



April 6, 2012

Monte Rios
Ski Key America LLC
PO Box 602
Rhinebeck, NY 12572

Dear Monte,

We would like to thank you for your persistence in pursuing Okemo to join the Ski Key rack program this year. As you recall, we had a few reservation about the program as far as our needs and the impact on our Ski Check program and vendor. After careful consideration and weighing the pluses and minuses (there really was not many minuses) we decided to move forward. We are very glad we did, as it provided another opportunity for our guests to conveniently secure their equipment. In addition, we heard many positive comments from employees and guests alike.

Ski Key America's willingness to provide flexible terms and conditions allowed us to invest in the program and made for a perfect partnership which will benefit both of us now and in the future. Our past experience with you has always brought major benefit to the resort and Ski Key is no exception. We look forward to a lasting relationship for years to come.

Lastly, we are very pleased with the SKI KEY products and our initial lock sales results. We look forward to next year as we build on our momentum as more guests discover the convenience, ease of use, and security of the SKI KEY SYSTEM.

I would encourage our fellow NSAA member resorts to consider SKI KEY, the more resorts carrying the SKI KEY SYSTEM the greater our efforts to reduce and eliminate equipment theft industry wide.

Sincerely,

Bruce Schmidt
Vice-President & General Manager
Okemo Mountain Resort