

**MINUTES  
NZ SNOW INDUSTRIES FEDERATION EXECUTIVE MEETING  
HELD AT THE QUEENSTWON EVENTS CENTRE  
ON TUESDAY 17 OCTOBER 2017 AT 5.00PM**

**1. PRESENT:**

Sean Drinkwater      President  
Jay Smith  
Simon Knight  
Charlie Cochrane  
John Knight  
Daisy Richards  
Miles Davidson      Secretariat

**2. APOLOGIES:** Nil

**3. MINUTES OF LAST MEETING 19/06/2017**

**Moved: S Knight**

**Seconded: S Drinkwater** That the Minutes of the meeting held on Monday 17 June in Wanaka, as previously circulated be approved as a true and correct record.

**CARRIED**

**4. MATTERS ARISING:**

**a) AGM –** The accounts being presented to members are in good shape so it was agreed to recommend to members that subs remain the same for the new financial year starting in April 2018. This applies to the marketing fund as well which has not been spent in the last financial year.

This will be carried forward for future years. The marketing fund is to be retained as it would be very difficult to pick it up again in the future.

C Cochrane suggested supporting the marketing campaign aimed at students in some way. It would be good to get retail members involved in some way. Details of the campaign for 2018 are to be requested to see if there is any common ground with the NZSIF.

C Cochrane advised that he will contact Strategic Creative in Christchurch to request a brief and present a proposal for consideration. This would involve digital marketing. It is planned to achieve this by February 2018.

M Davidson advised that Greg Harford General Manager Public Affairs at Retail NZ (RNZ) will speak at the conclusion of the AGM about RNZ, retail market trends and key issues. He will remain at the trade fair for a few hours to network with members before departing back to Wellington.

**b) Awards Programme –** The voting forms including a description of each award will be provided to each member (one form per company member) on arrival at the trade fair and members will be asked to provide a name in each category. The winners are determined by the person with the most votes in each category.

**Awards:**

Soft Goods Sales Person  
Hard Goods Sales Person  
Rental/Workshop  
Dealer Services  
Rep of the Year  
Golden Boot Award

M Davidson advised that Sportive (winners of the Wally Award over the past 2 years) has made a trophy to present called the Golden Boot Award. This replaces the Wally of the Year Award.

The presentations will be made at the trade fair party. It was agreed that S Knight present the awards with help of D Richards and maybe one other.

**c) Product Testing Programme** – The programme including dates for 2018 is to be discussed at the Wholesalers meeting following this meeting.

**5. GENERAL:**

**a) SIA Qualification** – S Drinkwater advised that the SIA has developed an online technicians' qualification which may suit our requirements. Details are to be supplied to the Executive for consideration.

The meeting concluded at 6.00pm.

**Signed as a true and correct record:**

**President:** \_\_\_\_\_

**Date:** \_\_\_\_\_