



## Changes for New Zealand Timeshare

There have been several major events recently within the NZ timeshare industry. The major one has been the commencement of management services to NZ resorts by the Australian company Classic Holidays as a result of the purchase, effective 30 June, of the NZ management company, Monad Pacific Management. Other events include the relocation of the majority of RCI Australasian office operations to Singapore and the introduction of a highly successful Taupo Timeshare Golf Week.

### Classic Holidays



The transition of Monad Pacific Management to the new owners Classic Holidays has proceeded smoothly and there have been no major changes at the Christchurch office or to the company personnel. The acquisition of Monad by Classic Holidays is in the best long term interests of the NZ industry as the acquisition brings to NZ a larger more experienced timeshare operator. Martyn Rix the principal of Monad prior to the acquisition is being retained as a consultant to the company until 30 June 2015 to assist with the transition. Pictured from left at a recent visit to NZ resorts now managed by Classic are Nicki Prentice, South Island Operations Manager, Carole Smith from the Australian office of Classic and Steve Goy, now General Manager of Classic NZ.

### Classic Holidays Sales Office for Club Paihia

As part of its initiatives for NZ, Classic Holidays is planning to open an on-site sales office at Club Paihia this summer subject to appropriate approvals. Classic currently has a sales office in Auckland but the view is that a sales office at a resort will greatly assist the Classic sales programs and the sale of delinquent weeks at Club Paihia.

### Highly Successful Taupo Timeshare Golf Week

A Golf Week for timeshare owners and their friends initiated by Lake Edge Resort and Lakeside Villas and supported by Exchange Company DAE was held in May at courses in the Taupo area. Accommodation was provided at timeshare resorts. The event was a great success and gained some good publicity within the Taupo area for timeshare. **Congratulations Lake Edge, Lakeside and DAE for this great initiative.**

A Taupo Golf Week will be held again next year in May 2015 so if you enjoy a game of golf then plan to participate. A number of participants in the 2014 Golf Week came from as far away as Perth.

## 2015 Seminar Day and Annual Meeting

There will be an NZHOC Seminar Day again in 2015 which will be held in conjunction with the Annual General Meeting. The Seminar Day will be held on **Thursday 21 May in Auckland**. Further details will be provided in the New Year.

The format of the Seminar Day and Annual Meeting will be similar to this year with the Seminar Day commencing at 11.00am and the Annual Meeting at 4.00pm.

The Seminar Day is complementary for NZHOC members and includes morning and afternoon tea, lunch and refreshments after the annual meeting.



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## 2015 ATHOC Conference on the Gold Coast

The 2015 conference organized by the Australian Timeshare and Holiday Ownership Council (ATHOC) will be held on the **Gold Coast** from **Monday 7 to Wednesday 9 September**.

Members of the NZ timeshare industry are encouraged to attend the conference as the conference provides an opportunity for members to be updated on industry matters and meet with their Australia colleagues. As part of the conference it is planned to have some specific NZ related topics.

## New NZHOC Committee



At this year's annual meeting in May an enlarged NZHOC Committee was elected with a number of new members joining the committee for the first time with three of these, Carole Smith of Classic Holidays, Gary Fog of DAE and Andrew Heslehurst of RCI being Australian based and active in the NZ industry. The other new committee members elected were Geoff Ward, committee member of The Bishop Selwyn and Ian Lake, committee member of Edgewater Club. The participation of Australian based committee members of Carole, Gary and Andrew will assist to bring a

stronger relationship between the two countries and a wider level of expertise.

Existing committee members, Martyn Rix, Graeme Smith, Geoff Read and Chris Cochrane were re-elected bringing the committee to a total of 9 members.

Martyn Rix was re-elected chairman of the NZHOC and Graeme Smith was elected Deputy Chairman.

## Farewell to Charisse Cox

It was a sad day at this year's Seminar Day and Annual Meeting when Charisse Cox was farewelled from the NZ industry. Charisse has been involved with the NZ Industry since the 1980's via her involvement with RCI. In the 1980's Charisse lived in NZ and managed the NZ RCI office based in Napier before returning to the Gold Coast to take an active role in the Management of RCI Australasia over the years. For several years Charisse has been Managing Director of RCI Asia Pacific. Pictured left is Charisse receiving a gift from her grateful NZ industry colleagues at the May NZHOC Seminar Day.



Charisse has been a committee member of NZHOC for a great many years and last year Charisse was recognised for her 25 years of involvement in the Australasian timeshare industry. Charisse's knowledge, contribution and personable manner will be very much missed throughout the Australasian timeshare industry and particularly here in NZ. Charisse has always regarded NZ as her second home. We wish you all the best for your post timeshare years Charisse.

## Current NZHOC Initiatives

The main matters the NZHOC committee is focussing on at the present time are:

### *Health & Safety*

Early in 2015 a new Health & Safety Reform Bill is being introduced. This Bill will have major implications for the health and safety requirements of timeshare resorts. The NZHOC is monitoring the proposed new Act and will be providing recommendations to its members on health and safety requirements once the new Acts requirements are known.

### *GST and Body Corporates*

This is another change on the horizon. The IRD is proposing that body corporates no longer be able to register for GST with this backdated to 6 June this year. If the proposals are introduced as planned this will have major implications for timeshare resorts. Submissions have been made on the proposed changes and the NZHOC will keep members updated on the matter.

### *Promotion of Timeshare*

The NZHOC committee is actively investigating cost effective options for promoting the benefits of timeshare ownership to the wider community. Options being considered include supporting charities which can achieve exposure for timeshare, advertising in key publications in a similar manner to that which occurred in 2013.

### *Local Council Rates*

As previously reported the Taupo District Council has moved to a commercial rating of timeshare resorts and the NZHOC is still pursuing options for opposing this change.