ASPEN SNOWMASS®

2011-2012 WINTER SEASON GROUP LIFT-TICKET RATES

Season Dates:			
	Opening:	Aspen Mountain, Snowmass	November 24, 2011
		Aspen Highlands, Buttermilk	December 10, 2011
	Closing:	Buttermilk	April 8, 2012
		Aspen Mountain, Snowmass	April 15, 2012
		Aspen Highlands	April 15, 2012 (special pricing 4/16-4/22)

Lift Ticket	**Early Season** Nov 24 – Dec 15	**Holiday Season** Dec 16 – Dec 31	**Value Season** Jan 1, 2012– Feb 9	**Regular Season** Feb 10 – April 7	**Late Season** April 8 – April 15
4 of 10 day	$225	$337	$265	$313	$225
5 of 10 day	$275	$410	$325	$380	$275
6 of 10 day	$317	$485	$377	$449	$317
7 of 10 day	$369	$565	$439	$523	$369

All rates include the refundable $5 per ticket deposit for the RF card.

** If your dates overlap two seasons, please use the group's arrival date to determine rates. For 1-3 day rates contact a National Sales Manager at 800-525-6200. For 8 or more days, rates will be at the per-day rate of the 7 of 10 day ticket.*
**These rates and RF deposit fees are commissionable at 10% to bona fide travel agents (include your IATA number) and to tour operators at their contracted rates. *Please watch for special season extension rates at Aspen Highlands*

RF CARDS! Radio frequency gate cards will be issued to **all** guests purchasing lift tickets. These cards allow faster access to the lifts and hands-free scanning. Please note there is a refundable $5 per ticket deposit for the RF card. The guest can return the card on their last day of skiing for a complete refund! Please have your guest visit any ticket office after they have finished skiing for the refund.

The **Silver Premier Pass** is available for **seniors ages 70 and over** for **$399**. The Premier Pass is a picture pass providing unlimited skiing/riding on any of our four mountains as well as access to summer lifts. Order this product as a voucher with your group tickets and have the senior(s) redeem at any main ticket office with a valid ID. Name and birth date of the senior(s) is required at the time the order is submitted.

The **Silver Escape Pass** is available for **seniors ages 70 and over** and offers direct-to-lift pay-as-you-go access to all four Aspen/Snowmass mountains for just **$199 and a low daily validation rate of $22**. The Silver Escape Pass includes discounts on summer lift access. Order this product as a voucher with your group tickets and have the senior(s) redeem at any main ticket office with a valid ID. Name and birth date of the senior(s) is required at the time the order is submitted. A valid credit card is required for direct-to-lift access.

Definition of a group:
A group consists of 20 or more adults purchasing multi-day lift tickets with the same start date. Ticket orders and single check or credit card payment *MUST* be received 14 days prior to arrival. Penalties may apply if order is received inside the 14 day cut-off. Group lift tickets will not be issued to individuals.

Benefits:
Mountain Advantage Card – A MAC is provided for each adult group lift ticket purchased and provides savings at NASTAR, Four-Mountain Sports, D&E Ski and Snowboard Shop, and participating on-mountain restaurants as well as select programs with Ski & Snowboard Schools of Aspen/Snowmass. The card must be presented along with a valid group lift ticket at time of purchase to receive the discount.

Complimentary Tickets – One complimentary lift ticket will be issued for every 20 adult skier days purchased. This complimentary lift ticket is in addition to the 20 purchased lift tickets. The complimentary skier days may be issued as single or multiple days. When placing your order please **do not net the complimentary tickets out of the total payment**; we will not accept the order. Calculate what you need for your group and the complimentary tickets will be added to your order. **Note: Complimentary tickets have no monetary value** and may not be refunded, applied toward ski school or applied to an RSVP account. **Because there is no $5 RF deposit required for complimentary tickets, guests using comp tickets will not receive $5 back when returning their RF card.** Aspen/Snowmass reserves the right to adjust complimentary tickets if group tickets are returned.

April 13, 2011

Ticket Extensions – Individual guests with a multi-day lift ticket may purchase additional days of skiing at a discounted rate by bringing their fully-used group ticket to any Aspen Skiing Company ticket window. Guests may purchase extension days within the expiration period of the initial ticket only. Unused extension days are eligible to be put into RSVP credit. No commission is given on ticket extensions. Extensions may be purchased by individual group members only.

Refunds - Totally unused tickets will be refunded at the net price paid, after the group has departed. **Unused tickets must be received** within two weeks after the group's departure. All refunds must be directed through the group leader or travel agent who purchased the tickets. No refunds will be made to individuals, with the exception of RSVP credit. If a group lift-ticket order drops below 20 tickets due to refunds, Aspen Skiing Company may adjust the lift ticket rates and the number of complimentary tickets issued. Refunds will be processed as time allows, but no later than May 1, 2012. **Aspen Skiing Company lift tickets are nontransferable and cannot be resold.**

RSVP Program - The Return Skier Visit Program (RSVP) provides guests the opportunity to return partially-used lift tickets, **within 14 days of expiration,** and receive an internal credit toward future Aspen Skiing Company purchases. When unused days on lift tickets are put into an RSVP account, guests receive monetary credit of the per day price of the unused days. Guests have the current season plus the season immediately following to use their RSVP credit. RSVP credit may be used toward purchases of lift tickets, season passes, ski and snowboard school tickets, and toward rentals at Four Mountain Sports (credit is not valid on merchandise purchases.) RSVP credits are nontransferable unless Aspen Skiing Company receives written notification.

Group Activities **-** Our Group Sales department is available to help groups plan, organize and make the most of their time in Aspen/Snowmass. Be sure to take advantage of the following opportunities:

- Mountain Picnics
- NASTAR and fun races
- Complimentary mountain tours with our Ambassadors
- Private gatherings at on-mountain cabins
- Race clinics
- Video and photo services

To order tickets:

To ensure ticket delivery, ticket orders and payment *MUST* be received by Group & Tour Services at least 14 days prior to arrival. Payment must be made with a single check, payable to Aspen Skiing Company or with a credit card. Aspen Skiing Company reserves the right to withhold commissions and/or complimentary lift tickets if tickets are not pre-purchased two weeks in advance.

Please access our group lift-ticket order form via our website or call us to have one sent.

We can arrange to have your tickets delivered to the lodge where the group will be staying, available for pick-up by the group leader at the Gondola Building at the base of Aspen Mountain, Snowmass Ticket Pavilion, the Aspen Highlands ticket office, Buttermilk Ticket office or at the Two Creeks ticket office, or returned to you via UPS. Please indicate which service you prefer on your ticket order. Accommodation deliveries can not be guaranteed if an order is received less than 14 days prior to the group's arrival. If using UPS please include your UPS account number. There is a minimum of **$15.00** for second day air and a minimum of **$25.00** for overnight shipping. Large orders may incur additional shipping charges. If a group leader other than yourself will be picking up your order, please indicate that name on your order.

Mail payment and lift-ticket order to:

US Postal Service Delivery Only	Aspen Skiing Company Group & Tour Services P.O. Box 1248 Aspen, CO 81612

Group & Tour Services Information:

grouptix@aspensnowmass.com
Toll free: 800-525-6200 ext. 4554
Direct: 970-923-0554
Fax: 970-923-0552

Physical Address For FedEx or UPS Delivery Only	Aspen Skiing Company Group & Tour Services 29 Burnt Mountain Circle Snowmass Village, CO 81615

We look forward to hosting your group. Please call Aspen Skiing Company, National Sales for a complete group proposal and information.

Aspen Skiing Company, National Sales Department
P.O. Box 1248 Aspen, CO 81612
TOLL FREE: 800-525-6200 • TEL: 970-925-1220 • FAX: 970-923-0552
www.aspensnowmass.com/groups **EMAIL: gsales@aspensnowmass.com**

Attention: All prices are subject to change