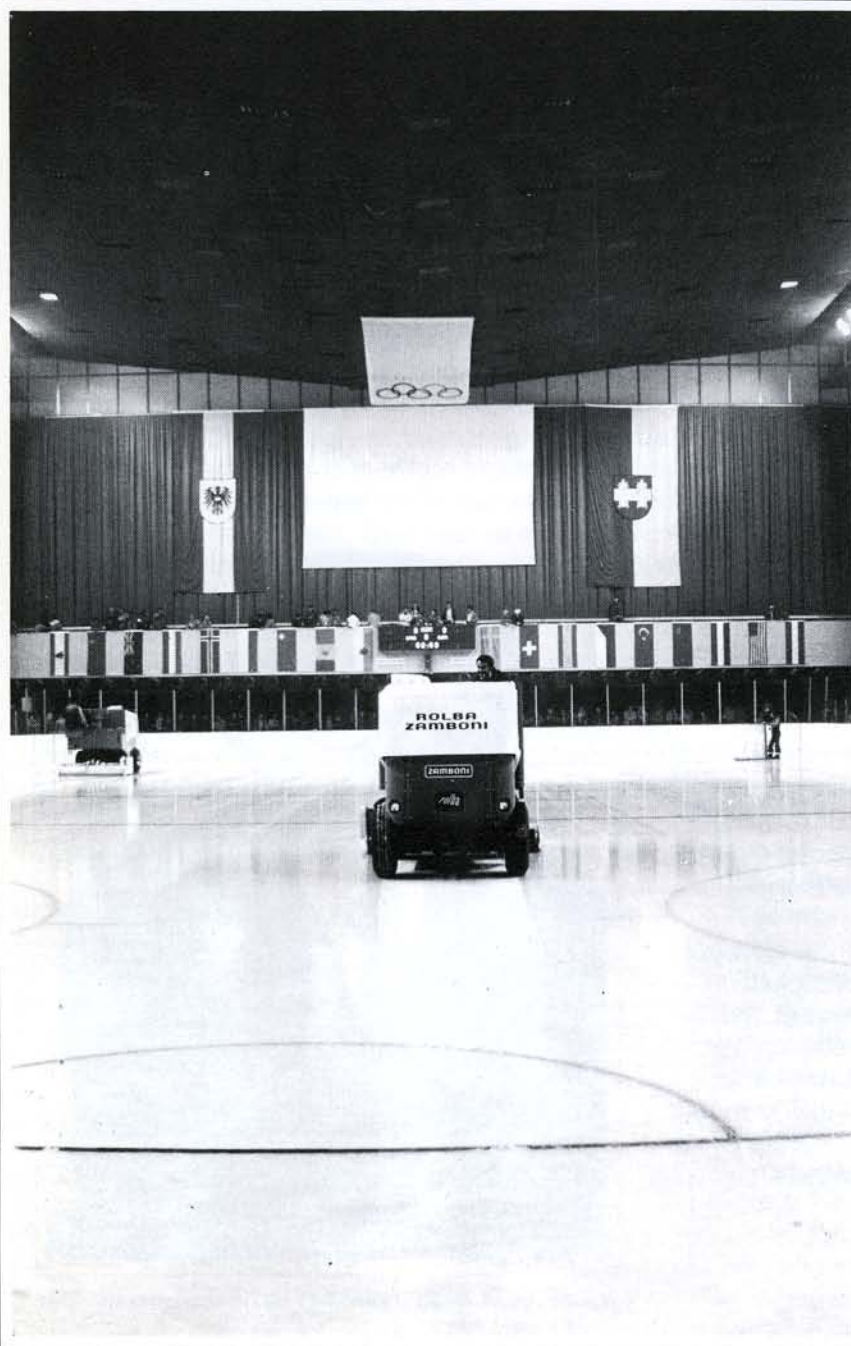


ZAMBONI® NEWS LETTER



ROLBA-ZAMBONI MAINTAINS ICE AT INNSBRUCK



OLYMPIA STADIUM AT INNSBRUCK, AUSTRIA

Once again Zamboni® is proud to have been included in the overall success of a Winter Olympics. Our European representative, Rolba Company, Ltd., was awarded the exclusive contract to supply machines and maintain the surfaces at Innsbruck, Austria for the XII Olympic Winter Games. The complex consisted of a 400 meter speed skating track surrounding a practice surface (120 x 250 feet) and three other indoor ice surfaces. The center of activity was the famous Olympia Stadium seen many times on TV with a surface of 100 x 200 feet adjacent to the speed track. Two other arenas were the Messehalle similar to a multi-purpose arena with a surface of 100 x 200 feet and not too far away was another surface covered by an air supported structure. The main events including figure skating and hockey were seen in the Olympia Stadium while B hockey and hockey practice sessions were held at the Messehalle. The bubble covered rink was the site of figure skating practice and warm-up sessions.

The Rolba Company with headquarters in Zurich, Switzerland, was commissioned by the Olympic Committee to supply machines and personnel for the resurfacing functions at the various ice surfaces. Rolba furnished machines to compliment the resurfacers already at the Olympic site and the total included: one HDC, five HDB's and one older HD machine. Rolba also supplied three full-time driver/mechanics under the overall direction of Mr. Hans Baldinger who regularly oversees the Zamboni® Division of Rolba throughout Europe. It was very gratifying to witness our machines in operation at Innsbruck via satellite and we are proud to report that Rolba has been credited with supplying superb ice sheets for the Winter Games.

We now look forward to . . . Lake Placid.



**A
NOTE
FROM
FRANK**

As at the 1972 Winter Olympic Games in Sapporo, Japan, and others before it, Zamboni® was the official Ice Resurfer at the 1976 Innsbruck Games and we are once again extremely pleased to have had the honor to have our machines used at this important event.

While we are proud of the use of our machines at the Olympics, we have also been pleased to hear from many rink operators around the country that they experienced an upsurge in business because of the interest generated by the prime time television exposure of the ice skating, speed skating and hockey events. Like many recreation activities affected by the nation's recession, we have been aware of many ice rinks that experienced serious financial difficulties. An improvement in the general economic climate and the increased interest generated by the Olympics certainly has been welcomed to many of the rink owners and managers with whom we have spoken.

This revival of interest in ice skating is most beneficial but the continued increase in expenses makes it essential for all rinks, private or public, to expand their programs and optimize ice usage as much as possible, while at the same time attempt to control their expenditures.

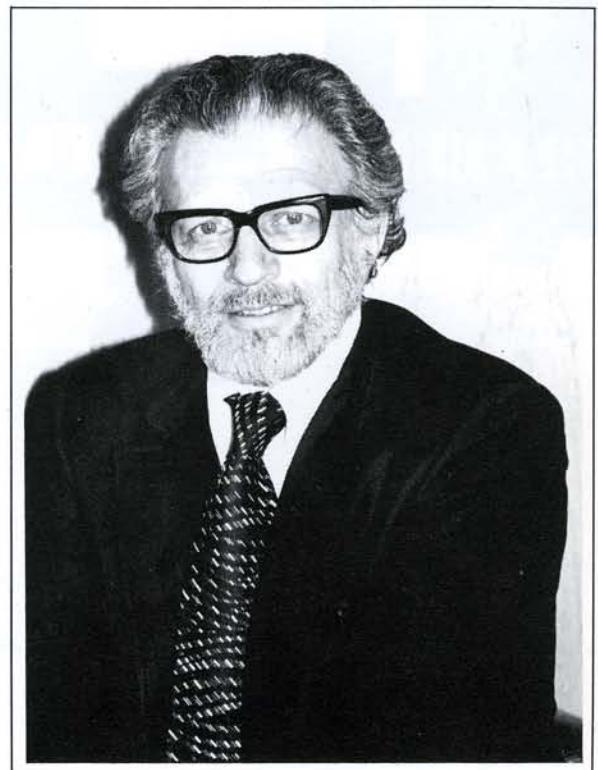
One area that we feel can be helpful to the individual ice rink owner and operator is through participation in group activities such as the annual meeting of the Ice Skating Institute of America and local group meetings of rink operators. While a significant amount of effort is required to make such group undertakings a fruitful experience, we have believed for many years that an individual can gain much from such associations.

Best regards,

**SMI INDUSTRIES, LTD. . .
OUR NEW
CANADIAN
REPRESENTATIVE**

Under an agreement recently finalized, SMI Industries, Ltd. of Montreal and Toronto will assume the responsibility of sales and service of the Zamboni® Ice Resurfer in Canada as of January 1, 1976. With this association, Frank J. Zamboni & Co., Ltd. closed their Canadian plant in Paris, Ontario. Determined to expand our sales and service capability for our Canadian customers, Frank J. Zamboni & Co., Inc. is pleased to work with a company of the size and scope of SMI Industries to achieve this objective.

SMI Industries, Ltd. was founded in July 1972 by Mr. Walter O. Lampl for the purpose of taking over the maintenance equipment division of Sicard, Inc. Originally, Sicard was a company that developed and produced snow blowers. Starting from a very modest



Walter O. Lampl, Founder and President of SMI Industries, Ltd.

beginning in the 1920's, Sicard attained considerable size and prominence by the end of World War II. At that point, management decided to branch out into other products, such as garbage disposal trucks, street flushers, airport crash rescue vehicles, towing tractors and runway sweepers. Eventually, the line was enlarged to include all-wheel traction trucks and heavy off-highway vehicles. The company produced a considerable variety of specialized automotive equipment, but it was not engaged in mass production. Sicard was acquired in 1967 by Pacific Car and Foundry (PACCAR, Inc.), a major U.S. manufacturer of heavy-duty trucks. It soon became apparent that Sicard's production and sale of specialized, low volume maintenance equipment could not be integrated effectively and economically into an organization that catered to the multi-billion truck market. PACCAR decided to sell the assets of Sicard's maintenance equipment division only, and this was achieved through the creation of SMI Industries and the establishment in Bathurst, New Brunswick of a new production facility. Very shortly thereafter this plant began to turn out snow blowers and runway sweepers under the SMI label.

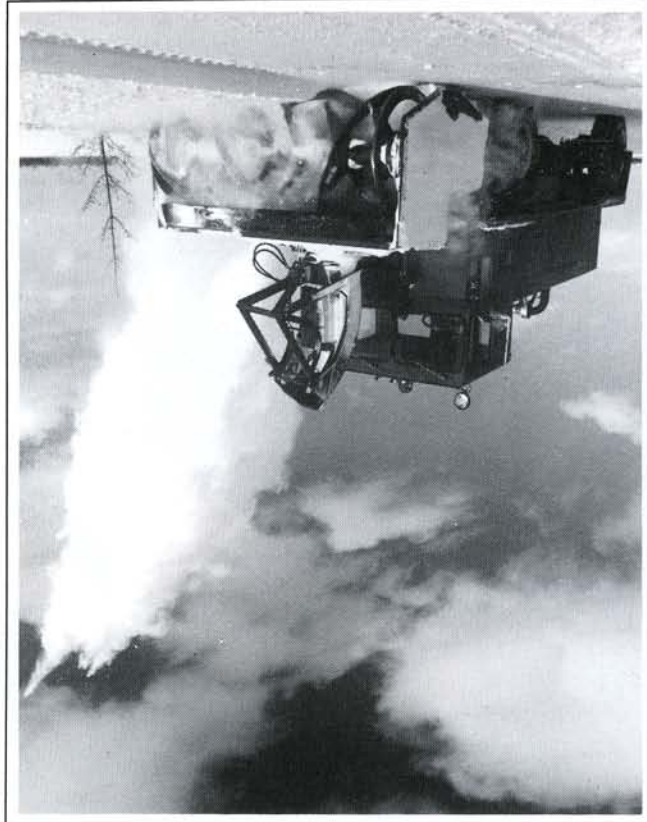
From the beginning, it has been the goal of SMI's management to build its organization into the leading Canadian manufacturer of motorized maintenance equipment. SMI has already undertaken production of street flushers, airport rescue vehicles and tow tractors, thus adding to the company's range of products within the category of vehicular maintenance equipment for municipal, highway and airport use.

Firms related to SMI Industries, Ltd. include SMI, Inc. of Watertown, New York, Danline Canada Ltd. of Almonte, Ontario and American Snowblast Corporation of Denver, Colorado. The manufacturing of SMI equipment is done primarily at their plant in Bathurst, and the company employs approximately 220 people in its various Canadian operations.

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Model 7,000 SMI Snow Blower designed primarily for clearance of airport runways.

SMI Industries has representatives in every Province throughout Canada and it has its own distributor companies in the provinces of Ontario and Quebec. These organizations, which are well established in the municipal maintenance equipment market, handle SMI equipment as well as a number of other lines. Other than its own manufactured product lines, the two major products distributed by SMI are FMC Wayne Road Sweepers and Heil Garbage Packers. In addition to selling equipment, the distributor operations at Toronto and Montreal also provide repair and overhaul shops and stock replacement parts for their customers. The Montreal facility also serves as home office of the company, the spare parts depot for the Canadian and overseas markets and headquarters for engineering, product improvement and assembly of prototype models.

We have long realized the importance of providing good after-sales service to our many customers around the world. We feel that SMI Industries with their strong service oriented background are ideally suited to represent the Zamboni Ice Resurfacer line. We are confident that they will be able to significantly expand our ability to provide the sales and service required by our valued Canadian customers.

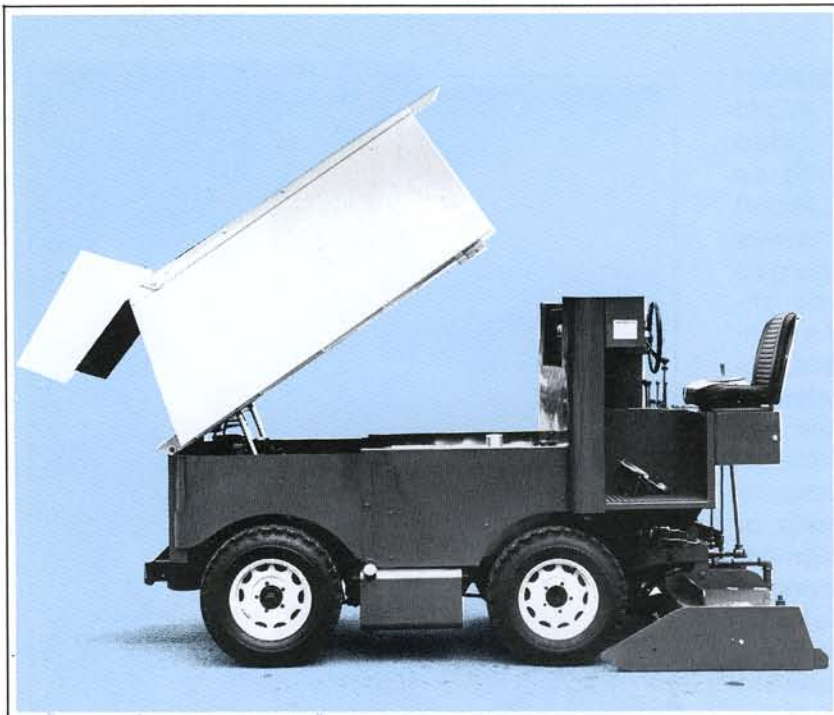
WHAT'S NEW?

The latest in the line of Zamboni® Ice Resurfacers is the Model JRD. On a smaller scale, the JRD incorporates all of the features of its larger counterpart, the model HDB, and now is capable of dumping its 55 cubic feet of snow in similar fashion. The machine has a galvanized ice making water tank of 120 gallons and also features the important wash water system for providing an attractive ice finish.

Powered by a 48 h.p. Volkswagen 126 Industrial Engine, the hydrostatic transmission and hydraulic pump are directly driven from the engine, thereby eliminating belts, pulleys and gear boxes which reduces maintenance accordingly. The power package is easily accessible with the dump tank raised as shown in the photograph below.

With a standard 66" shaving blade, the JRD was designed primarily for studio size rinks on up to 10,000 square feet. Several Model JRDs have already been delivered to rinks in the United States and Europe with performance reports on this new machine being most favorable.

Increased activity has been noted in smaller skating rinks and with the new features of the JRD, this compact machine is proving to be a very popular model.



COMPARISON TECHNICAL DATA

	JRD	HDB
Blade	66"	77"
Wash Water Pump	Jabsco 1 1/4"	Jabsco 1 1/4"
Capacities:		
Snow Tank	55 cu. ft.	100 cu. ft.
Ice Making Water	120 Gallons	195 Gallons
Wash Water	30 Gallons	72 Gallons
Gasoline	10 Gallons	13 Gallons
Hydraulic Oil	20 Gallons	28 Gallons
Turning Radius	14 ft.	20 ft.
Shipping Weight	5000 lbs.	6400 lbs.
Recommended Ice Surface	5000-10,000 sq. ft.	10,000-25,000 sq. ft.



FRANK J. ZAMBONI & CO., INC.

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