

2012-2013 WINTER SEASON GROUP LIFT-TICKET RATES

Season Dates: Opening: Aspen Mountain, Snowmass November 22, 2012

Aspen Highlands December 8, 2012 Buttermilk December 15, 2012

Closing: Buttermilk April 7, 2013

Aspen Mountain, Snowmass April 14, 2013

Aspen Highlands April 14, 2013 (special pricing April 15-21)

Lift Ticket	Early Season Nov 22 - Dec 20	Holiday Season Dec 21 – Jan 4, 2013	Value Season Jan 5 - Feb 7	Regular Season Feb 8 - March 30	Late Season March 31 - April 14
4 of 10 day	\$233	\$349	\$277	\$325	\$233
5 of 10 day	\$285	\$425	\$340	\$395	\$285
6 of 10 day	\$329	\$503	\$395	\$467	\$329
7 of 10 day	\$383	\$586	\$460	\$544	\$383
EXTENSIONS*	\$60	\$100	\$71	\$82	\$60

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 **Senior Silver Premier Pass** is available for **seniors ages 70 and over** for \$419. The Premier Pass is a picture pass providing **unlimited** skiing/riding on any of our four mountains as well as 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.

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 **\$219 and a daily validation rate of \$23**. 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. The senior must provide a valid credit card 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 <u>MUST</u> 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.

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. No MAC's will be issued for child lift tickets.

<u>Complimentary Tickets</u> – 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.

NEW! <u>Ticket Extensions</u> – Individual guests with a multi-day lift ticket may purchase one additional day of skiing at a discounted rate (*see above) 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. No commission is given on ticket extensions. Extensions may be purchased by individual group members only.

<u>Refunds</u> - 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, 2013. **Aspen Skiing Company lift tickets are non-transferable and cannot be resold.**

<u>RSVP Program</u> - 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 non-transferable unless Aspen Skiing Company receives written notification.

<u>Group Activities</u> - 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 <u>MUST</u> 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 shipped 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, \$15.00 for second day air, or \$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 Aspen Skiing Company
Delivery Only Group & Tour Services
P.O. Box 1248

Aspen, CO 81612

Physical Address
For FedEx or UPS
Delivery Only

Aspen Skiing Company
Group & Tour Services
29 Burnt Mountain Circle
Snowmass Village, CO 81615

Group & Tour Services Information:

grouptix@aspensnowmass.com Toll free: 800-525-6200 ext. 4554

Direct: 970-923-0554 Fax: 970-923-0552

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

www.aspensnowmass.com/groups EMAIL: gsales@aspensnowmass.com