

BMO Newsletter: Fall 2014

Blue Mountain Outfitters

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So who writes the BMO newsletter, anyway? Not sure why I started writing in the third person (maybe hoping a fourth person would come along and take over!) but yup, as most of you figured out, it's me, Mary. DO get a lot of ideas, feedback, and help from the rest of the crew though; like most things around here it's a group effort. (Will try not to slip back into third person; we'll see how that goes!)



Mary

Shop Small, Save Big!

Once again BMO will be participating in "Shop Small" on Saturday, November 29th. Small Business Saturday was created to encourage shoppers to support small independent stores after taking advantage of Black Friday's blow out sales at mass merchandisers. Have an American Express card? Register at <http://www.americanexpress.com>, spend \$10 or more at up to three different Shop Small participating retailers, and get up to \$30 (\$10 per merchant) back on your American Express statement within 90 days. Hey, that's free shopping at the least!

AND, for those of you who don't want to battle the crowds on Black Friday (not to MENTION shopping on Thanksgiving!) we'll be

running our Shop Small sale Friday, Saturday, and Sunday (Nov. 28-30). (Cyber Monday? Sorry, not open!) We're well stocked with canoes, kayaks, stand up paddleboards and all the goodies to go with them.

So enjoy Thanksgiving with family and friends, and hope to see you here at BMO over the weekend! (Give us a call or drop a line for sale details.)



What's New?

Once again we weren't able to attend any of the dealer shows, 'cause they just haven't figured out that paddling shops are still dealing with paddlers in July and August! Fortunately our reps keep us posted on the latest and greatest, so here goes!

Drysuits

Kokatat's taking a new approach to an old idea with the Idol 2-Pc. drysuit. The difference? A full "around the waist" waterproof zipper to connect the top and bottom. The result? A truly waterproof 2-piece suit that can also be broken down into separate pieces (i.e. dry top when a full drysuit isn't needed), is easier to get into and out of, and has a zipper that serves double duty as a relief zip, for both guys AND gals!



Kokatat Idol



Stohlquist Shift

Stohlquist added a new drysuit (the Shift) last year, but we didn't actually see one until this fall. Tim modeled one for us (a little warm at the time; thanks Tim for taking one for the team!) The first thing Tim noticed was the ease of getting into the suit (prompting the question; why don't you do this with all of them?) And something really unique is what they call "standby mode", where the neck gasket can be removed and entry zip left open, outer jacket zipped (or not, your choice!) while on shore or any time the risk of submersion is low. A removable hood completes the jacket. This is a drysuit that actually makes a fashion statement!

PFD's

Stohlquist hasn't just been working on drysuits; they're rolling out several new PFD's as well, which will be joining BMO's line up this year.

We've seen the need throughout the years for big water (read Grand Canyon and beyond) PFD's, but have never been fond of the fit (cumbersome) or the look (Titanic). Stohlquist has addressed both this year with the Kahuna, a trim fit high float PFD that packs a whopping big 18 lbs (Small) to 22 lbs. (Large) of flotation and looks good doing it. Mary (whoops...!) tried on the small size, and was amazed how well it fit and how much mobility it had. Whether going on a big water rafting trip, or just looking for a little extra "insurance" without feeling or looking like the Michelin man, you might want to check this out!



Stohlquist Kahuna

Next in Stohlquist's 2015 rollout is the Coaster (men's) and Misty (women's), featuring 2-position thin back design (allowing it to be worn high to accommodate sprayskirts, or lower for increased coverage on high back seats.) And pockets? Got you covered! Pockets for cellphones, pockets for sunglasses, pockets for beverages. Looks like a winner to us!



Stohlquist Coaster



Stohlquist Misty

SUP paddlers? You're covered also, with Stohlquist's Contour Inflatable PFD. Not a new idea, but a nice low profile version.



Stohlquist Contour

NuCanoe Rowing Rig

NuCanoe Frontier owners have been asking, and NuCanoe has delivered. We now have a rowing rig to fit the NuCanoe Frontier; available at (drum roll...) you guessed it, BMO.



NuCanoe Frontier Rowing Rig

BMO Fun & Games

Okay, time to take a little break from “What’s New” (we’ll get back to that later!) and have some fun!

So why would anyone want to work for a Paddlesports shop, anyway? Aside from the obvious (good deals on gear) there are some not so well known employee benefits, such as:

The BMO Gym

- Weight Lifting (boats...over and over)
- Stair Climbing (Inventory is stored in the basement)
- Swimming (after errant customers)
- Sauna (our parking lot in August)
- Hot Tub (our river in August)
- Squats (moving boats from low storage rungs)
- Stretching (reaching boats on HIGH storage rungs)
- Resistance Bands (trailer bungees)
- Running (after customers who forgot something)
- Balance Training (untying boats from a 2-story canoe trailer)

Chin Ups (reaching the top of said 2-story canoe trailer)

Lunges (catching boats that fall OFF the 2-story canoe trailer)

Massage (Yeah, Right!)

And our favorite: 12 ounce curls!



Tall Canoe Trailer

Dougisms (If it ain't a word, it should be!)

Leah showed up at work one day this summer wearing shorts that were, well, “well ventilated”. Doug took one look at her and asked, “Where did you get those, the Starvation Army?”

What Else is New?

Oh yeah, Boats! We usually start out with these, but thought we’d mix it up a little this time!

Out with the Old, in with the New

We were really disappointed when Liquid Logic informed us they were cutting out their dealers and selling only factory direct (what’s so logical about that???) Think we have our whitewater and crossover lines pretty well covered between Dagger and Wave Sport, but wondered what we could come up with to replace the Coupe. Not to worry! Dagger is

bringing us the Roam, in both 9'4" and 11'5" lengths (unlike the Coupe, which only came in 10') Sit on top crossover performance with drop skeg, thigh straps (nope, you don't have to buy them separately!) and improved storage. We think they've got us covered!



Dagger Roam 9.5

Wilderness Systems continues to expand their sit on top fishing line with the Thresher 140 and 155. While mainly targeted to offshore anglers, we see an application for the 140 on our larger local rivers and lakes. Will have one here soon; stop by and check it out!



Wilderness Systems Thresher 140

Improving the popular Ride series is difficult, but Wilderness Systems upped the ante this year with the AirPro Max seat. Durable, breathable, and VERY adjustable!



Wilderness Systems Ride AirPro Max Seat

Current Designs is expanding their North American touring kayak line this year to include the composite Equinox GTS and GT (both 16'), and rotomolded Squall GT, all with rudder.



Current Designs Equinox GTS



Current Designs Squall GT

The Current Designs Vision series has also expanded, to include a choice of rudder or skeg on the 140 and 150, and skeg on the 130.



Current Designs Vision 140

Native Watercraft expanded their Slayer Propel line to include a pickup-truck-friendly size 10' model. (Wish we'd seen it in the regular Slayer as well; hopefully later!)



Native Watercraft Slayer 10 Propel

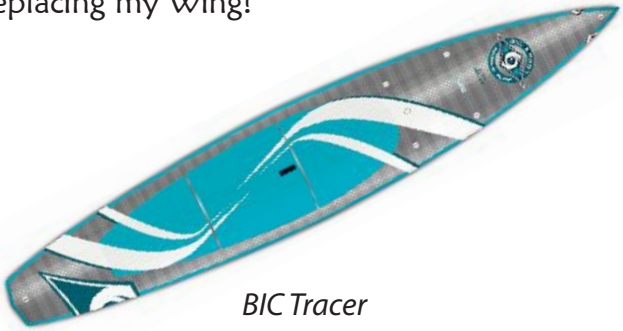
'Sup's Up?

The big news at BIC this year is Soft-Tec; durable Ace-Tec bottom coupled with a soft top. Available in three models to fit all!



BIC Soft-Tec

Also new from BIC is the Tracer line; a cross between the award winning Wing, and the all-out racing boards. Fast, light, and SEXY! Mary (whoops...I) fell in love with the Master, might make her (whoops...me) think about replacing my Wing!



BIC Tracer

Also new for 2015 at BMO are Pau Hana and Malibu stand up paddleboards. Our rep had us interested as soon as we saw them, then we were TOTALLY hooked when we found out that "Pau Hana" is Hawaiian for "Work is Over". That says it all!



Pau Hana Mlnisport

2015 True Colors

Want to make a Rastafarian statement? Try Dagger's new "Molten"



Dagger "Molten"

Purple Rain? How about Dagger's "Freeze" or "Astral"? (Depends on whether it's a whitewater boat or recreational; go figure!)



Dagger "Freeze"

Moody Blues? Wilderness Systems "Indigo" (Touring) or "Midnight" (Recreational; here we go again!)



Wilderness Systems "Midnight"

Camo? Take your pick! Never KNEW there could be so many choices!



Wilderness Systems "Flint" (the latest of 3 different camo's!)

Got Royalex? We Do! (At Least for Now)

As most of you canoe paddlers know, Royalex was discontinued as of April of this year. Big loss for all of us! We've stocked up on what we can, and have a fairly good selection still. Getting hits from all over the country to buy them, but we don't ship (a Royalex canoe with a forklift hole through the side isn't such a great deal!) so they're here for you local collectors.

In the meantime, Esquif in Canada is working on a Royalex replacement (T-Formex) they say will work in the same molds, will be lighter, more UV resistant, and more durable (we've got our fingers crossed!), NovaCraft has developed a proprietary material called TuffStuff that they hope to replace Royalex with, Wenonah is falling back on Tuf-Weave, and others are reverting to Polyethylene to fill the void. Will be interesting to see what the fall out is!

Heads Up!

In case you haven't heard, Thule replaced their long running Canoe Carriers with an improved model that will work on round and aero racks in addition to traditional square Thule bars. But a LOT of us have the original model, and as you know, the little "whirly-gigs" are prone to breaking (we always carry a full set of extras in our car when traveling with high dollar canoes.) SO, we're stocking up; give us a call or stop in if you want to also!

Long Legs? No Problem!

It's been very frustrating for us throughout the years trying to sell kayaks to people whose legs just don't fit the "norm". Well, looks like someone's (or in this case two someone's) been listening. Harmony and Select Designs are both debuting footbraces this year that give up to 5" more legroom. And guess what? They were BOTH smart enough to keep the mounting holes the same as the regular ones, making retrofits a piece of cake! Thank you!

BMO Gallery of Fine Art

Jim Booth has become our "go to" photographer for this section lately, and with good cause! Here's one of his latest, taken in May, 2014. Thanks (again) Jim!



Great Egret at Wade Island Rookery

Finally, in the spirit of Thanksgiving, we'd like to thank all of you for your support throughout the years. You are the reason we're still here when (unfortunately) many of our colleagues no longer are. We know that, and appreciate it!

BMO
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-The BMO Gang
(Doug, Mary, Kris, Tim, & Leah)