

SUPPLY AND DEMAND

Is the Ice Business Booming - Or on the Verge of Decline?

For those of us who've been involved in the ice skating industry over the years, we've seen highs and lows, ebbs and flows, and peaks and valleys of visitors coming through our doors. Similarly, many recreational industries have experienced similar trends – tennis, bicycling, martial arts, golf, skiing, skateboarding and many others. For a while, business is good – more and more people try the sport, its facilities and programs grow, and folks get excited about its future. But after some time – and for a number of reasons – business declines, people find other things to do with their leisure time and, more importantly, their discretionary income. Then, unfortunately, doors begin to close and gates are locked.



As I write this, I feel a bit like Jim Cramer – of *Mad Money* fame – as I bring up investment opportunities and the risks we take when making them. I look to NEISMA's diverse rink membership – colleges, prep schools, governmental and non-profit agencies, as well



our for-profit corporations – as I see many different business objectives when operating our facilities. Admittedly, we have all “invested” in our facilities but each may be looking for a different “return” on that

investment. Some of us may be flexible and patient as we address other, perhaps, more important objectives than making a profit. Others cannot be so patient, as

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2016 Fall Conferences In Your Neck of the Woods

Endicott College, Beverly, MA

Tuesday, October 11

Maine Ice Vault, Hallowell, ME

Thursday, October 20

Hollydell Ice Arena, Sewell, NJ

Tuesday, October 25

Cicero Twin Rinks, Cicero, NY

Wednesday, October 26

See Pages 4-5

President's Message

by Ben Ruggles, CIRM, PMP



Well, here we go again! Another ice season is upon us. Hopefully you and your staff had an opportunity to recharge over the summer and are ready to go - our customers are counting on it!

NEISMA's ready to go! On page 4, we have our listing of fall meetings we've put together for you, hopefully "in your neck of the woods". Our East location will be the Raymond Bourque Rink at Endicott College in Beverly, MA on Tuesday, October 11th. In addition to a presentation on Curling, we've actually arranged for an opportunity for attendees to TRY the sport on the ice so wear your sneakers!

On Thursday, October 20th, we'll be traveling North to the Maine Ice Vault in Hallowell, ME. We have an excellent program lined up for attendees and the folks there are looking forward to your visit!

The following week, we'll have two meetings. On

Tuesday, October 25th, we'll travel South to Sewell, NJ and the Hollydell Arena. The next day, we'll travel West to Cicero, NY and the Cicero Twin Rinks. Again, the staff there are looking forward to hosting these networking events and promise to have an informative and worthwhile day.

Speaking of Curling, the NEISMA board of directors has reached out to the curling community, as we believe we have common interests which we feel we can address through our association. We hope to have a presentation at each of our fall meetings to let rinks know what opportunities are there for hosting curling in their rinks. Vendors, too, have similar products and services of interest to the curlers so it's a win - win situation. The USA Curling Association has provided a timely article for us on page 19 of this Rink Rat.

The lead article - "Supply and Demand" - was put

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together by yours truly with help from other board members. In addition to informing you of the new rinks that are opening in NEISMA's backyard, we also wanted to ask for your FEEDBACK. Again, our intent is to involve YOU - our members - in our activities. Please let us know what you're thinking! Please email feedback@neisma.com.

Speaking of feedback, Ed Peduto is making a comeback of sorts on page 13 with his new series "Eddie's Old Enough to Remember", with the first topic being chain link fencing as our dasher shielding. He'd like your ideas about things you remember that we can reminisce about in future issues.

On page 16, familiar-face Cory Portner has his first in a series about making ice in PyeongChang, South Korea and the 2018 Winter Olympics. He'll be responsible for the figure skating and speed skating ice. We'll be following Cory in his preparations as well as the implementation of his plans for the next several issues., through the 2018 Olympics.

On page 19, we have an article on Reverse Auc-

tions, written by a new vendor member. Utility costs are the 2nd highest operating cost for a rink only behind payroll. NEISMA is working with this new vendor to offer a program whereby rinks can save money on their utility bills and NEISMA's college scholarship program will receive funding, as well. More on that in the near future.

On page 22, we have this year's William Chase Scholarship application for employees and children of employees of NEISMA members. Please take advantage of this program.

I'd like to recognize the advertisers in the Rink Rat who enable us to put this publication together and - for the first time in our history - we have published it IN COLOR! Thank you for your support!

And finally, as noted on the back cover, we are dedicating the coming year to the memory of Steve Hoar, NEISMA's president in 1993 - 1994. With the success we experienced last year, with the increase in membership and attendance, we want to re-use his motto "MAINTAIN THE MOMENTUM"!

Your New York Connection!

by David Korpiel, CIRM, Greater Canandaigua Civic Center, Canandaigua, NY

Back in May 2015, I approached the NEISMA booth at the NARCE Trade Show in Columbus, OH and asked what they did for folks in Western New York. "Ask and ye shall receive!", they said. At that point, they offered to host a meeting for us and, five months later, over 50 people came to the Polissen Center at RIT in Rochester for a day of presentations, food and networking. A day well spent!

Soon after, they invited me to join their Board of Directors to assist in planning the Spring Conference and get involved in the business of the association. After accepting their invite, I have found that there is a tremendous amount of enthusiasm within the organization, with people dedicated to making the rink profession respected and with the highest standards. Members can be proud of what the organization stands for, which encourages them to get involved. "You get out of it what you put in it" and NEISMA is making it easy for folks in New York to get involved.

The Conference this past Spring was moved to Springfield, MA to make it a more central location to get to. Over 120 rink members attended with over 30 vendor members making it very worthwhile. Both ISI and STAR offered certification courses while Hall of Famer Ray Bourque was the keynote speaker. "Raising the Bar" was the event's theme and everyone went home happy that they attended.

Next month, NEISMA is coming back to New York! On Wednesday, October 26th, we'll be hosting another fall meeting, this time at the Cicero Twin Rinks, just 20 minutes north of Syracuse, conveniently located off I-81. This will be a great opportunity to meet with fellow rinks, share ideas and contact information, and learn a few things along the way.

Additional information is in this Rink Rat, so please join us. Satisfaction guaranteed or your money back - you'll be glad you attended! I hope to see you there!

2016 Fall Conference Schedule

Maintain the Momentum!

FALL CONFERENCE EAST

WHERE: Bourque Arena, Endicott College
Beverly, Massachusetts

WHEN: Tuesday, October 11th

Curling at Your Arena?

- Russ Lemcke, Cape Cod Curling Club

Laser Ice Leveling System

- Marty Elliott, Zamboni Company

Energy Efficiency Initiatives

- Sarah Hammond Creighton, Endicott College

FALL CONFERENCE NORTH

WHERE: Maine Ice Vault
Hallowell, Maine

WHEN: Thursday, October 20th

Curling at Your Arena?

- Pine Tree Curling Club

Ice Resurfacer Maintenance

- Tom Ray, Precision Industrial Services

Sled Hockey

- TBD



FALL CONFERENCE SOUTH

WHERE: Hollydell Ice Arena
Sewell, New Jersey

WHEN: Tuesday, October 25th

Risk Management

- Corey Cash, Safehold Special Risk

Refrigeration Room Maintenance

- TBD

Curling at Your Arena?

- Jersey Pinelands Curling Club

FALL CONFERENCE WEST

WHERE: Cicero Twin Rinks
Cicero, New York

WHEN: Thursday, October 26th

Risk Management

- Corey Cash, Safehold Special Risk

Refrigeration Room Maintenance

- Chris Geatrakas, Davis Mechanical

Curling at Your Arena?

- TBD

(NOTE: Seminar topics and speakers are subject to change.)

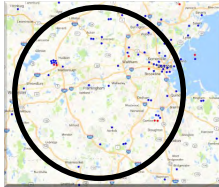
TIME for all Conferences: 8 am Registration & light breakfast
9 am – 2 pm Seminars (lunch included)

(From page 1 - "Supply and Demand")

banks and other investors may have a say in their continued operation.

Rather than get further into the law of "supply and demand", it's safe to say that the ice industry is prime to feel its effects. Fortunately, at this point in time, the demand is going strong. Figure skating continues to be very popular – at the learn-to-skate, recreational and competitive levels. Ice hockey, from youth through adults – and especially female participation – continues to grow. Add the interest generated by the upcoming 2018 Winter Olympics in PyeongChang, South Korea, and the sky's the limit! Right?

Let's take a look at a twenty-five (25) mile radius right here in NEISMA's backyard. With well over one hundred (100+) sheets of ice already in operation, there are eight (8) new sheets of ice opening in metropolitan Boston over the next few months – and five (5) more by 2018 - and these are the ones that are happening, not to mention the many "rumors" we frequently hear.



Essex Sports Center Middleton, MA

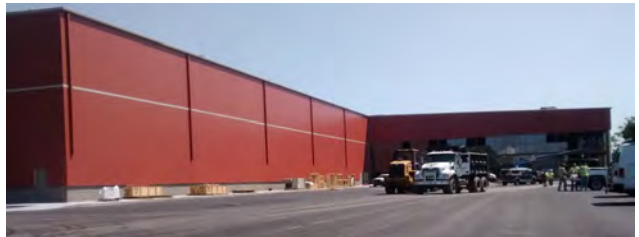
The Essex Sports Center is a state-of-the-art recreational facility located in Middleton, MA on the Danvers town line. Upon opening in the fall of 2016, the facility projects an annual attendance in excess of five hundred thousand people. The facility will be anchored with two NHL-sized ice hockey rinks, an indoor synthetic turf athletic field as well as an athletic training group, physical therapy program and a sporting goods group.



Conceptual Rendition

The turf and ice anchors are supported by 30,000 sq. ft. of concession and lobby area as well as a Pro Shop that sells hockey supplies, equipment and apparel and provides sharpening services.

Along with major tenants in the hockey rink, the remaining ice time provides for youth hockey, figure skating, learn to skate programs, sports camps, training programs, and adult league play.



Actual Photo - 8/26/16

The indoor turf field is utilized by youth soccer, lacrosse, baseball, and football programs from the surrounding area, adult and youth leagues, as well as birthday parties and other functions. The field is divisible into three separate training areas - or used as one large field, allowing for winter training and league play for youth sports programs and adult teams.



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Canton Ice House Canton, MA

Having opened one of its two (2) NHL-sized rinks in August, the Canton Ice House will be the newest, state-of-the-art ice rink facility in the New England area once it opens its 2nd rink in September. The Ice House will be home to several local area high school teams, an elite private club program (Boston Junior Huskies), several local youth hockey programs and a premier figure skating club.



Conceptual Rendition

The Ice House will host several large regional hockey tournaments each year as well as regional figure

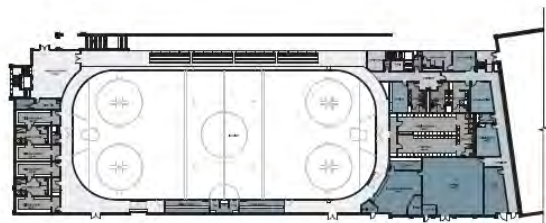
skating competitions. Throughout the year, the Ice House will offer public skating, learn to skate and learn to play hockey programs. Each week, local Youth, High School, Women's and Men's leagues will play over 35 games and hold more than 100 practices at the Ice House. Overall, the Ice House will have over 500,000 visitors each year. The rink is located at 65 North Street in Canton, MA.



Actual Photo - 8/31/16

The Roxbury Latin School Boston, MA

The Roxbury Latin School, located in the West Roxbury section of Boston, will be opening its doors to their new ice rink sometime this fall or winter. The rink, part of their new Indoor Athletic Facility project, will provide ice time for their varsity and junior varsity boys ice hockey teams as well as for other local schools and local youth groups. The rink is scheduled to operate during the winter season only (November through March) and will be utilized by other activities in the off-season.



Currently, the school's teams practice and play their games at the Thorndike Rink at Dexter School in Brookline.

(Continued on page 8)

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(From page 7 - "Supply and Demand")

New England Sports Village Attleboro, MA

The New England Sports Village complex is located about a mile from I-95 in Attleboro, MA and will encompass 130 acres of land. Still under construction but scheduled to open this fall, the complex includes multi-sport synthetic surfaces, tennis courts, an aquatics center and a 150 room hotel. Developer David Boucher envisions the op-

portunity for 18 different sports to have a space to play. Most importantly, during the first phase of construction is the development of two (2) NHL rinks as well as a mini rink. In addition, the building is large enough to install a possible third sheet in the future. One rink will have seating on one side while the rink designed for more elite hockey will have stands on three sides. The first rink has a target date of opening October 3rd and the second sheet November 3rd. The total cost of the project is estimated to be \$53 million with the rinks costing approximately \$17 million. (Below: Conceptual Rendition)



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Warrior Ice Arena Boston, MA



Managed by NEISMA member Rink Management Services, the new Warrior Ice Arena opened recently and will serve as the Boston Bruins practice and training facility, replacing the Ristuccia Arena in Wilmington, MA where they had been since 1987. Built in the Allston-Brighton section of Boston, the arena is part of the Boston Landing development which includes the headquarters of its owner and developer, New Balance. In fact, the Boston Celtics will be building a similar facility next door in the near future and a hotel will be added, as well.



While the Bruins have signed a long term lease agreement to be their “home away from home”, the majority of the arena’s available ice time has already been contracted to outside groups such as high schools and adult leagues, The rink will also provide public skating and offer rental skates.

Only seven miles from the TD Garden, the Warrior Ice Arena serves as more than a practice rink as the Bruins’ amenities include a player lounge, a state-of-the-art weight room and indoor training, a spacious locker room and much more.

So those are the five (5) new facilities that are in the process of opening this fall offering eight (8) new sheets of ice in the Boston area. Here are

three (3) more facilities that will be opening five (5) additional full sheets in the next year or so:

NEW ENGLAND SPORTS CENTER Marlboro, MA

Regarded by many as the premier ice skating facility in New England - already featuring six (6) full and one half sheet of ice - construction is now underway to build two (2) additional full sheets and up to three (3) smaller sheets. Two additional parking lots are being developed, as well. The expansion will open in 2017.

WORCESTER SPORTS COMPLEX Worcester, MA

Having broken ground this past spring, this new development will feature two (2) new full size ice sheets. The facility is being built in the city’s Canal District and is scheduled to be open in August 2017.

BENTLEY UNIVERSITY Waltham, MA

To better accommodate their move to Division I ice hockey, Bentley University will be breaking ground this September to build their own on-campus sports arena, having skated at the John A. Ryan Arena in Watertown since 1977. A single sheet is planned with a 2018 opening expected.

**We want to
hear from
YOU.**

- Will these thirteen (13) additional sheets of ice have an impact on the rink business in the Boston area in the foreseeable future?
- Does the demand for ice sports exceed supply of ice time, or vice versa?
- How about in your area? What are you experiencing in other parts of the country?

Email: feedback@neisma.com

Youth Hockey Incident Leads to ASTM Standard

By Tom Morton

As reported by ASTM* during a youth hockey game a flying puck hit and shattered the throat protector of a 14 year old youth hockey player. This was a fourth time that this had happened. Fortunately, the youth hockey player was not injured as a result of the shattered throat protector. No doubt severe injuries could possibly have happened.

Throat protectors are attached to the bottom of the goalie's mask. Throat protectors sometimes break during a game resulting in a game delay while the shattered protector is replaced with another protector.

The father of the youth hockey player, a retired police officer, became concerned because he suspected that some other goalie's in his son's hockey league or elsewhere might continue to play with a broken throat protector. He realized that without that throat protector that the larynx, trachea, esophagus, cartilage, vocal cords and more would be vulnerable. He also realized that the matter needed to be addressed.

Fortunately, someone pointed him to ASTM. It was then found that there was no safety standard at ASTM or at any other organization.

Therefore, in keeping with the policy of ASTM that when someone comes to ASTM and proposed a new standard, a task group is usually formed to ex-

plore the idea, such a task group was formed. As a result a new ASTM safety standard was adopted. But for the incentive, concern and follow through of a determined and concerned father an ASTM Safety Standard addressing the matter of the shattered throat protector may never have been addressed. This result is certainly a plus for the ice rink industry and a definite safety factor for youth hockey players.

Did you know that Tom Morton, one of the NEISMA Board of Directors, has since 1991 been a member of ASTM and is presently the chairman of the ASTM Subcommittee F08.66 that includes the ice rink industry?

Over the many years now one of NEISMA's primary goals has been "safety in the ice rink industry". NEISMA's participation in ASTM has been a major benefit for our membership. Various ASTM safety standards pertaining to the ice rink industry have been addressed by our ASTM representative. Currently the ASTM Subcommittee is considering safety standards pertaining to mold and to emergency evacuations. A standard pertaining to ice resurfer operators may be considered.

* The source for this article is the May/June 2016 issue of the ASTM Publication entitled "Making the Save" by Dan Bergels.

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Eddie's Old Enough to Remember When...

...the Glass was not Glass!

This is the first of what I hope to be many articles on some of the vintage equipment used in rinks as they have evolved. My 30+ years of running rinks has caused me to be more than a bit nostalgic, any feedback would be appreciated. So here goes -

Glossary

Expectorate – v.t. to spit
 Injury – n. harm or damage

If you haven't played a hockey game on a pond it is safe to assume you have never fully appreciated the merits of the dasher board and glass which have become de rigueur in the modern day ice rink. As players tired of chasing errant pucks the length of the pond, accoutrements dubbed "shinny boards" or



"knee high boards" were toted to the ponds each Fall and hopefully removed before the Spring thaw. As the game moved indoors, the dasher boards used varied greatly. Rinks primarily used by figure skaters often used a lower dasher board (24-36") and temporary netting above which was only pulled into place during the hours used by the hockey players. Rinks built for hockey featured higher boards (42-48") which were not high enough to contain all the pucks shot.

The first screening material above the boards was readily available chicken wire. Anyone who has used chicken wire knows it is fraught with barbs, bends and breaks

(Continued on page 14)



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(From page 13 - "Eddie's Old Enough...")

very easily and leaves very sharp edges. While chicken wire was an improvement over not having anything above the dasher, the numerous injuries suffered along with the severe bending of the wire made the search for a better answer continue...

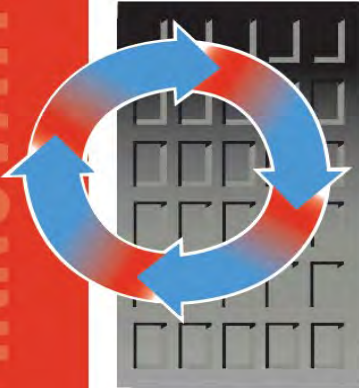
Rinks were realizing that a stronger containment system would be worth paying more for...thus, a stronger gauge version of "chicken wire" was soon found in the form of chain-link screening. The heavier construction meant heavier posts and dashers were now required. The screen would bend on either side of, and behind, the goal nets but the remainder of the screening would last for years. Of course, it had some downsides. MY first rink featured high school and college games, with a chain link perimeter. The skaters passing by provided a frigid breeze in the already cold rink. Numerous patrons needed



bandages after casually talking to someone with their hand gently grasping the fence...until... BAM....hit by a shot....The other major flaw involved the fans' and players' desire to expectorate, often on each other. As bad as cleaning glass is, those of us that have hosed down the plethora of frozen spit stalagmites in a chain link section will never wish for the return of chain link. A bad call by a referee also could lead to his remaining 5-6 feet off the boards, out of the disgruntled fans' expectoration range! Rigid steel screens, a la prison bars, were used in a few rinks, but did not gain popularity due to the weight and lack of "give."

The post WWII production of plastic gained steam and sheet plastic became available in the 1940s but at a very steep price. Original Sixcity Toronto was first to install plexiglass in 1946, then the rest of the NHL rinks converted. As it became more

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available the price dropped to the point where local rinks were built almost exclusively with plexiglass by 1970. Fear not, there are still a select few using chain link, notably Adelard Arena on the campus of Mt. St. Charles Academy in Woonsocket, RI. In Woonsocket, most of the stands are balcony-style, lessening the amount of player-fan interaction that the screening allows for in other “ground-level” style arenas.

The safety improvements of acrylic sheeting won out; the vast majority of arenas now feature some type of clear panels through which the fans can watch the game. The clear sheeting has evolved as well, with acrylic sheets, polycarbonate sheets and tempered glass now topping the boards.

THE CLEAR STUFF

I'd be remiss if I didn't give a synopsis of the clear panel options for our rinks:

Acrylic Sheetting – known as Plexiglass, Acrylite, Lucite or Perspex. It is the least expensive, has “give,” easily cut to size by a saw, made famous by Rohm Haas pilot canopies leading up to and in WWII. So weather resistant, plane canopies still clear 50 years later. Easily scratched, damaged by cleaning with turpentine, gasoline, acetic acid or phenolic acid. Lightweight and ease of cutting make it a smart part of every rink's inventory.

Polycarbonate Sheetting – known as Lexan, Makralon, Merlon or Hammerglass. Most expensive when coated with scratch resistant polymers, “unbreakable”, able to cut with a saw, will discolor in sun over time, no using ammonia based cleaners! The “Cadillac” of sheet plastic, if you can afford the upfront cost and you're out of the sun, go for it and enjoy!

Tempered Glass – must be made to size, NO CUTTING or grinding. Made by heating to 620F and rapidly cooling, putting outer surfaces into compression and inner glass into tension, resulting in crumbling upon breaking. Easy to clean, resists scratching. Very heavy, cleanup of broken pieces can be endless. New coatings available to reduce the crumbling.



So what's right for your rink? You must decide. If you have high level hockey and lots of it, tempered glass is rigid, potentially causing injuries when checked into it, and excessive breakage becomes tiresome and expensive...best used on the

SIDE glass, spectators and rink glass cleaning staff love it! Plastic on the ends (either acrylic or polycarbonate) flexes more than tempered glass which should reduce injuries. As the level of hockey played in your rink drops, the more likely that any choice you make will be the right

one! Nostalgically, give me chain link!!

- Ed Peduto is the Manager of the Burbank Ice Arena in Reading, MA and long-time contributor to the Rink Rat. Ed welcomes your ideas, memories and photos to be shared in a future Rink Rat! Email them to:

feedback@neisma.com

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Making Ice in PyeongChang - Part I

By Cory Portner, CIRM

My first trip to South Korea. This was a surreal thought as it crossed my mind on the drive to the Denver International Airport. It became very real as I hung up the phone with my family at the Bradley International Terminal in Los Angeles prior to boarding my last 15 hour leg to Seoul, South Korea. The nervous energy translated into a anxious mix of emotions as I prepared for what seemed like an uncertain opportunity that has been eluding my professional career since the 2006 Olympic Games.

I've been fortunate to have had persons and events that have shaped my professional career and overall outlook on life and self fulfillment for the past 20 years. I view the opportunity to work an Olympic event as a fortunate byproduct of hard work and the ice industry's professional network. I won't take this opportunity for granted.

My role within the scope of the games is Ice Technician for Short Track Speed Skating and Figure Skating. It is bound to be an exercise in utility. I will draw from the experiences and persons that have shaped my career for the past two decades. Anyone who works in this business understands the tight network of hardworking individuals that make up the ice rink industry. Acknowledging those individuals who I have interacted with along the way would easily encompass this entire issue of the *Rink Rat*.

The Gangneung Ice Arena will be my home base in South Korea. It will be the 12,000 seat arena that hosts the official competition ice for Short Track Speed Skating and Figure Skating events. With two Olympic size ice sheets, two floors below grade and four floors above grade, it is an impressive fa-



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cility. The two ice sheets are stacked with the competition rink at grade and the practice rink directly below. The third sheet of ice will host official practice sessions for Short Track and will be constructed in a new and separate facility.

For me personally, seeing the facilities during construction is a significant and exciting event. I have a background in architecture and am fascinated with the process of seeing raw materials shape into a finished facility. The tour of the facility was amazing and I am excited to be a part of the first ice install in this complex. With construction still underway, we focused on planning sessions for the first ice make.

Detailed discussions throughout my two week stay revolved around the upcoming events and the ice installation equipment, paints and graphics needed for the next six months. In November the plan is to host a national Short Track Speed Skating training event. December is the ISU World Cup Short Track test event. January the plan is to host a national Figure Skating training event while February

will be the International Skating Union (ISU) Four Continents and the official test event. The goal is to install all of these ice surfaces in November for my next visit. The challenge for all of these events is that they have different ice markings and graphics for each one. After discussions and information gathering the plan unfolded as follows:

- Build of ice over dry floor
- Install grey 428 base (used for both short track and figure skating events)
- Build of ice over base
- Install short track speed skating ice markings and blue infield
- Build ice over ice markings and infield
- Install national logo for short track event
- Build ice to final ice thickness
- Host national short track speed skating event
- Post event - shave ice down at center ice
- Remove national short track logo
- Replace with World Cup Short Track logo
- Build ice to final ice thickness

(Continued on page 18)

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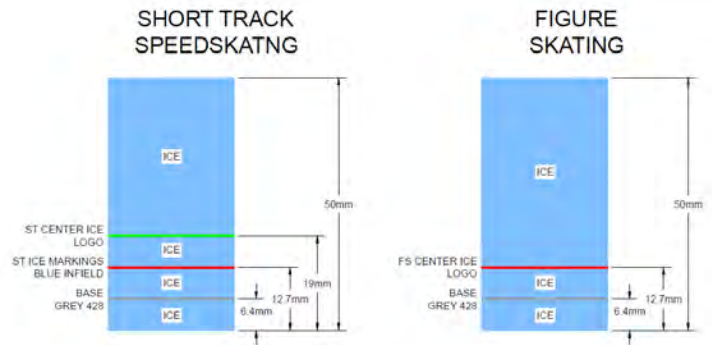
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(From page 17 - "Making Ice in PyeongChang")

- Host ISU World Cup Short Track Speed
- Post event - shave ice
- Remove center ice World Cup Short Track logo
- Shave ice to remove short track ice markings and blue infield
- Install center ice logo for national figure skating event
- Build ice to final ice thickness
- Host national figure skating event
- Post event - shave ice at center to remove national figure skating logo
- Install ISU Four Continents Figure Skating Championships logo
- Build ice to final ice thickness
- Host ISU Four Continents Figure Skating Championships
- Post event - remove ice and return to dry floor

With the plan in place, all current preparations are all focused on making the ice install in November as successful as possible. Stay tuned as future articles will outline how the process unfolds throughout these events.



ICE INSTALLATION CROSS-SECTIONAL DETAILS
GANGNEUNG ICE ARENA - MAIN

- Cory Portner is currently an independent ice consultant with over twenty (20) years of ice industry experience. He is currently contracted with the PyeongChang Organizing Committee for the 2018 Olympic Games in South Korea. He is not an employee of, or directly affiliated with, the PyeongChang Organizing Committee. We hope to follow Cory over the next 18 months as he prepares for the Winter Olympic Games in 2018.



THE RINK RAT

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NEISMA is a professional service organization, organized to provide the ice skating industry with education and training. Since 1972 NEISMA has disseminated technical information and conducted seminars on rink equipment, energy, air quality, marketing, skating programs, maintenance and safety. NEISMA provides the professional rink manager with the technical information needed to operate a safe, efficient and profitable facility. The NEISMA Board of Directors is not a testing lab for vendors or their products. We are not responsible for vendor representations or errors. We neither endorse or recommend any vendors products.

Curling's Continued Growth Creates Unique Opportunities for Ice Arenas

The Olympic sport of curling continues its upward growth more than a decade after NBC crowned it the Olympic darling.

A major contributor to that growth has been the addition of curling clubs to existing arenas that traditionally house ice hockey and figure skating. Now more eager to have the 42-pound granite stones on their ice, nearly 50 percent of USA Curling's member clubs are not traditional curling-only facilities, rather they are roommates with their other Olympic siblings and increasing more and more in popularity as we inch toward another Olympic Winter Games.

In 2015, USA Curling reached 20,000 members for the first time and is closing in on having clubs in each of the 50 states.



Where Olympic Journeys Begin

In the northeast alone, there are arena clubs in New York, New Jersey, Connecticut, Rhode Island, Massachusetts, Vermont, and Maine with at least four to five more starting up this fall/winter, including in Delaware. Interest spikes each Olympics and we expect even more in 2018 due to introduction of a new discipline called mixed doubles.

The ice sport of curling has taken hold in what many thought were unlikely places including Tempe, Ariz.; Orlando, Fla.; Dallas, Texas; and there is significant interest in Honolulu, Hawaii, where a curling charity event has been hosted each fall since 2013.

The newfound popularity of this 500-year-old sport, which traces its roots back to Holland and Scotland, can be attributed in part to the fact that it is a life-

(Continued on page20)

Reverse Auctions - An Opportunity to Save

By Derek Beker, Energy Action House

When purchasing utilities (electricity or natural gas), a reverse auction is when the roles of the buyer and seller are reversed. In an ordinary auction (known as a forward auction), buyers compete to obtain goods or services by offering increasingly higher prices. In a reverse auction, the sellers compete to obtain business from the buyer and prices will typically decrease as the sellers underbid each other. In this case, wholesale electric and gas suppliers compete against each other in a live, reverse auction process through state-of-the-art technology that links all suppliers into one auction site competing in real time. The customer is able to watch the auction live as it folds out and sees all the suppliers' names, rates and terms.

Bidding performed in real-time via the internet results in a dynamic, competitive process. This helps achieve rapid downward price pressure that is not normally attainable using traditional brokerage services. Re-

verse auctions build on the traditional procurement approach of developing a Request for Proposals (RFP) and soliciting bids from energy suppliers to be evaluated at a specific point in time. Rather than offering one opportunity for each supplier to put in their best bid, the RFP for an energy auction will invite a large number of suppliers to participate in a live event, where they can see the current bids being offered to the customer by other suppliers. Many reverse auction software companies or service providers report an average price reduction of 10 - 20% following the initial auction's completion.

Typically, the criteria for a reverse auction is a minimal annual usage of one million kilowatt hours (kWh). Multiple locations or members of an or-

(Continued on page20)

(From page 16 - "Curling's Continued Growth...")

time sport that can be enjoyed by people of all ages and abilities. Much like that other Scottish sport - golf - the young and old, men and women, and families can play on equal footing. The sport has many similarities to golf, in fact: it involves finesse, strategy for setting up one shot with another, the ability to read the pebbled ice surface like one reads a green, and a significant mental component. Also like golf, newcomers can partake in a short lesson and soon after head out to play, forever thereafter trying to perfect their game.

Since being tabbed as "a cult sport" by ESPN during the 2002 Olympics, curling has also been attracting a younger and more diverse crowd than in the past, when it was largely unknown in the USA and mostly played in the northern tier, cold weather states.

- Terry Davis is the Director of Communications for USA Curling (www.usacurl.org)

(From page 16 - "Reverse Auctions?")

ganization can easily be pooled together to meet the minimum requirements, if necessary. All that is needed to get started is a recent electricity and/or natural gas invoice from the local utility. Once a term is agreed to and contracted, the new rate will still appear on the utility invoice.

At the end of the auctions, all of the offers will be shown from lowest to highest. The buyer can choose any one of the offers. Advisor will be able to help along with legal review of any contract chosers. There is no obligation after an auction is complete. The buyer can walk away or set up another auction in the future. If a term is chosen, a contract will be emailed immediately reflecting that term for review and signature.

(Editor's Note: NEISMA will be announcing a special opportunity for members to save money on their utility bill with Energy Action House and help NEISMA's scholarship fund at that same time.)

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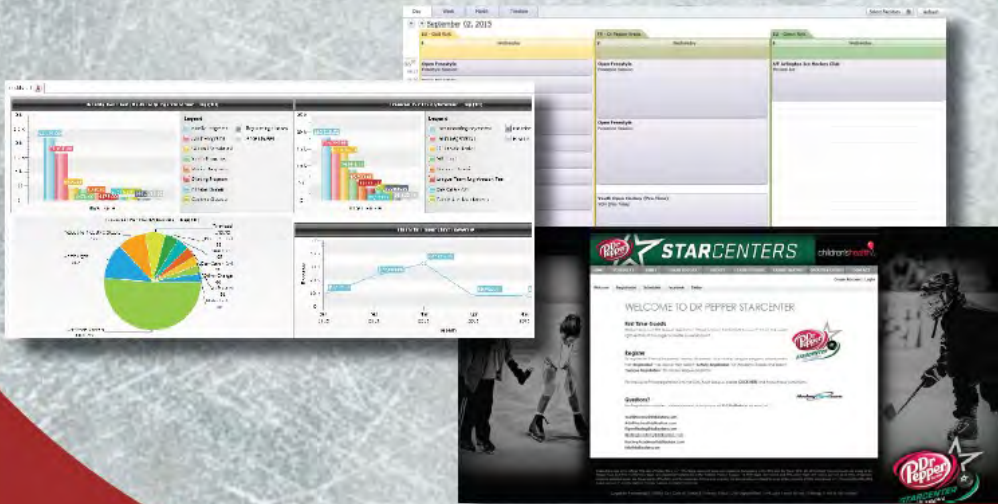
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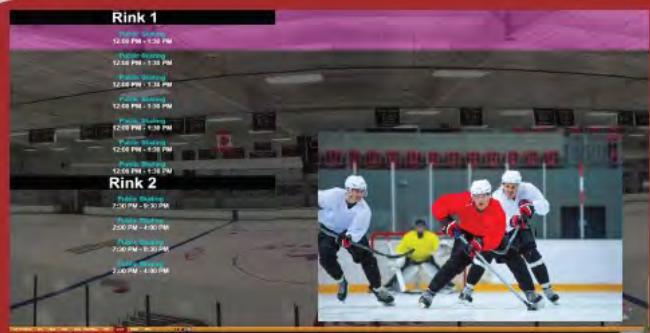
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ESSAY (Please include one page, single spaced.)

Please explain how your personal history (school, extracurricular activities, jobs, hobbies, involvements, etc.) has shaped your future plans in your pursuit of a college education and possible career.

ELIGIBILITY

The 2016 – 2017 William Chase Scholarship is open to employees and children of employees of current NEISMA members (rinks and vendors alike). Student applicants shall have worked a minimum of two (2) seasons in a NEISMA member organization, or the student's parent shall have worked a minimum of five (5) years in a NEISMA member facility or company. Students shall be high school graduates and be enrolled into an accredited college or university in the Fall of 2017.

CHECKLIST

A complete application shall consist of the following:

- _____ The above application filled out with all necessary information completed.
- _____ A letter of recommendation from a NEISMA member (facility or business owner/manager, etc. - please no relatives).
- _____ Your most recent high school transcript.
- _____ A one (1) page, single spaced essay on the abovementioned topic.

APPLICATIONS SHALL BE POSTMARKED NO LATER THAN MARCH 15, 2017.

Applicants will be notified in early April. Scholarships will be awarded at our annual Spring Conference.

Send to: NEISMA, P.O. Box 290595, Wethersfield, CT 06129.



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MAINTAIN THE MOMENTUM!

As communicated during the summer, the hockey world and NEISMA family lost a close friend and colleague in Steve Hoar, our President from 1993 to 1994 while at the Lexington (MA) Recreation Center. What we remember most about Steve is that he was a motivator and, while president, would encourage us to “maintain the momentum” that we’d established together as a profession.



After the progress NEISMA has made over the past several years - increasing our membership to over 250, expanding our outreach efforts to beyond New England, improving our level of service to our membership - it is only fitting that we dedicate the coming 2016 - 2017 year to the memory of Steve Hoar and, in his spirit, encourage everyone to help NEISMA “*maintain the momentum*”!

THANK YOU FOR YOUR SUPPORT AND INVOLVEMENT!