

## **PRESIDENT'S REPORT FOR THE PERIOD ENDING 31 MARCH 2020:**

I am pleased to present my report to members for the year ending 31 March 2020. During the year the Federation Executive met on three occasions. The Executive Committee comprised Jen Langton, Charlie Cochrane and Emma Pettengell (Co-opted – replacing John Knight) from the retail sector and Simon Knight and Jay Smith from the wholesale sector. I entered my fourth year as President

Administration continued to be handled by Miles Davidson on a contract basis. In addition, Miles had a contract to organise and manage the 2019 trade fair.

The 2019 Trade Fair was held at the Queenstown Events Centre again for the sixth time. We had 20 exhibitors in Queenstown and 56 retail outlets attended. Retail attendance was 3 down compared to 59 in 2018.

Feedback from members at last year's trade fair in Queenstown suggested that the Executive review the trade fair format and venue. It is getting smaller each year and the cost of hiring large venues is becoming out of reach for the number of exhibitors attending. The Executive agreed to review this prior to the 2020 winter.

The 'Shit Shirts, Shorts, Skirts and Bad Sweaters theme party was held at Winnie Bagoes in the Mall.

Members' set subs for the 2020/2021 year in advance at the AGM in 2019 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 continued for the eleventh year. Members could belong to two national associations for one subscription. Access to the benefits offered by RNZ is of great value to us.

The Southern Lakes Product Testing Programme was held at Coronet Peak (1 day), The Remarkables (1 day) and Cardrona Alpine Resort (2 days). 16 wholesale members contributed financially to the programme and this allowed the NZSIF to invite retail members from throughout the country to the Southern Lakes. Retail members received travel subsidies to attend. The conditions for testing equipment were excellent considering how early in the season the event was held and all four days were completed.

In 2019 we held a two-day product testing event at Turoa. 12 wholesalers participated with 50 retail staff from throughout the North Island attending. Conditions were excellent.

The NZSIF thanks NZ Ski, Cardrona and RAL for supporting this programme.

The awards programme was held again in 2019. 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 Trade Fair party at Winnies. 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 Salesperson	Kerri Palmateer	Racers Edge Wanaka
Hardware Salesperson	Ben Patty	Torpedo 7 Queenstown
Rental/Workshop Technician	Ben Curtis	Torpedo 7 Queenstown
Dealer Services	Brent Godsiff	Sportive
Rep of the Year	Cayley Alger	Burton NZ
Golden Boot Award	Brent Harridge	Base Wanaka
Best Dressed	Robbie Forbes	Alpine Centre

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The Pro Deal schedule was reviewed by the Exec and it was planned to introduce this prior to the 2020 season.

The NZSIF received an invitation to join the Leading Retailers' Group set up by Retail NZ. The Exec agreed to send Emma Pettengell to the first meeting in February.

Just before the end of this financial year (31 March 2020) a new pandemic has emerged, and this is going to impact on NZ and the World in 2020 and beyond. At this time, it created a lot of uncertainty for all members and the NZSIF Exec had to review all its planned activities. The 2020 season is going to be unlike any we have experienced.

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.

Thanks to all members for your support.

**Sean Drinkwater**  
**President**