

New Zealand Squash (Inc)

1997 Annual Report

new generation





New Zealand Squash (Inc)

**ANNUAL REPORT
1997**

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New Zealand Squash (Inc)

**OFFICIALS
1996-1997**

PATRON

The Hon Sir David Beattie

PRESIDENT

Barry Gardiner

EXECUTIVE COUNCIL

Chairman

Murray Withers

Neven Barbour Dave Bassett Jan McAra Alan Simpson Ed Post

CHIEF EXECUTIVE OFFICER

David Knowles

HON SOLICITOR

Michael Sumpter

AUDITOR

McGregor Bailey & Co

PROGRAMME DIRECTORS

Junior/Youth

Hank Scott

Masters

Gower Dallimore

Refereeing

Jos Urbahn

Gradings

Steve Scott

National Events

Alan Simpson

Doubles

Butch Gifford

BOARDS

High Performance

Neven Barbour

Phillip Barbour

Susie Simcock

Susan Devoy

David Knowles

SELECTORS

Junior and Senior

Convenor – Paul Wright

Deputy Convenor – Ross Titchmarsh

Nigel Loyd

Wendy Browne

Jenny Norton

Masters

Gower Dallimore

Ian Rowe

Sylvia Wesney

National Statisticians

Vivienne Brumby

Peter Singer

Player Representatives

Paul Boyle

Jenny Bell

NATIONAL OFFICE

Chief Executive

David Knowles

Administration Manager:

National Coach:

Project Officer:

Vivienne Brumby

Paul Wright

Francis Scordino



Barry Gardiner

President's Review

Barry Gardiner President New Zealand Squash

1996/97 has been a year of change for New Zealand Squash. The need to reduce costs has dictated most of the decisions of the Association during the year.

Changes made by our new Chief Executive Officer to the management structure of N.Z. Squash has resulted in considerable reduction in staff (with associated one-off costs) and a subsequent emphasis on voluntary assistance.

This cost saving meant that as President I was unable to attend a number of events that normally the President would have attended. These events included the Senior Nationals, Juniors and Masters, and team events. I am unable therefore to report on these events but from feedback received each event was well organised with some outstanding games of squash.

Two of these games were the men's and women's senior individual titles won by Paul Steel and Leilani Joyce. Congratulations are extended from all squash players and officials to these two players who are credits to the game. Leilani's win was the climax to a superb three months during which she defeated three players ranked in the World's top six. Paul's win was his sixth in succession and beats by one Charlie Waugh's victories from 1960-1964 (but still some way to go to equal Susan Devoy's ten successful wins).

Overall I believe N.Z. Squash has made a considerable advance this year and has paved the way for further future advances.

- Player numbers have bottomed out and although gradual, squash numbers are definitely increasing.
- Clubs are becoming more aware that if they want to survive as viable organisations they have to cater for the changing needs of members and potential members.
- Communication between N.Z. Squash, Districts, Clubs and members has improved although there is still some way to go.
- And out there at the coalface, players from all over New Zealand continue to compete in interclub competitions and club and open tournaments with ever increasing numbers.

N.Z. Squash has had it ups and down over the past decade. I am firmly of the opinion that if it continues its present direction, with the assistance and co-operation of its district members, the game will in the next few years, reinstate itself within the top ten sports in the country.



Murray Withers

Chairman's Review

Murray Withers New Zealand Squash Executive Council

In all my years in sports administration, I have found this year to be the most difficult. It began with the dramatic events of our last AGM and the difficulties which arose with the departure of Grant Scoones. It is not appropriate to canvas those in this report but suffice it to say that the consequences took a personal toll on all who were involved.

Since his arrival in April, David Knowles has been a revelation in re-establishing goodwill with the Districts.

Having the 1996-97 financial year split between Grant (three months), no CEO (four months) and David (five months) has complicated the management of the National Office. For this reason there has been a lack of progress but I believe it is only a check to our progress, nothing more. New Zealand Squash is still committed to a strategic plan, albeit in an altered format and delivery style.

The financial implications of the change of CEOs has caused considerable stress. The Executive Council chose to await the arrival of David Knowles before tackling the serious financial concerns: it was a case of balancing risk against damage and the end-of-year results suggest that this approach has not been as devastating as some critics predicted.

As a result of the restructuring, the National Office now employs fewer staff and, as a consequence, the role of Districts is upgraded so that they have a greater involvement in setting the direction and maintaining the momentum of change. While this may reduce the overheads of the National Office, it requires Districts to work harder and more effectively from a fragile volunteer base.

Under difficult circumstances, the Executive Council has functioned as best it can. Some councillors, like Alan Simpson, Jan McAra and Neven Barbour, have been able to take a "hands on" approach which has been of considerable assistance to David Knowles. Next year, however, some of the faces will be missing: Barry Gardiner has always been a "wise old head", a man of very dry wit, and Ed Post, not a member of "the old school", has been a refreshing and honest colleague at the Board table.

During the year the council has met on ten occasions to monitor the financial position and to consider the strategic options facing the sport. At grass-roots squash seems to me to be as strong as ever. People love to play the sport and the council's task is to harness this enthusiasm. Unfortunately, there is still no group consensus to mapping a path forward, no true "ownership" of a vision for the game which is shared by squash people everywhere.

For me, the highlights of the past year were the Junior Girls finishing second at the World Champs in Brazil, Club Kelburn's continuing ability to make a profit, and the fact that players clearly still want to play the game. While there has been stress and strain at the top end of the sport, at squash-court level nobody knows or, perhaps, cares much about the problems of national administrators.

In future, no doubt, I will see some of you on the squash court.



David Knowles

Report from
David Knowles
Chief Executive
New Zealand Squash

The 1996-97 year has been a very difficult time for everyone involved in squash. For me, it has been an uncomfortable introduction grappling with major financial difficulties, the squash community's eroding confidence in the National Office, and the fact that the future of the game itself (as a major sport) is by no means assured. It's also worth noting that the financial pressures facing New Zealand Squash Inc are mirrored at community level where many clubs are struggling to make ends meet.

With New Zealand Squash facing a substantial budget blowout, I took to the Executive Council a recovery plan called "*A Hard Pruning*" and later, on 25 May at a Special General Meeting, the District Presidents endorsed the plan. Essentially the restructuring aimed to (1) cut planned expenditure, (2) downsize the staff at the National Office, and (3) generate new income. The results have meant discomfort for elite players who lost grants, programme directors and clubs hosting national events who lost financial support, and staff in Henderson who lost jobs. There has been no easy way to give people the unwelcome news.

Looking ahead and seeking new income for the game, I have signalled the need for squash people to recognise that the days of donation sponsorship are over. In future New Zealand Squash Inc (like other sports) will need to be able to "steer" the purchasing power of the collective squash community. To this end, I have asked for the co-operation of clubs and districts in establishing a *National Club Member Register* of 28,000 names, and in launching "*SquashPLUS*", a quality magazine which can be direct-mailed to the households of the squash club members three times a year. The pay-off is that if an individual club member can be persuaded to support a customer loyalty programme, then corporate sponsors will pay a commission on sales which can be split with between the New Zealand Squash and the club of the participating member.

This is a new approach to fundraising and squash is breaking new ground in trying to mobilise its 25,000 affiliated members. For the venture to succeed, NZS will need the active co-operation of its membership: put bluntly, if there are no sales, there is no income!

During the year I have also spent time developing a new strategic plan called "*A Good Tomorrow*". The thrust of the plan is to reallocate existing resource so that a greater spend is committed to regional development. Having talked to squash people up and down the country, I have been convinced that squash must invest in its own future: it must recognise that the "squash families" cannot reproduce themselves and that the statistics revealed in the August Grading List, for example, mean that there must be a concerted effort made by NZS and the Districts to "*grow the game*". A special (but not exclusive) focus must be given nationwide to junior squash so that young people, the seed-bed of any sport, are given the best-possible introduction to squash and are made to feel welcome by clubs.

If, however, the prevailing culture in squash clubs is indifferent or, worse, antagonistic towards a drive to encourage young people to play squash, then the arithmetic means that squash will suffer further decline. And with falling memberships, clubs will be faced with even greater financial hardship.

I believe there are several key issues which have still to be resolved. Squash people everywhere have to decide whether the game should remain a boutique sport (what I call the "do *nothing*" option) or become a major sport again by making a decisive commitment to grow the game.

If the choice is the latter, then the leadership of the sport (at Executive Council and Senior Management levels) must win back the confidence of the membership, and the ten districts must play a more active role in collecting club levies and co-funding the Regional Development strategy. Clubs must learn to act quickly and co-operatively in supporting national and district initiatives, and become aware of the changing trends in the sport and leisure sector.

In simple language, and from where I sit, the question is this:

Is the squash community of New Zealand ready and willing to follow a lead?

It is a question which is still unanswered perhaps.

During the difficult times this year I have appreciated the encouragement of people, many of whom I have met for the first time. I would like to formally thank Chairman Murray Withers, and the District Presidents, but also Neven Barbour, Alan Simpson and Jan McAra who, as councillors, have each taken a specific burden of work from my shoulders. I have been encouraged, too, by the staff at the Hillary Commission and the New Zealand Sports Foundation who monitor the substantial funding given to squash; by Rob Walker at Club Kelburn for proving every day that it is possible to segment the market and make a profit; and by those individuals like Leilani Joyce and Steve Scott who have responded so readily to my question about how squash might make progress.

My hope is that squash people want "A Good Tomorrow" and are prepared to work together to make it happen.

Squash Numbers

The Hillary Commission's "Sport and Physical Activity" survey suggests that 161,000 adult New Zealanders played squash at least once in the last twelve months. However, there are only 28,000 affiliated club members so the lesson is clear: the game is popular but the delivery system (the club) must find ways to offer more to the casual player.

from SquashPLUS (November)

FLYING THE FLAG FOR SQUASH

I wonder how many of us really appreciate that we have just one of the BEST Sports in the World ... a product that fits perfectly into the busy life style of our modern society, a fun, competitive sport providing maximum exercise in minimum time. And absolutely no need to worry about the weather. Few other sporting codes can boast such credentials!

Sure, some old courts are a problem in developed squash nations, especially as our modern youth requires a variety of sports and demands attractive facilities in which to enjoy their social activities. Whilst technology can provide exciting new courts with sliding walls allowing for singles, doubles and other sporting activities, a few people are starting to recognise the benefits in sharing facilities with other sporting codes. Some are being even more innovative and exploring the possibilities of combining resources to develop new facilities more appropriate to modern sporting needs.

Others have discovered the huge benefit of COLOUR. Colour in the plaster and paint on courts and surrounds will instantly and relatively inexpensively, change the face of both new and old courts.

Exciting new developments in the BALL industry are being tested right now, balls with an instant "bounce"... no warm up required ... and longer "hang time" to assist our beginner and developing players ...

We can learn a great deal from some of our new Squash nations. For example the passion, yelling, razzamataz of spectators in the Pan American Games, where being a spectator is just as exhausting as being on court, is so much fun!!

Within many of the 113 countries under the umbrella of our World Squash Federation squash is GROWING and developing ... particularly in the East ... Korea, Chinese Taipei, Thailand and now China. Courts are currently being converted or installed in significant numbers in the USA, Netherlands, Germany, Saudi Arabia, Czech Republic and Egypt (where Squash is now reported to be their No 2 sport) ... amongst others.

In the competitive area there have been exciting developments...

- A great experience for Junior Women competitors to compete in Rio de Janeiro in the first ever World Squash event in the South American continent.
- New year the USA will be hosting their first World Squash event also ... the Junior Men's Championships on the campus of Princeton University.
- And this year ... the World Men's Teams Championships in Malaysia will have the maximum of 32 countries competing for the first time.

Next year ... more FIRSTS to look forward to ... Squash a participant sport in the Commonwealth Games ... and in the Asian Games. Major prestige and financial benefits as an identified priority sport results from competing in both these important major multi sport Games.

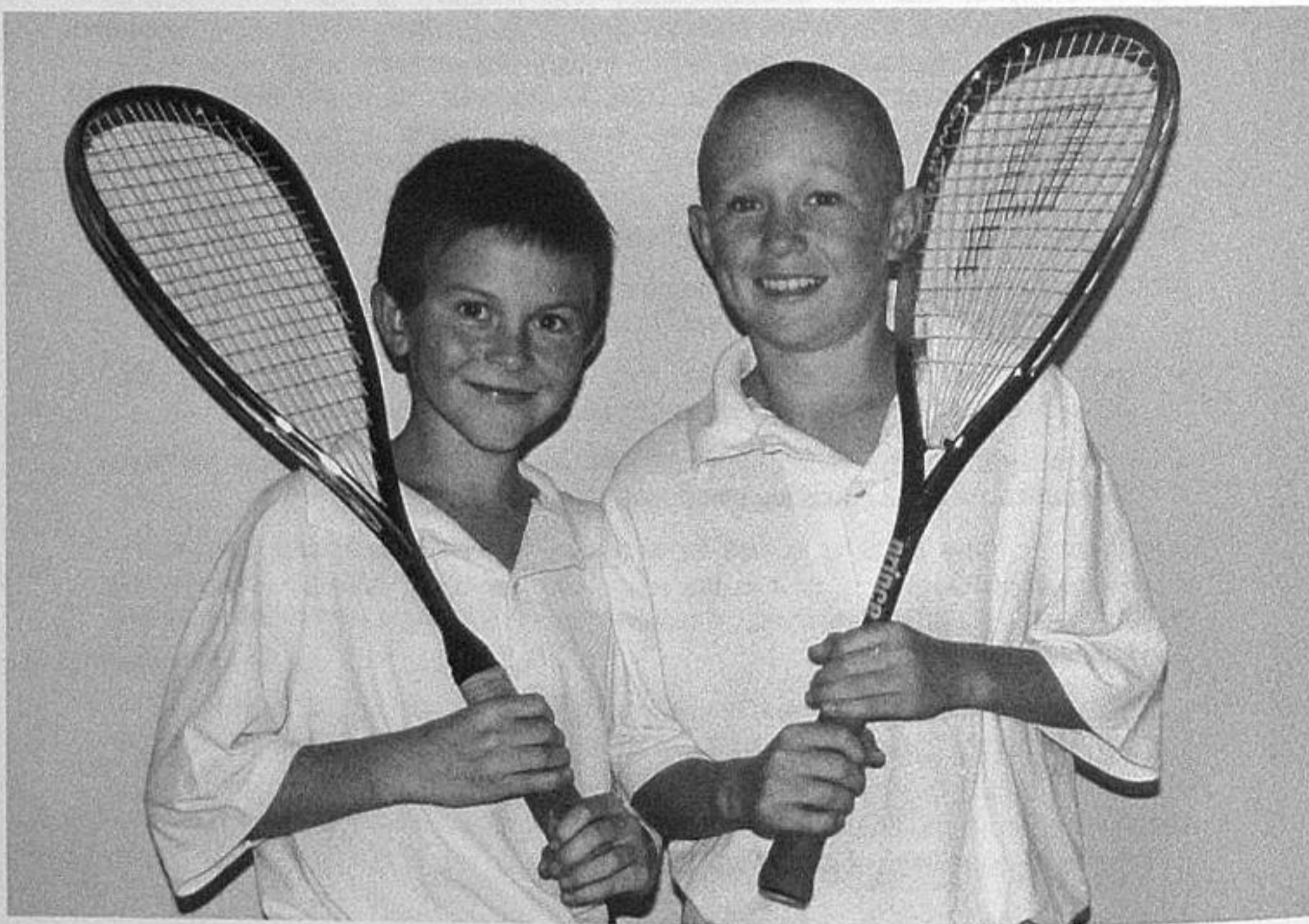
And finally ...

UNITY of purpose and MARKETING are the key elements needed in our sport right now. To be truly effective we must all work together as a TEAM ... to make our Sport GROW for future generations to enjoy. It is not the responsibility of just some of us ... it is the responsibility of ALL of us ... Let's do it!

Susie Simcock
President
World Squash Federation



Junior Girl's Team 1997
Shelley Kitchen, Roby Brownlee (Manager), Paul Wright (Coach)
Lara Petera, Hayley King, Tania Tatana



Under 13 Boys
Lance Milne, Mark Nichol

MASTERS

I am pleased to report that Masters Squash is very healthy throughout the country and there has been a number of positive developments and encouraging progress over the last year.

The District Championships are now firmly established. Most districts are now conducting interclub competitions and the corporate sector seems to be showing interest in the highly successful national championships.

The 4th World Championships were held in Johannesburg in May and attracted an excellent entry of 504 players from 26 nations. A very social and popular group of twenty Kiwis attended this tournament and they were very supportive and vocal in encouraging Jenny Tyler to win the Women's 55+ title and Ian Holding in reaching the Men's 40+ semi final.

A new format has been introduced into the Inter-District Teams Event which sees a separate men's and women's competition and brings Masters in line with the Senior and Junior Inter-Districts. Masters Squash is grateful to the Parkview and Christchurch Clubs for generously donating trophies for these two new events.

The disappointment in the last year was the cancellation of the national teams visit to New South Wales for the Trans-Tasman Test Series due to the fact that New Zealand Squash could not offer any financial assistance. It was always going to be a difficult assignment to expect players to provide their own funding for the tour.

In conclusion, I would like to acknowledge the work carried out by my co-selectors Ian Rowe and Sylvia Wesney and all the district convenors who have donated a large amount of time over the last year.

Gower Dallimore
Programme Director
Masters Squash



World Champion W55+, Jenny Tyler, Programme Director, Masters Squash, Gower Dallimore

MASTERS EVENTS

NEW ZEALAND MASTERS CHAMPIONSHIPS

Hamilton Squash Club

24 - 27 October 1997

Sponsored by

Sea Nymph Boats and Fountain City Motor Inn

Tournament Director Ian Rowe

250 entries were received for age groups 35-39 years up to 70 plus for men. Overseas player entries were received from Australia, and Norfolk Island.

The event was sponsored by Sea Nymph Boats and Fountain City Motor Inn and a number of other subsidiary sponsors.

Results	Male	Female
35 - 39	Steve McCarroll (Chch)	Kay Newman (Hamilton)
Runner Up	Geoff Owen (Remuera)	Cheryl Te Kani (Geyser City)
40 - 44	Barrie Mathews (Chch)	Carol Chard (Kawarua Park)
Runner Up	Thomas Egan (Mt Maung)	Freda Walker (Chch)
45 - 49	Wayne Seebeck(Chch)	Francy Stephenson (Wtgn)
Runner Up	Steve Kardos (Whakatane)	Dru Reid (Fraser Park)
50 - 54	Ray Foster (Maidstone)	Kay Glenny (Hawkes Bay)
Runner Up	Mike Walls (Geyser City)	Rena Pearson (Remuera)
55 - 59	Richard Purser (Remuera)	Jenny Tyler (Henderson)
Runner Up	Eddie Condor (Titirangi)	Patsy Stevens (Papakura)
60 - 64	Michael Kingston (Gisborne)	Mary Durham (Hamilton)
Runner Up	Don Harrison (Herne Bay)	Judy Allen (Panmure)
65 - 69	Bill Berry (Malvern)	not Played
Runner Up	Ken Turnbull (Hamilton)	
70+	Cliff Francis (Herne Bay)	
Runner Up	Len Reese (Chch)	

NEW ZEALAND MASTERS INTER DISTRICT TEAMS EVENT

Hamilton Squash Club

28 - 30 October 1997

Sponsored by

Sea Nymph Boards and Fountain City Motor Inn

Tournament Director Ian Rowe

The Masters Inter-District Teams Event followed the individual championship and results were as follows:

Results	District
1st	Canterbury
2nd	Auckland
3rd	Waikato
4th	Bay of Plenty
5th	Wellington
6th	Central
7th	Hawkes Bay/Gisborne

REFEREEING 1997

Refereeing numbers are still of great concern. Our numbers are not increasing because players are very reluctant to involve themselves in learning the rules of the game they play. We have asked the National Coach, Paul Wright to include some basic refereeing skills in all Regional and National Camps next year in an effort to increase our the skills of our Juniors. Regional Coaches will also be encouraged to learn and impart some refereeing skills in their courses.

Four workshops were held this year, at the Waikato, Canterbury, Auckland and Wellington Opens with reasonable success for those who attended. Five people from Northland attended the Auckland clinic, so next year we will go to Northland. Workshops are also planned for Bay of Plenty, Central and Southern.

With the new rule changes this year we investigated the possibility of purchasing the Australian Rule book to save us printing costs. This eventuated with a combined book being produced. Australia has also updated its very popular "Guide to Understanding the Rules", and its "Decisions, Decisions" video is due out early in the new year.

It was unfortunate midway during the year to lose funding of Referees to National events (except for the Tournament Referees) due to NZ Squash's financial situation. This will have to be addressed before next year to ensure that we have the required number of referees at National events. It proved by not funding referees to Senior Nationals, surely the major event on our calendar this year, that we did not get the required number of referees there. It is also necessary for Referees to be able to keep their required standard up by being able to do high quality matches.

Chas Evans, Peter Highsted and Gavin Whyte are still keeping New Zealand's name to the fore overseas with them all continually being invited to attend WSF events. A major coup for Chas is being invited to referee at the Commonwealth Games next September.

My thanks to Francis Scordino at the National Office for his continuing efforts with Refereeing Education & Development. Also to Chas, Peter and Gavin for their efforts in keeping us all up to date with our knowledge of the rules. Thanks to all the Referees who have worked so hard this year.

Joss Urbahn
Programme Director
Referees



Wanganui Men's C Grade National Winners
Kevin Ross, Dave Jane, Mike O'Kane, Nihi Houia, Kyal Green
Merv Robuck (Coach), Jim Forrest, Paul Glentworth

JUNIOR-YOUTH PROGRAMME 1997

International:

The 1997 year was one of the most successful for Junior Squash. Paul Wright and his staff worked very hard to put together a competent Junior Women's Team for the World Junior Women's Championships in Rio. The tremendous results from the Championship showed just how committed and well performed everyone was.

Junior National Coaching Scheme

It was also a year for re-establishing and refining the National coaching programme for age groups from U13, U15, U17 and U19. At the same time Regional coaches were asked to prepare and coach regional squads. The National Squads were selected mainly from the top performers at the National Junior events. (South Island, North Island and NZS Junior Championships).

The actual number chosen for each age squad was based on manageability and cost with Paul overseeing the programme from start to finish. The National clinics were staffed by a number of Regional Coaches who were invited to assist. This format allowed the National Coach to involve Regional Coaches and to pass on knowledge and skills as well as monitor the method/techniques and ability of the Coaches. I believe this programme is working well and both players and coaches receive the benefit of sharing experiences and knowledge over an intensive weekend of training and assessing.

National Championship Events

It was most unfortunate that the NZS Junior programme this year was without a major sponsor. This caused many concerns and led to some difficulties both for those in charge of junior events and players themselves, but despite the short notice, both the North Island and South Island Junior Championship hosts were able to secure some excellent sponsorship that greatly assisted in the event. However, the Junior National Age Group Championship was not so fortunate. Despite that, the players were extremely gracious in accepting the situation.

There is also some concern that the National Age Group and Teams event is starting to reach a point where numbers may soon make it difficult for most clubs to host. Our "open" policy on entry has been well supported and has been very good for junior squash. But with increasing junior membership we can expect the rotation between Districts will become more restricted to the main centres where sufficient local clubs can pool resources. There are options we could take to avoid this occurring (if indeed it was a problem), but what is important is that junior events continue to be manageable for clubs that host it as well as successful for all juniors who participate in it. We will monitor this carefully over the next few years.

On a more pleasant note, there are signs from our tournament results to suggest that some of our top age group players are reaching a higher level of ability than their predecessors. This is a good sign for the future and we hope that our players in general will continue to achieve a higher level of skill.

Entry Fees and Host Accreditation

In 1996 we raised the entry fee to assist clubs in charge of junior events. Again the absence of a sponsor at the National Championship meant that a higher than acceptable level of fees were used to meet some of the costs incurred. This was an unfortunate turn of affairs and in a way exposed the Junior Programme to the shortcomings associated with the event.

Important points to note: sponsorship for National events does add glamour and class to the programme. But in the absence of a National sponsor, host clubs will need more time to help to establish local support. Clearly some form of accreditation will need to be firmly established and in operation if we are to avoid some of the problems we experienced this year.

However, despite the higher costs to players in the two years, we have seen some remarkable outcomes. Players and parents are prepared to pay for services and accept decisions based on available funding if they are made aware of the facts. However, clubs that are willing to host major Junior Events must offer better services that in turn give a better economic return for themselves while still allowing participants to experience the full benefits of a well organised National event. I disagree with the view that an active bar is the main solution to any tournaments economic woes. Unfortunately some administrators still run their tournaments on that premise and in the case of junior events, the juniors become the losers — in one form or another.

Sponsorship and User-pays

We are continuing to strive to find new sponsorship for the Junior Programme. It is also clear that we cannot successfully expand our development programme while the National Association struggles to make ends meet. Development tours are on hold and the U21 (and U23?) could do with more assistance than is available at present.

I think its time to look carefully at the need for players in all our development squads to contribute more to the training they undertake through the NZS junior programme. The "user pay" principle will enable more training for more players to occur. In cases where serious hardship would be experienced, I believe it would be the responsibility of the District and the Club of that person to assist wherever they can. Such arrangements and practices are already in place in some Districts.

Coaching for the future

I believe the programme for Junior Development is starting to meet the needs of our top players and is making good progress towards involving a wider scope of club players. In time it is hoped that a sound and stable platform will form from the many other opportunities will arise for players to reach the top of New Zealand and International Squash.

The programme also allows coaches to further their opportunities and aspirations in meeting the needs of top athletes. Regional Coaches involved in the management of National Squads are monitored and carefully assessed to ensure a consistency of understanding and application of the principles involved in developing squash skills. Staff commitment, appraisal of staff and constant close monitoring of athletes will enable all parties in the programme to achieve their best.

But at the end of the day, the success of our Junior Programme still relies on the good will and skilful management of all coaches from club through to top national level. I hope the Regional Delivery of NZS Programmes will be able to continue to foster and support the role of coach in all Districts and regions.

Hank Scott
Programme Director
Juniors

CLUB KELBURN

The last twelve months have been productive with real growth in our core areas of business.

Court fees, the biggest single area of income, was up by 7% on the previous year, the result of special effort to (1) promote the Club Kelburn social and business house leagues, (2) provide a personalised coaching programme, and (3) achieve economies and efficiencies where-ever possible. Branded products like "Big Leagues" (social leagues), "Serious Fun" (business-house), and "Personal Squash Training" (coaching) have been successful in segmenting the market. Each "product" has its own logo and has been designed to fit in under the Club Kelburn "umbrella" brand.

Gym revenue was up by a remarkable 77% and is the major reason for our profitability. Club Kelburn has established a niche market and further investment in gym equipment is currently underway. (Interestingly, an experiment with "Aerobics" using the Doubles Court area was unsuccessful and was discontinued after a three-month trial). The gym has been the "carrot" featured in our radio advertising and, once people have been enticed inside the door, there is the opportunity to get them playing squash. Then the next step is to enrol them in the Club Kelburn "Big Leagues" or "Team Squash". It has proved to be a very effective way to do business.

Pro-Shop sales were up by 6%, while Snacks and Drinks remained about the same, though by more judicious buying the margin was improved. New purchasing agreements with wholesalers are now in place which should further increase Club Kelburn's profitability in the new year.

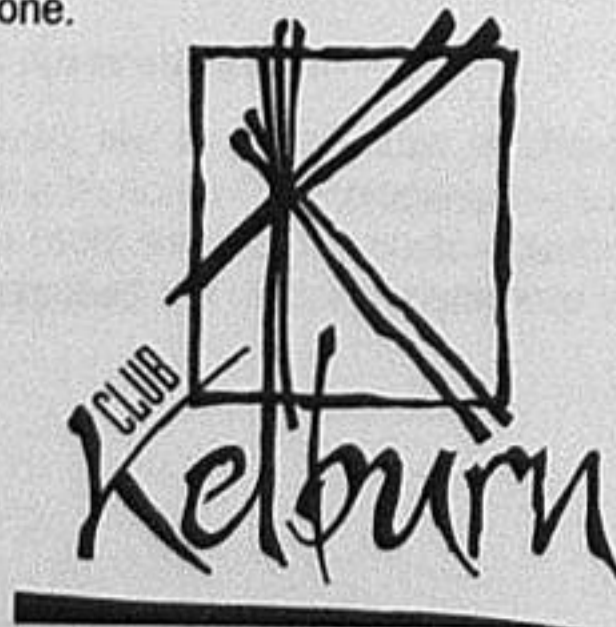
There have also been increased costs in Lighting and Power (through increased usage) and Repairs and Maintenance (through necessity). Depreciation also increased, particularly on gym equipment. Most other costs have remained at similar levels to the 1995-96 year.

An end-of-year surplus up 29% on last year is a very satisfying result because it has been achieved in an environment where squash clubs are fighting to retain members and where many single-purpose gyms have earned smaller returns in the last year. In fact, in recent months, two gyms in Wellington ceased trading altogether.

The Club Kelburn formula is to operate as an all-purpose leisure club, open to casuals and members alike, offering a special blend of squash and gym. However, it has not been easy and competing with other leisure businesses requires assertive marketing and a flexible response to changing sport and leisure trends. Even though there is room for further growth, squash will always remain at the heart of our activity.

My thanks go, firstly, to my staff for their consistent efforts during the year, particularly Steve Dunbar. I have also appreciated the help and support of Neven Barbour and Dave Bassett from the Executive Council of New Zealand Squash, especially the decision in October to re-invest in the gym area of the business. I also want to thank Steve Scott who often works "behind the scenes". With the help of these people, it has been an enjoyable year as well as a profitable one.

Rob Walker
Manager
Club Kelburn



GRADINGS & STATISTICS

The NZ Squash Grading System contains 20,000 players and forms part of the National Club Member Register.

The past season has seen the continuation of the changes put in place in 1995, which were intended to gradually move to a more even spread of players across the B to F grades.

Total Players by Grades (Men & Women combined)

	Nov. 94		Nov. 95		Nov. 96		August 97	
A1	20	.1%	24	25	27	.1%		
A2	118	.6%	131	148	159	.8%		
B	877	4.5%	1779	2053	2263	11.3%		
C	1448	8.1%	3829	3765	3705	18.4%		
D	3234	16.7%	4989	4766	4551	22.7%		
E	6242	32.3%	62782	6247	6157	30.7%		
F	7297	37.7%	2677	2956	3219	16.0%		
	19,346		19,711	19,960	20,081			

Current player numbers across all grades show that the changes have had the desired effect. The "bottom end bulge" with 70% of players in E & F grades in 1994, has been substantially reduced and only 46% of players are now in E & F grades. Also, as was intended there has been a steady, but slow increase in B grade numbers, while the elite status of the A1 and A2 grades has been maintained where numbers have increased very slightly. The C & D grade numbers have remained relatively constant.

The reduction of the E & F grade numbers and the more even spread of players across the B to D grades has had a number of beneficial and positive effects, particularly in the areas of; public/sponsor/player perception of the ability of the "average" club player; increased entries for B and C grade tournaments; increased entries in the B and C grades of the national graded teams event, both at district and national levels.

Current policy is that the even spread of "club" players across the range of E to B2 grades should be maintained and that the "average club player" should be in the C2/D1 grades and not the E/F grades as was the case prior to 1995.

The NZ Squash Grading System continues to be the backbone of competitive squash in New Zealand. The successful operation of the system is due to the considerable input of time and effort by the Club and district statisticians and thanks must be extended to them for their work which benefits individual players and the sport of squash as a whole.

Steve Scott
Programme Director
Gradings & Statistics

WHO'S WHO with the NZ Squash Grading System

Northland

Men's and Women's Statistician is **Maria Quin** — a member of the Mid-Western Rugby Squash Club, Maria has been district statistician for 3 years and played squash for 15 years. Maria is a Level O coach and District Referee and has been involved with club and Northland management for many years.

Auckland

Men's Statistician is **Charmian Hayes** — a member of the Eden Epsom Squash Club. Charmian has been **National Co-ordinator of the Grading System** for 10 years as well as Auckland men's district statistician for the past 4 years. Charmian has been playing squash for 25 years, is a qualified senior coach and District Referee, with past involvement with Auckland management.

Women's Statistician is **Helen Longley** — a member of the Henderson Squash Club. Helen has played squash for 10 years and been men's district statistician for 3 years. She also has been involved in club management in past years.

Waikato

Men's Statistician is **Mark Tate** — a member of the Hamilton Squash Club. Mark took up the position of district statistician this season, having played squash for 25 years, the last 15 with the Hamilton club. A district Referee from his days in Bay of Plenty, and with many years club management experience, Mark is also currently involved with Waikato management.

Women's Statistician is **Eve Sutherland** — a member of the Lugton Park Squash Club, having played squash for too many years to remember. Eve is the longest serving district statistician, having been in the position for around 15 years. Eve has also had a long involvement with club and Waikato management and in recent years has made a considerable contribution to master squash in the Waikato.

Bay of Plenty

Men's and Women's Statistician is **Keith Kiwara** — a member of the Tokoroa Squash Club. Keith took over the position this season from Dilys Russell who was BOP district statistician for many years. Keith has played squash for 14 years and is currently involved in both club and Bay of Plenty management.

Hawkes Bay/Gisborne

Men's & Women's Statistician is **Lyn MacRae** — a member of the Havelock North Squash Club. Lyn took over the position at the start of this season and has played squash for 4 years and during which time she has been involved with the management of the Havelock North club.

Central Districts

Men's Statistician is **Marilyn Dolan** — a member of the Foxton & Levin Squash Clubs. Marilyn has played squash for 10 years and has been district statistician for 5 seasons. As well as being president of the Foxton Squash Club for the past five years (and club captain prior to that), Marilyn is currently secretary of Levin and club statistician for both clubs. Marilyn is also involved in Central Districts management, including district captain and interclub organiser for the past season.

Women's Statistician is **Judie Burn** — a member of the Kawarua Park Squash Club. Judie has played squash for 20 years, been district statistician for 2 seasons, is currently a District Referee and Level O coach and has been involved with club management in past seasons.

Wellington

Men's Statistician is **Dennis Allen** — a member of the Kapiti Squash Club. Dennis took up the position of district statistician this season having played squash on and off for 35 years. Recent squash involvement has included masters and juniors, including 3 years with Wellington management and 6 years with the Kapiti club.

Women's Statistician is **Erin Swanson** — a member of the Red Star Squash Club in Masterton. Erin has been a member of the Red Star club for 12 years, and during that time has held various management positions including 7 years as club captain. Erin took up the position of district statistician this season and is also a Level 1 coach.

Canterbury

Men's & Women's Statistician is **Naeomi Gunn** — a member of the Richmond Workingmen's Club, Squash Club. Naeomi has played squash for 20 years during which time she has been involved with the management of a number of clubs. As well as being district statistician for the past 6 years, Naeomi is currently involved with Canterbury management and also a National Referee.

Midlands

Men's and Women's Statistician is **Sandra Forde** — a member of the Timaru Old Boys Squash Club. Sandra has played squash for 5 years, been district statistician for the past 3 years and is currently involved with Midlands management.

Southern

Men's & Women's Statistician is **Jenny Smith** — a member of the Invercargill Squash Club. Jenny has been district statistician for the past 10 years as well as organising Southland interclub. Jenny has played squash for 15 years, during which time she has held the "full range" of club management positions and is a Life Member of the Invercargill club.

National Men's Statistician is **Peter Singer** — a member of the Island Bay Squash Club. Peter took over the position this season from Brian Piper who had held the position for a number of years. Peter has played squash for 23 years, is currently graded B1 and has held a number of management positions at various squash clubs.

National Women's Statistician is **Vivienne Brumby** — who has been a member of the Henderson Squash Club since 1967. Vivienne has been national women's statistician for 10 years and prior to that was Auckland district statistician for 5 years. She is a past Auckland representative player at senior level and held a number of club management positions over the years. For the past 10 season Vivienne has also been a member of the Auckland management, specifically involved in the organisation of various national and district tournaments.

Director Gradings is **Steve Scott** — a member of the collegians Squash Club since 1975 when he started playing squash. Steve has had considerable involvement with club, district and national management, including 15 years with Wellington as Interclub Convenor, and 9 years with NZ Squash as Director Gradings. Steve is a Life Member of both Collegians and Wellington, a Level O coach and National Referee.

NATIONAL EVENTS

The National Coaches View

Yet another very active squash season is drawing to a close with many events having taken place.

The season started in earnest with the North Island Junior Champs held at the Palmerston North Club. This was also the first selection event for the U19 Junior Women's team where there was some great squash played over the weekend highlighted by two superb matches in the U19 age groups. Firstly Hayley King refused to give up against Lara Petera and came back from match ball down to win in five. Likewise in the U19 men's semi-final where Phil Anderson looked dominant against Peter Wyatt until Peter came back in a tight match to win in five.

From this tournament also stemmed the selection for the first National squad of the season which surely must have been the biggest camp for elite players run in New Zealand to date. A very active six-day programme kicked off with a Regional Coaches meeting to discuss the programme for the season plus participation in a workshop looking at level one delivery. An extremely useful two days with some good exchange of ideas. Immediately following this was the South Island Junior Champs at Invercargill and very ably co-ordinated by Southland Development Officer and Regional Coach, Vaughan Utteridge. Once again a great Junior entry considering a venue so far south but having the added attraction of U19 Junior Women's selection and Junior rankings depending on results with a bonus extra two days training camp for the top 32 players from a full compliment of Regional Coaches and the wonderful extra help from Sue McBain and Dave Madden. The squad proved to be a huge success with the split venues, a presentation by Jan McAra of Mercury TV (and a council member) on promoting yourself as a player plus to top it all, a few words from the new CEO David Knowles. Phil Anderson must be thanked for a marvellous High Impact aerobic session which was enjoyed by all including Mark Devoy who could not move for several days afterwards!

Each Regional Coach has now run three Junior Regional Squads, with the exception of Graeme Randolph who had to cancel one due to lack of interest on the date set. By the end of the season there will have been six National Squads run covering all the age groups from U13 — U19 boys and girls.

An enormous programme was launched by myself, Robyn Brownlee and Susan Devoy in coaching and preparing the U19 girls team for the World Champs resulting in a second place achievement (starting with a win over Australia) making the whole effort completely worthwhile. They were a great team to work with and a huge commitment was made by all involved. To Susan and Robyn; my sincere thanks for returning to the court to help produce this excellent result. I look forward to our continuing association.

At the same time as the Junior World Women's Champs in Brazil, Leilani Joyce and Daniel Sharplin were representing NZ at the world games in Lahti, Finland. Leilani once again showed her improvement by beating England's Sue Wright for a bronze medal while Daniel failed to make the top four but vowed to come back to New Zealand for the Nationals.

Moving into the last part of the season, the National Champs were held at North Shore with last minute sponsorship from Chances Sports Bar. I must have witnessed what I consider to have been the best squash match played since my arrival in New Zealand between Daniel Sharplin and Glen Wilson. Those who were fortunate to have seen this match were treated to a very fair, evenly matched game with no less than total commitment from both players. Paul Steel and Leilani Joyce took the two National Titles and thoroughly deserved the rewards of a season's hard work.

The men's team for the World Champs in Kuala Lumpur during November was announced following the Nationals; a new player was in the frame for selection in the guise of Michael Corrin having worked very hard over the last year not only on his game but in attaining New Zealand citizenship. For a number of seasons now he has been a good domestic touring pro taking many titles all around NZ and now broadening his horizons by moving on to the PSA circuit. The team selection was very tough with Wayne Werder just edging Mike out of the fourth place. Paul Steel, Daniel Sharplin, Glen Wilson and Wayne Werder were ably managed by Neven Barbour.

December sees us facing a new challenge in Squash with the World's first Doubles event in Hong Kong. This will be a very steep learning curve for all involved. The representative team will be Paul Steel, Daniel Sharplin, Wayne Werder, Leilani Joyce, Phillipa Beams and Angie Toal accompanied by myself as Coach/Manager. This event is to be used as a benchmark for the 1998 Commonwealth Games.

Aside from all these National events a promising International involvement continues to grow. Browns Bay club had the foresight to invite a young English player, Iain Higgins, to join their team for interclub and Cousins Shield. Return air fare, use of vehicle and accommodation were all provided and organised by John Vincent. Carol Owens is a regular visitor to Open events and plays for Henderson. There is a need to make overseas visitors welcome in order to improve playing standards, create variety of matches and gain from the invaluable experience that these stronger players have to offer. If any clubs are looking for International players for next season please contact me as I have been able to help out.

Talking on the grapevine to those A graded players out in the regions, please remember to look after your wonderful squash tournament calendar by ensuring that you show your appreciation to the members who run these events and to the hard found sponsors who regularly contribute prizes and cash. Give a little of yourself back. So, altogether an eventful season with many improvements being made in the Junior section which must surely be where the future of NZ Squash lies.



Winners Men's National B Grade Teams - Titirangi
N. Petri, S. Kirk, T. Hota, R. Ardern, J. Conder, J. Conning
L. Peters, G. Katters

WORLD GAMES LAHTI FINLAND

13-17 August 1997

Leilani Joyce produced yet another outstanding performance by taking this Bronze medal behind Sarah Fitzgerald, Gold (Australia), Sabina Schoene, Silver (Germany), beating higher world ranked Sue Wright (4 WISPA). Daniel Sharplin was unplaced.

NORTH ISLAND CHAMPIONSHIPS

Mana Squash Club, Wellington

30 May-2 June 1996

Entries were comparable with last years event at 120. Second venue was used namely the Tawa club which assisted with the smooth running of the competition.

Results	Male	Female
Winner	Michael Corren (North Shore)	Leilani Joyce (North Shore)
Runner Up	Michael McSherry(MP)	Jade Wilson

SOUTH ISLAND CHAMPIONSHIPS

Nelson Squash Club

13-15 June 1997

Tournament Directors Derek Cross/Sylvia Wesney

Mike Corren quoted as saying one of the best run events that he has been to this season.

Results	Male	Female
Winner	Michael Corren (North Shore)	Judith Casbolt (Chch)
Runner Up	Daniel Sharplin	Petrea Hibbs (Chch)



Winner National Men's E Grade Teams - Henderson

M. Dunn, M. Probert (Manager), Greg Harper (Sponsor), K. Thorne (Coach), S. Lonegan
S. Smith, G. Nixon, M. Cleave, Absent: J. Cleave

COUSINS SHIELD & MITCHELL CUP COMPETITION
 Whakatane Squash Club
 18-20 July 1997

14 mens' teams and 11 women's teams entered the event. The Whakatane club hosted this every very successfully with the results going to seedings.

Results	Male	Female
Winner	Mitchell Park	Remuera Rackets Club
Runner Up	North Shore Squash Club	Eden Epsom Squash Club

NATIONAL GRADED TEAMS ELIMINATION'S
 B Grade - F Grade
 25-27 July 1997

The district eliminations to find the clubs that represent their districts at the National finals took place 25-27 July. A total of 408 teams took part throughout the country which the continuing popularity of this event. The B grade numbers for instance have risen from 43 teams in 1994 to 83 in 1997.

NEW ZEALAND NATIONAL CHAMPIONSHIPS
 North Shore Squash Club
 14-17 September 1997
 Sponsored by Chances Sports Bar
 Tournament Director Derrick Robinson

The event was played with the open section having two 32 draws with a return to set draws at the request of the players.

As reported by the National Coach some excellent squash was witnessed and our congratulations to the winners Paul Steel and Leilani Joyce who defeated Daniel Sharplin and Philippa Beams respectively.

A players meeting was held and they indicated a return to a 64 draw in next years event was preferable and changes in the rules to the Cousins Shield/Mitchell Cup event in allowing one "import" player per team.

Congratulations to the North Shore Squash Club in hosting the event and Derrick Robinson for providing an entertaining social calendar.

Referees

World: Chas Evans, Peter Highsted; **International:** Gavin Whyte; **National:** **Grade 1:** Nigel Lloyd, Pauline Boyle, Gary Hutchison, Barrie Matthews, Michael Allred, Nichol Taylor; **Grade 2:** Maihi Tana, Mathew Tana, Dave Conza, Kaye Jackson, Doug Flint, Peter Robinson, Neven Barbour, Denise Watson, Mark Devoy, Carol Chard, Brian Chard, Richard Coxon, Kevin Housiaux, Sandra Tinkler, Dru Reid, Judy Harrison, Ray Foster, Steve Scott, Paul Sneyd, Wayne Munro, Tim Cook, Kay Gilray, Naeomi Gunn, Mike Irving, Russell McQuarters, Wayne Smith, Freda Walker, Fred Williams, Barry McLachlan, Patricia Taylor

New Zealand Squash appreciates the contribution these volunteer referees who are so important in competitive squash.

Results	Male	Female
Winner	Paul Steel (Titirangi)	Leilani Joyce (North Shore)
Runner Up	Daniel Sharplin	Phillipa Beams (Henderson)

1997 National Champions



Paul Steel



Leilani Joyce

NEW ZEALAND INTER DISTRICT TEAMS EVENT
 North Shore Squash Club
 18-20 September 1997

The Inter District Teams Event was played immediately following the Nationals at North Shore. All districts were represented except Hawkes Bay/Gisborne, Northland Men and Midlands Women

Results	Male	Female
Winner	Wellington	Auckland
Runner Up	Auckland	Waikato



Auckland - Winners Women's Inter District Teams Event
 Jade Wilson, Louise Crome, Rena Pearson (Manager), Marie Pearson, Phillipa Beams
 Hayley King, Fiona Dean

NATIONAL GRADED TEAMS CHAMPIONSHIP FINALS

B Grade - Herne Bay Squash Club

C Grade - Wanganui Squash Club

D Grade - Taupo Tennis & Squash Club

E Grade - Christchurch Squash & Tennis Club

F Grade - Otago Squash Club

1-5 October 1996

All clubs reported successful tournaments and stressed the popularity of the graded teams events - statements which are backed-up by the up-turn in the number of participating teams for the district elimination's.

The public and media profile for these events was not high at national level but the host clubs and participating teams secured extensive coverage at a local level.

Results	Male	Female
B Grade	Titirangi Squash Club	North Shore Squash Club
C Grade	Wanganui Squash Club	Wanganui Squash Club
D Grade	Hastings Squash Club	Tokoroa Squash Club
E Grade	Henderson Squash Club	Whakatane Squash Club
F Grade	Eden Epsom Squash Club	Taihape Squash Club



National Winners - Whakatane E Grade Ladies

Arch Delahunty (Coach Manager), Katie Gutwin, Lyn Phillips, Maree Bicknall
Tanya Burns, Maree Wills, Margaret Wright, Helen Barnes,

JUNIOR EVENTS

WORLD JUNIOR WOMENS CHAMPSHIP

Rio de Janeiro — Brazil

27 July-9 August 1997

A superb location for the largest Junior women's World Championships to date with New Zealand not only beating the Aussies but also taking second place in the Team Championships. A truly wonderful team effort.

NZ JUNIOR OPEN & AGE GROUP CHAMPIONSHIP

Kawaroa Park, New Plymouth

27-28 September 1997

The New Zealand Junior Nationals took place at Kawaroa Park Squash Club, New Plymouth. With over 200 entries, an event very well run by Tournament Director, Michelle Sansom

Results	Male	Female
Under 19 Open	George Crosby (Chch)	Shelley Kitchen (Heme Bay)
Under 17	Will Evans (Panmure)	Christine Tana (Tokoroa)
Under 15	Graeme Wilson (Wgtn)	Kylie Lyndsay (Matamata)
Under 13	Campbell Grayson (Titirangi)	Colleen Katene (Reporoa)

1997 National Junior Champions



George Crosby



Shelley Kitchen



Winners Junior Men's Inter District Teams - Auckland
W. Evans, C. Loomb, P. Wyatt, G. Wood (Manager/Coach)
J. Conning, S. DeWitt

NEW ZEALAND JUNIOR INTER DISTRICT TEAMS EVENT
Kawaroa Park, New Plymouth

29-30 September

Tournament Director Michelle Sansom

The event took place over three days of play with all districts represented except Hawkes Bay/Gisborne and Midlands in the girls' competition.

Results	Male	Female
Winner	Auckland	Northland
Runner Up	Southern	Central

**NORTH ISLAND JUNIOR OPEN
& AGE GROUP CHAMPIONSHIPS**

Palmerston North Squash Club

28-31 March 1997

The North Island Junior Open & Age Group Championships took place at Palmerston North Squash Club. Peter Fowell, Joss Urbahn, Jane Horton and other members of Palmerston North Club ran an excellent event, where people were pleasantly surprised at the standard of Junior squash in New Zealand.

Results	Male	Female
Under 19 Open	George Crosby (Chch)	Shelley Kitchen (Heme Bay)
Under 17	Cameron Collins (Hamilton)	Christine Tana (Reporoa)
Under 15	James Vincent (Browns Bay)	Kylie Lindsay (Tokoroa)
Under 13	Mark Nichol (Putaruru)	Colleen Katene (Reporoa)

**SOUTH ISLAND JUNIOR OPEN
& AGE GROUPS CHAMPIONSHIPS**

Invercargill Squash Club

18-20 April 1997

Tournament Directors Cory McMillan/Vaughan Utteridge

152 entries were received to the South Island Juniors which also served as a selection event for the World Junior Women's team. It was the biggest junior gathering held in Southland for five years and featured all top New Zealand juniors, with Regional Coaches in attendance. Following the event was the largest Elite Junior Squad Camp held in New Zealand which was co-ordinated by Southland Development Officer and Regional Coach, Vaughan Utteridge.

Results	Male	Female
Under 19 Open	Peter Wyatt (Browns Bay)	Shelley Kitchen (Heme Bay)
Under 17	Will Evans (Panmure)	Christine Tana (Reporoa)
Under 15	James Vincent (Browns Bay)	Kylie Lindsay (Tokoroa)
Under 13	Mark Nichol (Putaruru)	Colleen Katene (Reporoa)

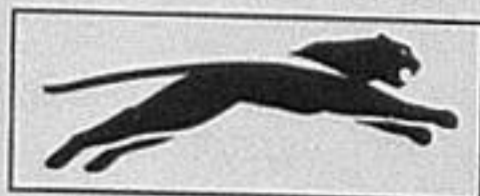
NEW ZEALAND UNDER 21 CHAMPIONSHIPS
 Herne Bay Squash Club
 9-11 July 1997

Even though the entry for the U21 Champs was smaller than last season the quality of entries was exceptionally high with all top players in the field. There were some great matches with Phil Anderson showing his tough ability against Alan Crome and George Crosby very nearly winning the title. Alan thoroughly deserved his U 21 title and to keep it in the family Louise Crome beating Shelley Kitchen for her 2nd U21 title. Well done Herne Bay for an extremely enjoyable event.

Results	Male	Female
Singles	Alan Crome (Remuera)	Louise Crome (Remuera)
Runner Up	George Crosby (Chch)	Shelly Kitchen (Herne Bay)
Doubles	N. Sneyd/C. Scott	S. Kitchen/L. Petera
Runners Up	A. Crome/C. Loomb	H. King/L. Crome



Under 21 Championship Winners
 Alan Crome & Louise Crome with Auckland President John Sangster



Dunlop Slazenger
 Australasia

New Zealand Squash appreciate the support of
 Dunlop Slazenger (Australasia) by way of
 the "Ball Adoption" agreement

1996 AWARDS

Award	Winner
New Zealand Squash Personality of the Year	Leilani Joyce
"Club of the Year"	Reporoa Squash Club
Most Improved Junior Players: Female	Tamara Mamanu (Tokoroa)
Male	George Crosby (Chch)
Most Improved Senior Players: Female	Lara Petera (Heme Bay/Ponsonby)
Male	Alan Crome (Remuera)
Mackwell Trophy Best Junior Player	Ross Hewitt (Hawera)
Derek Cooke Memorial Trophy for Refereeing	Gavin Whyte



New Zealand Squash Personality - Leilani Joyce

On 14 November, Leilani Joyce was named Maori Sportsperson of the year at the MDC Maori Sports Awards in Auckland. This award capped an outstanding year for the leading lady of New Zealand Squash.

THANK YOU, GOODBYE AND GOOD LUCK

With the closing of the 1997 year, New Zealand Squash loses one of the indefatigable characters of the sport when Barry Gardiner retires as President of the Association. There aren't many gentlemen like him.

People know Barry as a quiet and dignified man, always wise and considerate of others. He has been a champion of the little courtesies, often writing personal notes to congratulate players, coaches and event organisers. He was hurt this year by the funding cuts which prevented him from travelling to national events and discharging his duties as President.

He has been a selfless servant of squash for 35 years but not many people are aware of the full extent of his commitment to sport, either as a player or as an administrator.

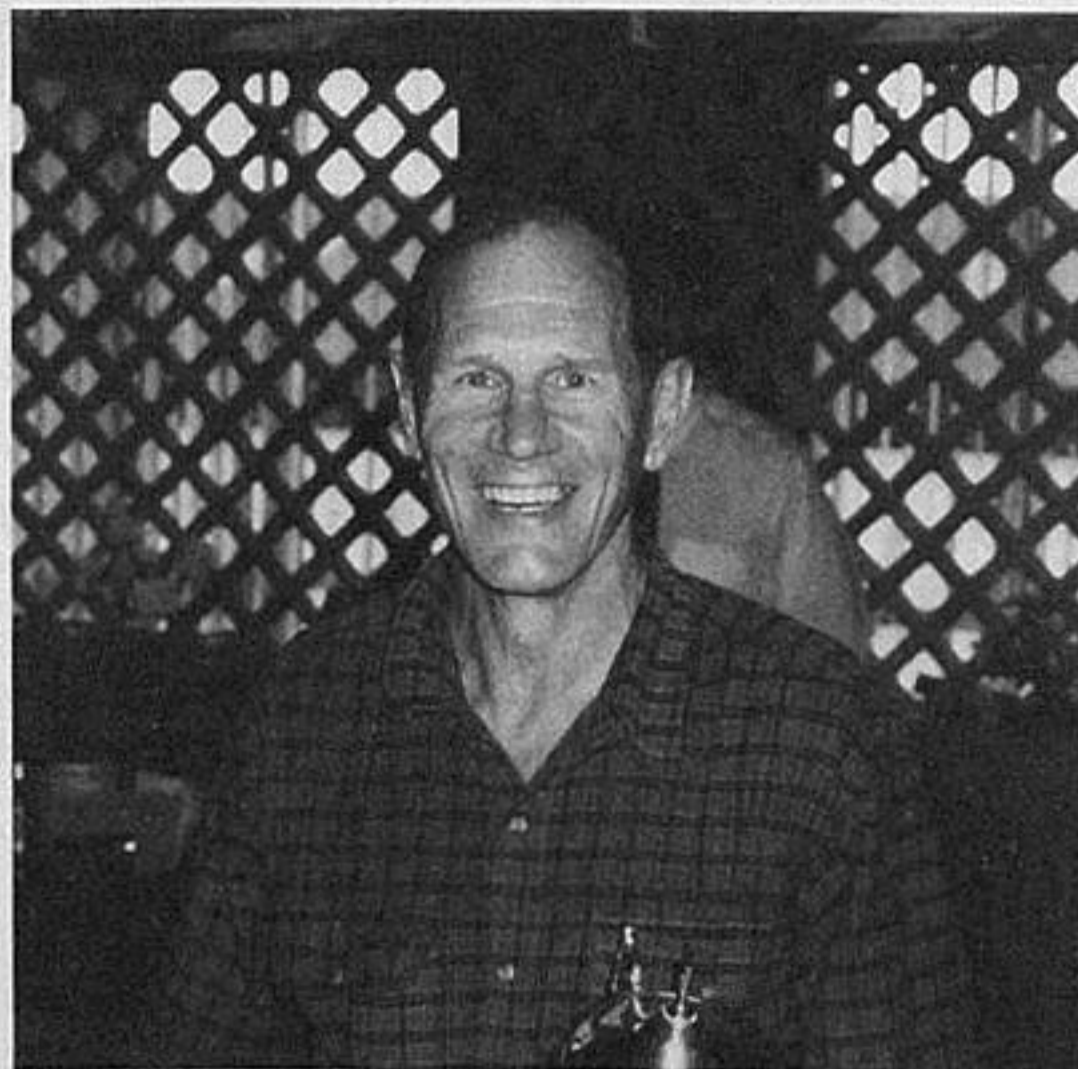
As a participant, Barry played Rugby League for New Zealand in 1958 and was an All Black trialist in 1965. He ran his first marathon in 1980 and he won the World Masters Singles Squash title (for the over 50's) in 1991. These few memorable highlights should not obscure a host of provincial and district honours achieved in League, Rugby, Cricket, Squash, Tennis and Athletics.

Never content to rest, Barry has been equally active as an administrator. He has been selector, coach, manager, vice-president, chairman and patron in four squash districts, often founding clubs and establishing new programmes. And not only in squash. He has been rugby radio commentator and an energetic organiser in league, rugby, cricket, tennis and athletic clubs.

He is retiring as President of New Zealand Squash (in his typically modest way) because he believes squash is a young person's game and so has 'disqualified' himself by turning 60 next year. But he won't be an idle or an ordinary sixty-year-old.

His mission is to complete the "Coast to Coast" one-day event (traversing the South Island) in February 1998 and he is already in serious training. It is this quite exceptional dedication and courage which makes Barry Gardiner such a remarkable New Zealander.

He has been a life-long friend of squash. Thank you Barry. Goodbye and good luck but please don't be a stranger.



CLUB OF THE YEAR

The 1997 "Squash Club of the Year" has been won by the Reporoa Squash Club.

A year ago the club faced closure. There were the classic signs of a club in trouble: dwindling membership, dilapidated facilities, and low morale. A public meeting decided that the club was too important, not only as a sports facility but, in a rural landscape, as a vital community centre as well.

Lead by President Anita Kingma and a busy team of helpers, new business plans were developed to restore club pride, build a vibrant membership, and secure a stronger financial base. As Anita said at the time: *"If the club was wound-up, squash would never have been re-established in Reporoa"*.

As the plans became reality, the club was completely refurbished, new social and sporting events were created and coaching was made available to people of all ages and abilities. An energetic fundraising programme targeted local sponsors and public sector grants and a commitment was made to retire debt systematically.

The links to other community and sports groups were strengthened by joint venture initiatives. Promotion and publicity for the club was "managed" to increase the profile of the club.

The results were immediately obvious. The membership has nearly doubled in the last year. The facilities are attractive and available to a wider cross-section of the community. There is a strong sense of 'ownership' and the mood in the club is buoyant. Where there was apathy and indifference, there is now enthusiasm and pride.

The Lion Foundation's grant of \$2,000 to Reporoa as the "Club of the Year" is tangible and very welcome recognition for a club which has learnt the twin lessons of self help and customer service.



LION FOUNDATION

A GAMING MACHINE CHARITABLE TRUST

"Where there's a will, there's a way"

The Administration Manager
New Zealand Squash
PO Box 21-781
Henderson

Dear Viv,

Alan Simpson asked if I could forward this photo of our "F" Grade Women's Team so it can be put in the squash mag.

They were the youngest team at the Nationals, their ages ranging from 12 years to 24 years, and our second National title for our club. (1994 was our F Grade Men). We did a lot of fundraising for the event and we set a goal of \$8,000 by 5 weeks, and we raised \$13,000 in 4 weeks. We had cake stalls, raffles, fun day, stock drive, cleaning woolsheds, donations and sponsorships. The whole community pulled together to get this young team to Dunedin. By the time we left team and management had tracksuits, skirts, T-shirts and socks and we took six supporters with us. A total of 14 people.

Betty and I worked together with the coaching and managing of the team.

I hope this bit of information will come in handy. Thank you.

Kind Regards
Emma Mullins
Taihape



Winners Women's National F Grade Teams - Taihape
Emma Mullins (Coach/Mgr), Anna Martin, Dan Hay, Loni Martin, Betty Steedman (Coach/Mgr)
Lisa Mullins, Tui Kelly, Holly Turnbull

STATEMENT OF FINANCIAL POSITION

As at 30 September 1997

CONSOLIDATED

	Notes	1997	1996
Opening Balance as at 1 October		672,268	632,956
Surplus/(Deficit) for the Year		(72,607)	44,228
Prior Year Adjustments		(861)	(4,916)
Total Accumulated Funds		598,800	672,268
<i>Represented by:</i>			
CURRENT ASSETS			
Current Accounts - Westpac Trust		82,953	(12,330)
On Call Accounts - Westpac Trust		187,888	162,082
Wage Account - Westpac Trust		5,571	-
Term Deposit Account - ANZ		5,149	5,108
Accounts Receivable		84,324	166,914
Stock on Hand	1	26,474	20,688
Payments in Advance	6a	12,576	35,328
Cash on Hand (Club Kelburn)		310	310
Total Current Assets		405,245	378,100
INVESTMENTS			
Loans to Clubs	5	45,000	50,000
Total Investments		45,000	50,000
FIXED ASSETS			
	1 & 16		
Cost		1,356,463	1,337,614
Less Accumulated Depreciation		(995,630)	(842,150)
Total Fixed Assets		360,833	495,464
TOTAL ASSETS		811,078	923,564
CURRENT LIABILITIES			
Mastercard Accounts - Westpac Trust		150	(4,388)
GST Accruals		28,459	9,619
Accounts Payable		81,357	187,330
PAYE Clearing Account		7,096	-
Sundry Accruals	6c	6,350	33,422
Income in Advance	6b	86,370	16,500
Total Current Liabilities		209,782	242,483
TERM LIABILITIES			
Motor Trade Finance	4	2,496	8,482
Sharp Corporation		-	331
Total Term Liabilities		2,496	8,813
TOTAL LIABILITIES		212,278	251,296
NET ASSETS		598,800	672,268

STATEMENT OF FINANCIAL PERFORMANCE
for the year ended 30 September 1997
NEW ZEALAND SQUASH (INC)

	Notes	1997	1996
INCOME			
Levies & Subscriptions			
Affiliation Levies	7	471,153	496,093
Affiliation Levies Brought Forward from 1995		-	100,000
Other Subscriptions		10,740	3,398
Total Levies & Subscriptions		481,893	599,491
Grants			
Squash Institute/HPP			
-NZSF Academy/Sport 2000		112,700	225,500
-Hillary Commission -ANZSEP		5,250	11,016
-NZSF - Personal		15,500	31,000
-NZSF - General		69,430	7,000
Total Institute/HPP		202,880	274,516
Other Grants			
-Hillary Commission National Funding		114,000	122,500
-Hillary Commission International Funding		-	4,550
-Hillary Commission Women's Pilot Project		2,000	2,000
-Mitchell Trust		7,640	13,022
Total Other Grants		123,640	142,072
Sponsorships & Endorsements			
National Events		11,000	17,500
Other		24,778	64,000
Total Sponsorships & Endorsements		35,778	81,500
Member/Gradings Database			
Club Kelburn	8	73,129	58,381
Programme Recoveries		1,848	300
District Grading Lists		23,799	30,078
Sundry Investments		12,566	19,128
TOTAL INCOME FOR THE YEAR		956,043	1,206,166

STATEMENT OF FINANCIAL PERFORMANCE
for the year ended 30 September 1997
NEW ZEALAND SQUASH (INC)

	Notes	1997	1996
EXPENDITURE			
Management & Operations			
Salaries, Contracts & Overheads	9 & 14	247,987	191,656
Meetings & Others		64,545	61,837
Abnormal Items	15	29,309	-
Total Management & Operations		341,841	253,493
Others			
Sponsorships & Grants to Districts		1,000	30,000
Marketing & Publicity		13,108	10,909
Club 2000	9	127,053	114,942
Member Database & Communications		1,055	28,228
International - Membership & Meetings		12,390	17,877
National Events	9	75,726	48,843
Junior/Youth		11,166	27,659
Masters Squash		5,648	3,729
Refereeing		6,090	7,346
Gradings & Rankings	9	46,419	52,342
Education & Development		65,849	120,832
High Performance Programme		296,146	410,271
Total Others		661,650	872,978
Total Expenses		1,003,491	1,126,471
Depreciation		25,159	35,467
Total Expenses (after Depreciation)		1,028,650	1,161,938
NET SURPLUS/(DEFICIT) FOR THE YEAR		(72,607)	44,228

NOTES TO THE FINANCIAL ACCOUNTS
for the year ending 30 September 1997

Statement of Responsibility

As Chairman and Chief Executive Officer of NZ Squash, we accept responsibility for the preparation of these financial statements. The statements have been prepared in accordance with generally accepted accounting practices. As part of the Association's financial management systems, effective controls have been implemented and maintained to provide reasonable assurance as to the integrity and reliability of financial reporting. We are satisfied that these financial statements fairly reflect the financial position and operation of the Association for the reporting period.

M Withers

MURRAY WITHERS
Chairman

D Knowles

DAVID KNOWLES
Chief Executive

1 - ACCOUNTING POLICIES

Statement of Accounting Policies

Differential Reporting

New Zealand Squash (Inc) is the New Zealand National Sporting Organisation responsible for the control, advancement and regulation of the game of squash throughout New Zealand. New Zealand Squash (Inc) is incorporated under the Incorporated Societies Act 1908.

The Association qualifies for differential reporting as it is not publicly accountable and does not qualify as "large" as defined within the Institute of Chartered Accountants of New Zealand's framework for differential reporting. The entity has taken advantage of all the differential reporting exemptions available to it.

Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position on an historical cost basis have been followed. Accrual accounting is used to match income and expenditure.

Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of financial performance and of financial position have been applied:

Operating Leases

Operating lease payments, where the lessors effectively retain substantially all the risks and benefits of ownership of the leased items, are included in the determination of operating profit in equal installments over the term of the lease (refer Note 3).

Finance Leases

The Association leases certain office equipment and motor vehicles. Finance leases, which effectively transfer to the entity substantially all the risks and benefits incidental to ownership of the lease term, are capitalised at the present value of the minimum lease payments. The lease assets and corresponding liabilities are disclosed and the leased assets are depreciated using the maximum rates permitted by the Income Tax Act 1994 (refer Note 4).

Stock

Stock has been valued at the lower end of cost or net realisable value. Due allowance has been made for slow moving stock.

Goods & Services Tax

The financial statements have been prepared on a GST exclusive basis.

Fixed Assets

All fixed assets are recorded at cost less accumulated depreciation to date. Depreciation has been provided at the maximum rates permitted by the Income Tax Act 1994.

Investments

Investments are loans advanced to clubs for renovations and development and are stated at cost.

Changes in Accounting Policies

There have been no changes in accounting policies. All policies have been applied on a basis consistent with those used in previous years.

2 - INVENTORY COMMITMENTS

No inventories are specifically and separately pledged as security for liabilities. Inventory is subject to retention of title clauses.

3 - CAPITAL & LEASE COMMITMENTS

		1997	1996
Capital Commitments			
There is no capital expenditure contracted for at Balance Date			
Operating Lease Commitments (Under a non-cancellable operating lease)			
Current	NZ Squash	40,485	40,485
	Club Kelburn	25,000	25,000
Non-current	NZ Squash	45,892	86,377
	Club Kelburn	170,833	195,833

National Office**Level 1/1 Trading Place, Henderson**

The lease is for a term of four years commencing on 25 October 1994 and expiring 19 September 1998. The rent for the premises is \$23,000 per annum plus GST.

Equipment**Photocopier - U-Bix Business Machines**

The Ose Photocopier is leased under a rental and service agreement. The period of the agreement is for five years commencing 17 July 1996. Monthly payments are \$1,311.17 plus GST. Ownership of the machine is retained by U-Bix.

Facsimile - Blue Star Finance Limited

The facsimile is leased from Blue Star for a period of three years commencing 19 June 1996. Monthly payments are \$146.00 plus GST. Ownership of the machine remains vested with Blue Star Finance Limited.

Club Kelburn - Leasehold Land - Salamanca Road, Kelburn, Wellington

The ground lease is for a term of 10 years commencing 1 August 1995 and expiring on 31 July 2005. The rent for the ground lease is \$25,000 per annum plus GST.

4 - FINANCE LEASES

Motor Vehicles - NZ Squash**Honda Accord - Registration Number SQUA5H - Honda Finance Lease**

The finance lease is for a period of three years (finance rate of 16.5%) and commenced on 27 March 1995. Monthly payments are \$617.13.

5 - INVESTMENTS

Christchurch Squash Club (Inc) - \$25,000

Advancement Date (new terms):	13 September 1995
Terms:	five years, interest only in year one
Repayment Date:	13 August 2000
Interest Rate:	9% per annum, reviewable annually.
Security:	The advance is secured by a mortgage over the property at 182 Chester St East, Christchurch.

Herne Bay Ponsonby Rackets Club (Inc) - \$20,000

Advancement Date:	12 June 1996
Term:	Five years
Repayment Date:	12 June 2001
Interest Rate:	10% per annum, reviewable annually.
Principal Repayments:	Five equal installments of \$5,000
Security:	The advance is covered by an "Instrument by way of security" dated 7 August 1996.

6 - ACCRUALS & PROVISIONS

a. Payments in Advance - \$12,576

One months rent on National Office Premises	1,916
Mens World Champs - Kuala Lumpur	3,262
World Doubles - Hong Kong	4,190
NZSF Personal Grant - Jade Wilson	1,500
Club Kelburn - One months rental	1,708

12,576

b. Income in Advance - \$86,370

Lion Foundation - Annual Report	1,000
Hillary Commission Funding	20,000
NZ Sports Foundation - Sports Science & Medical	7,000
NZ Sports Foundation - International Travel, Coaching & Sports 2000	58,370

86,370

c. Sundry Accruals - \$6,350

Air New Zealand Koro Club Membership	667
Club Kelburn - One months rental from Cafe	433
Club Kelburn - Provision for increased rental (14 months)	5,250

6,350

7 - LEVIES & SUBSCRIPTIONS - \$481,893

The following is an analysis of the 1997 Affiliation Levies:

a. Affiliation levy income for 1997 was calculated on an SEM rate of \$26 plus GST

b. The breakout of affiliation levies and subscriptions is as follows:

Affiliation Levies	471,153
Grading Levies	8,990
Associate Memberships	1,750

481,893

8 - CLUB KELBURN SURPLUS - \$73,129

The following is a summarised Statement of Financial Performance for Club Kelburn for the year ended 30 September 1997:

	1997	1996
Income:		
Trading Profits	74,078	68,212
Court Fees	230,781	214,906

Gear Hire	10,408	11,691
Gym, Aerobics & Sauna	102,903	71,343
Restaurant Rental	5,200	5,200
Sponsorship & Promotion	7,755	12,780
Other Income	6,146	10,897
Total Income	437,271	395,029
<i>less</i>		
Expenditure:		
Insurance	9,062	5,947
Bank Fees & Interest	1,300	1,020
Power & utilities	31,451	24,036
Rent & Rates	24,755	28,633
Repairs & Maintenance	13,704	8,158
Depreciation	77,663	71,738
Management & Sundry	206,207	197,117
Total Expenditure:	364,142	336,649
Net Surplus	73,129	58,380

9 - SALARIES - SEVERANCE PAYMENTS - \$55,360

Severance payments for the restructuring of the National Office in the latter part of 1997.

10 - OFFICE LEASE, RATES AND POWER

The cost for these overheads is shared equally between Management & Operations, Club 2000, Education & Development and High Performance Programme.

11 - PHOTOCOPIER LEASE - \$15,470

This cost is shared between Management & Operations, Gradings, Club 2000, Education & Development, National Events and High Performance Programme.

12 - INSURANCE AND ACC LEVIES - \$12,841

This figure includes ACC levies for all wages and salaries accounted for in the 1997 financial year.

13 - BANK FEES & INTEREST - \$4,575

Fees and interest incurred on overdraft facility in place January - May 1997.

14- RECRUITMENT - \$8,730

The costs associated with the recruitment of the new Chief Executive Officer.

15- ABNORMAL ITEMS - \$29,309

Fixed assets scrapped or written off in 1997 (obsolete office & sport equipment)	15,155
Loss on sale of fixed assets (includes sale of 2 motor vehicles)	14,154
	29,309

16- FIXED ASSET & DEPRECIATION SCHEDULE *(Consolidated)*

The following is a consolidated listing of fixed assets and depreciation for NZ Squash and Club Kelburn for the year ended 30 September 1997.

Asset Description	Cost	Opening Book Value	Additions Disposals	Value pre Depn	Depn	Accum Depn	Closing Book Value
Trophies	500	500	0	500	0	0	500
Motor Vehicles	99,478	61,583	(29,723)	31,860	6,871	74,489	24,989
Plant, Equip & Fittings	232,808	99,194	(10,006)	89,188	19,205	162,825	69,983
Computer Software	2,440	62	0	62	62	2440	0
Sports Equipment	65,202	33,335	7,919	41,254	17,181	41,129	24,073
Perspex Court	158,175	51,734	0	51,734	5,173	111,614	46,561
Buildings	650,402	144,442	0	144,442	32,520	538,480	111,922
Leasehold Improvements	147,458	104614	0	104,614	21,810	64,653	82805
Total	1,356,463	495,464	(31,810)	463,654	102,822	995,630	360,833

17- ADDITIONAL DISCLOSURES

N Z Squash (Inc) has been advised that a personal grievance claim has been lodged with the disputes tribunal. At the time of finalisation of the financial statements, New Zealand Squash Management had not been advised of the details or the amount of the claim.

AUDIT REPORT

To the readers of the financial report of New Zealand Squash (Inc).

We have audited the financial reports as presented. The financial report provides information about the past financial performance of New Zealand Squash (Inc) and its financial position as at 30 September 1997. This information is stated in accordance with the accounting policies as set out.

New Zealand Squash (Inc) Responsibilities

The Executive Council is responsible for the preparation of the financial report which fairly reflects the financial position of the Association as at 30 September 1997 and of the results of operations for the year ended 30 September 1997.

Auditor's Responsibilities

It is our responsibility to express an independent opinion on the financial report presented by the Executive Council and report our opinion to you.

Basis of Opinion

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial report. It also includes assessing:

1. the significant estimates and judgments made by the Executive Council in the preparation of the financial report, and
2. whether the accounting policies are appropriate to the Association's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with generally accepted auditing standards in New Zealand except where our work was limited as explained below. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial report is free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of the information in the financial report.

Other than in our capacity as auditors we have no relationship with or interest in the Association.

Qualified Opinion

Control over cash sales for Club Kelburn prior to being recorded is limited. There was no system of control over such sales on which we could rely for the purpose of our audit and there were no satisfactory audit procedures that we could adopt to confirm independently that all cash sales were properly reconciled. In this respect alone we have not obtained all the information and explanation that we have required.

In our opinion, except for the adjustments that might have been found necessary had we been able to obtain sufficient evidence concerning cash sales, the financial report of Club Kelburn fairly reflects the results of the operations for the year ended 30 September 1997.

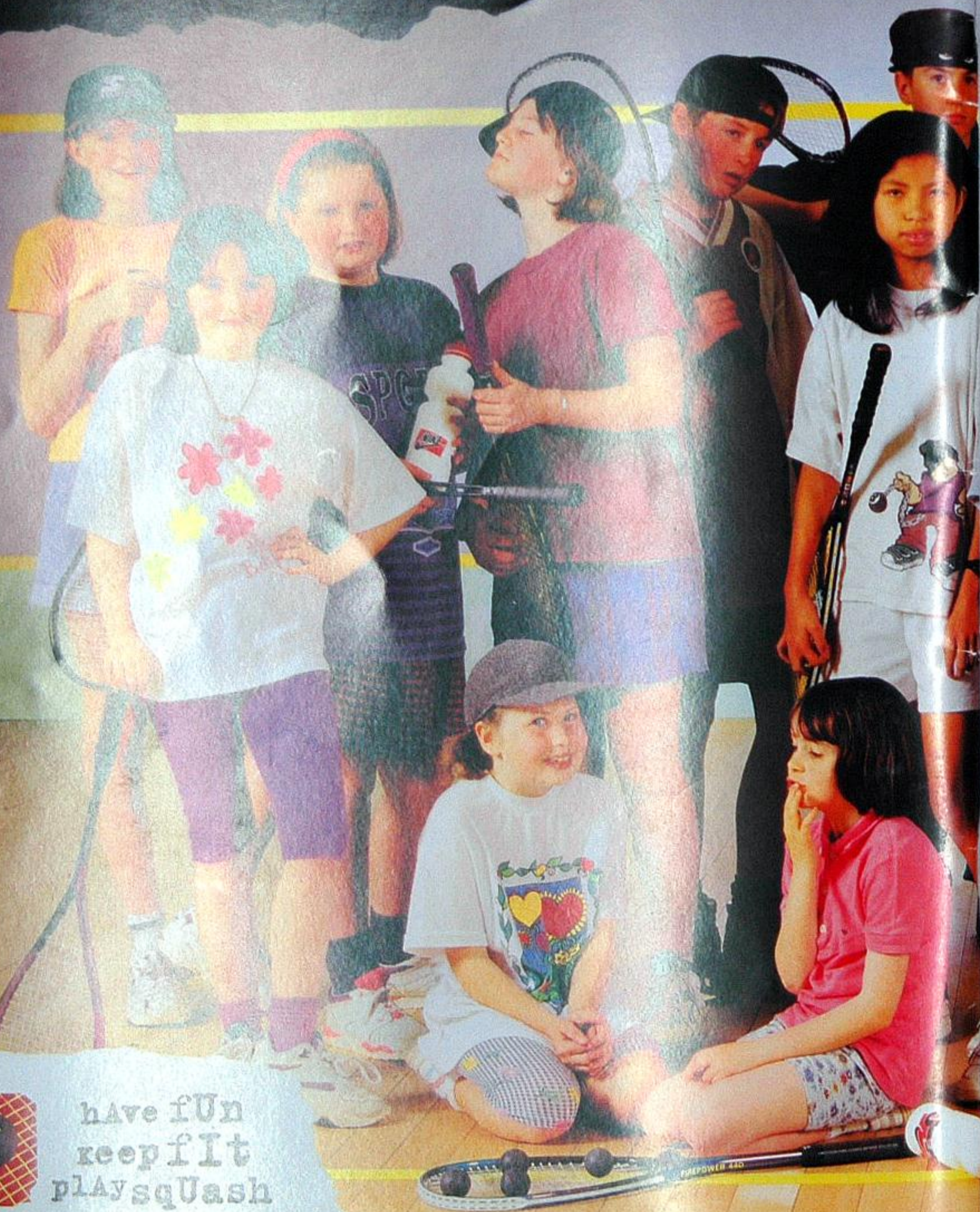
In our opinion the financial report fairly reflects the financial position of New Zealand Squash (Inc) as at 30 September 1997. Our audit report was completed on 7 November 1997 and our qualified opinion is expressed as at that date.

McGregor Bailey & Co

7 November 1997



SQuASH FuLL ON!



have fun
keep it
play squash

