

Memorandum



Date: 14 July 2004
To: Hans Amrein
From: Dörte Isenmann
Subject: Progress Report on Comparative Study of Cross-Country Skis

Introduction

During a recent conversation you mentioned that it was time to buy a new pair of cross-country skis. When you purchased your first set of cross-country skis, you bought a pair without much hesitation, because you had no experience. The expert sales person suggested skis for beginners. You trusted the expert and the skis served you well for many years.

Because you used your first skis for many years you have now a better idea what you are looking for in a new pair of skis that will be suited for deep snow conditions. You want to use the skis on groomed trails and in the backcountry. You are a recreational skier and more experienced than when you bought your first skis. You want to enjoy the quiet off-road mountain trails, where no snowmobiles are allowed.

You prefer new skis, but you also would like to compare with used skis. You would consider buying these if they were in good condition. Your ski poles, bindings, and boots are still in excellent condition. You like to know, if your present bindings and boots can be used on your new skis. You would like to make an informed decision for this purchase.

Based on these factors, it will be fun to explore the latest Cross-Country ski equipment for you and find a pair of skis that will serve you better than your present skis. I will research the following ski brands and models for you:

- Atomic Sierra Backcountry Skis
- Fisher BC Country Crown
- Madshus Voss Multigrip E+ Skis
- Madshus Tyin Multigrip + Skis
- Rossignol EVO Trail AR Skis
- Rossignol X-Tour Explorer AR Skis

We identified the following criteria for selecting your Cross-Country skis.

- Style
- Performance
- Construction
- Length of skis
- Width of skis
- **Maintenance**
- Cost

I added Maintenance to the list of criteria because it is an important factor in purchasing Cross-Country skis. Since you are a recreational skier, maintenance will be another criterion to consider before buying your skis. I had to **change the Task Schedule** for the **On-site visit(s) and Interview(s) to 17 July 2004**, because of other project commitments.

During the **On-site visit(s) and Interview(s)** I expect to find an answer to your question if it is possible to **utilize your present bindings, boots and poles** for the new set of Cross-Country skis.

Websites are my main source for locating consumer and technical data for Cross-Country skis. I will be adding valuable information after my On-site visit(s) and interview(s) to my present data. Preceding the On-site visit(s) and interview(s), I will be able to assess all the collected data and recommend the appropriate Cross-Country skis to you.

I am writing this report to inform you how I am progressing with the research. I am evaluating the information from websites that are documented in the Bibliography of the Project Proposal Report, and I am progressing very well. I intend to finalize my research after the On-site visit(s) and interview(s) at Cross-Country specific stores. The research is on target per proposed Task Schedule.

I like to explain the work I have completed and the work that is still remaining. The Results of Research are itemized by type of resource.

Results of Research

➤ Internet Sources

Past Work

I located information pertaining to **Style, Cost, Performance and Maintenance** for each of the ski equipment criterion by investigating different websites. The collected data will help in recommending your new Cross-Country ski equipment.

Future Work

I will continue to explore other Cross-Country On-line sources, to verify or find additional information relevant to **Construction, Length of skis, and Width of skis**

➤ On-Site visit(s)

Past Work

On-site visit(s) to Cross-Country specific store(s) is pending and **rescheduled for 17 July 2004.**

Future Work

I will visit **Recreational Equipment, Inc, Tukwila, WA** to compare different Brands and Styles considering **all of your criteria.**

I may visit the **Ski Barn, Renton, WA** to get another opinion about Brands and Styles considering **all of your criteria.**

➤ **Interviews(s)**

Past Work

My interview(s) is still pending, but my On-line research prepared me well to talk to a Cross-Country Specialist, while visiting the store.

Future Work

I will combine my visit(s) to the Cross-Country specific store(s) with talking to a trained Cross-Country Ski Specialist. During my visit(s), I will discuss the possibility of **utilizing your existing bindings, boots, and poles** for your new Cross-Country skis, and the alternative of **used Cross-Country skis**.

Should I get sufficient information at one of the interviews, I may not need a second interview.

Conclusion

Thanks to current technical On-line resources my comparative Cross-Country ski study is progressing very well. I researched and compiled valuable information and prepared questions for interviews and visits to Cross-Country ski specific stores. I am approximately 75 percent completed with the study.

Visits and interviews to ski stores will provide me with answers pertaining to construction, length and width of Cross-Country skis. I will find out what the best time of year is to buy discounted ski equipment. It may be worthwhile waiting with the purchase of the Cross-Country skis until winter sales, instead of purchasing used skis.

I plan to have my research completed by 17 July 2004. I will evaluate the collected information and present it to you in a Project Data Report on 21 July 2004. You will receive the Final Report on the scheduled target date of 8 August 2004. The Final Report will give you a complete comparison of the proposed ski equipment based on your criteria.