

**NZ SNOW INDUSTRIES FEDERATION INC
MINUTES OF THE EXECUTIVE MEETING HELD ON
MONDAY 28 JUNE 2010
AT THE SUDIMA HOTEL CNR MEMORIAL AVE & ORCHARD RD CHRISTCHURCH
AT 11.15AM**

1. PRESENT:

Martin Schnelle President
Rob Janssen
Sean Drinkwater
Clint Atkins
Roland Kuhn (Item 10 only)
Miles Davidson Secretariat

2. APOLOGIES:

Steve Schikker
Roland Kuhn

3. MINUTES OF LAST MEETING – 22/03/10:

Moved: C Atkins

Seconded: S Drinkwater

That the Minutes of the meeting held on Monday 23 March 2010 in Christchurch as previously circulated be approved as a true and correct record.

CARRIED

4. MATTERS ARISING:

a) NZSC – The presentation function was organised at Clearwater on Monday 22 March following the Executive Meeting. 45 industry personnel attended.

The NZSC organised the function and the NZSIF, SAANZ and Snowworld Sports contributed to the cost – the amount paid by the NZSIF was \$638 excl GST.

M Schnelle attended the Snow Sports NZ Awards night in Queenstown on Saturday 26 June 2010. It was very worthwhile having a NZSIF representative there and M Schnelle would like to see the relationship between NZSIF and Snow Sports NZ get stronger.

b) Strategic Sector Training Plan – Work is starting to prepare this plan on behalf of the Snow Sports sector. All sectors within Skills Active are embarking on this process. The Skills Active plan will be presented to the Tertiary Education Commission (TEC) in November 2010.

Stages:

Sector profile – this involves defining the sector, how many employed and demographics – July 16 2010.

Sector Questionnaire – skill gaps, future skills development, sector needs – 30 September 2010

Plan – Prepare plan for submission to Skills Active – 31 October 2010.

The NZ Snowsports Council has been asked to complete the 3 stages above on behalf of the NZSIF and SAANZ.

The Executive supported the initiative. A fact sheet is to be prepared and posted on the website. Members and non members will be contacted to obtain statistics about employee numbers. This will form the basis of the sector profile. This initiative will provide the NZSIF with an opportunity to advise Skills Active about the current qualifications, gaps and direction required as far as training in the sector goes.

c) **Immediate Skills Shortages List** – The new list is due in July 2010. The NZSIF and SAANZ made a submission to retain snowsports instructors and technicians on the list.

d) **GST on Imports** – Members were provided the following information after the last meeting.

The proposal to increase the import write off limit for goods up to the value of \$1,000 (if duty free) has been rejected by Cabinet. The NZ Customs Service has officially confirmed that the de minimis will stay at the status quo - that is, the maximum value of goods that can come into the country GST and duty free will remain at \$400 maximum (provided the goods are duty free and the GST remains at 12.5%). The actual rule is that goods are allowed to enter NZ without duty and GST being collected if the total amount of duty and GST collectable is NZ\$50 or less (this is called a "write-off" in custom's terms). Once duty plus GST exceeds NZ\$50, these dues (duty and GST) must be paid. The threshold is not the value of the goods, however, as most goods are now duty free for our members hence the reference to the value.

When GST goes up to 15% the threshold will change. As far as non commercial goods go M Schnelle suggests the NZSIF promote the idea that a flat fee of \$150-\$200 for admin be introduced for goods valued over \$200. Whatever fee is set it will cover cost of collection, MAF and customs.

5. FINANCE:

a) Budget 2009/10 –

	2009/2010 BUDGET		
	2009 BUDGET	31 May 10 ACTUAL	31 May 09 ACTUAL
INCOME			
Subscriptions	22,000.00	18,655.00	19,170.00
Interest	5,000.00	1,844.17	4,714.60
Trade Fair Surplus	35,405.02	34,615.02	12,391.00
NZSIA Membership	6,900.00	5,550.00	5,700.00
TOTAL	69,305.02	60,664.19	41,975.60
EXPENDITURE			
Audit/Accounting	1,200.00	840.00	1,100.00
Admin Contract (Sep 08-Aug 09)	26,650.00	20,041.64	19,499.94
Meeting Expenses	4,500.00	4,726.20	3,839.14
Disbursements	4,500.00	3,642.54	3,795.57
Bank Fees	50.00	2.50	2.50
NZSC/Awards	1,000.00	637.56	225.00
Consultancy/Publications/Website	1,000.00	219.00	373.53
Trade Fair Space Rebates	0.00	0.00	0.00
Credit card Commissions	1,200.00	1,482.57	1,125.91
Printing & Stationery	0.00	314.00	0.00
Taxation Adjustment	0.00	0.00	0.00
Carpet Depreciation	0.00	0.00	0.00
Injury prevention	1,000.00	0.00	0.00
NZSIA/NZRA Membership	11,500.00	9,250.00	8,000.00
TOTAL	52,600.00	41,156.01	37,911.59
Excess Income over Expenditure	16,705.00	19,508.18	4,064.01
Marketing Fund			
INCOME TOTAL	18,000.00	13,050.00	12,850.00
EXPENDITURE			
PR Campaign	0.00	0.00	0.00
TOTAL	0.00	0.00	0.00
Excess Income over Expenditure	18,000.00	13,050.00	12,850.00

It was agreed that the Exec recommend to the membership at the AGM that subs be increased for the 2010/2011 year and that the 10% discount for payments made before 31 January be reintroduced.

This would mean the subs increasing to \$610. The 10% discount would reduce subs to \$549. The same applies to the marketing fund - \$170, \$560 and \$1670.

6. MEMBERSHIP:

a) **Membership Report** – 63 members have been invoiced for the 2009/10 sub (58 members paid the 08/09 sub).

As at 21 June 2010 - 52 have paid and 11 have not paid.

A list of financial and non financial members is below. Statements have been sent out to non payers on a monthly basis since 1 April.

Membership List (52):

WHOLESALEERS	RETAILERS
ALLSPORTS	BASE
ALPINE & LEISURE	BROWNS
BEATTIE MATHESON	EDGE TO EDGE
BOBO PRODUCTS	GNOMES
BOCARA (HELLY HANSEN)	GORDONS OUTDOOR EQUIPMENT (WELL)
BOLLE	GORDONS OUTDOOR EQUIPMENT (TAUPO)
BRANDEX ADVENTURE SPORTS LTD	GLOBAL OUTDOORS
CHARTON INTERNATIONAL	H & J SMITH - ELEMENT
COLORADO TRADERS	OUTSIDE SPORTS QUEENSTOWN
COMPOSITE DEVELOPMENTS	OUTSIDE SPORTS WANAKA
HIGHER GROUND	R & R SPORTS (HAMILTON)
HYDRO SURF	R & R SPORTS (CHRISTCHURCH)
JONES BROS LTD	R & R SPORT (QUEENSTOWN)
KAIMAI SPORTS	R & R SPORTS (DUNEDIN)
MARVELOX ADVENTURE	R & R SPORTS (AUCKLAND)
MOMENTUM SPORTS	R & R SPORTS (WELLINGTON)
MOTOR ACCESSORY LTD	R & R SPORTS (NELSON)
MOUNTAIN WEAR	RACERS EDGE PLANET SNOW
OUTFITTERS	SNOW AND SURF
QUICKSILVER	SNOW CENTRE NEWMARKET
SNOWWORLD SPORTS	SNOW CENTRE SNOW PLANET
SOUTERHN APPROACH	SNOW CENTRE OHAKUNE
SPORTIVE NZ	THE SKI SHACK
TARANAKI RUBBER CO LTD	TURANGI SKI HIRE
W H WORRALL & CO LTD	TOKAANU SKI SHOP LTD
WILLIAM P WALKER & SON LTD	VERTICAL @ WHAKAPAPA

To Pay (11):

GRAVITY SPORTS	EIVINS
HEAD NZ	ONE STOP SKI SHOP
PROSOURCE	ROY TURNERS
PYRAMID DISTRIBUTION LTD	SKI TRADING POST
SNOCLOTHES	WOMBATS
SUMMIT COLLECTIVE	

New member: UG Manufacturing (Quiksilver) has applied for membership.

It is recommended UG Manufacturing be accepted as a member.

Moved: R Janssen

Seconded: C Atkins that UG Manufacturing be accepted as a member

CARRIED

7. TRADE FAIR:
a) Trade Fair Budget
2010 Trade Fair Income and Expenditure –

<i>INCOME</i>	2010 BUDGET	2009 ACTUAL	2009 BUDGET
Sales sq mts @ \$49 (member)	68,000.00	66,585.36	65,170.00
Sales sq mts @ \$59 (non mbr)	6,500.00	14,196.40	5,900.00
Booking fees	8,400.00	7,680.00	9,800.00
Non member Booking Fee	2,540.00	7,465.00	3,160.00
Catalogue Sales	250.00	195.56	250.00
Functions	0.00	0.00	0.00
Sponsorship	0.00	0.00	0.00
TOTAL INCOME	85,690.00	95,926.76	84,280.00
<i>EXPENDITURE</i>			
Venue	9,500.00	6,645.30	6,000.00
Panels	15,000.00	12,851.40	11,000.00
Security	0.00	1,215.00	2,500.00
Stationery	0.00	0.00	0.00
Photocopying	0.00	0.00	0.00
Catalogue	2,800.00	2,668.00	2,500.00
Passes	600.00	594.32	800.00
Insurance	650.00	578.61	650.00
Sundries (Internet)	1,000.00	440.19	500.00
Management Fee	17,220.00	16,800.00	16,800.00
Functions	13,000.00	12,849.22	10,000.00
Carpet Laying	5,500.00	0.00	0.00
Transport/Transfers	0.00	0.00	0.00
Electrical hire	6,500.00	6,670.00	5,400.00
TOTAL EXPENDITURE	71,770.00	61,311.74	56,150.00
EXCESS INCOME OVER EXPENDITURE	13,920.00	34,615.02	28,130.00

The budget was discussed and it is noted that the surplus is less in Wanaka compared to Taupo. It is more expensive to run the trade fair in Wanaka due to cost of venue and carpet laying. Currently the surplus averages out at \$20K over the 2 years.

Moved: C Atkins

Seconded: M Schnelle that the above trade fair budget be approved as a working budget

CARRIED

Questions still remain about the viability of the trade fare. C Atkins asked where do we want to be in 5 years time and is there support for hiring a more expensive venue? These are good questions and it is recommended that they be raised again at the wholesalers meeting.

Is there support for smaller buying shows – one in the South and one in the North to meet ordering deadlines. There are a number of importers/wholesalers selling hard and soft goods in May/June such as North Face, Marmot, Pategonia, and Helly Hansen. Some more research is required to determine buying patterns and this sort of info can be obtained from retailers as well as what firms are involved.

b) Trade Fair -

Venue – Transport and Toy Museum Wanaka

Dates - Monday 11 October (Set Up) – Thursday 14 October 2010

Programme –

Monday 11 October

8.00am to 5.00pm Set Up
5.00pm Executive Meeting – TF Venue
6.00pm Wholesalers Meeting – TF Venue

Tuesday 12 October

8.00am – 7.00pm Trade Fair open
6.15pm Retailers Meeting – TF Venue

Wednesday 13 October

7.15am – 8.30am AGM Breakfast – The Venue Wanaka
8.30am – 6.30pm Trade Fair open
7.30pm – Show Party – The Venue Wanaka

Thursday 14 October

9.00am to 3.00pm Trade Fair open
3.00pm to 11.30pm Breakdown

Friday 15 October

9.00am to 4.00pm Snow Day Cardrona

Trade Show Party – Contact has been made with 63B Catering to book The Venue for the party and AGM breakfast. This is confirmed and 63b Catering will also provide the food and coffee services at the Trade Fair Venue also as they did in 2008.

The Master Blasters band has been booked for the party – same band as 2008.

A suggested party theme is ABC (anything but clothes) but other ideas are welcome. The theme concept has received good support from members at the last two trade fairs so it is important to ensure costumes are easy to obtain in Wanaka. Transport is to be arranged for the NZSIF party.

R Janssen suggested a hospital party and this was supported however support was received for the ABC theme for this year and the hospital party next year.

Accommodation options – provide Tourism Wanaka accommodation listings. Heritage Villas near The Venue may suit wholesalers with staff.

On snow day – Confirmed at Cardrona subject to snow.

Terms and Conditions – these are to be amended to reflect the new policy regarding early breakdown and building structures agreed at the last meeting

8. INDUSTRY DEMO DAYS 2010:

Demo Days: (Subject to weather)

Porters Ski Area	Tuesday 29 June
Cardrona	Thursday 01 July
Mt Ruapehu - Turoa	Tuesday 20 July- Wednesday (contingency day) 21 July

Members have registered for the industry demo days and at this stage numbers are encouraging.

S Drinkwater suggested contacting Mike Fraser SLR to discuss industry members visiting the new Climbing wall in Ohakune if Turoa is closed on Tuesday 20 July. This was agreed.

SLR has purchased a new Montana calibration machine and it maybe worthwhile members seeing this as well if the mountain is closed.

9. INJURY PREVENTION PROGRAMME:

A business case has been prepared to seek support from ACC to continue the binding research being undertaken by AUT.

Since 2007 3 phases have been funded by ACC and completed.

Phase 1 was conducted between July 2007 to December 2008 and entitled 'A Critical Review of ski binding standards and related research. It contained two literature reviews – a survey of ski binding practices in NZ rental facilities, an analysis of ACC epidemiology data
- development of a stakeholder fact sheet on the ski binding standards and related research

Phase 2 was conducted between July 2009 and December 2009 entitled 'The Snow Safety Ski Binding Standards, Education and Testing Project'. This contained a second survey on the current ski binding practices in NZ and a further analysis of ACC snow sports injury claims 2000-2008.

Phase 3 was conducted between December 2009 and May 2010 entitled 'Additional Tasks for the NZ Snow Safety Ski Binding Standards, Education and Testing Project including Torque Testing of Ski-Boot-Binding Systems. This involved torque testing of rental stock at Coronet Peak in February. Nearly 70% of the randomly selected sample failed the torque testing test.

The business case is for phase 4. This phase will involve the purchase of 2 callibration machines. The research will measure if there is a relationship between lower leg injuries and bindings.

Phase 4 is subject to ACC's approval.

10. INDUSTRY MARKETING:

Informal discussions have been held with Neil Cameron Harvey Cameron in Christchurch about the NZSIF's marketing possibilities.

The Exec visited Harvey Cameron Advertising and met with Neil Cameron to continue these discussions.

M Schnelle gave a summary about where the NZSIF is as far as the marketing fund is concerned.

N Cameron advised he had given it some thought since initial discussions with R Kuhn and M Davidson and suggested that through a dedicated consumer driven website and creating a relationship with consumers through the site there maybe an opportunity to drive consumers to NZSIF member outlets through advertising deals on the site. First and foremost the website would be designed to sell snowsports as a fun element, buying

a dream. This could be achieved through setting up the snow club similar to the Ski Club of Great Britain concept.

M Davidson was asked to register snowclub.org.nz and snowclub.co.nz domain names.

The Exec agreed that this idea should be looked at in more detail with the view to preparing a brief for a web designer. It is acknowledged that once the site is set up it will require resources to manage it and will possibly require a full time manager.

The Exec thanked Neil for hosting the meeting and sharing his idea. It has certainly provided food for thought and feedback from members about the concept will be sought at the trade fair in October.

11. GENERAL: Nil

12. NEXT MEETING:

The next meeting will be held in Wanaka on Monday 11 October.

The meeting concluded at 4.30pm

Signed as true and correct record:

President _____

Date _____