385 grams with harness and batteries

DIMENSIONS :: 5.2x3.4x1" / 13.2x8.6x2.5 cm

FREQUENCY :: 457 kHz

POWER SUPPLY :: Three AAA alkaline batteries

WARRANTY :: 5 years

U.S. patent numbers: 6,167,249 & 6,484,021, B1



Essentials Package

For 2012/13, BCA will offer a competitively priced beacon/shovel/probe package, contained in an easy-to-stock 4-color box with big shelf appeal.

INCLUDES :: Tracker DTS
B-1 EXT shovel
240 cm probe

**• Light • Affordable • Interchangeable •**

Our Float airbags are now the lightest and most affordable on the market. The airbag, cylinder, and compressed air equipment are now interchangeable between packs. The packs and cylinders are sold separately next season and in more colors!

System uses 2,700 psi compressed air, single-chamber airbag and patented super-efficient venturi system. TUV and CE certified.

***new* Float 22™**

Our minimalist model for out-of-bounds, off-piste, freeride and mechanized skiing/snowboarding.

Thin profile and lightweight; enough volume to carry rescue tools, lunch, water and an extra layer. Features new external shovel/probe pocket, helmet and diagonal ski carrying system, waist belt pocket, and optional snowboard attachment (sold as accessory).

PACK VOLUME :: 1343 cubic inches / 22 liters

WEIGHT :: 5.5 pounds / 2495 grams (entire system including cylinder)

4.2 pounds / 1905 grams (pack, airbag, engine, no cylinder)

2.45 pounds / 1111 grams (pack only, no airbag, engine or cylinder)

COLORS :: blue/yellow, black

U.S. patent: #7,878,141



blue / yellow

black

BCA has a rapidly expanding network of convenient Float refill and cylinder exchange centers. For a complete list, go to: www.backcountryaccess.com/refillcenters. If you're interested in offering this service, give us a call and we'll get you set up!



new Float 32™

Designed for pros, guides, and dedicated backcountry junkies carrying the full quiver of essentials.

Includes big volume, load lifters, new external shovel/probe pocket, waist belt pocket, lined goggle pocket, hydration sleeve, diagonal ski carry, ice axe carry, helmet carry and optional snowboard carry attachment (sold separately). Trigger can be set for the left or right shoulder strap.

PACK VOLUME :: 1593 cubic inches / 32 liters

WEIGHT :: 6.4 pounds / 2903 grams (entire system including cylinder)

5.1 pounds / 2313 grams (pack, airbag, engine, no cylinder)

3.4 pounds / 1542 grams (pack only, no airbag, engine or cylinder)

COLORS :: black/red

U.S. patent: #7,878,141



Float Compressed Air Cylinder

Sold separately for 2012/13. Comes with Consumer Refill Kit.

Shipped full unless requested empty by dealer. DOT, TC, and TUV certified.

WEIGHT :: 1.3 pounds / 590 grams



Refill Adaptor

Included in Refill Center Kit.



Consumer Refill Kit

Included with each cylinder.

INCLUDES :: Allen wrench, toothpick, grease and five O-rings



Refill Center Kit

INCLUDES :: refill adaptor, 25 O-rings, O-ring positioner, Allen wrench, grease, and refill instructions.



Snowboard Attachment

Attaches to back panel of all Float models. Carries snowboard horizontally.



B-1

Lightest and most compact BCA shovel. Compatible with integrated 1.8 meter B-1 Probe.

WEIGHT :: 1.2 pounds / 525 grams
HANDLE AND SHAFT LENGTH :: 16" / 40.5 cm
BLADE DIMENSIONS :: 9x10" / 23x25.5 cm
ASSEMBLED LENGTH :: 22.5" / 57 cm

B-1 Ext

Our best-seller with extendable handle and unbeatable strength-to-weight ratio.

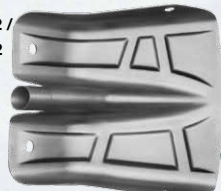
WEIGHT :: 1.3 pounds / 595 grams
BLADE DIMENSIONS :: 9x10" / 23x25.5 cm
COMPRESSED HANDLE & SHAFT LENGTH :: 16" / 40.5 cm
EXTENDED HANDLE AND SHAFT LENGTH :: 22.25" / 56.5 cm
ASSEMBLED COMPRESSED LENGTH :: 22.5" / 57 cm
ASSEMBLED EXTENDED LENGTH :: 28.75" / 73 cm

B-1



Available shovel blade sizes and designs.

A-2/
B-2



B-52



• Bomber Shovels •

Featuring our oval shaft with a more packable, bombproof, "ferrule-less" blade, ergonomic grip and T6 heat treatment. Designed to "pop" on the retail shelf and dig like no other. From the leaders in shoveling ingenuity and education.



PHOTO: ANDY DIMMEN, LOCATION: BUFFALO PASS NEAR STEAMBOAT.

B-2 Ext

Extendable, yet packable. For those as serious about shoveling as us.

WEIGHT :: 1.6 pounds / 723 grams
COMPRESSED HANDLE & SHAFT LENGTH :: 16.5" / 42 cm
EXTENDED HANDLE & SHAFT LENGTH :: 23.25" / 59 cm
BLADE DIMENSIONS :: 10x11" / 25x28 cm
ASSEMBLED COMPRESSED LENGTH :: 24" / 61 cm
ASSEMBLED EXTENDED LENGTH :: 31" / 79 cm

B-52

Our biggest, baddest digging machine.

WEIGHT :: 2.1 pounds / 963 grams
BLADE DIMENSIONS :: 11x13.25" / 28x33.5 cm
ASSEMBLED COMPRESSED LENGTH :: 30" / 76 cm
ASSEMBLED EXTENDED LENGTH :: 40" / 101 cm

Arsenal Shovel A-2 Ext + 28 cm Saw

Locked and loaded for safety.

28 cm wood/snow saw stows in shaft. Shovel is functional even when the saw is deployed.

WEIGHT :: 2 pounds / 935 grams
COLLAPSED LENGTH :: 28.5" / 72 cm
EXTENDED LENGTH :: 35.75" / 91 cm
BLADE DIMENSIONS :: 10x11" / 25x28 cm

Dozer™ Hoe Shovel

 **D-2 EXT**

Dig like a machine.

Inspired by modern leashless ice tools, the Dozer is the most effective hoe shovel available; with positive slip-proof grips on both the shaft and blade. Easily converts to traditional shovel.

WEIGHT :: 2 pounds / 936 grams
HANDLE AND SHAFT LENGTH :: 18.5" / 47 cm
BLADE DIMENSIONS :: 10 x 11" / 25 x 28 cm
ASSEMBLED LENGTH EXTENDED HOE :: 24.6" / 62.6 cm
ASSEMBLED LENGTH EXTENDED SHOVEL :: 31.9" / 81.1 cm

For the latest on strategic shoveling technique and research, visit www.backcountryaccess.com/shoveling.



• **Stealth Quick-Lock** •

Faster, more compact, and great margins.

Stealth Quick-Lock probes guarantee the easiest and fastest assembly on the market, while simultaneously freeing up additional storage space in your pack. Say goodbye to flogging cables and deployment hangups. Stealth Quick-Lock can save valuable seconds when time matters.

new Stealth 240

Compact, lightweight and economical.

WEIGHT :: 9 ounces / 255 grams
EXTENDED LENGTH :: 7' 11" / 240 cm
COLLAPSED LENGTH :: 18" / 45.75 cm
DIAMETER :: .43" / 1.1 cm

new Stealth 270

Our mainstream probe for the advanced recreationalist; perfect for most snowpacks.

WEIGHT :: 10.5 ounces / 298 grams
EXTENDED LENGTH :: 8' 10" / 270 cm
COLLAPSED LENGTH :: 18.5" / 47 cm
DIAMETER :: .49" / 1.24 cm

new Stealth 300

Our burliest probe that's laser etched, for professionals and deep snowpacks.

WEIGHT :: 12 ounces / 340 grams
EXTENDED LENGTH :: 9' 8" / 300 cm
COLLAPSED LENGTH :: 19" / 48 cm
DIAMETER :: .49" / 1.24 cm

new Stealth 260 Carbon

Super light, yet full length.

WEIGHT :: 7.5 ounces / 213 grams
EXTENDED LENGTH :: 8' 6" / 260 cm
COLLAPSED LENGTH :: 16.5" / 42 cm
DIAMETER :: .403" / 1 cm



B-1 Probe

Fits inside shaft of B-1 shovel

WEIGHT :: 5 ounces / 142 grams
EXTENDED LENGTH :: 6' / 180 cm

**Stash BC™**

Our best-selling backcountry pack.

VOLUME :: 2135 cubic inches / 35 liters

WEIGHT :: 3.4 pounds / 1530 grams

TORSO LENGTHS :: 17-22"

HIGHLIGHTS :: stowable helmet carry system, vertical snowboard carry system, A-frame and diagonal ski carry system

COLORS :: available in all colors

NEW STASH COLORS ::

BLACK



GREEN/YELLOW



RED

• Stash Packs •

Coming off our strongest year of pack sell-through ever, the Stash line features even more durability, optimal helmet and ski/snowboard carrying options, and of course BCA's freezeproof Stash hydration system. For 2012/13 we have introduced new pack colors that are sure to turn heads. Hydration reservoir is not included.



BLACK

Stash OB™

Low profile and lightweight for out-of-bounds and freeriding.

VOLUME :: 976 cubic inches / 16 liters

WEIGHT :: 2.2 pounds / 992 grams

TORSO LENGTHS :: 15-22"

HIGHLIGHTS :: thin profile, low volume, vertical snowboard carry and diagonal ski carry system.

COLORS :: available in green/yellow and black



Stash Alp 40™

Pro/guiding/diehard pack.

VOLUME :: 2440 cubic inches / 40 liters

WEIGHT :: 3.4 pounds / 1559 grams

TORSO LENGTHS :: 17-22"

HIGHLIGHTS :: extendable/removable top lid and roll top, helmet carry, side access, Nalgene bottle-compatible hydration for easy refills and cleaning, vertical snowboard carry, diagonal and A-frame ski carrying system.

COLOR :: available in red only

BCA Magic Carpet Skins

AVAILABLE WIDTHS :: 100 mm, 110 mm, 120 mm, 130 mm, 140 mm, 150 mm

Our skins are killer! Designed to accommodate the widest and most rockered freeride skis, the glide on these skins will make you feel like you're riding up the skin track on a magic carpet.

Includes water repellent Nylon plush and glue formulated for cold North American temperatures. Our tip and tail hardware is compatible with most ski designs, including rounded twin-tip designs. The included trim kit gives you the tools you need to cut your skins to fit any sidecuts.

Alpine Trekker

Fits into standard alpine bindings for the ascent. Remove prior to skiing downhill. The Trekkers are a must-have for those looking to break into the touring scene and for hard-charging skiers wanting the performance and reliability of their full alpine binding on burly descents.

WEIGHT PER PAIR :: 2 pounds, 11 ounces / 1228 grams

SIZING :: 240-355mm (one size fits all)

CLIMBING BAR HEIGHT :: 1.25 inches / 3.2 cm or
1.75 inches / 4.5 cm

Trekker Crampon

AVAILABLE SIZES :: standard-70 mm
fat-90 mm

Available as an accessory. Readily attaches to bottom of Trekker toe piece to prevent a slide for life on hard snow.



We designed our snow study tools in conjunction with North America's most experienced avalanche educators. Strong enough for the pros, affordable for the masses.

Calibratable Digital Thermometer

TEMPERATURE RANGE :: -50°C to 200°C (-58°F to 392°F)

Slope Meter

ANGLE RANGE :: 0° - 60°

Can be read from the side and above. Doubles as scraper.

6x Magnifying Loupe

Has folding metal base with glass lens.

Aluminum Crystal Card

DIMENSIONS :: 6x4" / 15x10 cm

Includes snow grain classifications, slope angle map tool, and 1 mm and 3 mm grids to help you in your snowpack evaluations.

BCA Snow Study Kit

Stylish fabric carrying case includes all items above.

Lexan Crystal Card

DIMENSIONS :: 6x4" / 15x10 cm

Has all the same graphics as the aluminum card printed on 2 mm thick Lexan. Ideal for sunny climates.

Field Book

Developed by the American Institute for Avalanche Research and Education (AIARE), and compliant with the American Avalanche Association (AAA) SWAG standards.

35 cm Snow Saw

Cuts both snow and wood. Ideal length for isolating snow columns for stability tests.

2 m Fiberglass Ruler



At Backcountry Access we want our users to be prepared, knowledgeable and informed. We offer online educational resources, Beacon Training Parks, Beacon Checkers, and a full lineup of educational displays, DVD's and handouts. Our tech reps are educators, not slick salespeople. We provide more than just innovative products; we provide industry-leading knowledge, research, and training.

Educational DVDs

THE FINE LINE

FROM ROCKY MOUNTAIN SHERPAS

The greatest snow sports athletes join North America's leading avalanche professionals to bring you a new movement in avalanche education. Includes a rowdy feature film (57 minutes) and four training films about understanding avalanche bulletins, choosing terrain, predicting avalanches, and emergency self rescue.



TAKE CHARGE: LEADING A COMPANION RESCUE FROM BCA AND TGR

Learn how to organize and execute a fast avalanche rescue. Take Charge is an instructional video that demonstrates how to perform a step-by-step avalanche rescue. Focuses on beacon, probe, shovel, and leadership skills (18 minutes).



Beacon Training Park

These training devices are located in almost 100 locations around the world! Users can practice searching in different scenarios without having to bury or dig up transmitters. The training parks have up to eight transmitters that can be turned on and off depending on the desired complexity. 2012/13 models will be wireless for easy installation and portability. Available with four or eight transmitters.

Locations of our beacon training parks can be found online at www.backcountryaccess.com/trainingparks.

Beacon Checker

The BCA Beacon Checker is an exciting new product that not only ensures safety, but promotes the use of avalanche transceivers. This compact and weatherproof box is mounted at backcountry access points, ski patrol headquarters, alpine huts and other areas where transceivers are used. Tracker technology inside detects whether the closest user's beacon is transmitting. This is indicated with a green "O" or red "X". Includes a sensitivity control, dimmer, audible buzzer, and outputs for gate latches and other mechanical devices. Includes signage and complete installation manual. Great for promoting beacon use in your area!



Float Cardboard Point-of-Purchase Display

Call out the Float packs with this point-of-purchase display, a huge hit with retailers. Pack straps are fed through slits in the cardboard cutout and the pack hangs by the haul loop. This is an easy way to show that these packs have an airbag inside, while using minimal space.

Additional information about our education and awareness program efforts can be found online at www.backcountryaccess.com/education.

BCA SALES AND REP TEAM

Our sales force and tech reps are some of the most experienced and respected pros in the fields of avalanche rescue, guiding, and patrolling. They're skiers and educators first, salespeople second.



Steve Christie, Director of Sales

Based in Seattle, WA, he is considered to be a leading expert for companion rescue strategies. He has been with BCA for 10 years.



Andy Wenberg, Sales and Marketing Specialist

-Boulder, CO, he spends his time skiing powder and educating guides, ski patrols, and backcountry skiers in the latest avalanche rescue techniques.



Sander Wyjad, Customer Service Manager

He has heard it all through the phone lines during his seven years with BCA. Now he spends his free time teaching his two sons to ski.



Dwayne and Deb Paynton, Snowmobile Reps

Our original North American snowmobile reps from British Columbia who have been with BCA for 12 years.



Dieter Stopper, BCA European Technical Director

Certified UIAGM guide, president of German Mountain Guides Federation, and former director of research, German Alpine Club



Felix Camire, Canadian Rockies

ACMG ski guide who lives in Canmore, AB.



Kirk Bachman, Idaho

AMGA ski guide who runs Sawtooth Mountain Guides in Stanley, ID.



Lel Tone, Sierras/Northern California

Pro patroller and avalanche forecaster at Squaw Valley and Alaskan heli-ski guide.



Chris Simmons, Oregon/Washington

AMGA Ski Guide who divides his time guiding in Antarctica and Washington State.



Lisa Korthals, West Coast, BC

A helicopter and cat ski guide at various operations in British Columbia.



Logan Cookler, Intermountain/Wasatch

He recently retired from ski patrolling to pursue a career in helicopter ski guiding.



Mike Duffy, Snowmobile Rep

He is a national avalanche educator based out of Eagle, Colorado.



Minot Maser, Northern Rockies

He is most often touring in the backcountry, performing clinics at ski shops and is our free legal consultant.



Nick Armitage, Montana

A pro patroller at Big Sky, MT and a climbing ranger in Grand Teton National Park.



Rick Newberry, South Sierras/Bay Area

"Rizzle" is the ski patrol safety manager at Kirkwood ski area and loves explosives.



Betsy Norsen, Oregon/South Cascades

A ski patroller and assistant avalanche forecaster at Mt. Bachelor, OR.



BACKCOUNTRY ACCESS, INC.
2820 Wilderness Place Unit H
Boulder, Colorado 80301 USA
phone :: 303.417.1345
email :: info@backcountryaccess.com
backcountryaccess.com



BACK COVER PHOTO: GRANT GUNDERSON, LOCATION: MT. BAKER BACKCOUNTRY, WA

FRONT COVER PHOTO: TIM MACKENZIE, LOCATION: NEW ZEALAND