

**MINUTES
NZ SNOW INDUSTRIES FEDERATION EXECUTIVE MEETING
HELD AT 21 GORDON RD WANAKA
ON MONDAY 19 JUNE 2017 AT 4.00PM**

1. PRESENT:

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

2. APOLOGIES:

Daisy Richards

3. MINUTES OF LAST MEETING 04/04/2017

Moved: S Drinkwater

Seconded: S Knight That the Minutes of the meeting held on Tuesday 4 April in Queenstown, as previously circulated be approved as a true and correct record.

CARRIED

4. MATTERS ARISING:

a) Awards Programme – It was agreed to continue with the awards programme again in 2017 and run it along the same lines as last year.

Awards:

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

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.

The presentations will be made at the trade fair party.

5. FINANCE:

The draft annual accounts for 1 April 2016 to 31 March 2017 have been prepared and distributed with the agenda. These accounts will be presented to members at the AGM in Queenstown.

The term investment (\$100,000) with the BNZ was discussed. When it comes up for renewal short term interest rates may be better compared to longer terms so these should be considered.

We have a surplus of \$23K. M Davidson advised that this surplus has been created because the marketing fund (\$15K) was not spent in this period.

6. MEMBERSHIP:

a) Membership List – The following members (61) have been invoiced for 2017/2018 subs in April 2017.

Membership List (61):

WHOLESALEERS	RETAILERS
ALLSPORTS	ALPINE SPORTS
ALPINE & LEISURE	BASE
AUTOMOTIVE PRODUCTS	BROWNS
BEATTIE MATHESON	BOARDERTOWN (AUCK)
BLACKLIGHT DISTRIBUTION	BOARDERTOWN (QUEENSTOWN)
BOBO PRODUCTS	EDGE TO EDGE
BOLLE	GNOMES
BRANDEX ADVENTURE SPORTS LTD	GORDONS OUTDOOR EQUIPMENT (WELL)
BURTON NZ	GORDONS OUTDOOR EQUIPMENT (TAUPO)
C 6 SKIS	H & J'S OUTDOOR WORLD
COLORADO TRADERS	OUTSIDE SPORTS QUEENSTOWN
COMPOSITE DEVELOPMENTS	OUTSIDE SPORTS WANAKA
GRAVITY SPORTS	RACERS EDGE
HYDRO SURF	ROY TURNERS
JONES BROS LTD	SNOW AND SURF
KAIMAI SPORTS	SNOW BIZ
MOMENTUM SPORTS	SNOW CENTRE NEWMARKET
MONS ROYALE	SNOW CENTRE OHAKUNE
MOUNTAIN ADVENTURE	SNOWRIDE SPORTS
PRINCIPLE DISTRIBUTION	THE SKI SHACK
PROSOURCE	TORPEDO 7 (HAMILTON)
SNOWORLD SPORTS	TORPEDO 7 (CHRISTCHURCH)
SOUTHERN APPROACH	TORPEDO 7 (QUEENSTOWN)
SPORTIVE NZ	TORPEDO 7 (DUNEDIN)
SUMMIT COLLECTIVE	TORPEDO 7 (AUCKLAND)
TRITAN IMPORTS	TORPEDO 7 (ALBANY)
UG MANUFACTURING	TORPEDO 7 (NELSON)
W H WORRALL & CO LTD	TORPEDO 7 (MT WELLINGTON)
WILLIAM P WALKER & SON LTD	TORPEDO 7 (TAUPO)
WINTER IMPORTS	VERTICAL @ WHAKAPAPA
	WATERCOOLED SPORTS

The new members below have joined as a result of the product testing programme being introduced this year.

New Members:

Boardertown Auckland
Boardertown Queenstown
Cheapskates
Torpedo 7 Mt Wellington
Torpedo 7 Taupo
Watercooled Sports Dunedin

M Davidson advised that Watercooled Sports confirmed they will join and they have been invoiced but are not attending the programme at Cardrona.

7. PRODUCT TESTING PROGRAMME 2017:

a) Budget - The budget for the programme was distributed with the agenda. The original budget included all retail members however not all have registered therefore less subsidies will be paid out. Total subsidies will be \$12K therefore there will be a surplus of around \$3500. It was agreed that this be divided evenly amongst the participating wholesalers. M Davidson will refund around \$250 plus GST to each wholesaler reducing the contribution fee to \$950. This will be confirmed once all claims from retailers are received and confirmed.

b) Wholesaler Set-Up – 13 wholesalers are participating. The proposed plan options were distributed with the agenda and these have been discussed with Cardrona. 10 wholesalers will be lined up against the demo fence and 3 will be situated beside the archway.

The position of each wholesaler was determined by drawing names from the hat. The decision to allocate space was well received by Cardrona. It eliminates the early morning rush to secure the best spot.

Wholesalers - Allsports, Blacklight Distribution, Bobo, Brandex, Burton, Gravity Sports, Jones Bros, Momentum Sports, Principle Distribution, Snowworld, Sportive, Summit Collective, UG Manufacturing.

c) Function – The function is at Jack Rabbit in Cardrona Valley Rd. This is close to Oakridge. The venue has a licence to 11pm on week nights.

The food offering is - Pizza Selection, Fries, Mini Pork Sliders & Asian fried Delights - \$20pp. Members will receive a welcome drink and then a cash bar will operate.

C Cochrane advised that a D J will be there and S Knight confirmed that Sam Smoothy and Sam Lee will speak and show free skiing video footage during their presentation.

It was agreed that we bring the start time to 6.45pm, serve food from 7.45pm, introduce the two Sam's at 8.15pm and start the music 9pm approx.

8. TRADE FAIR 2017:

a) Trade Fair Budget 2017 – The proposed budget was sent out with the agenda. The budget is based on 30 exhibitors – 25 members and 5 non-members including the square metre rate. The proposed budget generates a surplus of \$17,514.

M Davidson advised that space rates remain the same as last year. This is possible because the venue charges are the same. While the Queenstown Lakes District Council is reviewing its venue rental rates at the moment we are protected this year because we have paid our deposit which fixes the rates and no change can be made. Peek Display is providing the panelling and stand hire equipment. Quotes were obtained from both Displayways and Peek. Displayways increased their quote by \$10K compared to last year. Peek's quote is the same as what we paid Displayways last year.

M Davidson added that Displayways contracted Peek Display to build the stands last year so the personnel will be the same anyway and they know what our requirements are.

The cost of the app has increased to \$2000. The normal cost for this type of APP is \$3000. We will receive a \$1000 discount. It is acknowledged that the APP is not used by some members to its full potential and some of them don't get value from it. However it is still necessary as only a limited number of catalogues are copied for handouts.

Moved: J Knight

Seconded: C Cochrane that the proposed trade fair budget be approved for the 2017 Trade Fair.

CARRIED

b) Trade Fair Programme -

Tuesday 17 Oct	8.00am – 5.00pm	Exhibitor Set Up
	5.00pm	Executive Meeting – Events Centre
	6.00pm	Wholesalers Meeting – Events Centre
Wednesday 18 Oct	8.30am – 6.00pm	Trade Fair open
	6.00pm	Retailers Meeting – Events Centre
Thursday 19 Oct	8.00am – 8.15am	AGM – Queenstown Events Centre
	8.30am – 6.00pm	Trade Fair open
	7.30pm – 12.00pm	Trade Fair Theme Party – Venue TBC
Friday 20 Oct	8.30am – 2.00pm	Trade Fair open
	2.00pm	Exhibitor pack out
Saturday 21 Oct	9.00am – 4.00pm	On Snow Day Cardrona (Subject to snow)

c) Trade Fair Party – In the last 2 years the party has been at Winnie Bagoes. Is it time for a change?

The venue was discussed and it was agreed that Winnies is an ideal venue for our purposes and they do a great job the size of our group.

We could look at new venues such as the World Bar or 1876 bar and see what they can offer. J Knight advised that he can assist with this by asking some locals.

d) Trade Fair Accommodation – The following accommodation providers will be promoted for this year's Trade Fair.

Millennium

Copthorne Hotel Lakefront

Copthorne Hotel and Apartments Lakeview

Garden Court Apartments

9. GENERAL:

a) Immigration NZ (INZ) – Technicians are on the Immediate Skills Shortages List (ISSL) which is a benefit to retail members employing overseas staff for the workshop/boot fitting.

Members are having issues and difficulties getting visas. INZ applies a 2 year minimum experience for technicians and if this cannot be proved then visas are declined.

This is being discussed by the ski areas and M Davidson is meeting with Laura Hedley HR at Cardrona to get more info. The ISSL needs to be amended to reflect the 2 new qualifications developed for snow sports equipment. It may also be necessary for the industry to present a case to either eliminate the 2 year minimum or amend it to 2 seasons rather than 2 years.

10. NEXT MEETING:

The next meeting is scheduled for 5pm on Tuesday 16 October at the Queenstown Events Centre.

The meeting concluded at 5.50pm.

Signed as a true and correct record:

President: _____

Date: _____