

# Snowboard Cross

Marketing Guide 2023/2024



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# 1. Contacts



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## 2. General Marketing Information

### 2.1 FIS Snowboard World Cup Sponsors

#### **Branch Exclusivity of FIS Sponsors**

The FIS Snowboard World Cup Sponsors have branch exclusivity within their product category. The National Ski Association (NSA) / Local Organizing Committee (LOC) assures that no competing companies are present with their branding in any commercial or public area of the event.

- Title Sponsor (open)
- Data and Timing Sponsor (open)

#### **FIS Snowboard World Cup Sponsor Rights**

The FIS Sponsors have the right to promote their products and services on site during the events at no extra cost.

### 2.2 Responsibilities FIS

To define the advertising rules and guidelines for marketing and implementation of sponsor rights. FIS has an overview of all marketing related issues whereas at the event the Race Director is the main contact person.

### 2.3 Responsibilities National Ski Association / Local Organizing Committee

The National Ski Association (NSA) / Local Organizing Committee (LOC) has to provide the necessary preparation of the sponsor area inside the TV-range in prior consultation with the FIS Race Director. In addition the NSA / LOC is responsible for a clean appearance of the sponsors outside of the TV-range.

## 3. FIS Snowboard World Cup Venue

### 3.1 Start and Finish Area

FIS may, but is not obliged to provide the start and finish installation. The NSA must inform FIS about the need of such installations 90 days prior to the event. The NSA is responsible to organize and set up the start and finish installations in collaboration with the Race Director.

If there is a need for modification on the various start and finish installations this has to be discussed with FIS.

The Title Sponsor has the exclusive right for the design of the frame and backdrop of all start and finish installations including the Exit Gate and further installations.

3 Volunteers with good skiing skills will be required to assist the FIS Implementation Team with the installations during the whole event.

Depending on the local circumstances, weather etc. the FIS Implementation Team may need additional temporary volunteers assistance.

### 3.1.1 Start Snowboard Cross



The advertising space is allocated as follows:

Title Sponsor:	2x (2m x 1m)
NSA Sponsor:	2x (1m x 1m) 12x on Start Gate
Data and Timing:	2x (1m x 0.5m)
Resort:	1x (2.5m x 0.6m)

#### **Technical Information:**

Size Start: 16m wide x 4m high x 3m deep.

#### **Requirements NSA/LOC:**

- Flat start area, when possible, should be 20m wide x 8m deep to provide more space for the athletes and allow the LOC/NSA to place the left and right banners.
- The electrical socket (220V), it needs to be available after the competition to deflate the start installation.
- Necessary Velcro type of NSA / Sponsor advertising patches: Scratchy / Hook
- The start gates should be installed (dug) into the snow deep enough to allow the base of the start installation and the athletes' boards to be at the same surface level

## 3.1.1 Start Backdrop

Front side perspective



Side perspective



Back side perspective



The advertising space is allocated as follows:

Resort: 2x (2m x 1m)

### **Technical Information:**

Size Start Backdrop: 16m wide x 4m high x 4m deep.

Cables and wiring for TV or timing should not be connected or hung onto the start house without prior authorisation from the FIS Implementation team leader, due to safety issues when the weather is bad.

### **Requirements NSA/LOC:**

- Flat start area, when possible, should be 20m wide x 8m deep to provide more space for the athletes and allow the LOC/NSA to place the left and right banners.
- Electrical socket (220V), it needs to be available after the competition to deflate the start installation.



## 3.1.2 Finish Tower - SBX



The advertising space is allocated as follows:

**Finish Tower consists of 2 sides (front side / back side)**

Title Sponsor:	4x (4m x 1m)
NSA Sponsor:	4x (1.2m x 1m)
Data and Timing:	4x (1.2m x 0.4m)
Resort:	4x (1.2m x 0.4m)

### **Technical Information:**

Size per Tower: 4.5m wide x 4m high x 0.5m deep

### **Requirements NSA/LOC:**

- Electrical socket (220V) on both side of the finish towers
- Necessary Velcro type of NSA / Sponsor advertising patches: Scratchy / Hook
- B-Net which covers backside of the towers
- Distance between the finish towers will be defined in close cooperation with the FIS Technical Delegate. Normally, the overall finish width will be approximately 24m (overall inflatable base outside)

### 3.1.3 Exit Gate



The advertising space is allocated as follows:

Title Sponsor (40%):	17x (0.25m x 0.13m)
NSA Sponsor (40%):	17x (0.25m x 0.13m)
Resort (20%):	8x (0.25m x 0.13m) 1x (1.8m x 0.4m)

**Technical Information:**

Size Exit Gate: 3.6m wide x 2m high x 1.5m wide x 0.3m deep

**Requirements NSA/LOC:**

- Flat area of 4m wide x 1m deep in the finish area
- Electrical socket (220V)
- Necessary Velcro type of NSA / Sponsor advertising patches: Scratchy / Hook
- It should be placed on the opposite side of the video wall to allow athletes a better view of the screen and provide better images of the athletes standing in front of the sponsors
- Preferably, square corral finish is better than a circular one in order to fix the exit gate to insured a clean finish area look and optimal TV image

### 3.1.4 Presentation Backdrop



The advertising space is allocated as follows:

Title Sponsor (40%):	14x (0.25m x 0.13m)
NSA Sponsor (40%):	14x (0.25m x 0.13m)
Resort (20%):	8x (0,25m x 0,13m) 1x (2m x 0.4m)

**Technical Information:**

Size Presentation Backdrop: 3.5m wide x 2.5m high x 0.3m deep

**Requirements NSA/LOC:**

- Flat area of 4m wide x 1m deep in the finish area
- Electrical socket (220V)
- Necessary Velcro type of NSA / Sponsor advertising patches: Scratchy / Hook

### 3.1.5 Placement Exit Gate and Presentation Backdrop



## 3.2 Banners

### **Banners on Course and in Finish Area**

The bannering on course and in the finish area is allocated as follows:

- 100% NSA Sponsor

Advertising banners may not exceed 8m width and 1,5m in height.

### **Platinum Circle**

- 100% NSA
- Max. height 0,25m

### **Advertising above the Course**

- Per event, one event sponsor advertising above the course or an arch in one position is allowed. Max. height 6m, min. width 15m.
- Position of this advertising must be agreed with the FIS Race Director.

### **Banners on Functional Buildings**

Advertising on the functional buildings is allocated as follows:

- 100% NSA

### **Banner on Last Jump**

- The advertising space on the last jump is allocated as follows: NSA Sponsor
- Position of this advertising must be agreed with the FIS Race Director

### 3.3 Gate Flags



#### Requirements NSA:

The NSA is responsible for the production of the Gate Flags according to the ICR. Flex Pole Stubbie (short & long) need to be provided by NSA.

Colours of flags: Red and Blue (If you wish to use other colours please contact the Race Director)

On the gate flags it shall be permitted to identify (name or logo) the locality and/or a sponsor. However, this identification must be printed on both sides.

Advertising possibilities are allocated as follows:  
100% NSA

#### Sizes:

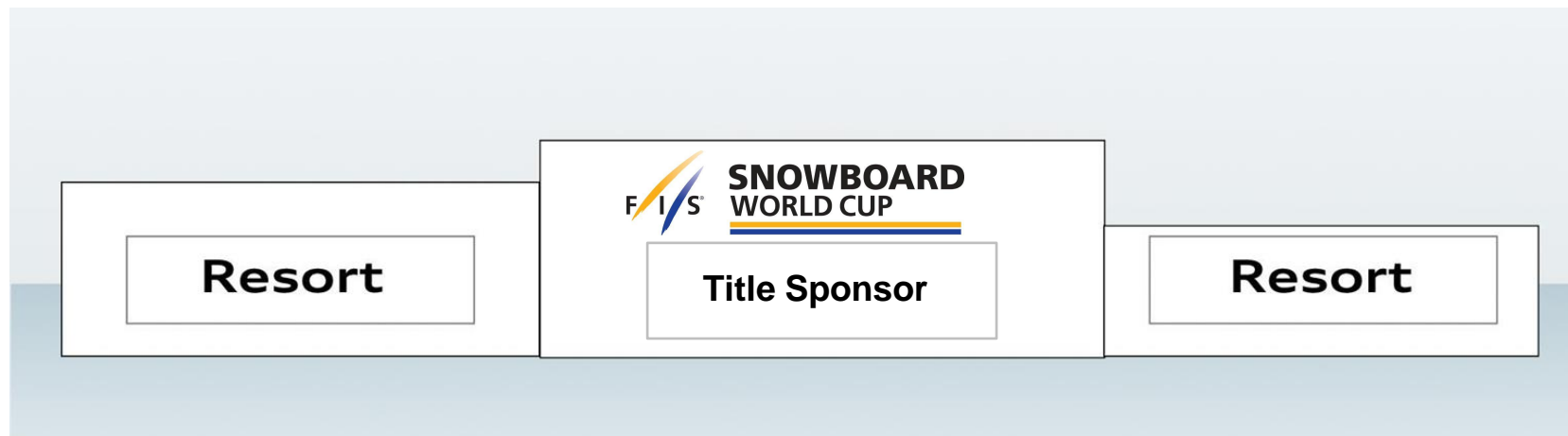
Only PGS sizes are used for all disciplines (PSL & SBX).  
Triangular gate flags (banners / panels) may be used with the following sizes. (Slight variations from the following dimensions will be acceptable).  
Base length: 130 cm  
Height long side: 110 cm  
Height short side: 45 cm

**Resort Logo:** 40 cm x 20 cm

**NSA Sponsor Logo:** 80 cm x 20 cm

The exact amount of Gate Flags depends on the individual course.  
Please contact the Race Director for information.

## 3.4 Award Ceremony



The advertising on the podium is allocated as follows:

1 <sup>st</sup> position: Title Sponsor:	1x (0.5m x 0.2m)
2 <sup>nd</sup> position: Resort:	1x (0.5m x 0.2m)
3 <sup>rd</sup> position: Resort:	1x (0.5m x 0.2m)

### **Technical Information:**

Size Podium: 3.5m wide x 2.5m high x 0.3m deep

### **Requirements NSA/LOC:**

- Flat area of 4m wide x 1m deep in the finish area
- NSA / Sponsor / Resort advertising patches: Magnetic, it needs to be magnet across the entire surface area to stick properly on the podium

### **Placement**

The placement of the podium and the ceremony wall shall be determined by the FIS Race Director in cooperation with the Local Organizing Committee based on the best possible TV exposure.

## 3.4 Award Ceremony



### Ceremony wall sponsor identifications:

Title Sponsor (40%):	28x (0.25m x 0.13m)
NSA Sponsor (40%):	28x (0.25m x 0.13m)
Resort (20%):	14x (0.25m x 0.13m) 1x (2m x 0.4m)

### Technical Information:

Size Ceremony Wall: 6m wide x 3m high x 0.3m deep

### Requirements NSA/LOC:

- Electrical socket (220V)
- Necessary Velcro type of NSA / Sponsor advertising patches: Scratchy / Hook
- 6 helps needed to bring it into the finish area after the last racer crosses the finish line and to take it out after the ceremony



## 3.5 Video Wall



### Advertising Spot on big screen

The Title Sponsor and the Data and Timing Partner each shall have the possibility to show a 30 second advertising spot on the big screen at the FIS SB World Cup event. The advertising spots of the sponsor shall be shown several times before, in between and after the races (aired at least 5 times per event day with at most 2 hours between airings).

Please communicate specifics about the necessary video spot format to FIS **20 days** prior to the event.

**The video wall is mandatory for every race and must be organized and provided by the NSA/LOC.**

We also suggest to brand the finish area to a high standard, for example using the area of the timing house to better use, or covering scaffold with either branding or with a neutral banner.

Advertising possibilities on the video wall are allocated as follows:

- 100% NSA

## 3.6 Inflatables

### Inflatables

Inflatables are allowed within the TV area and the surrounding venue areas.

Advertising possibilities are allocated as follows:

100% NSA

The number of inflatables are restricted to a maximum of 6 per competition in Alpine Snowboard and SBX events.

### Technical Information:

PVC-inflatable

Size: max. height 6m and max. width 5m

### Requirements NSA/LOC:

Electrical socket 220V, in position TBD together with the Race Director.



## 3.7 Beach Flags



### Beach Flags

Beach flags are allowed within the TV area and the surrounding venue areas. Position of this advertising must be agreed with the FIS Race Director due safety reasons.

Advertising possibilities are allocated as follows:

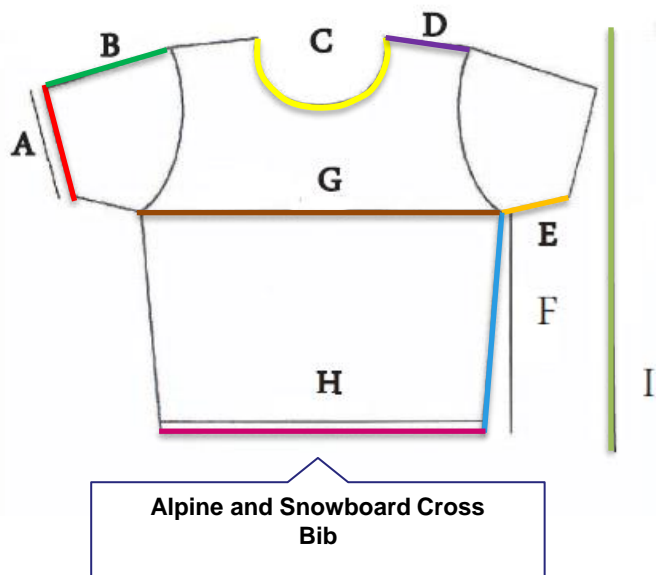
25%	Title Sponsor
75%	NSA

### Requirements NSA:

Although there is not a limitation in the amount of beach flags this should not lead to an overload both on the course and in the finish area. The setup of beach flags should follow high-quality and premium criteria.

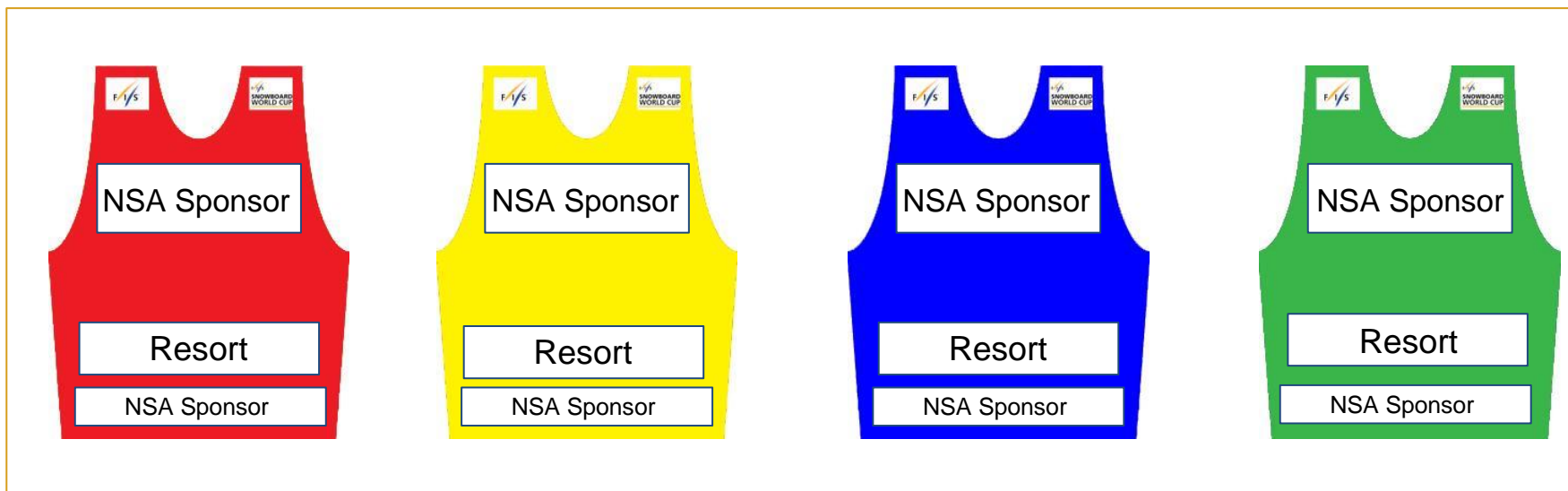
## 4. Bib Numbers

### 4.1 General Information



Dimensions FIS Snowboard Bibs			
in cm	Alpine Women	Alpine Men	SBX Quali
A	18	20	19
B	15	20	23
C	20	20	20
D	10	13	13
E	6	10	11
F	26	28	29
G	45	50	50
H	30	35	40
I	50	55	55

## 4.3 SBX - Final Colored Jersey



### Final Colored Jersey

The advertising on the jerseys for the finals is allocated as follows:

- Official FIS Snowboard World Cup logo incl. Title Sponsor on the left shoulder (when wearing the jersey)  
max. size of logo: 6cm x 6cm
- Official FIS logo on the right shoulder (when wearing the jersey)  
max size of logo: 6cm x 6cm
- NSA Sponsor: Maximum height 20cm
- NSA Sponsor (below resort): Maximum height 5cm
- Resort: Maximum 10cm

### Technical Information:

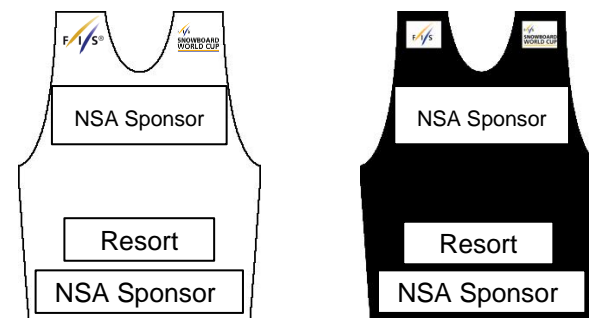
The jerseys are produced and provided by the NSA

The costs have to be borne by the NSA





The jerseys must meet the color code provided on the next page.

It is recommended that jerseys have sleeves.

In case there are Heats of six the additional two jerseys are white and black

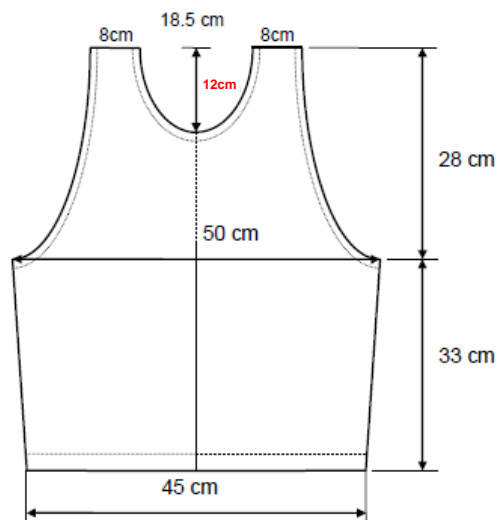


### 4.3 SBX - Final Colored Jersey

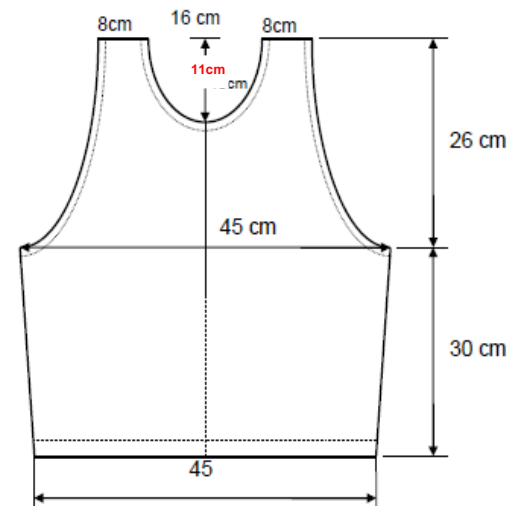
				
CMYK	C=0 ,M =100 ,Y=100, K= 0	C=4 ,M =0 ,Y=93, K= 0	C=88 ,M =77 ,Y=0, K= 20	C=75 ,M =0 ,Y=100, K= 0
PANTONE	485C	Yellow C	Blue 027 C	361C
RGB	R=237, G=28, B=36	R=255,G=242,B=0	R=0, G=0, B=255	R=57, G=181, B=74

Each bib must meet the respective color code provided in the table.

### 4.3 SBX - Final Colored Jersey



Men's Final Colored Jersey



Women's Final Colored Jersey

#### Final Colored Jersey:

The style of the jersey is an 'alpine style' the same as what is used in Alpine ski racing  
No elastic side straps

## 4.4 Leader Bib (yellow) - World Cup Leader Bib (Event Leader)



**Alpine and Snowboard Cross  
Leader Bib**

The World Cup Leader (Event Leader) will wear a yellow leader bib:  
This bib will be produced by the NSA.

The advertising on the leader bib is allocated as follows:

- Official FIS Snowboard World Cup logo incl. Title Sponsor on the upper left side (when bib is worn) max. size of logo: 6cm x 6cm
- Official FIS logo on the upper right side (when bib is worn) max. size of logo: 6cm x 6cm
- NSA Sponsor: Maximum height 20 cm
- Title Sponsor logo in the middle of the bib: Maximum height 12cm
- Resort the maximum height of the logo is 10cm
- Advertising space on the sleeves: 60cm<sup>2</sup>

### **Technical Information:**

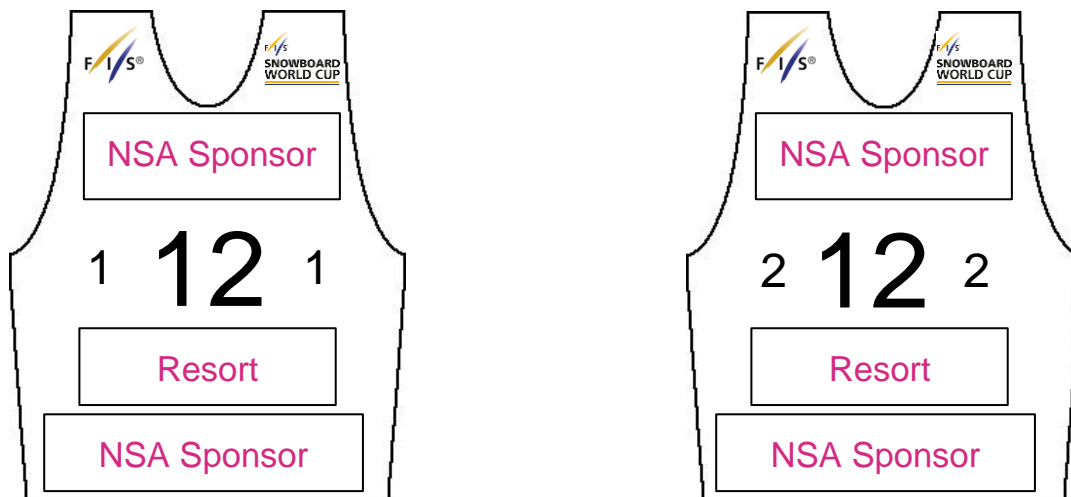
The layout of the bib must be in accordance with the FIS Advertising Rules.  
The size of the bibs must be in accordance with the guidelines set forth in the FIS Specifications for Equipment rules.

Leader Bibs must be provided in duplicate

The bibs are produced and provided by the NSA  
The costs have to be borne by the NSA



## 4.5 Team Bib SBX



To identify the two different team members both bibs must have a small «1» or «2» next to the bib number. Ideally already printed as under different weather conditions stickers might not have the effect as preferred.

For instance: There should be a team bib **1<sup>1</sup>** and **1<sup>2</sup>**, team bib **2<sup>1</sup>** and **2<sup>2</sup>**, ...

### Starting Bib

- Official FIS Snowboard World Cup logo incl. the Title Sponsor on the upper left side (when wearing the bib) max. size of logo: 6cm x 6cm
- Official FIS logo on the upper right side (when wearing the bib) max size of logo: 6cm x 6cm
- NSA Sponsor above number: Maximum height 20cm
- NSA Sponsor below the resort on the bottom of bib: Maximum height 5cm
- Resort: Maximum height 10cm
- Height of number: 12cm
- Height of Team number: 8cm

### Technical Information:

The bibs are produced and provided by the NSA  
The costs have to be borne by the NSA

## 4.6 Approval of Bibs

The NSA is responsible for producing and providing the starting and leader bib.

The starting and leader bib must conform to the guidelines.

Please send the layout of the competition bib to FIS for approval at least 10 days before production.

Kathrin Hostettler:

@: [hostettler@fis-ski.com](mailto:hostettler@fis-ski.com)

and

Nicolas Rodigari:

@: [rodigari@fis-ski.com](mailto:rodigari@fis-ski.com)

## 5. TV, Web and Print Material

### 5.1 Use of the FIS Snowboard World Cup Logo

a)



b)



The use of the official FIS Snowboard World Cup logo is subject to a set of guidelines as outlined on the next page. This logo is part of the corporate identity of the International Ski Federation (FIS). The FIS Snowboard World Cup logo is a registered trademark of FIS.

The Local Organizing Committees are not allowed to bring the official World Cup logo in connection with any other sponsor other than the FIS World Cup Title Sponsor.

FIS Snowboard WC Logo

a) Horizontal Version

b) Vertical Version

## 5.1.1 General Guidelines for the use of Logo

### **Size**

As a rule of thumb the official FIS Snowboard World Cup logo must cover 5% of the overall surface of any promotional tool it is placed on. In any case the size of the logo may not be smaller than 30 mm (width for the portrait) version of the logo.

### **Logo context , frame, position, dimension**

The integrity of the official logo must be secured through appropriate context. The official logo may not be overshadowed by other word marks or logos. Similar but unrelated marks may not be used in the same context to avoid establishing an inappropriate relationship.

In general use, the logo is without a frame and should be positioned horizontally. As a rule, the logo is two-dimensional. The colored logo should be used on a white background. In case the logo needs to be positioned on a colored background, the solid white version must be used.

## 5.1.2 Official FIS Snowboard World Cup Titles

English:	FIS Snowboard World Cup
German:	FIS Snowboard Weltcup
French:	FIS Coupe du Monde de Snowboard

## 5.2 FIS Snowboard World Cup Promotional Material

### Event advertising material and roll-ups

The following must be included on all event advertising / promotional material:

- Official FIS Snowboard World Cup logo
- Official World Cup title “FIS Snowboard World Cup”

Event related promotional materials include, but are not limited to:

- Posters
- Programs
- Invitations
- Accreditation
- Start and result lists

- **Approval**

All event related print materials must be sent to FIS a minimum of 10 days before production for approval. Please send to:

Kathrin Hostettler:

@: [hostettler@fis-ski.com](mailto:hostettler@fis-ski.com)

and

Nicolas Rodigari:

@: [rodigari@fis-ski.com](mailto:rodigari@fis-ski.com)

## 5.3 TV and Web

### **TV Graphics**

The FIS Title Sponsor and Data and Timing Partner is entitled to have its logo included in the FIS Snowboard World Cup TV Graphics.

### **Local Organizer's website**

All FIS Snowboard World Cup Organizers are obliged to include the FIS Snowboard World Cup logo and official WC title "FIS Snowboard World Cup" on their website.

If you would like to promote your event or have information to contribute to the website please contact:

Chad Buchholz ([buchholz@fis-ski.com](mailto:buchholz@fis-ski.com)), Mateusz Kielpinski ([kielpinski@fis-ski.com](mailto:kielpinski@fis-ski.com)) or Stephanie Hartl ([hartl@fis-ski.com](mailto:hartl@fis-ski.com))

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## 6. Hospitality

### 6.1 Promotional and Hospitality Activities

The Title Sponsor has the opportunity for promotional and hospitality activities at all events. Details are to be communicated by FIS.