

**NEW ZEALAND SNOW INDUSTRIES FEDERATION
WHOLESALERS MEETING HELD ON TUESDAY 17 OCTOBER 2017
AT THE QUEENSTOWN EVENTS CENTRE AT 6.00 PM**

PRESENT:

Allsports, Blacklight Dist, Brandex, Burton NZ, Colorado, Gravity, Jones Bros, Kaimai Sports, Momentum Sports, Mountain Adventure, Principle Distribution, Snowworld, Sportive, Summit Collective, Winter Imports

APOLOGIES: Bobo, William P Walker

The Wholesalers' meeting is an opportunity for members to discuss issues of the day and put forward ideas for the Executive to consider.

1. 2017 AGM:

The AGM will be held in this meeting room at 8am on Thursday 19 October.

The Executive is recommending that subscriptions (2018-2019) be \$395 plus GST for all members and that the marketing levies remain at the same amount as 2018/2019. The subs will not include the Retail NZ (RNZ) membership sub. If members want to carry on with their membership of RNZ then this option will be added.

Greg Harford General Manager Public Affairs at Retail NZ will present to members after the AGM and will include work undertaken by RNZ in respect of GST on imports. Greg will be available to speak to members during the trade fair on Thursday morning.

There are no elections this year as the current Executive is entering the second year of their 2 year terms.

2. TRADE FAIR:

Members are still happy with the venue and consider Queenstown as still the preferred location however there is noticeable drop off in numbers of retailers based in the North Island. Some feel it is time for the Executive to look at changing the cycle to be more inclusive of members in the North Island. One suggestion is holding the trade fair in the North Island every four years. The Executive will need to look at venues again in Rotorua, Mt Maunganui, South Auckland and other suitable locations.

Trade fair open days on Wednesday to Friday are still supported. It is appreciated that we do not clash with the SIA show in Australia.

The party will be at the World Bar at 7.30pm on Thursday night. It is themed 'What I Want to be When I Grow Up'.

Cardrona is happy to host the on snow day on Saturday weather permitting. We are expecting around 100 people to attend.

The trade fair next year is Tuesday (set up) 16 October to Friday 19 October. The school holidays are at the same time next year with term 4 starting on Monday 15 October.

3. AWARDS PROGRAMME:

Voting forms have been prepared and will be available from the trade fair registration desk in the morning. Members are encouraged to complete these and get them back to M Davidson by 12 noon Thursday. Members get one form per outlet/company and are required to enter a name in each category. The winners who will be announced at the trade fair party are those people with the most votes.

4. PRODUCT TESTING PROGRAMME:

It is recommended that the Executive run the programme again in 2018 and include the wholesaler participation fee and retail subsidy using the same format as 2017.

M Davidson reported that the participation fees amounted to more than the retail subsidies paid out to retailers. The Executive is recommending that returning wholesalers in 2018 receive a reduction off their 2018 participation fee.

Carlos Gerrard Winter Imports suggested the Executive revisit costs for smaller exhibitors to be able to participate.

The catering at Cardrona did not really work and took retailers away from the hill. The original plan was to have food and coffees available in the demo tent location. In the end this portable arrangement was not possible. The Executive was asked to consider that catering be provided by one of the exhibiting companies at the NZSIF's cost. BBQ concept similar to what Sportive does.

5. ISPO CARDS: Cards will be ordered for members upon request. Members will be contacted shortly to see if they want to renew their cards for ISPO 2018.

The meeting concluded at 6.55pm