

**NEW ZEALAND SNOW INDUSTRIES FEDERATION
WHOLESALE MEETING HELD ON TUESDAY 16 OCTOBER 2018
AT THE QUEENSTOWN EVENTS CENTRE AT 5.00 PM**

PRESENT:

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

APOLOGIES:

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

1. 2018 AGM:

The AGM will be held in this meeting room at 8am on Thursday 18 October.

The Executive is recommending that subscriptions (2019-2020) 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.

Nominations have been called this year as Exec members are at the end of their two-year term.

Nominations:

Wholesale – Sean Drinkwater, Simon Knight, Jay Smith

Retail – John Knight, Charlie Cochrane, Jen Langton and Emma Pettengell

A vote will take place for three retail Exec members.

2. TRADE FAIR:

As the trade fair continues to be held in Queenstown is there a subsidy system that could be introduced for North Island wholesalers?

Quite a number of retailers are not attending the trade fair in Queenstown – Pointons, Ski Trading Post, Tokaanu Ski Hire, SLR, Wild Winds, Taihape Sports, Turangi Ski Hire, Edge to Edge (member).

What incentives can be introduced to get these retailers involved? Offer key retail accounts free subs for a year? Highlight the product testing programme, Go Snow programme and cross industry collaboration (SAANZ, SSNZ, NZSIA).

Trade fair open days on Wednesday to Friday are still supported however it would be good to avoid Labour Weekend. It was reported that the SIA has changed its 2019 dates and there now appears to be a clash of dates next year.

The party will be at the Yonder Bar at 7.30pm on Thursday night. It is themed 'Vegas'.

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) 15 October to Friday 18 October. The school holidays are at the same time next year with term 4 starting on Monday 14 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 2019 and review the wholesaler participation fee and retail subsidy.

An invitation has been received from NZ Ski inviting the industry to hold its product testing programme at Coronet Peak and The Remarkables (one day each).

Members are pleased to see that NZ Ski is keen to be involved again and would like to take up this opportunity.

It is suggested that the programme be extended over 4 days (Monday to Thursday). Wholesale members are investing in the programme and some see value in being in the region for 4 days instead of 2 days. The programme could be spread over both Cardrona and NZ Ski (2 days each). This would provide retailers with greater flexibility as far as staff rostering is concerned.

North Island members would like something organised at Mount Ruapehu. Either a demo day in the first week after the school holidays or a spring event.

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 2019.

6. INDUSTRY RECOGNITION – Clint Atkins suggested recognising Warren Norrie for providing electrical services to the industry for over 30 years.

The meeting concluded at 6.00pm