

## **PRESIDENT'S REPORT FOR THE PERIOD ENDING 31 MARCH 2017**

I am pleased to present my first report to members for the year ending 31 March 2017. During the year the Federation Executive met on four occasions. The Executive Committee comprised Daisy Richards, Charlie Cochrane and John Knight from the retail sector and Simon Knight and Jay Smith from the wholesale sector. At the first meeting after the AGM I was elected President. Daisy Richards was elected Vice President.

Administration continued to be handled by Miles Davidson based in Wellington on a contract basis. In addition, Miles had a contract to manage the 2016 trade fair.

The 2016 Trade Fair was held at the Queenstown Events Centre again for the third time. We had 28 exhibitors in Queenstown and 62 retail outlets attended. Retail attendance was 1 down compared to 63 in 2015.

The Hippies and Hipsters party was held at Winnie Bagoes in The Mall.

Members' set subs for the 2017/2018 year in advance at the AGM in 2016 and there was no increase. It was agreed to continue offering the Retail NZ sub as an extra for those members requiring it. The rate per member (\$284 plus GST) is a very attractive rate considering the cost of joining RNZ independently.

During the year the Federation again offered many benefits to its members. Membership of Retail NZ and NZ Sports Industry Association continued for the eighth year. Members could belong to three national associations for one subscription. Access to the benefits offered by these organisations is of great value to us.

Industry demo days were organised at Cardrona and Turoa during the 2016 season. The Cardrona demo day continues to be popular and we had excellent snow and weather. The Turoa demo day was cancelled due to inclement weather. I would like to thank Cardrona and Turoa for their continuing support for our industry demo days.

The awards programme was held again in 2016. Members were asked to nominate people in 6 different categories. Voting took place at the trade fair and a good number of nominations were handed in. Awards were presented at the Hippies and Hipsters party. The awards programme is designed to recognise good employees in the industry providing incentives and motivation to keep them in the industry.

### Winners:

Soft Goods Sales Person	Nicola Campbell	Wanaka
Hardware Sales Person	Clinton Johns	Wellington
Rental/Workshop Technician	Jeremy Serre	Queenstown
Dealer Services	Gareth McGuigan	Ohakune
Rep of the Year	Jay Smith	Wanaka
Wally of the Year	Jonty Holmes	Christchurch

I would like to thank all members for their support, Executive members for their commitment and contribution during the year and Miles Davidson for his admin services. I look forward to the NZSIF continuing to provide a platform for members to network and work together.

At the 2016 AGM members supported the proposal to organise a product testing programme to be held at Cardrona in mid-June 2017. It will be a 2 day programme for industry only and retailers from outside the Southern Lakes will receive travel subsidies to support their attendance. Members agreed that it is important to get all members on the snow early in the season which is one of the key objectives of the programme. Traditionally members cannot

access Mt Ruapehu until after the school holidays and this is considered by most retailers as being too late. The Executive was asked to put the programme together for trail in 2017.

Thanks to all members for your support.

**Sean Drinkwater**  
**President**