



**2012/2013
Snowmobile Dealer Workbook**



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At BCA we ride hard. But it hasn't always been that way. We started out as a company of backcountry skiers. Now we have seven sleds in house!

Regardless of whether you ride a snowmobile, skis, snowboard, or even a cafeteria tray, our goal is to make sure you come back safely.

We take extreme satisfaction whenever our products help save a life. In this year's Living Proof campaign, we're honoring some of those special BCA customers that have used our products in avalanche "combat." After you've finished reading their stories, check out our story for 2012/2013: we've got some exciting new safety products coming out. We hope you're as excited as us about what we've developed.



PHOTO: BIGSKYX.COM/THUNDERSTRUCK FILMS. RIDER: TROY LAKUSTA

LIVING PROOF

I triggered a large avalanche which pummeled me through rocks and trees and buried me. Thanks to my Tracker, I was quickly located and airlifted to the hospital, badly injured, but alive. One of my crew found me with his own Tracker—it performed flawlessly under severe stress and ultimately saved my life.
– Matt Potratz, Lewiston, ID



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



While descending a northeast facing drainage, a crown broke above me, releasing a giant slab. I deployed my Float airbag which allowed me to remain on the surface. I felt like I was riding a mattress down the stairs. Thank you for helping save my life.
– Meesh Hytner, Breckenridge, CO



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



At Backcountry Access, we create our avalanche rescue equipment from the ground up: by getting on-snow, testing gear, and getting your feedback. 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. But we realize dealers can't pay rent with saved lives. Smart dealers invest in products with big sell-through and healthy margins. That's what BCA delivers with the Tracker line.

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



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

new **Backcountry Essentials Package**

Available on pre-season orders only

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



new Tracker3™ *Limited quantities available in winter of 2012/13*

The easiest just got smaller.

BCA's renowned ease-of-use is now found in the smallest and thinnest beacon available in North America. The Tracker3 features an improved industrial design, creating an attractive shelf presence at retail locations. Includes "no-nonsense marking" of multiple victims: intuitive indicator lights display the number of burials and whether they're in close proximity. The Tracker3's foundation is 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

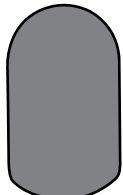
DIMENSIONS :: 4.5 x 2.8 x 0.8" / 11.5 x 7.1 x 2 cm

FREQUENCY :: 457 kHz

POWER SUPPLY :: Three AAA alkaline batteries

WARRANTY :: 5 years

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



DTS



T2



T3

Beacon size comparison

• Light • Affordable • Interchangeable •

Our Float airbags are now lighter and more affordable than ever. The airbag, cylinder, and compressed air equipment are also now interchangeable between packs. In 2012/13 the pack and cylinder are sold separately.

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

new Float 22 Throttle™

Designed specifically for snowmobilers.

Features external shovel and probe pockets, waist belt pockets, lined goggle pocket, and optional snowboard attachment kit (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)

COLOR :: black

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



All BCA Float packs include EZ Pull Trigger.

Trigger is optimized for snowmobiling by being located on right shoulder strap. Left-handed use enables you to keep your right hand on the throttle.



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, 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)

COLOR :: black/red

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

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 set you up!



Extension Strap Kit

INCLUDES :: Waist belt, sternum strap, leg loop.



SCUBA Refill Adaptor

Enables cylinder refills from SCUBA tank. Included in Refill Center Kit.



Fire Station Refill Adaptor

Enables cylinder refill at fire stations.



Snowboard Attachment

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



Refill Center Kit

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



Consumer Refill Kit

Included with each Float cylinder. **INCLUDES** :: Allen wrench, toothpick, grease and five O-rings.

• Dozer Hoe Shovel •

Dig like a machine! Excavate avalanche victims and buried snowmobiles faster. By converting your traditional shovel to a “hoe,” you can move more snow without lifting it. Positive slip-proof grips on both the shaft and blade. Easily converts to traditional shovel.

Comes with our bombproof, packable B-2 blade, oval shaft, and T6 heat treatment.

Dozer™ Hoe Shovel

new D-2 EXT

Dig like a machine.

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



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-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 shovel for industrial use.

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, cuts wood and snow like butter. 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

BCA is a pioneer in shoveling technique and education. For the latest on strategic shoveling, visit: www.backcountryaccess.com/shoveling

• Bomber Shovels •

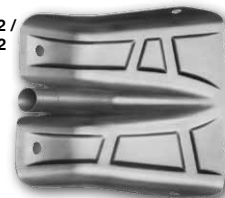
Featuring our oval shaft with a more packable, bombproof, "ferrule-less" blade, ergonomic grip and T6 heat treatment. Designed to "pop" on the retail shelf and dig like no other. From the leaders in shoveling ingenuity and education.



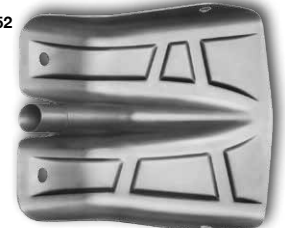
B-1
 Available shovel blade sizes and designs.



A-2 / B-2



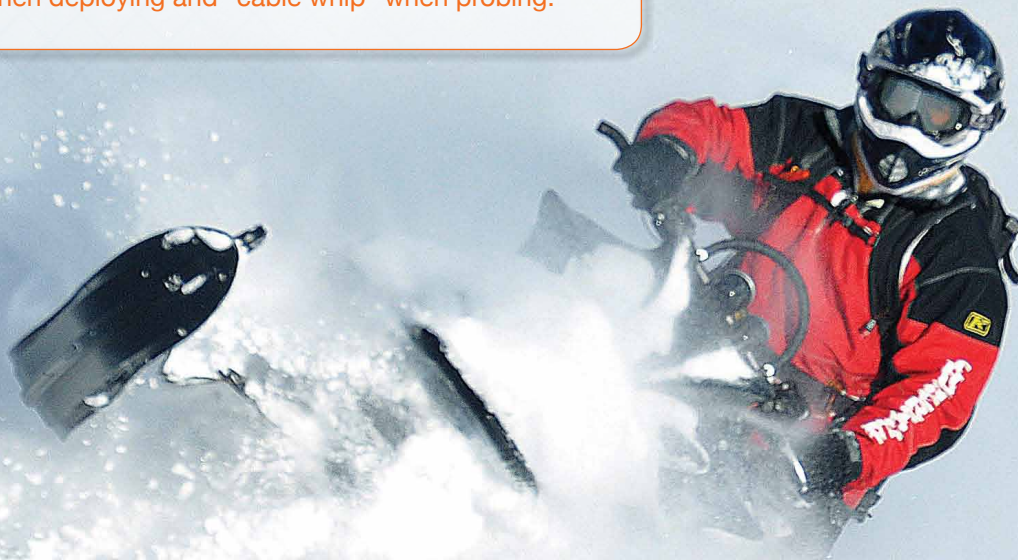
B-52



• **Stealth Quick-Lock Probes** •

Stealth Quick-lock probes guarantee the easiest and fastest assembly on the market, while freeing up additional storage space in your pack.

We've replaced the loose cable on the "smart" end with a nested probe segment. This reduces the overall bundle size when disassembled—and prevents snagging when deploying and "cable whip" when probing.



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 Throttle™

Designed by big mountain riders.

VOLUME :: 2135 cubic inches / 35 liters

WEIGHT :: 3.4 pounds / 1530 grams

TORSO LENGTHS :: 17-22"

HIGHLIGHTS :: quick access to pockets while sitting

COLOR :: available in black

• Stash Packs •

Coming off our strongest year of pack sell-through ever, the Stash line features even more durability, bright colors and of course BCA's freezeproof Stash hydration system. In 2012/13, hydration reservoir is not included.





Stash OB™

Low profile and lightweight for high performance riding.

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



BLACK

GREEN/YELLOW



Stash BC™

Our bigger volume 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



BLACK

GREEN/YELLOW

RED

Take your education to the next level. These tools are mandatory equipment for studying the snowpack and for taking a Level 2 avalanche course.

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 trailheads, 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.



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FRONT COVER PHOTO: BIGSKYY.COM/THUNDERSTRUCK FILMS. RIDER: JULIO EGUREN
BACK COVER PHOTO: BIGSKYY.COM/THUNDERSTRUCK FILMS. RIDER: CAM HICKS