

**TRI  
ATHLON  
NEW  
ZEALAND  
2011  
ANNUAL  
REPORT**



A smiling woman with blonde hair, wearing dark sunglasses and a dark grey tank top, is the central figure. She is pointing her right index finger towards the viewer. The background features large, overlapping geometric shapes in magenta, yellow, green, and blue. The word 'contents' is written in a large, bold, magenta font on the left side.

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## // Presidents Report 2011



What a year 2010/11 has been, and what a year ahead for Tri NZ and for the sport of triathlon here in New Zealand. Like every commercial and not for profit organisation, Tri NZ has needed to keep eyes fixed on the ball during these tougher economic times. However, as a result of exceptional dedication and innovative management by Dave Beeche and the team our organisation is now in the position where we are presented with some of the most significant opportunities the sport of triathlon has seen here in New Zealand.

The Board continues to review and test our Strategic Plan and its relevance for our organisation and the sport of triathlon. We are committed to retaining our strong focus on the 'three Ps' (Pathways, Profile and Performance), and supporting people at every level of the sport to succeed in reaching their individual goals.

Participation numbers at all levels in the sport remain strong and we are seeing strong growth in a number of new events around the country, which is offering more opportunities for people to become involved in triathlon on a more regular basis.

On the international scene, the Dextro Energy ITU World Championship Series is continuing to provide some outstanding racing with the performance of top tier athletes reaching quite incredible levels. As I write this report Andrea Hewitt has just added to her very solid results with a close fourth in Hamburg to consolidate her third place ranking in the 2011 series.

With the heat now well and truly on for Olympic selection, most of our top contenders are looking for peak form for the first selection race in London, so by the time this report goes to print the selection picture could be looking very interesting.

In long distance racing, a new breed of Kiwis are starting to share the headlines with Cameron Brown and Jo Lawn with a number of podium finishes in high profile events around the world. Talking about new breed, I must make special mention here of Samantha Warriner's great win at Ironman New Zealand in her first attempt at the distance.

At the ITU World Champs in Budapest, Hungary last September, a solid number of Kiwi age groupers donned the silver fern to swim in a very cool river Danube then bike and run around the historic streets of this truly amazing city. Podium finishes were difficult to get in Budapest so special congratulations to those who collected medals.

Many Kiwis competed in the black uniform with distinction at other age group world championship events around the world such as aquathlon, long distance triathlon and duathlon with a number picking up medals.

Once again Contact Energy has been fully engaged as our Principal Partner with their support of the Contact Tri Series, the Contact TriWoman series and the Contact National Schools Triathlon Championships. The Board acknowledges the significance of our relationship with Contact and is particularly grateful for the way in which the company and its staff have committed

to being actively involved in the sport. It was awesome to see this commitment and enthusiasm of more than 120 Contact staff as they competed at the National Champs in Wellington in March, supported by hundreds more staff and family on the day.

The support we continue to receive from SPARC across all areas of our sport is truly outstanding. Not only does SPARC provide financial support, it also provides a significant amount of other business support such as assistance with professional development training for staff, industry education seminars, recruitment and much more.

At the time of last year's report, we had just secured the 2012 ITU World Championship Grand Final event, which is to be held in downtown Auckland next Labour Weekend.

“Participation numbers at all levels in the sport remain strong and we are seeing strong growth in a number of new events around the country...”

As part of the build-up to this event we will also host an ITU World Cup race in November this year to allow us to test the course and organisational components of the event.

This brings me to one of the most significant happenings of the past year for Tri NZ, and that is the departure of Dave Beeche, our CEO for the past five years. Dave has left the employ of Tri NZ to take on the role of CEO of Triathlon World Champs 2012, a company established by Triathlon New Zealand to manage the delivery of the 2012 ITU World Champs and associated events.

The Board is full of gratitude for the absolutely outstanding job Dave did for Tri NZ during his time as our CEO. When we look at where Tri NZ and the sport is now versus where we were five years ago there is simply no comparison, and Dave deserves huge credit for bringing us to this point and for leaving Tri NZ in a very healthy position on his departure. But of course, he is not lost to us as in his new capacity as CEO of the Triathlon World Champs he is working hand in hand with Tri NZ to deliver the event programme.

Following Dave's departure, the Board undertook a very thorough recruitment process in search of a new CEO and we are very excited to welcome Craig Waugh to the role. At the time of writing this report Craig has been in the seat for just two weeks and I am absolutely confident that he will be an outstanding CEO and he is already working closely with the Board and management team to set our course for reaching the next level of development.

I wish to publically acknowledge and sincerely thank our Patron, Peter Fitzsimmons OBE who stepped in and did a wonderful job as caretaker CEO for the four month period between Dave's departure and Craig commencing.

This year we had two new faces join the Tri NZ Board and both are already making significant contributions.

Arthur Klap becomes involved at board level again after being heavily involved with the first New Zealand Triathlon association in the 1980s. Arthur is probably remembered most for his work as the Event Director for the 1994 (Wellington) and 2003 (Queenstown) ITU World Championships.

Paul Gunn is an age group triathlete of some serious ability and he also brings a wealth of experience in the communications and media areas. Most recently Paul was the Communications Manager for New Zealand Football during the World Cup.

Finally, as always the last word goes to the thousands of volunteers out there who contribute to making triathlon such a success and such a great sport to be a part of. So whether you are a coach, a technical official, race day marshal, event promoter, investor or a volunteer in any other capacity, I thank you sincerely for giving your time and effort to our sport.

Garry Boon - President, Tri NZ

# // CEO Report 2011



Well this is my final annual report as CEO of Tri NZ - after five years and an amazing journey it's time to move on to a new challenge, running the Triathlon World Champs 2012.

The year from July 2010 until my departure in March 2011 was no different in many ways to the previous five years, with the sport still in 'full growth' mode and Tri NZ making solid

progress against all outcomes sought in its strategic plan:

## Key observations of the year are:

- Participation levels in the sport continue to increase with numbers at many events up again on last year, events selling out faster than ever and club membership numbers increased around NZ.
- The strategic plan in place for Tri NZ continues to provide a good blueprint and sets measurable goals for all our activities and we are tracking well against most KPIs across participation, performance, profile and pathways.
- This year saw a restructure of the internal team at Tri NZ and we have emerged with a structure that is more aligned to our plan and now working really well – the team is in great shape and they all continue to work incredibly hard to achieve the outcomes in our plan.
- Tri NZ finances are in good health with a good result expected for year-end. In particular our sponsorship portfolio is in great shape with many partners actively leveraging their investment.
- The Tri NZ brand is developing some significant equity through consistent execution and adherence to our brand values through all our touch-points with our customers and the new website.
- Tri NZ Events are on target to hit participation and financial targets for the year, with the Contact Tri Series going particularly well.
- Our sport development initiatives across technical, youth and coaching are having a positive impact on the sport with more accredited coaches and technical officials than ever.
- Media coverage of the sport overall, and the TV show in particular are going extremely well - new distribution arrangement through SKY TV has significantly increased reach.
- Our elite athletes continue to plan and prepare well for London and an outstanding athlete culture is emerging within the HP Programme.
- The launch of TRIBE, our zero dollar membership, has been really well received and we are on our way to building an 'uber database' of the sport's participants.

I would like to acknowledge some people and organisations that have contributed so much to the success of Tri NZ during my tenure:

- The Tri NZ Board and Patron, and in particular Garry Boon. The excellent governance that past and present directors have provided over countless voluntary hours has been instrumental to Tri NZ's success. Garry – thank you for being a great chair and coach over the past five years. Thanks also to Peter Fitzsimmons for your support and counsel.
- The Tri NZ staff – have been simply outstanding in how hard they have worked and also in making this a great place to work.
- SPARC – Peter Miskimmin, Dave Adams and Paul Heron have led the charge in building a really effective partnership with Tri NZ – SPARC adds a huge amount of value to the sport and it's highly appreciated.
- Clubs – The heart and soul of the sport at the regional level is in great health and it's been simply inspiring to work alongside so many great people who give countless hours of voluntary time for the sport.
- Contact Energy – The sport would not be in such good health without the investment and support of Contact – thanks in particular to Craig Griffiths for all your hard work and outstanding leverage of the partnership.
- To all our other sponsors and trust funds listed alongside – a huge thank you for all your support over the last five years.
- To our elite athletes – you have been fantastic to work with and are great ambassadors for the sport and I wish you all the best for your continued success on the world stage.
- To all the event promoters who work so hard to make the sport happen in so many regions – thank you!
- Finally to all those people who just gave this great sport a go and did an event – I've enjoyed playing a small part in helping you achieve your goals... Keep it going!

Dave Beeche - CEO, Tri NZ





**ANDREA HEWITT**  
Contact Tri Series  
Wellington 2011

## // Patron's Message



**I have been privileged to serve as Patron of Triathlon New Zealand for some years. In that capacity I am available to support the President, Board, CEO and staff and to generally add value to the interests of the sport.**

I wish to recognise the significant contribution Dave Beeche made to Tri NZ during his time as CEO. We are fortunate to retain Dave as CEO of Triathlon World Champs 2012.

In 2011 for a four month period through the CEO transition I acted as caretaker CEO. That involvement during March - June provided me with an in-depth insight into the day to day operations of the organisation.

Triathlon NZ is in a good shape.

Staff, a number of whom work for extended periods away from the office in NZ and overseas, face an array of challenges and opportunities which are dealt with in a

proactive, professional manner. Board members commit substantial time to the governance and oversight function. Volunteers across the country provide invaluable input into event organisation, coaching, as technical officials, club administration and promotion of the sport.

I thoroughly enjoyed my time working with the Tri NZ Team and take this opportunity to welcome Craig Waugh as CEO. Tri NZ has an unprecedented period of exciting activity ahead over the next 18 months.

I wish all within Tri NZ all the best for 2011 – 2012.

Peter Fitzsimmons OBE  
Patron





## // Partners and Sponsors

Tri NZ would like to acknowledge and thank its sponsors and suppliers for the continued assistance and support provided over the past year.

The immeasurable support these organisations all provide enables us to deliver the outcomes in our strategic plan from grass roots through to our elite athletes that represent New Zealand across the world. Without this ongoing support, Tri NZ would not be able to achieve its vision of triathlon fulfilling its participation potential.

### Cornerstone Partner



SPARC's longstanding partnership with Tri NZ has been instrumental in the development and growth of the sport. The range of programmes, support, advice and investment define a true partnership and is nothing short of outstanding.

### Principal Partner



As Tri NZ's principal partner Contact Energy is working closely with Tri NZ to actively grow the sport of triathlon. Over the year in review the "whole of sport" partnership has seen participation in the Contact Tri Series grow by 15% - exceeding the expectations of both Tri NZ and Contact.

Contact and Tri NZ's partnership started back in 2006 and was recognised this year at the New Zealand Sport and Recreation Sector Awards winning the inaugural 2009 Commercial Partnership Award.

### Official Suppliers



A partner since 2006, Suzuki is official supplier of vehicles to Tri NZ. Keep an eye out for the Suzuki Corner at Contact Tri Series and Contact TriWoman events.



A partner since 2006, House of Travel is the provider for all our teams and elite athletes travel needs.



A partner since 2007, ASICS as the official footwear supplier for Tri NZ. Their dedication to innovation is supporting our athletes from beginners to elites.



In 2008, 2XU and Tri NZ entered into a 3 year partnership, which has seen all the New Zealand elite and age group athletes wearing the latest in 2XU technology garments.



A partner since 2009, Banana Boat (sunscreens) are a great fit for Tri NZ with the sport of triathlon taking place in mostly sunny hot conditions.



VitaSport, a product of Hansells. Vitasport, a replacement isotonic drink was found at all aid stations during Tri NZ run events the past summer.



[choicehotels.co.nz](http://choicehotels.co.nz)

Encompassing four brands including Comfort, Econo lodge, Quality and Clarion, Choice Hotels have over 30 hotels around New Zealand.



A blister patch product of Johnson and Johnson, sold at all participating chemists.

## Foundation Partners



Kiwis love their sport, and NZCT loves to help them enjoy and participate in their sporting passions. NZCT has supported Tri NZ towards the administration of the business and events since 1997.



Every year the Southern Trust awards funding to thousands of worthy organisations, enabling them to meet unique needs. The Southern Trust has continued their support for Tri NZ this year through assisting the membership and Coaching functions.



The Lion Foundation is one of New Zealand's oldest and most respected Charitable Trusts. In the past 23 years, the Lion Foundation has returned over \$480 million back to the community, supporting thousands of good causes including Triathlon New Zealand. Lion has supported Tri NZ to enhance its marketing and events capabilities. In 2010 The Lion Foundation merged with the Perry Foundation.

## YOUTHTOWN

Youthtown gives young people opportunities for physical, social and creative experiences. In order to build self esteem and confidence, they provide specialised quality programmes and guidance in a supportive environment and have assisted Tri NZ in developing the youth talent of New Zealand.



With more than 20 years history of raising funds for organisations New Zealand-wide, Pub Charity is a charitable trust committed to supporting Kiwi communities through funds raised in gaming machines in hotels and taverns. Pub Charity have supported Tri NZ with Events Infrastructure to help Tri NZ fulfil its participation ambitions.

## Contact Tri Woman Series Partners

Tri NZ are grateful to the Official Suppliers and the following partners who helped make the Contact TriWoman Series a reality.



## Media Partners



TVNZ, namely One Sport, which broadcasts the Contact Tri TV as well as the live production of the Takapuna leg of the Contact Tri Series.



The Radio Sport station hosts the weekly Triathlon and Multisport show. The show promotes Tri NZ messages, events and athletes.



The official magazine partner of Tri NZ. Each issue brings extensive reading including race reports, training advice, inspirational articles, product features and a huge range of giveaways.



Sky Sport broadcast 54 repeat episodes of Contact Tri TV throughout the summer as well as covering ITU race footage.



# WHO WE ARE









## // Board of Directors



**Garry Boon**  
President

Capabilities I bring to the Tri NZ board:

As a passionate competitor in the sport of triathlon at age group level for more than 20 years, Garry has also served on the Auckland City

Tri Club committee for many years. He works as a Project Management and Business Consultant in the building and facility management industries and has several years of experience at senior management level in the public sector.



**Juliet Fahey**

Capabilities I bring to the Tri NZ board:

Juliet has been involved in the sport of triathlon for the last 16 years. She possesses business experience, is an ITU Level 2 Technical Official and member of the Technical Advisory

Group. Juliet has been club secretary of the Timaru Triathlon Club for nine years and race director for six years.



**Arthur Klap**

Capabilities I bring to the Tri NZ board:

As a life member of the Wellington Tri Club, Arthur has a long history in the sport of triathlon. He has organised more than 100 triathlon, duathlon and multisport events

around the country including the 1994 Triathlon World Championships in Wellington and the 2003 Triathlon World Championships in Queenstown.



**Alan Pattle**

Capabilities I bring to the Tri NZ board:

As a Tri NZ board member since 2006, Alan has a genuine love for the sport. Over the last 20 years he has been a competitor in local races and at age group world champs. He

believes triathlon is one of the most innovative and fastest growing sports in the world and as a founding partner in a national consulting engineering business with the same outlook, he brings some of those skills and experience to Tri NZ.



**Paul Gunn**

Capabilities I bring to the Tri NZ board:

Paul set out competing in triathlon in 1987 as a junior at secondary school and raced competitively until the mid-90s across all distances including ironman. A bad back injury forced an

eight year hiatus before starting up again in 2005.



**Christopher Boyle**

Capabilities I bring to the Tri NZ board:

A member of the Manawatu Tri Club, Christopher is a business and management consultant to a number of New Zealand companies, Chair of Sport Manawatu and a Trustee

of Manfield Park Trust. He has worked in New Zealand, Australia, Asia and England in the areas of service delivery, customer strategies, change management, leadership coaching, asset management and risk management.



## Dave Beeche

Chief Executive Officer  
Departed March 2011

Dave led the organisation through its transition from an amateur to professional era. He has a double degree in Commerce and Law (hons) and a corporate background that has included marketing at Telecom, law at Russell McVeagh and running his own tourism venture. Dave departed Tri NZ in February 2011 to pursue the role of CEO for Triathlon World Champs.



## Tim Brazier

High Performance Accelerate  
Coach

Tim is part of the coach accelerate programme. His primary role is to assist the high performance team in delivering a world class training environment, whilst developing his coaching abilities. Tim comes from a competitive swimming background and has been involved coaching swimming for 10 years.



## Claire Attwood

Member/Club Manager

Claire oversees all membership and club enquiries while providing support to age group world championships athletes. Claire comes from an adventure education background in the South Island and Australia. She has been part of the team since January 2007.



## Rachel Brown

Admin / Accounts Administrator

Rachel has an accounts background in the airline industry with both British Airways and Singapore Airlines. More recently she has been with real estate accounts and management. Following her passion for sport and with a family increasingly involved in sport (including triathlon) she has been at Tri NZ since October 2009.



## Kate Blood

Event Manager

Kate joined the Tri NZ team from the UK in October 2010 and previously worked in London in the corporate events industry, delivering conferences and exhibitions across Europe. Together she and Haidee Stratford make up the events team and manage the Contact Tri and the Contact TriWoman Series. Taking on sporting events is a new and exciting challenge that Kate is thoroughly enjoying.



## Rob Creasy

High Performance Sports  
Physiologist

Rob is Tri NZ's High Performance Sports Physiologist. Rob provides accurate data and scientific information to the athletes and coaches to allow them to maximise athlete performance.

## // Staff continued



### Andrew Dewhurst

Media Manager (contract)

Andrew is contracted through his company Gracie Productions Ltd to provide media services to Tri NZ. Andrew attends all major Tri NZ events, ensuring that the sport is covered in all forms of media the length and breadth of New Zealand.

Andrew has been appointed as an ITU Media Delegate for the Oceania region seeing him assist in the delivery of World Cup and World Championship events.



### Lisa Greenaway

Finance Manager

With a passion for working in sport, Lisa joined the team in June 2006. Her experience as accountant for Netball New Zealand equipped her with the expertise to help Tri NZ become a sustainable organisation.

The systems and processes that she has put in place have aided in the capability of Tri NZ to grow and increase the profile of triathlon within New Zealand.



### Carla Elswood

High Performance Administrator

Carla assists the High Performance team and comes from a solid background in the NZ Travel Industry. She brings to the team her experience in administration, team management and travel related jargon!



### Carl Jackson

Commercial Director

As a former runner, Carl has represented New Zealand at two World University Games and while attending Western State College in Colorado on an Athletics Scholarship achieved All-American honours in several events. Carl has extensive

Marketing and Brand Management experience with Siemens (Germany), New Zealand Post, Contact Energy, American Express and Energizer NZ.



### Greg Fraine

National Coach

Greg is a former Commonwealth and Olympic Games representative cyclist. He has since gone on to win various world championships in Age Group Olympic Triathlon and age group in the Hawaii Ironman. Greg began competing in triathlon

in 1979 and has been involved with the High Performance Programme since its inception.

The freshness and the excitement of triathlon is what first attracted him to the sport and people involved in triathlon are what got him into coaching. Greg is a Level 1 coach in cycling and level 2 coaches in triathlon. Greg's key goals are Olympic success in London and to develop the talent in lower levels of the sport to become the successful professional triathletes of the future.



### Marlene Lucas

High Performance Manager

As an ex age group triathlete, Marlene competed in two World Championships in Hawaii and Lausanne. With a passion for the sport she joined Tri NZ in at the end of 2005 as a High Performance Office Administrator. But her ambition to assist athletes achieve their best in

the sport drove her upwards, and she was appointed High Performance Manager in 2009. Marlene's goal remains to create and maintain clear and open communications between athletes, coaches and the high performance team to allow them to focus on achieving their goals.



### **Brett Reid**

Coaching/Youth Manager

After three years as the High Performance Manager with Squash New Zealand, Brett joined the team in 2007 and brought with him a wealth of experience and knowledge within the sporting area. Brett's background includes six years of

lecturing at the Waikato Institute of Technology in Sport Psychology, Peak Performance and Communication; as well as consulting in sports psychology for the New Zealand Academy of Sport from 1999-2008.



### **Haidee Stratford**

Event Director

With past experience in London, where she worked for British Tennis as the National Competition Manager for Schools Tennis, Haidee is now responsible for the delivery of the Contact Tri Series, Contact National Schools Triathlon

Championships and Contact TriWoman Series. With a professional background in law, Haidee is passionate about working in sport and is looking forward to delivering another high quality, fun-filled season in 2011/12.



### **Stephen Sheldrake**

Assistant Coach

Stephen Sheldrake is a former pro triathlete who competed at both Olympic distance World Champs and Hawaii Ironman. His experience as a professional athlete combined with 14 years of coaching makes him a valuable part of the High

Performance team. Stephen started at Tri NZ in 2007 as the U19/U23 High Performance Manager and has since progressed to Assistant Coach where he aims to take our most promising athletes into 2012 and beyond.



### **John Whiting**

Communications Manager

John joined Tri NZ in October 2010 following five years as a Sport Producer for TVNZ online. With a long list of achievements in sports journalism, he has based much of his career around high profile project work. The highlight of these being

the 2008 Beijing Olympic Games where he was New Zealand's youngest journalist on the ground in China. John is now focusing all his efforts into boosting the profile and fan base of triathlon in New Zealand largely through online mediums and the ever-changing world of social media.



### **Penny Skaife**

Event Support Manager

Starting in accounts with Tri NZ in '08, Penny moved into a new role which sees her work closely with technical officials and volunteers as well as private event promoters within the sport of triathlon through the event endorsement and sanctioning process.







## // Key People



**Peter Fitzsimmons**  
Patron

Patron of Triathlon New Zealand Peter Fitzsimmons maintains a wide range of community and sporting interests.

He is currently a Trustee of North Shore Hospice, The Spirit of Adventure Trust, The Mount Maunganui Lifeguard Service Foundation, The New Zealand Triathlete Youth Trust and is a Justice of the Peace and Rotarian.

He has served as President of the Rotary Club of Auckland, Surfing NZ, Triathlon NZ, Surf Lifesaving NZ and has been Chairman of North Harbour Stadium Trust.

Peter was awarded a SPARC Lifetime Achievement Award in 2009 for his service to Surf Lifesaving, Triathlon and Surfing.

Professionally Peter provides independent director, trustee and business advisory services to a range of companies and organisations.

Currently he is Chairman of Instant Finance Limited, a Director of Counties Power Limited, Workforce Development Limited and a Trustee of The Apprenticeship Training Trust.

Peter is an Accredited Member and Fellow of the Institute of Directors NZ and a Life Member of Tri NZ.



**Tom Pryde**  
Honorary Solicitor

Tom Pryde, founding partner of Cruickshank Pryde Law Firm, has been involved in the sport of triathlon in New Zealand from day one. Tom, along with others, was instrumental in bringing the 2003 World Championships to Queenstown along with a raft of other International Events to New Zealand. Tom is a Life Member of Tri NZ.

### Life Members

Terry Sheldrake  
Bruce Chambers  
Tom Pryde  
Peter Fitzsimmons  
John Helleman

## Commission and Advisory Group Members

### Age Group Selection Commission

Dorothy McPhail  
Sean Phelps  
Claire Attwood

### Technical Advisory Group

Juliet Fahey  
Peter Weaver  
Ross Capill  
Ted Pearce  
Penny Skaife

### Youth Advisory Group

Sid Cumming  
Sheryl McLay  
Chris Todd  
Peter Ellis  
Mark Cornaga

### Coaching Advisory Group

George Hilgeholt  
Greg Fraine  
Barry Larsen  
Lynley Brown  
Brett Reid

### Elite Selection Commission

Damian Pedreschi  
Lynley Brown  
Barry Larsen

### High Performance Advisory Group

Greg Fraine  
Evelyn Williamson  
Pete Pfitzinger  
Mark Elliott  
Peter Bennetts  
Chris Bullen

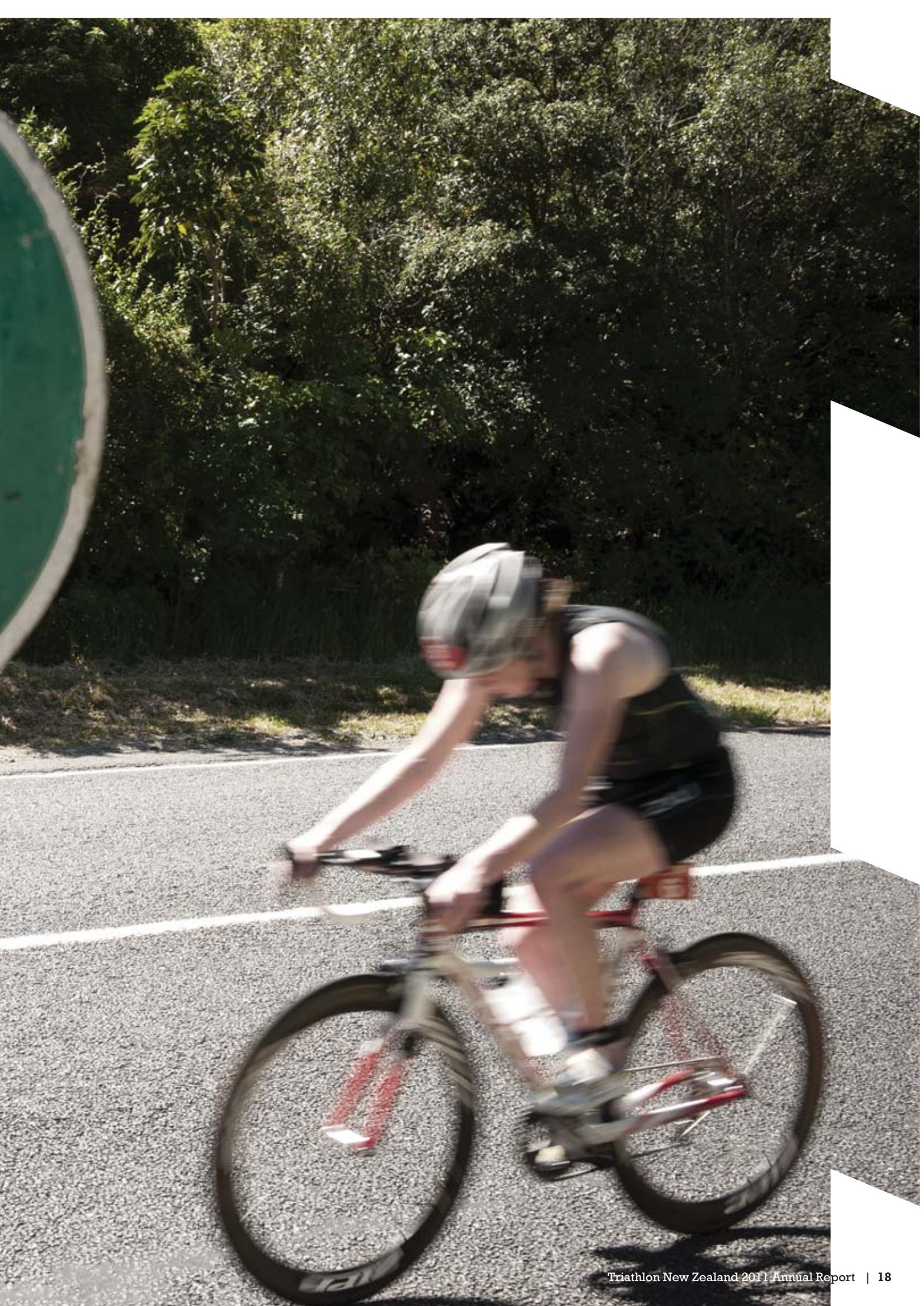
### Paratriathlon Advisory Group

Marguerite Christophers  
Shanelle Barrett  
Rob Matthews  
Penny Skaife

**WHAT  
WE**









## // **Mission**, values & strategic direction

Triathlon New Zealand is the national governing body for the sports of triathlon, duathlon, aquathlon and multisport – we are an Incorporated Society. Based in Newmarket, Auckland, Tri NZ is made up of a team of 17 staff and many passionate volunteers and supporters. We carry out activities and events on a nationwide basis.

**Mission:** To inspire Kiwis to participate in achieving more - together.

### Values: Inspiring Success Together

**Inspiring:** We instill pride and a deep sense of achievement and wellbeing by encouraging people to realise their true potential.

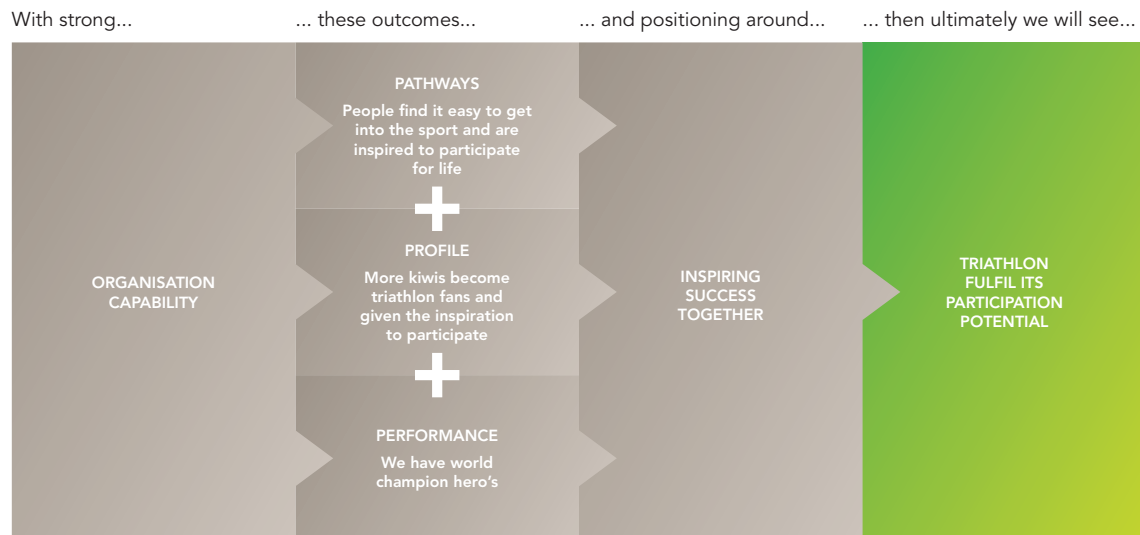
**Success:** We stay ahead of the game through our passion to be better than before. We not only embrace success, we are a positive catalyst for it.

**Together:** We are dedicated to bringing people together. By encouraging participation in all that we do, we build enduring relationships and earn trust from our partners.

Our key messages are built around a single organising idea, Inspiring Success Together, and through this we hope to lower barriers and encourage more people into our sport.

What this means is that we will position Tri NZ around a simple, single idea in the market – with the ultimate outcome of fulfilling triathlon's participation potential.

### Strategic Direction





**KATE MCILROY**  
Photo courtesy of Delly Carr



# FACTS AND STATS





## // Media report & Popularity

**Tri NZ continues to monitor coverage in the media in order to best track coverage the sport is receiving and look for any trends in how the sport is being received by the media, in particular the mainstream outlets of metropolitan newspapers, television and radio.**

Media Monitoring continues to deliver this service for Triathlon New Zealand in a manner consistent with the previous four years, ensuring that data is measured against the same parameters as previous years in order to maintain the integrity of any subsequent trends in that data.

The year to the end of June 2011 has been a successful one in regards the amount and tone of the coverage, with triathlon continuing to reflect the growth of the sport in its coverage by the media. The spreadsheet below illustrates this point with the total number of pages increasing by 25% from the previous year, far exceeding our goal of a 5% growth year upon year.

Whilst the mainstream media outlets tend to focus on the elite athletes and their success (or failure), the sport receives great column inches in the provincial and suburban papers with a focus on grass roots or stories about 'everyday Kiwis' giving the sport a go. These stories are often ones of inspiration, telling the story of someone overcoming the odds or achieving their own health and lifestyle goals through participation in triathlon or related sports.

Triathlon New Zealand continues to forge successful relationships with key media and personnel working for key media organisations. For the sport to continue to thrive and receive coverage worthy of its international results and reputation, Triathlon New Zealand must continue to foster those relationships and provide a better understanding of the sport, its athletes and the challenges they face throughout the year.

Triathlon New Zealand also has relationships with its own media partners, providing a platform for continued and consistent delivery of information that is accurate and on brand.

This is largely delivered to the triathlon community via three media partners:

### The Triathlon and Multisport Show on Radio Sport

This is a one hour show each Tuesday night that covers a multitude of sports and events under the banner of Triathlon and Multisport, interviewing athletes, event organisers, and Tri NZ representative on any manner of issues. This show attracts an average audience of 20,000 listeners nationwide each week, many of them involved in the sport at some level.

### NZ Triathlon and Multisport Magazine

Published six times a year, this magazine is the official magazine partner to Tri NZ and affords the NSO editorial and advertising content each issue. Copy in this magazine includes a regular CEO column, event summaries, athlete interviews and Coach of the Month – recognition for grass roots coaching in the sport of triathlon. This magazine has a readership of 89,000.

### Contact Tri TV

Contact Tri TV this year witnessed a few changes with the domestic content on TVNZ broadcast within one week of the event itself. Not only was the footage fresh, but it also led to a surge in ratings, with significant growth from the previous year.

Numbers below for domestic content:

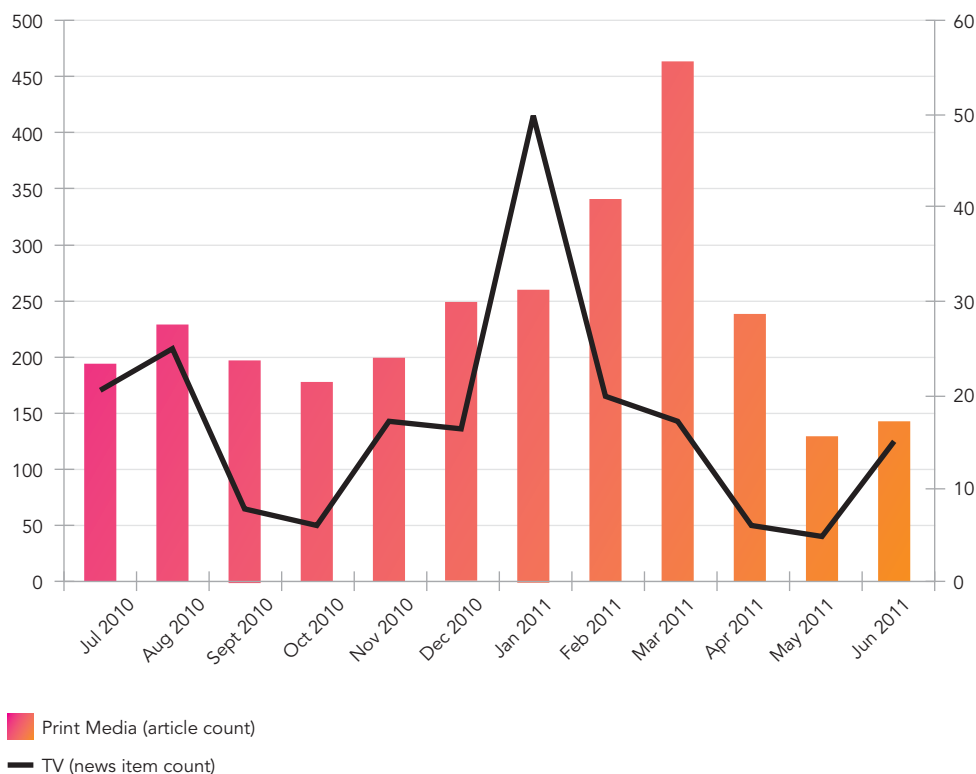
Year	2009	2010	2011
<b>1000's</b>	389	324	480

In addition to this, SKY Sport also replayed the episodes up to eight times, which resulted in an additional 54 episodes of domestic triathlon being shown on television. Ratings are unavailable from SKY, but with 49% of households subscribing to SKY, overall viewership would have been enhanced significantly.

The ratings above do not include the Takapuna leg of the Contact Tri Series which was shown LIVE on TV1 from 3.30pm to 6.00pm. Ratings for this broadcast were slightly down on previous years but still resulted in just over 400,000 Kiwis witnessing this great event culminating in a sprint finish between Bevan Docherty and Kris Gemmell.

As we head into the Northern Hemisphere summer, both TVNZ and SKY will broadcast the Dextro Energy World Championship Series, which will provide even more coverage of triathlon, featuring New Zealand's best triathletes.

## Media Monitor



## // Popularity of the sport

**Triathlon's popularity in New Zealand remains high with more events on the calendar nationwide than ever before.**

The Half Iron distance continues to be an area of growth with new events on the calendar taking the total number of Half Iron distance events into double digits.

Many existing events continue to see growth in their participation numbers and with some events selling out, and we are now seeing an overflow from those events into other events which is positive.

Tri NZ's media programme continues to raise the profile of the sport (See media report) through increased television exposure, which in turn has led to more viewership and naturally an increase in the number of fans joining TRIBE, Tri NZ's membership and online community.

As we go to print, Tri NZ is awaiting participation data from SPARC which we hope will validate the anecdotal observations Tri NZ have witnessed recently.

# // Communications Report

The past 12 months have been an exciting time for Tri NZ with new and dynamic avenues being explored in the field of communications. The combined results of these initiatives has seen membership numbers boom and fans become more engaged than ever before with both our organisation and the sport as a whole.

## Website Redesign

In 2010, Just One Limited was commissioned to design a communications strategy and oversee a complete redesign of the Tri NZ website ([www.triathlon.org.nz](http://www.triathlon.org.nz)). The move coincided with the arrival of a fulltime Communications Manager on October 1, 2010 into a newly created role. The key objectives of the role were to increase membership numbers and provide a richer experience for current members and fans of the sport on all levels. The rebuilt website features an impressive look and feel and is constantly updated with the latest news, event information and resources. Users have access to information on clubs, coaches and training groups.

## Introduction of TRIBE

TRIBE is the new branding for Triathlon New Zealand membership. The concept evolved from an aspiration to create a close knit and all-encompassing triathlon community. The launch of TRIBE coincided with the launch of the new website and the beginning of the new membership season on November 1, 2010. A key difference for TRIBE was the abolishment of membership fees. For the previous season Tri NZ charged a \$10 joining fee, resulting in a small database of 2,147 members for the 2009/10 season. Moving to free registration removed a large barrier to becoming a member of Triathlon New Zealand and we have since seen a significant increase in numbers with more than 6,500 current TRIBE members at June 30, 2011.

## Social Media

In late 2010, Tri NZ created a social media presence for the first time based around three main outlets - facebook, twitter and YouTube. Branded around TRIBE, the intention was to create an online community through social media. Our social media push has been hugely successful and adds a great deal to the organisation's image and accessibility to members and fans of triathlon. Facebook and twitter provide a forum for athletes and fans to share information with each other and also gives us the chance to share news, information and interesting content with them. Our online presence keeps members engaged and



has many run-on benefits for Tri NZ – the biggest tangible aspect being a significant boost to website traffic through strategically embedded links. Our social media strategy also led to a SPARC case study used to help guide other National Sport Organisations.

## Membership Feedback

The Tri NZ Annual Member Survey for 2010/11 was open to all TRIBE members and closed on June 30, 2011. Overall, 1,075 people completed the survey – 16.6% of all members. This was a significant increase in overall responses compared to the 2009/10 season when just 165 surveys were completed (7.7% of members). The larger sample pool recorded some extremely positive results in questions relating to communications. Of all respondents, 99.6% found overall communications from Tri NZ to be satisfactory or higher (64.1% very good or excellent), 95.3% said the frequency of communications was good and 98.7% thought content was at a satisfactory or higher level (48.6% very good or excellent).

John Whiting  
Communications Manager





**TERENZO BOZZONE**  
Ironman New Zealand 2011



# YEAR IN REVIEW









## // Contact Tri Series

**Desired Outcome:** Increase participation and profile of Tri NZ

**Strategic Initiative:** To promote participation in triathlon and drive the profile of the sport through the delivery of a high quality national series.

**The Contact Tri Series 2010/2011 was an extremely positive season. The previous year's debrief contained many recommendations which were put into place this season leading to a successful result. Of note was the move of the fourth leg from Timaru to Christchurch which was a significant contributor to participation growth as well as a positive financial position.**

Furthermore, the addition of sprint distance races at both Rotorua and Whangamata as well as the 1:2:1 in Wellington were all successful decisions that contributed to the series atmosphere and a final participation number of 3342, a 13% increase in participants from the 2009/2010 season.

The move to fewer competition managers ensured we could make improvements throughout the season with a more stable team to deliver events. Special thanks should be communicated to Phil Briars whose passion for the sport and hard work ethic ensured no stone was left unturned and the athlete experience was always put first.

Other improvements worth noting include but are not limited to; the implementation of a new event website [www.triseries.co.nz](http://www.triseries.co.nz), the start of a facebook page, the signing of a new online entry provider, the offer of a discount strategy and the re-distribution of prize-money.

Highlights of the season included Tony Dodds' establishment of the 'Doddsy International' which saw some of the best athletes in the world descend on Lake Wanaka for some fast racing. The addition of sprint distance events at Rotorua and Whangamata provided another race for up and coming athletes while the Contact Cup at Kinloch gained ITU status.

### Participation

The opportunity to participate in the series saw 3,342 participants take to the start line. This was short of the projected target of 3,491 but still 13% up on 2009/2010. All events saw an increase with the exception of Takapuna which saw a decline in 3:9:3 participation.

The number of people participating in multiple Contact Tri Series events within the season has increased as has the year-to-year loyalty (31%).

Tri NZ was delighted to be able to attract world class athletes to the series such as Bevan Docherty, Laurent Vidal (FRA), Kris Gemmell, Vicky Holland (GBR), Andrea Hewitt, Debbie Tanner and Vendula Frintova (CZH).

The gender split of participants in the CTS is relatively even with 57% men and 43% women with average ages of 32 and 29 respectively. Note that the average age is skewed from the increase in 1:2:1 participants.

### Participant Experience

The overall participant experience was very positive with 83% of the people who completed the post event surveys rating their experience 8 or higher out of 10. Across the series 97% of people said that they would do the event again next season.

### Marketing

The Contact Tri Series marketing plan saw various types of marketing implemented. The fact that most have received endorsement for next season shows a relatively successful campaign. It is necessary that a 'best bang for the buck' approach is continued due to the limited financial resources.

Despite a number of products being used most participants said that they heard about the series through a friend because they were a previous entrant or through [www.triseries.co.nz](http://www.triseries.co.nz).

Contact Energy ran another highly successful leverage campaign which included the new URL for the series. This campaign appeared on buses, motorway billboards, magazine spreads and various websites.

*“Every year I do this event it is run well and the race runs smooth... it is a true test of the age group athlete. Well done to the team that organises things. thank you.”*

- Chris Bisley (CTS Wellington)



*I love the whole weekend of triathlon and will definitely be back next year for the 4th time!*

- Jane Loughnan (CTS Wanaka)

## Media

The CTS engaged with Jet Photography, Gracie Productions and Sport Media in 2010/2011 to deliver its media requirements. All three companies are extremely professional and deliver a high quality product in their given area.

All seven of the events aired on TV1 or TV3 news, a first for the series. All races continued to get good local and national print media with a continued non-appearance in the NZ Herald.

Contact Tri TV continues to be a successful approach to showcase the series and with additional episodes being shown on Sky Sport, the show was broadcast to more people than ever before.

The series received additional coverage on Radio Sport's Multisport Show with frequent interviews with Event Director Haidee Stratford.

## Event Delivery

The 2010/2011 CTS delivery structure saw an Event Director (Haidee Stratford) employed by Triathlon New Zealand with three experienced competition managers taking responsibility for on site logistics at each venue. Tri NZ would like to thank the following competition managers who did a fantastic job in the delivery of the 2010/2011 series - Phil Briars (Rotorua, Whangamata, Christchurch, Takapuna and Wellington), Wayne Reardon (Kinloch) and Troy Campbell (Wanaka).

The CTS is a Tri NZ Sanctioned Series which means the involvement of the technical team and its volunteers is critical to a well delivered event. Tri NZ would like to pay particular thanks to the following technical volunteers who have gone beyond their duty in their assistance to the series - Claire Hannan, Cathy Davey, Brent and Gail Hussey, Ross Capill and Pete Weaver.

## Thanks For Your Support

The CTS is a successful event series due to the continued support of a number of groups. Tri NZ would like thank the following groups for their unyielding support:

### Sponsors:

Contact Energy (principal sponsor)  
2XU  
Suzuki  
Asics  
Compeed  
Banana Boat  
House of Travel

### Council Support:

Rotorua District Council  
Christchurch City Council  
Taupo District Council  
Auckland Council  
Wellington City Council

### Club Support:

Tri Sport Taupo  
Challenge Wanaka

### Services:

Sports Timing New Zealand  
Surf Lifesaving New Zealand  
Traffic Management NZ  
Going Bananas Commentary  
Endless Fencing  
NZ Traffic  
St Johns

## Looking Forward

The 2011/2012 Contact Tri Series will retain its 2010/2011 venues with only a slight change of order seeing Christchurch take place before Wanaka.

Pricing has been reviewed and we have budgeted for another increase in participation, particularly in the 1:2:1 with the addition of Takapuna and Wanaka as part of the 1:2:1 series. Prize money was reviewed in the previous season and the changes that were implemented were well received.

The series looks to improve on its communications by implementing a plan for communicating with participants both current and potential.



## // **Contact** Duathlon Championships

**Desired Outcome:** Increase participation and profile of Duathlon

**Strategic Initiative:** To promote participation in triathlon and drive the profile of the sport through the delivery of high quality national events

Now reduced to one event (from two in 2010) the Contact Duathlon Championships has taken on an alternate North Island/South Island schedule. Christchurch played host to 2010's second of two events, with the National Duathlon and National Schools Duathlon titles up for grabs. The event moves to Taupo in 2011.

### Participation

The Contact Duathlon Championships, which included the National Championship and National Schools Championship, attracted more than 300 athletes to take part in Christchurch. This was a great deal more than the previous event in Feilding (May 2010) in which only 110 competitors lined up. The race was highlighted by Ben McHale (Wellington) and Melanie Burke (Auckland), who won the men's and women's elite standard distance titles respectively.

### Marketing

The marketing budget does not allow for much promotion of duathlon. The event relies on email communications to the Tri NZ membership database, the distribution of promotional material through partners and retailers, website traffic and coverage on Radio Sport. Despite the lack of marketing dollars the campaign was started early and entries opened in February 2010 to capture any interest from participants in the Contact Tri Series.

### Media

Coverage for the Contact Duathlon Championships came by way of media release through Tri NZ Media Manager Andrew Dewhurst both before and after the event. Media pick-up was well received in local print media.

### Race Delivery

The 2010 Contact Duathlon Championships delivery structure saw an Event Manager based at head office (Haidee Stratford) with a local competition manager taking responsibility for on-site logistics. Tri NZ would like to thank Ted Pearce for delivering a successful event, which was delivered to a high standard.

### Thanks for your support

The Contact Duathlon Championships is a successful event due to the continued support of a number of groups. Tri NZ would like to thank the following groups for their unyielding support;

Sponsors:  
Contact Energy (Principal Partner)  
2XU  
Suzuki  
Asics  
Banana Boat  
House of Travel

Council Support:  
Christchurch City Council

Services:  
Sports Timing New Zealand  
St Johns



## // Contact Tri Woman

**2011 was the second year Tri NZ delivered the Contact TriWoman Series. 10 events took place country-wide in the following locations; Point Chevalier (x2), New Plymouth, Hamilton, Wellington, Rotorua, Narrow Neck, Palmerston North, Invercargill and Christchurch.**

### Participation

The number of women who took part in the 2011 series was 2,078, including 784 women who were completely new to the sport of triathlon. 2,078 participants meant that we did not meet our target of 2,423, and were 6% lower than 2010. Lower numbers in 2011 can be attributed to two main reasons;

- Two new locations - New Plymouth and Invercargill. These locations need time to develop and 2012 should see higher numbers.
- The Christchurch earthquake meant a dramatic decrease in numbers especially as we offered 100% refunds to those that had already entered and were affected by earthquake.

It is worth noting that numbers were up at all locations where an event was held in 2010.

### Marketing and Media

Marketing took a number of approaches - direct communication in the form of newsletters, flyers, posters and the series' new facebook page, which in particular worked not only as a fantastic tool to communicate messages to our fans but also allowed a level of interaction with women that we hadn't previously had. Other marketing initiatives included advertising in local media, sending out direct mail and flyers through several large events including the Auckland Marathon, where we also had a presence at their expo.

More FM and Good Health Magazine actively promoted the series and a number of local media interest articles were published, many covering human interest stories featuring women who were taking part in an event.

### Race Delivery

Each event was delivered by the Tri NZ event team made up by Haidee Stratford and Kate Blood in-house and Epic Sports, led by Troy Campbell, as the Competition Manager for each event. Maintaining the same team throughout the season gave the series consistency and the opportunity to make improvements and amendments. Tri NZ would like to thank Epic Sports for its work in the successful delivery of the series.

### Participant experience

An important measure of the series' success was participant experience. Over the series 98% of participants said they would take part in the event again and 84% of entrants rated the event 8 out of 10 or higher.

### Thanks for your support

The series could not go ahead without the support of our sponsors. Thanks to our sponsors Contact Energy, 2XU, Banana Boat, Compeed, Choice Hotels, The Coffee Guy, Suzuki, Good Health Magazine and Berlei.

Thanks also to those councils and tri clubs who support us and help make the TriWoman Series a success; Taranaki and Southland Tri Clubs, Sports Southland, Hamilton City Council, New Plymouth District Council, Christchurch City Council, Lower Hutt Council, Rotorua District Council and North Shore City Council.

Tri NZ partnered with various charities and in return for promoting the charity and providing fundraising opportunities, they provided volunteer marshals and our thanks goes to all of them.

### Going Forward

Work is underway to create a new website for the series. As we have seen from the new CTS website, this can make a vast difference to user experience and brand perception.

All locations will be retained for the 2012 series as we are aiming for growth particularly in the locations which were new in 2011.

An earlier start to the season in marketing, communication and registrations should also result in an improved awareness of the series and higher numbers in 2012.

A partnership for the 2012 series with New Zealand Breast Cancer Foundation will allow us to communicate with a greater number of women, achieving our mutual goal of increasing participation in triathlon.



*Believe to achieve*



*“ The event was fantastic!! It was my first triathlon and I don't see any way it can be done better. Thanks very much for a great day! ”*

- Anna Potts, Rotorua TriWoman





## // Age group world championships

The 2010/11 season saw 172 age group athletes compete in ITU World Championship events overseas. The ITU World Championship events held were; sprint, standard and aquathlon in Budapest, Hungary; duathlon in Edinburgh, Scotland; and long distance in Immenstadt, Germany.

The feedback on the great team environment we endeavour to create for athletes has been highly positive with an overall satisfaction rating of 95%. We would like to extend our thanks to all athletes for their commitment to representing New Zealand and acknowledge that funding these trips is no easy feat. In total we have four world age group champions and in total 14 world age group championship podiums – Tri NZ acknowledges these athletes and congratulates them on behalf the New Zealand triathlon community.

A big thank you to our volunteer managers who did an outstanding job supporting our teams to these world champs events;

Budapest: Wendy Chrisp

Immenstadt: Axel Reiser



From left to right: Danielle McKenzie, Robert Huisman and Penny Hayes at the ITU World Championships Grand Final in Budapest 2010. Danielle won the silver medal in U19 Sprint, Robert won gold in the U19 Sprint and gold in the U19 Aquathlon and Penny won gold in the U19 Sprint.

### Membership

With the introduction of TRIBE, Tri NZ's zero dollar membership we have experienced a significant growth in membership numbers over the last year with numbers more than tripling. As at June 30, 2011 Tri NZ membership totalled 6500.

We had a total of 29 affiliated clubs over the 2010/11 season; clubs as a whole are continuing to grow and gain momentum in their regions. Tri NZ continues to offer ad-hoc support to clubs as requested.







# //Triathlon World Champs 2012 report

In last year's Annual Report to June 2010, Tri NZ was pleased to report that it had secured the rights to host the ITU Triathlon World Championships Grand Final in 2012. As part of winning the bid, the ITU required us to deliver an ITU World Cup in November 2011, principally as a test event for the Grand Final the following year.

The event dates are confirmed as follows:

- 20 November 2011 – one day event for Age Group race and ITU World Cup
- 14 to 22 October 2012 – week long festival incorporating Weetbix triathlon, participation race, corporate teams race, Aquathlon World Champs, Age Group World Champs, and Elite, U23 and Junior World Champs. An additional host of functions and surrounding festival activity.

Our vision for these events is to deliver an outstanding festival of triathlon and surrounding activities that engages all Kiwis, drives participation from around New Zealand and internationally, showcases NZ to the world, and creates a lasting legacy for the sport and New Zealand.

Over the past year there has been much progress on the planning for these two events. The highlights include:

- Establishment of a wholly owned subsidiary company and board to oversee the delivery of the events. We are very pleased to have secured Sir John Wells to chair the board, along with a group of highly capable event, marketing and triathlon people. The board members are: Sir John Wells, Garry Boon, Arthur Klap, Rachael Dacy, Shelley McMeeken, Tom Pryde, Hamish Carter, and Craig Waugh.
- The key team members to deliver the event are now appointed, with me stepping aside from my role at Tri NZ to lead the delivery of the events, Terry Sheldrake appointed as Competition Manager and Michelle Pepper as Marketing /Operations Manager.
- We have signed investment contracts in place with Auckland Tourism, Events and Economic Development Agency (A CCO of Auckland Council), Major Events NZ and SPARC. We have also secured significant funding from Pub Charity. These form our Foundation Partners, their support for this event for which we are highly grateful.
- We have secured a presenting sponsor, Barfoot & Thompson, and the first of our Main Sponsors and Official Suppliers (to be announced soon).

- The event website is up and running and Age Group entries for the 2011 are nearly sold out.
- The event schedules and course planning are nearly complete with hilly and technical courses for both Age Group and Elite racing sure to make this an outstanding event spectacle.
- The consents and approvals are all in progress and on track. In particular Ports of Auckland have generously agreed to allow us to use the swim venue and some of their land to place the Age Group transition.
- The hub of the event on Queens Wharf is nearly complete with its development for the Rugby World Cup. The Cloud and Shed 10 will provide excellent event infrastructure for the hosting of our events.

The next 18 months ahead will no doubt have its challenges, but all is on track at this stage to deliver on the vision for these events.

Dave Beeche

## TRI AUCKLAND 2011-2012





A full-page photograph of two male triathletes running during a triathlon race. The athlete in the foreground is wearing a black singlet with 'ALANTIL DOCHERTY NZL' and 'mizuno rapid' printed on it. The athlete in the background is wearing a white singlet with 'PIL', 'POWERADE', 'HypO2 Oxygen Therapy', and 'SHIMANO' printed on it. Both athletes are wearing sunglasses and athletic gear. The background is blurred, showing spectators and race infrastructure. The image has a blue tint and is framed by colorful geometric shapes in the top left and bottom right corners.

**BEVAN DOCHERTY**  
Contact Tri Series  
Takapuna 2011

**KRIS GEMMELL**

# // High performance report

## Key strategies of the high performance programme:

### To provide a high performance training and competition environment

Training camps were provided for athletes internationally in Europe, Australia, France and Germany and domestically in Christchurch, Rotorua, Wanaka, Taupo and Gisborne at a mixture of sea level and altitude.

The National Coach spends the better part of five months each year overseas at camps with athletes. The support team at camps includes a mixture of the following people; Assistant Coach, Accelerate Coach, Mental Skills Consultant, Specialist run coach, Sport Science Physiologist.

Personal coaches attend events and camps when they can and their support is instrumental to the success of our programme.

### Programme administration/leadership and financial support

With continued support from SPARC we have been able to increase financial support of our athletes with monthly living allowances, meal allowances and camp accommodation.

The high performance advisory group, elite selectors and key coaches have been utilised to assist with the development of our Olympic Selection Criteria and on-going strategic discussions for our programme.

### Tri NZ Development Programme:

In September 2010 SPARC identified in the high performance strategic review that greater attention and greater resources needed to be focused on talent development in key sports. Key initiatives were:

1. Clear athlete pathway to performing on the world stage
2. Potential skill transfer models
3. Talent tracking programmes
4. Athlete development programmes with clear pathways to elite level

Tri NZ has expanded the development programme to ensure greater alignment and transition into our elite programme (development includes U23 and below). To date there have been three key camps led by Stephen Sheldrake:

- Camp one commenced in early January in Gisborne. Pete Sanford (Tri NZ Mental Skills Consultant) attended this camp. Focus for this camp was introduction to a variety of mental skills and high performance culture, open water swimming skills, transition training, and key swim, bike and run sessions leading into Contact Tri Series Kinloch.
- Camp two was based in Taupo in early March. This camp was led by Stephen Sheldrake with specialist input by Chris Pilone. Chris specifically focused on key tapering and run sessions leading into racing.
- Camp three is currently running in Boulder, Colorado, USA. This camp has been focused around altitude training, international racing and key initiatives from Paul Laursen (Tri NZ sports physiologist). Furthermore, Pete Sanford has also attended to further develop mental skills and help athletes understand high performance environments.

To date there has been excellent engagement by athletes who attended these camps. Coupled with this camp approach support for coaches of development athletes has aimed at helping injury case management, periodisation and incorporating sport science into athletes' programming and planning. In summary it is hoped that when substantial contestable funding becomes available for high performance development programmes TRI NZ will have a clear programme and established pathways (which are evidenced based) to present a strong case for greater resources from SPARC.

### Increase Coaching Capacity and Capability

The high performance (HP) coach plan continued to be implemented this year, with a key strategy for 2010/2011 being the profiling of all HP coaches. The profiles assist the coaches to identify areas where they could be more effective. Once profiled, each coach creates a professional development plan which highlights their development activities and outcomes.

National Coach Greg Fraine, National Assistant Coach Stephen Sheldrake, Accelerate Coach Tim Brazier and personal coach Jack Ralston were the first HP coaches to go through this process. All coaches will have a professional development plan in place by November.

Supporting the profiling strategy is the continuation of SPARC's PM Coach Scholarship Programme.

A recent and welcome addition to the NZAS coach support team for triathlon was Tristan Collins. Tristan joined the team in May 2011 from the UK where he worked in HP Sport for 10 years. He had a key role in developing and implementing the World Class Coaching Programme for the UK Sports Institute.

In conclusion, Tri NZ acknowledges the vital role played by the NZ Academy of Sport and SPARC in the HP coaching programme, and thanks them for their on-going support.

#### **Sport Psychology/Mental Skills Delivery to the elite TRI NZ Programme 2011:**

Since July 2010 the immersion of a mental skills consultant in the elite Tri NZ programme has allowed for consistent strategic sport psychology development at a programme level and the opportunity for regular one-on-one contact with elite squad athletes who have desired this support. Deliver of this service has occurred during camps, campaign settings and remotely through technology (e.g. skype and email).

Strategic:

Strategically; a major focus has been the establishment of a clear vision and values consistent across high performance staff and athletes. High performance culture within the Tri NZ programme refers to our vision and values; while the climate represents how this behaviour looks and manifests itself. In November 2010 during the domestic services camp the following vision and values were established;

- Vision: To be and create world champion heroes
- Values of our programme: professionalism, integrity, determination, goal-driven and world leading

There has been appropriate engagement around these concepts of high performance and how experiencing/ living the vision and the values manifest itself in the Tri NZ elite squad. It is hope that these concepts will continue to evolve and become a robust part of the Tri NZ elite squad legacy.

Individually:

During camps (especially during development camps) delivery of basic mental skills (e.g. imagery, decision making, process goal setting and deliberate practice concepts) has occurred through workshops coupled with one-on-one consultation. One-on-one sessions are performance-specific (e.g. matching a mental skill to help

with anxiety reduction); and cover performance-related issues (e.g. brief counselling around injuries, solution-focused therapy around disorder eating).

By the end of 2011 it is hoped there will be a clear and appropriate delivery strategy of mental skills linked with a clear profile of the psychological skills that a Tri NZ athlete needs to be competitive and successful on the world stage.

#### **Sport Science Support to HP Programme**

The HP athletes and coaches were supported by a Sport Scientist, who was tasked with developing strategies to enhance performance. This is achieved by working closely with athletes, coaches and specialist providers (NZ Academy of Sport) to ensure effective information collection, analysis, and implementation. Recovery, training, and race protocols were developed in consultation with HP coaches and the NZ Academy of Sport to facilitate on-going athlete development to the 2011 London World Series (selection race), the 2011 Beijing World Series Grand Finale, and ultimately the 2012 London Olympics.

Recovery strategies including remote monitoring (iTouch, SPARC), and heart rate variability (Dr Paul Laursen) are used by athletes while overseas and during training camps to ensure coaches and selected providers are aware of changes and potential training problems.

Training support has been given priority to evaluate athlete training performances and ensure that coaches receive accurate information quickly to empower them to coach effectively even when their athlete is based on the other side of the world. Training aids including cycling power meters and GPS running devices are downloaded to software analysis packages that allow coaches to fine tune training sessions and monitor how their athletes perform in individual training sessions and training macrocycles. Video footage is taken from key training sessions for the athlete, coach and bio mechanist to track athlete progress.

Information is collected at targeted international events and sent to individual coaches, specialist coaches (e.g. swim coaches) and specialist providers (e.g. bio mechanist, exercise physiologist, strength conditioners). This information is analysed and disseminated to understand how New Zealand athletes compare with the best athletes in the world and to devise strategies to ensure New Zealand athletes achieve podium finishes at the most important international races.





**RYAN SISSONS**  
Contact Tri Series  
Kinloch 2011





## //Technical report

**Tri NZ's Event Support Programme keeps growing and improving every year and we are constantly looking at ways to improve and increase the standard of the programme.**

The 2010/11 season saw Tri NZ Sanction 16 and Endorse 22 events. The creation of our Accreditation Manager's Programme, the establishment of the Tri NZ Paratriathlon Advisory Group, the revision of the Tri NZ Rules which are now aligned with the ITU. In addition, the introduction and progression of Technical Officials, with four NZ Level 1 courses being delivered around the country, nine NZ Level officials becoming internationally qualified, four officials progressing to International Technical Official (ITO) Level 3 and three officials completing the ITU Facilitators Course. Of these ITO officials, 14 were also awarded SPARC PM Scholarship funding to assist them in officiating at an ITU event.

Many measures have been put in place this past season to improve the technical support at and around events, one being the securing of funding to purchase high quality radios for the event/technical team communication at events, and another being the mentoring of officials in key roles at events to ensure the constant passing of knowledge which will increase the calibre of these officials and allow them to grow and progress through the Technical Pathway.

### 2010/11 Sanctioned Events

Contact Duathlon - Christchurch  
Contact Tri Series - 7 Events  
Pure Blonde Aquathlon / Tri NZ National Aquathlon Champs  
Kellogg's Nutri-Grain Taupo Half Ironman  
Port of Tauranga Half Ironman  
Challenge Wanaka  
Well's New Plymouth Half Ironman  
Kellogg's Nutri-Grain Ironman New Zealand  
Auckland Secondary Schools Triathlon Champs  
Contact National Schools Triathlon Champs

### 2010/11 Endorsed Events

Pure Blonde Swim-Run & Aquathlon Series - 7 Events  
Tinman Triathlon  
Contact TriWoman Series - 10 Events  
South Island Secondary Schools Triathlon and Duathlon Champs  
Auckland Secondary Schools Triathlon Series - 3 Events

### Accredited Competition Manager's Programme

During the 2010/11 season Tri NZ finalised and launched its Accredited Competition Manager's (CM) Programme.

The programme is designed to recognise and support the experienced CM's in the triathlon community who deliver safe and fair events and who aim to be identified by the National Body as professional and credible event promoters. The programme consists of three tiers; Gold, Silver and Bronze depending on the length of time the individual has been delivering events, and the size and standard of the events the individual has delivered.

### Active Tri NZ Technical Officials

There is currently a pool of 56 active technical officials who have shown immense support and commitment to the technical programme by giving up their time and expertise by volunteering at sanctioned and endorsed events throughout NZ.

Tri NZ would like to thank each and every one of these officials who have helped to ensure that the sanctioned and endorsed events they have been involved with have been safe, fun and fair. The support of these officials is invaluable.

The following people officiated at one or more events;

Bruce Chambers	Daniel Crowther
Carla Reilly	Geoff Martin
Claire Jennings	Kevin Hunt
Clare Davey	Peter Hughes
Gemma Boyle	Russell Harrison-Kirk
Glen Christensen	Samantha Hussey
Glen Yule	Scott McLaren
Karl Tyrrell	Shirley McCallum
Malcolm Brown	Bob Davison
Paul Burns	Clive Shingleton
Paul Mitchell	David Plew
Phil Briars	Graeme McCarthy
Rob Wills	Kellie Manning
Ross Allen	Ken O'Rourke
Shanelle Barrett	Lisa Shingleton
Wayne Doughty	Ted Pearce
Adair Craik	Tina Harrison-Kirk
Allan Bridge	Jane Loughnan
Angela Campbell	Marguerite Christophers
Claire Attwood	Mel Saltiel
Claire White	Tony Sangster

The following people officiated at five or more events;

Brent Hussey	Juliet Fahey
Bryan Dunphy	Kevin Symes
Cathi Davey	Kyle Davey
Claire Hannan	Penny Skaife
Gail Hussey	Pete Weaver
Kevin Symes	Philip Barlow
Georgina Workman	Ross Capill



### Technical Courses

Every year SPARC awards Prime Minister Scholarships to Over the past season there has been a steady increase in the number of people who have shown interest in giving something back to the triathlon community by getting involved in the technical side of the sport. Due to this interest, Tri NZ delivered four Level 1 Technical courses in the following locations;

- Christchurch, Aug 2010  
– Facilitated by David Plew and Ted Pearce
- Mt. Maunganui, Jan 2011  
– Facilitated by Kevin Symes and Ross Capill
- Auckland, Feb 2011  
– Facilitated by Peter Weaver
- Wellington, Feb 2011  
– Facilitated by Ross Capill

### International Technical Official (ITO) Level 1 Course

Tri NZ is committed to supporting and recognising the officials who show an interest in progressing through the technical pathway. There were a number of officials who had reached the requirements of progressing from NZ Level 2 to ITO1 qualified officials, so with the help of SPARC funding Tri NZ organised an ITO1 course in December. The following officials attended the ITO1 course in Auckland which was facilitated by Juliet Fahey and are now internationally qualified by the International Triathlon Union (ITU);

Brent Hussey	Jane Loughnan
Cathi Davey	Marguerite Christophers
Claire Hannan	Penny Skaife
Gail Hussey	Tony Sangster
Georgina Workman	

### ITU3 Course

In April 2011, the ITU held an ITO Level 3 course in Bali, Indonesia. The course targeted officials from Asia and Oceania who met the comprehensive prerequisites of becoming the highest level internationally qualified officials in the world.

The following officials were selected by the ITU and attended the course;

Juliet Fahey	Ross Capill
Peter Weaver	Terry Sheldrake

### ITU Facilitators Course

The ITU delivered a facilitators course in Auckland in November with the aim of educating and preparing coaches, paratriathlon classifiers and technical officials to be able to facilitate ITU courses. The course ensures that ITO courses are delivered consistently around the world with quality content and presentation. The following NZ officials were selected by the ITU and attended this course;

Marguerite Christophers (Paratriathlon)	
Juliet Fahey	Terry Sheldrake

### SPARC Prime Minister's Scholarship:

SPARC manage Prime Minister Scholarships on behalf of the government. The purpose of these scholarships is to develop skills that contribute to the quality of NZ's sport performance at the elite level. Every year, Tri NZ applies for SPARC funding on behalf of its Technical Officials. The funding is invaluable to Tri NZ and has a huge impact on the Technical Programme and helps to achieve SPARC's mission of 'more Kiwi winners on the world stage'. Tri NZ would like to thank SPARC for giving the following officials the opportunity to use the funding to assist them in attending an ITU event;

Ted Pearce chose not to accept scholarship funding this year to allow other newly ITU qualified officials the chance to receive funding.

### ITU Appointed Events:

The following internationally qualified officials were appointed by the ITU to be part of the ITU team at the following events this NZ season;

#### Juliet Fahey

ITU World Champs Series, Sydney – Technical Delegate

#### Penny Skaife

ITU World Champs Series, Sydney – Start Official & Chief Penalty Box Official

#### Pete Weaver

ITU World Cup Series, Mooloolaba – Race Referee

#### Ross Capill

Oceania Duathlon Champs, Christchurch – Technical Delegate / Oceania Cup, Wellington – Assistant Technical Delegate

#### Shanelle Barrett

ITU World Cup Series, Ishigaki – Technical Delegate / Oceania National Sprint Champs, Kinloch – Technical Delegate

### Technical Advisory Group (TAG)

The TAG consists of a group of very experienced and knowledgeable officials who provide advice and guidance in the technical area of the sport. I would like to thank TAG for the huge amount of time and expertise they provide to the group in helping to make the technical programme what it is today. The group consists of;

Juliet Fahey	Ross Capill
Pete Weaver	Ted Pearce (Chair)

### Paratriathlon Advisory Group (PAG)

Tri NZ has recently formed the PAG which consists of the following passionate individuals;

Marguerite Christophers	Shanelle Barrett
Rob Matthews	

The ultimate objective of PAG is to develop the sport in NZ and create a programme to support and encourage people with disabilities to participate in triathlon at regional, national and international levels.

Penny Skaife  
Event Support Manager

## // Coach report

**In the past 12 months the number of accredited and active coaches has increased to 128. This has been in part due to a Level 1 Distance Learning option being offered to prospective coaches. Fifty coaches have registered on this programme, four of them from overseas.**

So how do our 128 accredited coaches compare to overseas? Well, based on an accredited/certified coach per head of population calculation, we are just ahead of Scotland and Australia, well ahead of the USA and Canada, and just behind the United Kingdom.

Coach programme registration also went online this year, making administration around the programmes a lot more efficient for coaches and Tri NZ alike.

The Level 1 coach programme was also reviewed by the Coach Advisory Group in the last 12 months, with the result being an even more thorough and practical programme that provides coaches with a wide range of excellent resources.

In addition, 11 coaches are currently registered on the Level 2 Coach Programme, three of whom are overseas (Taiwan, Bangkok and Rarotonga), and one coach is registered on the newly introduced Level 3 coach programme.

Continuing coach development requirements were also introduced this year with the aim of encouraging accredited coaches to stay current with their knowledge and skills.

Another positive development in triathlon coaching has been the regional meetings held in Christchurch and Wellington. Coaches in both regions have made a commitment to regular meetings with the aim of sharing ideas, information, and providing support to each other. It is anticipated that coaches in other centres and regions will follow suit.

In this regard, it's appropriate at this point to congratulate Canterbury's John Newsom as Tri NZ's 2010/11 Coach of the Year. John's commitment to coaching, coach mentoring, and club coaching in the Canterbury region makes him a deserving winner of this award.

Another initiative has been the introduction of "How to Coach" workshops, based in part on the ITU's Coach Facilitators Course held in Auckland last November. Workshops have been held in Auckland, Hamilton, and Wellington so far, with the intention being to offer the workshop in other centres around the country over the next 12 months.

Lastly, I want to thank the Coach Advisory Group (Barry Larsen, George Hilgeholt, and Lynley Brown) for their support and encouragement over the past 12 months. I rely greatly on their experience and expertise. Regrettably, John Hellemans stood down from his Coach Advisory Group duties to take on the National Coach role with Dutch High Performance Programme. We hope to see him back post-London in 2012!

### Challenges

A major challenge is to raise awareness among the sport's participants (e.g. athletes, event promoters, and clubs) about the value of coaching in general, and accredited coaches in particular. In addition, Tri NZ continues to work hard on the coach development programme and continuing coach development opportunities valuable to coaches.

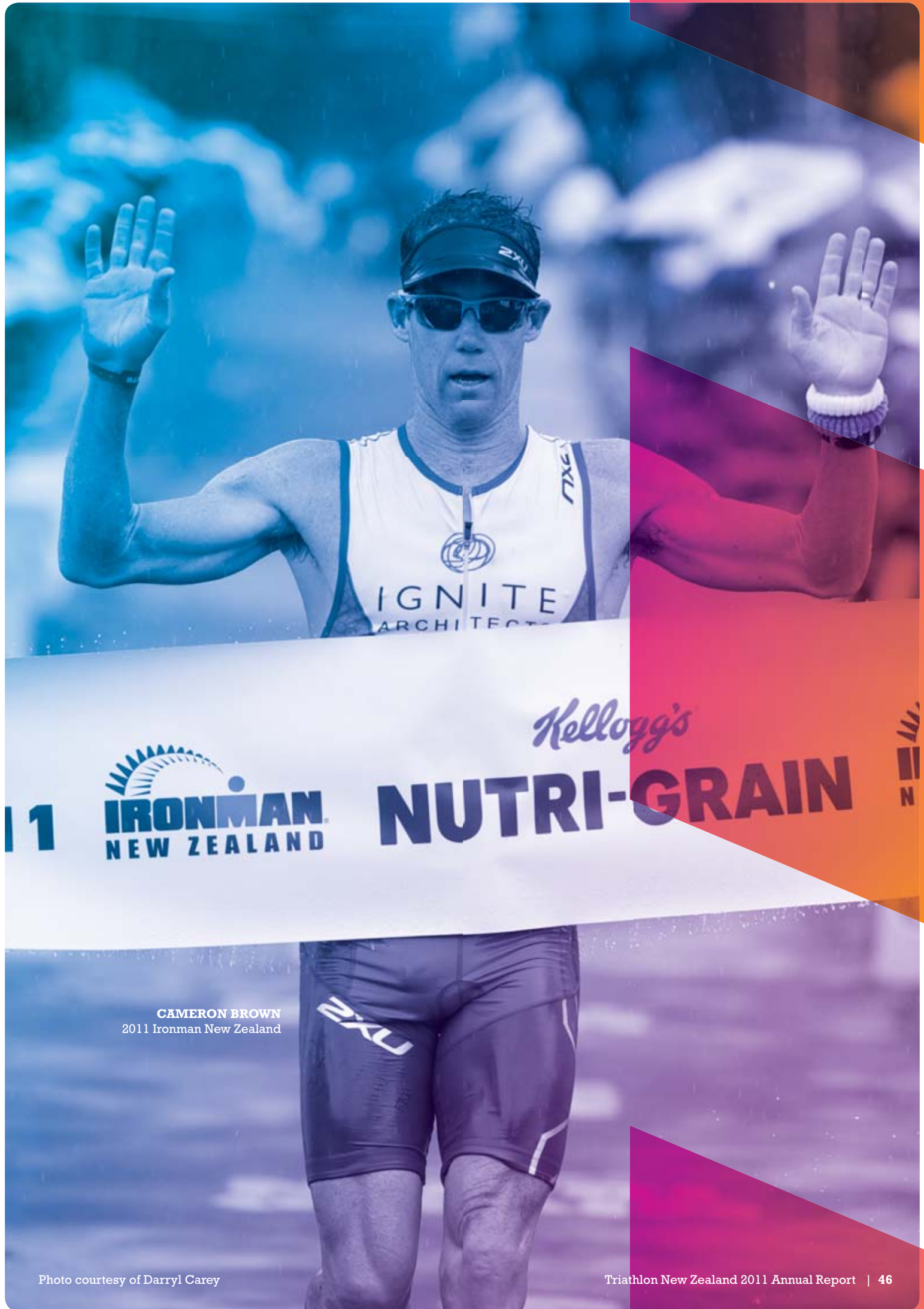
### Looking ahead

The next 12 months promises a consolidation of the Level 2 and 3 Coach programmes, a greater focus on networking and mentoring, and a national coach forum.

### Personal acknowledgement

Finally, I want to personally acknowledge the sad passing of Paul Ackerley (SPARC's coach development and volunteer manager) earlier this year. Paul was hugely supportive of triathlon's approach to coach development and I will miss his insights, guidance, and quiet determination to see coaching and coaches get the recognition they deserve from sport's decision-makers at local, regional, and national levels.

Brett Reid  
Coaching/Youth Manager



**CAMERON BROWN**  
2011 Ironman New Zealand



## //Youth report

The 2011 Contact National Schools Champs held at Jack's Point, Queenstown, was a huge highlight for the year. The devastating February earthquake in Christchurch meant it was necessary to relocate the event at short notice. Jack's Point Resort was on board immediately and with the support and drive of the Otago and Southland triathlon communities, as well as schools in the region, the event went ahead at one of the most picturesque venues anywhere in the world.

Special thanks to Ginge Burnett, Brendon McDermott and their team at Southland Triathlon and Multisports Club, Patron of Triathlon New Zealand and Arrowtown resident Tom Pryde, Jack's Point Resort, and the Tri NZ Events team led by Haidee Stratford and Kate Blood for the delivery of a fantastic event which attracted nearly 500 participants. A remarkable achievement.

A number of Youth Academy athletes received support to attend key races this year, including the 2011 ITU World Junior Elite Champs selection race in Tasmania. In addition, the athletes received a range of 2XU apparel. Tri NZ again thanks Youthtown for its support of the Youth Academy. The most successful Youth Academy athlete for the year was undoubtedly Hamilton's Mikayla Nielsen, whose performances across the summer culminated in her elevation to the High Performance Programme and selection for the NZ Junior Elite Team for the Beijing World Champs in September. Youth Academy athlete Andy Ranford also gained selection for this team.

Lastly, a significant outcome for the year was the development of the Tri NZ Youth Triathlete Pathway. The pathway highlights Tri NZ's philosophy and vision around the support and development of triathletes from 7-19 years of age.

### Looking ahead

Through the continued support of Youthtown, Tri NZ has been able to offer clubs around the country the opportunity to develop (or grow) a skills-based coaching programme for youth triathletes. These programmes will be delivered by Tri NZ accredited coaches and will run from late October 2011 to March 2012.

Overall, the next 12 months will see a prioritisation of youth services with key objectives being to re-establish and re-vitalise the Youth Advisory Group, develop a Youth Services Strategic Plan, support regional schools events, create strong club links, encourage a focus on youth, and grow participation at the National Schools Champs, which returns to Lake Karapiro in 2012.

Brett Reid  
Tri NZ Coaching/Youth Manager

The logo for Youthtown, with the word "YOUTH" in red and "TOWN" in blue, both in a bold, sans-serif font.



# TRI- BUTES AND MILE- STONES







## // Annual awards

Triathlon New Zealand acknowledged high achievers in a variety of aspects within the sport as part of the 2010/11 Annual Awards. These awards were given to those going above and beyond the call of duty in areas of coaching, clubs, technical officials and volunteers.

The awards are deserved recognition for each of the winners but also recognise the great work carried out by the thousands of technical officials, volunteers, coaches, families and participants around New Zealand.

The Triathlon New Zealand 2010/11 Award winners are;



### **Coach of the Year**

John Newsom

The award is one of a number handed out by Triathlon New Zealand to recognise the work being carried out in communities and clubs around the country.

Newsom is a well-known and respected figure in the sport in the Canterbury region and indeed throughout the country. This came through strongly in the nomination from Dorothy McPhail on behalf of the Canterbury Tri Club.

All of the work done locally by Newsom is in addition to his coaching work with a number of athletes from all around the world, enabling them to reach their potential. Newsom was delighted to receive the award and humbled knowing that the work he loves doing had been recognised in such a way.



### **Technical Official of the Year**

Brent and Gail Hussey

This award recognises volunteers in the sport of triathlon who go the extra mile at events and officiate at a level that will eventually

bring them international opportunities.

Last year Brent and Gail were technical officials at eight national events, 16 regional events with the Hawke's Bay Multisport Club and also travelled to Sydney under the SPARC PM Scholarship funding to officiate at the ITU World Championship Series.

Both Brent and Gail give up a lot of holiday time to do these events, Brent worked it out that he gives up about 10 annual leave days a year to officiate at events. When you discuss this with them, they would say "we don't see it as giving up anything we love doing it."

Brent and Gail have also received their Level 2 Tri NZ and Level 1 ITU Technical Official Qualifications over the past year, and have made a commitment that within six years they will officiate at ITU races in Europe.



### **Club of the Year**

Rotorua Association of Triathletes

Nominations received for RATS showed an overwhelming sense of community at the club as well as a warm, friendly and encouraging environment.

The club supports beginners right through to elite athletes, whether it's cheering on Sam Osborne in the elite Contact Tri Series races or helping newbies complete the shorter 3:9:3 events.

RATS also runs a huge variety of training sessions each week and has seen membership numbers continue to boom.

Some of the comments included;

"It has a great culture, encouraging all to do well."

"It has been the most supportive club I have been involved in."



### **Volunteer of the Year**

Stephanie Anderson

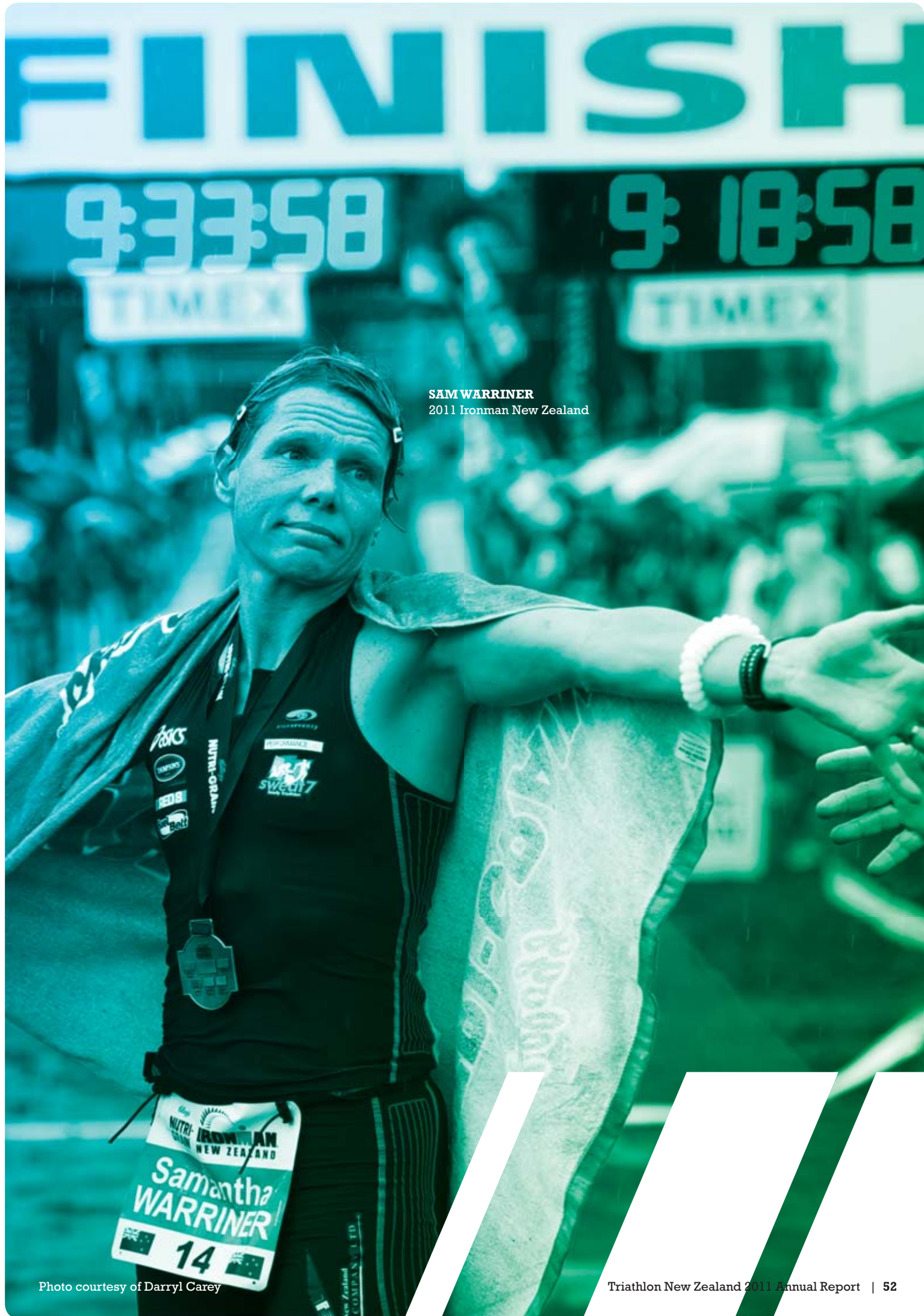
Stephanie has spent countless hours of her own time over the past year working as secretary for the Wellington Triathlon and Multisport Club, asking for nothing in return.

The 26-year-old was labelled 'Mrs Tri Club' by one nominee, in reference to the impact she has had on the club and its members.

She has overseen developments of the Wellington Tri Club's website and newsletter and helps in all other facets of day-to-day club business.

All this along with balancing her own full-time paid work, training for Ironman New Zealand and most recently a return to post graduate studies.





**SAM WARRINER**  
2011 Ironman New Zealand



# // Race results

## World Long Distance Triathlon Championships Immenstadt, Germany 2010

### Male

Place	Name	Category
DNF	Rob Creasy	Elite
28	Mark Stride	25-29
11	Bevan Littler	30-34
28	Ewen Larsen	30-34
38	Max Woodhead	30-34
44	Jason Littler	30-34
DNF	Leon Blackburn	30-34
31	Darren Ebrey	35-39
41	Edward Brown	35-39
49	Christopher Leech	35-39
59	Craig Fairhall	35-39
60	Craig Braggins	35-39
DNF	Robert Bland	35-39
33	Andrew Sylvester	40-44
87	Adam Rigby	40-44
89	Peter Tinholt	40-44
60	Chris James	45-49
12	Peter Kane	50-54
17	Ross Maxwell	50-54
55	Bryce Edwards	50-54
17	Bruce Beehre	60-64
DNF	Vern Coleman	60-64

### Female

Place	Name	Category
12	Julia Grant	Elite
4	Kathryn Lydiard	20-24
3	Anna Ross	25-29
6	Hilary Mathis	25-29
8	Kerri Nylon	25-29
9	Katie Ritchie	25-29
9	Megan Arthur	35-39
13	Emma Crichton	35-39
9	Judith Neilson	40-44
19	Nicky Blackmore	40-44
1	Ali Hollington	45-49
9	Jan Smeaton	50-54
10	Jan-Maree Brown	50-54

## World Duathlon Championships Edinburgh, Scotland 2010

### Male

Place	Name	Category
36	Ben Mchale	Elite
11	Adam Milne	U23
5	JJ Wilson	20-24
16	Andrew Clare	25-29
45	Chris Ferguson	25-29
DNF	Simon Kristiansen	25-29
38	Darren Blackhurst	40-44
49	Laurence Cutts	40-44
47	Phillip Barlow	45-49
23	Murray Doughty	45-49
60	Jack McKenzie	45-49
7	Nick Braithwaite	55-59
22	Al Hallberg	55-59
10	Ryan Lock	55-59
19	Lindsay Dey	60-64
5	John Gordon	70-74
3	John Wood	70-74
5	Robert Chapman	75-79

### Female

Place	Name	Category
12	Mel Burke	Elite
15	Mel Cutler	35-39
DNF	Susie Aviss	40-44
45	Kathrine Hilton	40-44
31	Christine Fraser	45-49
16	Carolyn Smith	50-54
5	Anja Van 't Geloof	50-54
DNF	Brenda Fortune	55-59
4	Chris Todd	55-59
2	Ann Bould	65-69

## World Triathlon Championships Budapest, Hungary 2010

### Male

Place	Name	Category
18	Clark Ellice	Elite
38	James Elvery	Elite
43	Martin Van Barneveld	Elite
DNF	Ben Pattle	Elite
DNF	Kris Gemmell	Elite
2	Ryan Sissons	U23
26	Tony Dodds	U23
33	Tom Davison	U23
3	William Prior	20-24
5	Matt Harrop	20-24
6	Tom Francis	20-24
16	Shaun Kavanagh	20-24
42	Jacob Lim	20-24
8	Scott McGregor	25-29
18	Mark Watson	25-29
36	Te Kawa Robb	25-29
37	Robert Stewart	25-29
73	Michael Hill	25-29
84	Anthony Maher	25-29
8	Shanon Stallard	30-34
9	Carl Read	30-34
41	Valentino Luna Hernandez	30-34
45	Heath Eckersley	30-34
59	Chris Whitaker	30-34
67	Gordon Gillan	30-34
68	Laurence Gulliver	30-34
29	Paul Butler	35-39
60	Warren Sutherland	35-39
72	Paul Plieger	35-39
10	Martin Ralph	40-44
52	Craig Verney	40-44
62	Philip Joyce	40-44
20	Gary Fahey	45-49
36	Stephen Colpitts	45-49
38	Philip Wihongi	45-49
60	Francis Hall	45-49
65	Steve Williamson	45-49
34	Fergus Oliver	50-54
42	Martin Riley	50-54
56	Peter Kane	50-54
71	Kevin Lofy	50-54
73	Mike Lyons	50-54
20	Grant Jeffreys	55-59
42	Alan Pattle	55-59
43	Ian Coombes	55-59
44	Kingi Smiler	55-59
28	Richard Sweetman	60-64
32	Brian Payne	60-64
33	Max Clark	65-69
8	Mike Meekings	70-74

### Female

Place	Name	Category
12	Kate McIlroy	Elite
16	Debbie Tanner	Elite
22	Andrea Hewitt	Elite
37	Nicky Samuels	Elite
6	Teresa Adam	U23
28	Rebecca Kingsford	U23
2	Rebecca Grant	20-24
6	Tineke Berthelsen	20-24
8	Stephanie Pearson	20-24
9	Emily Rawles	20-24
7	Elaine Brent	25-29
9	Anna Ross	25-29
14	Sarah Gardner	25-29
27	Rebecca Adams	25-29
28	Suzanne Landers	25-29
35	Tessa Molloy	25-29
52	Yvanca Clarisse	30-34
22	Simone Robbers	35-39
19	Andrea Elvines	40-44
23	Leanne Wakelin	40-44
53	Sandra Sharp	40-44
18	Adair Craik	45-49
21	Karen Blackwood	45-49
25	Philippa Turley	45-49
42	Marion Morris	45-49
11	Sue Bankier	50-54
50	Mary-Anne Woods	50-54
2	Lynne Pattle	55-59
17	Sherry Majors	55-59
18	Valarie Wright St Clair	55-59
17	Sandra Kappely	60-64

## World Sprint Triathlon Championships Budapest, Hungary 2010

### Male

Place	Name	Category
14	Sam Osborne	Junior Elite
24	Aaron Barclay	Junior Elite
37	Edward Rawles	Junior Elite
1	Robert Huisman	16-19
8	Hayden Moorhouse	16-19
11	Hamish Uden	16-19
18	Ryan Dingle	16-19
23	Leighton Warren	16-19
23	Michael Prideauz	25-29
5	Ben Walters	30-34
6	Koro Dickinson	30-34
42	Dean Dodds	30-34
19	Tony Emett	40-44
51	Dave Scott	45-49
53	Peter Currucan	45-49
60	Philip Wallace	45-49
16	Ross Maxwell	50-54
14	Mark Stegmann	55-59
26	Ian Marshall	55-59
8	Roland Bairstow	60-64
23	John Eagles	60-64
8	Michael Ramsay	65-69
10	Jerry Fletcher	65-69
2	John Gordon	70-74

### Female

Place	Name	Category
13	Maddy Brunton	Junior Elite
32	Sophie Corbridge	Junior Elite

40	Maddie Dillon	Junior Elite
1	Penny Hayes	16-19
2	Danielle Mckenzie	16-19
10	Nikki Powell	16-19
11	Sarah Dallas	16-19
6	Sarah Jack	20-24
13	Deborah Hazelden	30-34
36	Shelley Dodds	30-34
19	Michelle Walters	35-39
28	Helen Cassidy	35-39
14	Jane Heather-Sclatter	40-44
21	Jane Loughan	40-44
24	Kathrine Hilton	40-44
28	Tanya Hardy	40-44
18	Allison Jones	45-49
8	Pam Smith	50-54
7	Joy Baker	55-59

#### World Aquathlon Championships Budapest, Hungary 2010

##### Male

Place	Name	Category
14	Dylan McNeice	Elite
1	Robert Huisman	16-19
4	Hayden Moorhouse	16-19
5	Hamish Uden	16-19
15	Scott McGregor	25-29
13	Dean Dodds	30-34
15	Chris Whitaker	30-34
16	Paul Pliegar	35-39
8	Tony Emmett	40-44
20	Craig Verney	40-44
14	Stephen Colpitts	45-49
5	Ian Coombes	55-59
7	Grant Jeffreys	55-59
10	Ian Marshall	55-59
5	Richard Sweetman	60-64
6	Peter Gibbs	60-64
4	Michael Ramsay	65-69
7	Max Clark	65-69
3	Mike Meekings	70-74

##### Female

Place	Name	Category
3	Sarah Jack	20-24
2	Tessa Molloy	25-29
4	Suzanne Landers	25-29
11	Shelley Dodds	30-34
6	Helen Cassidy	35-39
10	Simone Robbers	35-39
5	Leanne Wakelin	40-44
11	Tanya Hardy	40-44
5	Karen Blackwood	45-49

#### New Zealand Sprint Distance Triathlon Championships 2011, Kinloch

##### Male

Place	Name	Category
1	Tony Dodds	Elite
2	Brendon Sexton	Elite
3	Andreas Gigmayr	Elite
1	Jamie Huggett	U23
2	Nicholas Kastelein	U23
3	Sam Osborne	U23
1	Alexander Morreau	11-13
1	Taylor Reid	13-15

2	Jonty Morreau	13-15
3	Callum Ross	13-15
1	Sam Ward	16-17
2	Troy McAlister	16-17
3	Kieran Coates	16-17
1	Hayden Moorhouse	18-19
2	Amin Osama	18-19
3	Ben Bibby	18-19
1	Matt Harrop	20-24
2	Shaun Kavanagh	20-24
3	Will O'Connor	20-24
1	Tom Curtis	25-29
2	Robert Stewart	25-29
3	Tim Brazier	25-29
1	Mark Leishman	30-34
2	Carl Read	30-34
3	Te Kawa Robb	30-34
1	Jonathan Linyard	35-39
2	Warren Sutherland	35-39
3	Bron Healy	35-39
1	Patrick Harvey	40-44
2	Kevin Nicholson	40-44
3	Todd Davidson	40-44
1	Nick Vaughan	45-49
2	Simon Phillips	45-49
3	James Turner	45-49
1	Paul Simons	50-54
2	Ian Christensen	50-54
3	Ken Maclaren	50-54
1	Shorty Clark	55-59
2	Kevin Raven	55-59
3	Brett Mudgway	55-59
1	Robert Jackson	60-64
2	Barry Payne	60-64
3	Ben Van Dyke	60-64
1	Ray Lichtwark	65-69
2	Mike Ramsay	65-69
3	Max Clark	65-69
1	John Gordon	70-74
2	Michael Meekings	70-74
3	Peter Ellis	70-74
1	Neil Fleming	75-79

##### Female

Place	Name	Category
1	Nicky Samuels	Elite
2	Maaïke Caelers	Elite
3	Lisa Mensink	Elite
1	Neiske Becks	U23
1	Rebecca Kingsford	U23
2	Rachel Klamer	U23
1	Georgia Burke	11-13
2	Matilda Fulljames	11-13
1	Nicole Van der Kaay	13-15
2	Alana Lythe	13-15
3	Kirsty Burrows	13-15
1	Emily Pearce	16-17
2	Helena Jackson	16-17
3	Ashleigh Williams	16-17
1	Bex Burridge	18-19
2	Phillippa Brown	18-19
3	Francesca Stratford	18-19
1	Tineke Berthelsen	20-24
2	Emily Rawles	20-24
3	Nicola McKay	20-24
1	Elaine Brent	25-29
2	Emma Meyer	25-29
3	Emma Rathbone	25-29
1	Naomi Fergusson	30-34
2	Emily Buskirk	30-34

3	Tristine Emery	30-34
1	Rachel Penney	35-39
2	Shona Steel	35-39
3	Sally Kemp	35-39
1	Kristine Reid	40-44
2	Tammy Harvey	40-44
3	Heather Kumm	40-44
1	Adair Craik	45-49
2	Judy Shepherd	45-49
3	Hazel Main	45-49
1	Cindy Taylor	50-54
2	Josie Sinclair	50-54
3	Sheryl des Jardines	50-54
1	Julie Wagner	55-59
2	Debbie Clark	55-59
3	Sherry Majors	55-59
1	Sue Gebbie	60-64
2	Sandra Kappely	60-64
1	Julie Boshier	65-69

#### U19 New Zealand Sprint Distance Triathlon Championships 2011, Wellington

##### Male

Place	Name	Category
1	Sam Morreau	U19
2	Lachlan Davey	U19
3	Aaron Barclay	U19

##### Female

Place	Name	Category
1	Mikayla Nielsen	U19
2	Jaye Atkin	U19
3	Maddie Dillon	U19

#### New Zealand Standard Distance Triathlon Championships 2011, Wellington

##### Male

Place	Name	Category
1	Kris Gemmell	Elite
2	Tony Dodds	Elite
3	Martin van Barneveld	Elite
1	Ryan Sissons	U23
2	Tom Davison	U23
3	Michael Poole	U23
1	Pearson Williams	16-17
1	Hayden Moorhouse	18-19
2	Kieran McPherson	18-19
3	Hugh Bootten	18-19
1	Hamish Hammond	20-24
2	Jai Davies-Campbell	20-24
3	Matt Harrop	20-24
1	Matt Taylor	25-29
2	Todd Rowan	25-29
3	Brent Lewis	25-29
1	Rob Creasy	30-34
2	Chris Bisley	30-34
3	Donald Patterson	30-34
1	Matt Webber	35-39
2	Ross Rainham	35-39
3	Warren Sutherland	35-39
1	Glen Mcskimming	40-44
2	Mike Hardiman	40-44
3	Matt Earley	40-44
1	Stephen Farrell	45-49
2	Darrin Grey	45-49
3	Steve Mellsop	45-49

## // Race results continued

1	Michael Gowing	50-54
2	Ian Christensen	50-54
3	Chris Todd	50-54
1	Alan Lennon	55-59
2	Shorty Clark	55-59
3	Murray Twenion	55-59
1	Mike Summerlee	60-64
2	Robert Jackson	60-64
3	Richard Sweetman	60-64
1	Peter Taylor	65-69
2	Max Clark	65-69
3	Roy Gunner	65-69
1	Michael Meekings	70-74
2	Peter Ellis	70-74

### Female

Place	Name	Category
1	Andrea Hewitt	Elite
2	Debbie Tanner	Elite
3	Hayley Davis	Elite
1	Rebecca Kingsford	U23
2	Simonne Ackermann	U23
3	Penny Hayes	U23
1	Hazel Stokes	18-19
1	Florence Van Dyke	20-24
2	Katie Menzies	20-24
3	Amelia Watkinson	20-24
1	Tamsyn Hayes	25-29
2	Emma Meyer	25-29
3	Suzanne Landers	25-29
1	Tess Molloy	30-34
2	Naomi Fergusson	30-34
3	Lynn Hodgkinson	30-34
1	Gail Harvey-Heyward	35-39
2	Simone Robbers	35-39
3	Katherine Tate	35-39
1	Andrea Elvines	40-44
2	Carol Cooper	40-44
3	Kirsty Johnson Cox	40-44
1	Ali Hollington	45-49
2	Adair Craik	45-49
3	Sarah Blair	45-49
1	Sue Bankier	50-54
2	Josie Sinclair	50-54
3	Sheryl Fife	50-54
1	Julie Wagner	55-59
2	Michele Allison	55-59
3	Sherry Majors	55-59
1	Joy Baker	60-64
2	Shirley Rolston	60-64

### New Zealand Long Distance Triathlon Championships 2011, Tauranga

#### Male

Place	Name	Category
1	Callum Millward	Elite
2	Cameron Brown	Elite
3	Clark Ellice	Elite
1	Justin Cragg	18-19
1	Shaun Kavanagh	20-24
2	Andrew Tyack	20-24
3	Mark Luckin	20-24
1	Daniel Plews	25-29
2	Thomas Hills	25-29
3	Michael Brent	25-29
1	Peter Hughes	30-34
2	Kieran Daly	30-34
3	Tony Edmonds	30-34
1	Tristan Calwell	35-39
2	Craig Kirkwood	35-39
3	Deano Gaskin	35-39
1	Paul Gunn	40-44
2	Scott Furness	40-44

3	Darrin Picard	40-44
1	Steve Mellsop	45-49
2	Stephen Farrell	45-49
3	Andrew Foster	45-49
1	Glenn Nightingale	50-54
2	Ross Lockey	50-54
3	Geoff Stoddart	50-54
1	Cor Story	55-59
2	Alan Lennon	55-59
3	Andrew Davidson	55-59
1	Stu Wittchell	60-64
2	Robert Allemann	60-64
3	Ray Hewlett	60-64
1	Ray Lichtwark	65-69
2	Vern Coleman	65-69
3	Manfred Schmid	65-69
1	Neil Fleming	75-79
2	Laurie Wesley	75-79

### Female

Place	Name	Category
1	Joanna Lawn	Elite
2	Anna Cleaver	Elite
3	Janine Simpson	Elite
1	Tineke Berthelsen	20-24
2	Tracey Steens	20-24
3	Larisa Marsh	20-24
1	Jessica Lawson	25-29
2	Marie Sorrell	25-29
3	Terri Mann	25-29
1	Elizabeth Goer	30-34
2	Natalie Gaskin	30-34
3	Cathy McManus	30-34
1	Gigi Green	35-39
2	Lucy Williams	35-39
3	Luana Cox	35-39
1	Lindy Wickham	40-44
2	Kristine Reid	40-44
3	Suzie Clark	40-44
1	Lynette Warn	45-49
2	Sonia O'Connell	45-49
3	Jane Baldwin	45-49
1	Cindy Taylor	50-54
2	Sheryl Fife	50-54
3	Marilyn Morrison	50-54
1	Karen Williams	55-59
2	Debbie Clark	55-59
3	Sue Jones	55-59
1	Ann Bondy	60-64
2	Sandra Kappely	60-64
1	Tiare Lund	65-69

### New Zealand Ultra Distance Triathlon Championships 2011, Taupo

#### Male

Place	Name	Category
1	Cameron Brown	Elite
2	Terenzo Bozzone	Elite
3	Mathias Hect	Elite
1	Johan Borg	18-24
2	Chris Sanson	18-24
3	Bradley Wauer	18-24
1	Pablo Safrana	25-29
2	Scott McNab	25-29
3	Anthony Rule	25-29
1	Luke Harrison	30-34
2	Richard Bayly	30-34
3	Hayden Armstrong	30-34
1	Deano Gaskin	35-39
2	Brenton Yates	35-39
3	Dale Hemley	35-39
1	Stephen Gage	40-44
2	Sean Foster	40-44

3	Kevin Nicholson	40-44
1	Stephen Farrell	45-49
2	Adrian Finlayson	45-49
3	Gary James Brown	45-49
1	Sid Cumming	50-54
2	Philip Morreau	50-54
3	John Mergler	50-54
1	Gary Burgess	55-59
2	Brett Mudgway	55-59
3	Stu Fitch	55-59
1	Robert Alleman	60-64
2	Juan Arrasate	60-64
3	Stu Wittchell	60-64
1	Peter Taylor	65-69
2	Vern Coleman	65-69
3	Manfred Schmid	65-69
1	Yoshimori Hirai	70-74
2	Tony Jackson	70-74
1	Neil Fleming	75+
2	Laurie Wesley	75+
3	Garth Barfoot	75+

### Female

Place	Name	Category
1	Samantha Warriner	Elite
2	Miranda Carfrae	Elite
3	Joanna Lawn	Elite
1	Larisa Marsh	18-24
2	Helen King	18-24
3	Alicia Johnson	18-24
1	Candice Hammond	25-29
2	Jessica Lawson	25-29
3	Kristy Craft	25-29
1	Hilary Wicks	30-34
2	Elizabeth Goer	30-34
3	Helen Kay	30-34
1	Janine Willis	35-39
2	Kristy Hallett	35-39
3	Natalie Wood	35-39
1	Kelly Edwards	40-44
2	Anne Maclean	40-44
3	Shelley Findlater	40-44
1	Keri Houston	45-49
2	Miah Franzmann	45-49
3	Merryn Truskett	45-49
1	Sue McMaster	50-54
2	Marilyn Morrison	50-54
3	Gina McVicar	50-54
1	Karen Short	55-59
2	Barb Carson	55-59
3	Karen Williams	55-59
1	Jane Jackson	60-64
1	Tiare Lund	65-69

### Contact National Schools Triathlon Champs 2011, Jacks Point, Queenstown

#### Male

Place	Name	Category
1	Michael Pearce	U19
2	Josh Kenyon	U19
3	Cooper Rand	U19
1	Kieran Coates	U16
2	Jonty Morreau	U16
3	Jay Wallwork	U16
1	Liam Ward	U14
2	Quinn Wallwork	U14
3	Rainer Pye	U14
1	Matthew Manning	Year 8
2	Liam Cullen	Year 8
3	William Sutherland	Year 8
1	Kaleb Wright	Year 7
2	Bradley Cullen	Year 7
3	Fletcher Sharman	Year 7



## Female

Place	Name	Category
1	Mikayla Nielsen	U19
2	Maddie Dillon	U19
3	Jaye Atkin	U19
1	Alana Lythe	U16
2	Elise Salt	U16
3	Nicole van der Kaay	U16
1	Jaimee Leader	U14
2	Jessica Kikstra	U14
3	Honor Hamlet	U14
1	Mikayla Harvey	Year 8
2	Ella Harris	Year 8
3	Aimee Forbes-Brown	Year 8
1	Arla Schurr	Year 7
2	Sienna Strachen	Year 7
3	Molly Wheeley	Year 7

## Teams Male

Place	Name	Category
1	Hamilton Boys High School	U19
2	Taupo Nui-a-tia College	U19
3	Saint Kentigern College	U19
1	Saint Kentigern College	U16
2	Saint Kentigern College	U16
3	Southland Boys High School	U16
1	Saint Kentigern College	U14
2	Taupo Nui-a-tia College	U14
3	James Hargest College	U14
1	Saint Kentigern College	Year 8
2	Waikaka School	Year 8
3	Saint Kentigern College	Year 8
1	Medbury School	Year 7
2	Tokomariri High School	Year 7
3	Woodlands Primary School	Year 7

## Teams Female

Place	Name	Category
1	Diocesan School for Girls (Auckland)	U19
2	St Cuthberts College	U19
3	Columba College	U19
1	Taupo Nui-a-tia College	U16
2	Saint Kentigern College	U16
3	James Hargest College	U16
1	Palmerston North Girls High School	U14
2	St Cuthberts College	U14
3	Tauranga Girls College	U14
1	Saint Kentigern College	Year 8
2	Cashmere Primary	Year 8
3	Clyde School	Year 8
1	Limehills School	Year 7
2	Selwyn House School	Year 7
3	Selwyn House School	Year 7

## New Zealand Duathlon Championships 2010 - Christchurch

### Male

Place	Name	Category
1	Ben Mchale	Elite
2	Andrew Black	Elite
3	Matt King	Elite
1	Adam Milne	U23
2	Harrison Dean	U23
3	Will O'Coonor	U23
1	Daniel Smith	U19
2	Mike Phillips	U19
1	Jacob Lim	20-24

2	Sam Kidd	20-24
1	Sam Daley	25-29
2	Paul Davies	25-29
3	Matt Mace	25-29
1	Lachlan Boyle	30-34
2	Nathan Smith	30-34
3	Darryl Sutton	30-34
1	Jonathan Linyard	35-39
2	Gareth Holebrook	35-39
3	James Ryan	35-39
1	Glenn McLeay	40-44
2	Steve Stannard	40-44
3	Gene McNaught	40-44
1	John Kennedy	45-49
2	Glen Davies	45-49
3	Michael Ferigo	45-49
1	Sid Cumming	50-54
2	Martin Riley	50-54
3	David Morrison-Jones	50-54
1	Mike Summerless	55-59
2	Grant Jeffreys	55-59
3	Edward Smith	55-59
1	Lindsay Dey	60-64
2	Laurie O'Neill	60-64
3	Harold Robinson	60-64
1	Roy Gunner	65-69
1	John Wood	70-74
2	John Gordon	70-74
1	Ray Bennett	75-79

### Female

Place	Name	Category
1	Melanie Burke	Elite
2	Gina Crawford	Elite
3	Clare Brockett	Elite
1	Laura Wood	U19
1	Tessa Walker	18-19
1	Emily Rawles	20-24
2	Erin Whitla	20-24
3	Kylee McVicar	20-24
1	Tania Causer	25-29
1	Debi Hazelden	30-34
2	Andrea Savage	30-34
3	Nicola Allington	30-34
1	Gail Harvey-Heyward	35-39
2	Rachel Monk	35-39
3	Mel Cutler	35-39
1	Susie Aviss	40-44
2	Leonie Kaywood	40-44
3	Carol Cooper	40-44
1	Sue Mellsop	45-49
2	Sarah Blair	45-49
3	Tracey Watson	45-49
1	Marion Maxwell	50-54
1	Brenda Fortune	55-59
2	Chris Todd	55-59
1	Dianne East	65-69

## U19 New Zealand Duathlon Championships 2010 - Christchurch

### Male

Place	Name	Category
1	Sam Morreau	U19
2	Andrew Ranford	U19
3	Lachlan Davey	U19
1	Zac Barber	U16
2	Sam Ward	U16
3	Troy McAlister	U16
1	Jonty Morreau	U14
2	Mitchell Slee	U14
3	Callum Ross	U14
1	Lewis Eccles	Year 8

2	Liam Ward	Year 8
3	Rainer Pye	Year 8
1	Robert Stannard	Year 7
2	Jayden Beckett	Year 7
3	Callum Long	Year 7

### Female

Place	Name	Category
1	Mary-Jo Keys	U19
2	Jaye Atkin	U19
3	Reubyn Bisschops	U19
1	Paige Paterson	U16
2	Steph Burstall	U16
3	Helena Jackson	U16
1	Alana Lythe	U14
2	Nicole Van der Kaay	U14
3	Georgia Vessey	U14
1	Elizabeth Stannard	Year 8
2	Beth Owen	Year 8
3	Sabine Keenan	Year 8
1	Georgia Grenfell	Year 7
2	Hannah Williams	Year 7
3	Melissa Romeril	Year 7

## New Zealand Aquathlon Championships 2011 - Auckland

### Male

Place	Name	Category
1	Andrew Ranford	18-19
2	Jonathon Ranford	18-19
1	Sam Mayhew	20-24
1	Geoff Hawksworth	25-29
2	James Brent	25-29
3	Lucas Grossi	25-29
1	Liam Scopes	30-34
2	Carl Read	30-34
3	Valentino Luna	30-34
1	Dan Crowther	35-39
2	Sam McCauley	35-39
1	Mike Hardiman	40-44
2	Phil Joyce	40-44
3	Oliver Horn	40-44
1	Chris Weeks	45-49
1	Michael Gowing	50-54
2	Ian Robertson	50-54
3	Barry Savage	50-54
1	Ro Bairstow	60-64

### Female

Place	Name	Category
1	Katie Smith	18-19
2	Matilda Fulljames	18-19
1	Katherine Given	20-24
1	Emma Rathbone	25-29
2	Kylie Winikerri	25-29
1	Susan Horn	35-39
2	Jane Young	35-39
1	Kristine Reid	40-44
2	Katherine Bacon	40-44
1	DJ Gilming	45-49
1	Josie Sinclair	50-54
1	Helene Browne	55-59
1	Shirley Rolston	60-64

# //2010 AGM minutes

## Minutes of Triathlon New Zealand Incorporated Annual General Meeting

Date: 25 September 2010

Time: 09:30am

Location: New Zealand Institute of Sport, Wellington

Present: Dave Beeche, Garry Boon, Stephen James, Claire Attwood, Penny Skaife, Lisa Greenaway, Peter Fitzsimmons, Terry Sheldrake, Claire Attwood, Murray Matthews, Malcolm Brown, Murray Ashley, Ross Capill, Steph Anderson, Georgina Workman, Richard Sweetman, Arthur Klap, Angela Campbell, Marguerite Christophers, Paul Gunn, Claire Hannan.

Apologies: Darragh Walshe, Bruce Chambers, Tom Pryde, Rene de Ruiter, Ray Pitch, Juliet Fahey, Alan Pattle, Carl Jackson, Haidee Stratford, Christopher Boyle, Lynley Brown, Mark Watson, Marlene Lucas, Stephen Sheldrake, Greg Fraine, Brett Reid, Carla Elswood, Rob Creasy, Ted Pearce, Peter Ellis, Bill Roxborough, Pete Weaver, Paul Heron, John Helleman.

Moved: Garry Boon

Seconded: Peter Fitzsimmons

Carried

Welcome: Garry Boon welcomed all in attendance and made a special welcome to our Life Members Terry Sheldrake and Peter Fitzsimmons. The meeting was called to order at 9:40am.

### Minutes of the 2009 AGM

Matters Arising: None

Moved that minutes be accepted:  
Stephen James

Seconded: Peter Fitzsimmons

Carried

### President Report

- Garry Boon thanked Dave Beeche and the Tri NZ Staff for their hard work and a successful year
- Highlights of the Year:
  - It was a challenging economic year and all credit goes to the Tri NZ team to come through a tough time in such a good state
  - Acknowledgement of SPARC assistance
  - Thanks to Contact Energy for the ongoing support
  - Acknowledgement of NZ athlete Age Group representation at the Gold Coast World champs
  - Recognition of Dave Beeches' SPARC award for 'Best Leadership in Sport' for 2010

### CEO Report

Overview of year given including progress against Strategic Plan:

Key achievements overview:

- Special mention of Aaron Barclay – Gold Youth Olympics Singapore
- Contact Tri TV, solid ratings again this year, but note review underway with TVNZ to optimise scheduling
- Contact Tri Series: event delivery much improved this year and good participation numbers
- Contact Tri Womens -
  - Challenging 1st year of the series in terms of entry numbers
  - Question (Murray Matthews) regarding promotion of series which was very late last year - what is being done about this? Dave Beeche answered that last year we were limited with the time we had given the hand over of the event, this year a large amount of pamphlets and posters are in the process of being sent out.
- Sponsorship and Funding
  - Thanked the ongoing support of Contact and our sponsorship partners: 2XU, Suzuki, House of Travel, Asics, Hawaiian Tropic and Compeed.
  - Thanked our funding partners: NZ Community Trust, Perry Foundation, Youthtown, Pub Charity, Southern Trust and The Lion Foundation. A hard year for funding and the continuing risk around these funding partners as decreasing amount of grants to give away.
- High Performance Culture and Results:
  - Good progress on HP culture and training environment, but results in key events not achieved
  - Question (Arthur Klap): What is SPARC's view on investment with our current results and the Olympics? Dave Beeche answered that Tri NZ High Performance are currently undertaking a full review process with SPARC, where this will be worked through.
- Coaching and Technical Services:
  - Acknowledged Brett Reid's dedicated work over the last three years on the Tri NZ accredited coach programme which is currently with the ITU for endorsement.
  - On-going positive feedback from ITU and others on the quality of our Technical Services

- 2012 World Championship Grand Final:
  - Thanked Terry Sheldrake and Peter Fitzsimmons for bringing their original idea to the table which eventuated in Tri NZ bidding for the 2012 Wold Champs.
- Tri NZ Structure Re-Organisation
  - The Service Delivery review and a number of other strategic drivers prompted the new staffing structure at Tri NZ which now aligns with our 5 key services: 1/ Events; 2/Social training groups; 3/ Coaching/education 4/ Facilities and equipment; and 5/ Communication
- Neilson Survey data
  - Slight dip in the growth of the sport which is backed up by anecdotal feedback from events
  - Tri NZ to undertake testing of data to ensure accuracy
- Dave thanked:
  - Garry and the rest of the Board for the large amount of voluntary time they put into Tri NZ
  - Peter Fitzsimmons for being a great mentor and guiding hand behind Tri NZ
  - the Staff at Tri NZ
  - our Advisory Groups; Technical, Youth, Coaching, High Performance and the Age Group Selectors
  - other key partners and sponsors

### Consideration of 2010 Annual Report

Matters Arising: Moved that read and accepted

Moved: Garry Boon

Seconded: Terry Sheldrake

Carried

### Finance Report to June 2010

Matters Arising:

- Dave Beeche talked through the year end financial result, citing a fair performance given economic environment, acknowledging the challenges presented by the tough trust funding environment.
- Discussion around promotion of Tri Women's in Manawatu. Dave Beeche acknowledges that promotion for last years events was late and this year promotion is well underway and will follow this up further.

Moved: That the accounts be accepted:  
Ross Capill  
Seconded: Malcolm Brown  
Carried

## Appointment of Auditor

Moved: That the Board will appoint an Auditor at a later date.

Moved: Garry Boon  
Seconded: Richard Sweetman  
Carried

## Constitution Changes

- Dave Beeche talked through rational of changes as per AGM Notice.
- Discussion around legal rights of people joining Tri NZ, Dave Beeche commented that Tri NZ has sought legal advice about people joining Tri NZ in an opt in and opt out option and also mentioned that Terms and Conditions are also agreed to by people joining Tri NZ as a member
- Terry Sheldrake commented that the Zero dollar membership is a positive move and will help resolve the ongoing question of what do you get for your membership.
- Georgina Workman commented that membership will be very hard to put up again once being dropped to zero dollar; Dave Beeche acknowledged this risk, but said this was outweighed by the benefits of building the ability to communicate with the sport.
- Peter Fitzsimmons talked about how the zero dollar membership gives Tri NZ the opportunity to connect with people
- Dave Beeche acknowledged that with a zero dollar fee it is not as important for Clubs to have their AGM after the Tri NZ AGM; as in the past Clubs needed to wait for the Tri NZ membership fee to be able to set Club Membership Fees
- Dave Beeche explained constitution point 4.2.

Moved: That all Tri NZ Constitution changes are accepted.

Moved: Garry Boon  
Seconded: Georgina Workman  
Carried

## Appointment of Honorary Solicitor

- Garry Boon thanked Honorary Solicitor Tom Pryde for his continued commitment to Triathlon New Zealand.

Moved: That Tom Pryde is re-appointed as Triathlon New Zealand's Honorary Solicitor for 2010/2011

Moved: Garry Boon  
Seconded: Terry Sheldrake  
Carried

## Election of Officers

- Peter Fitzsimmons explained the format of the Triathlon New Zealand Board and announced the Part A and the Part B appointments for 2010/11.

### Part A Members (elected)

Alan Pattle  
Paul Gunn

### Part B Members (appointed)

Arthur Klap

- Garry Boon thanked the Board Appointments Panel and welcomed Paul Gunn and Arthur Klap to the Tri NZ Board
- Garry Boon acknowledged Stephen James and thanked him for his expertise and his commitment to the sport over the past few years.
- Stephen James thanked Garry Boon and wished Tri NZ all the very best.
- Garry Boon acknowledged Mark Watson and thanked him for his passion, effort and energy whilst on the board for the last six years.

## Fixing of Subscription

Moved: The Triathlon New Zealand Membership Subscription Fee for the 2010/11 season will be \$0 for all members (juniors and seniors, direct and club members).

Moved: Garry Boon  
Seconded: Georgina Workman  
Carried

Moved: The Club Affiliation Fee for the 2010/11 season should remain at \$100+gst.

Moved: Garry Boon  
Seconded: Arthur Klap  
Carried

## Recognition of Terry Sheldrake 2009 Life Membership award

- Garry Boon spoke to Terry Sheldrake's Life membership award and noted that Terry was not present at the 2009 AGM to accept his award.
- Peter Fitzsimmons reflected on Terry's involvement in Triathlon not only in New Zealand but overseas. Peter welcomed Terry into the Life Membership ranks.

- Terry Sheldrake spoke to his time in the sport and thanked Tri NZ for this recognition.

## Election of Life Member

- Garry Boon spoke to the Nomination of John Hellemans for a Life Member Award
- Endorsed by Terry Sheldrake, Arthur Klap and Paul Gunn.

Moved: To award John Hellemans with a Triathlon New Zealand Life Membership for his commitment to the sport of Triathlon

Moved: Garry Boon  
Seconded: Peter Fitzsimmons  
Carried

## Excellence Awards

- Garry Boon recognised our current Excellent Award holders; Hamish Carter, Rick Wells, Erin Baker, Bruce Chambers and John Hellemans.
- There are no recommendations for awards in 2010
- Dave Beeche identified the development of and talked through the Tri NZ Recognition Framework.

## Fixing of Honoraria

- None proposed.

## General Business

- Comment that the Notice of AGM was hard to find on Tri NZ Website
- Acknowledgement to Tri NZ for holding the AGM in Wellington
- Discussion on how to attract more people to the AGM, noted by Dave Beeche
- Peter Fitzsimmons thanked Tri NZ and Board on behalf of the Membership
- Contact Tri TV – Discussion around dates/times and content
- 2012 World Champs – Dave Beeche invited those present to stay after the AGM for a brief overview of the upcoming 2012 Auckland World Championship Grand Final.

## Election of Life Member

The President Garry Boon thanked all those present for attending and acknowledged the work of CEO Dave Beeche

- There being no further business the meeting closed at 11.33am.





# // **Financial** report

## for the year ended 30 June 2011

Tri NZ had a solid year financially showing a consolidated surplus of \$194,348. Some of this surplus will go towards funding our Olympic campaign, with the balance going to grow our reserves.

This year the Financial Statements include the financials for the Triathlon World Champs 2012 Ltd. This company has been set up to run the ITU Triathlon World Cup in Auckland in November 2011 and the 2012 ITU World Championship Series Grand Final in Auckland in October 2012.

The High Performance and Sports Services arm of Tri NZ made a reasonable surplus of \$188,363. Of this surplus, \$67,000 came from interest received on term deposits and the positive effect of the foreign exchange currency rate on the NZ dollar during the year.

Triathlon World Champs 2012 Ltd recorded a small surplus for the year, which was mostly due to interest received on term deposit and positive bank account funds.

Sponsorship revenue rose again when compared with the prior year (\$1.091 million against \$0.840 million). This was largely as a result of the sponsorship from In Kind sponsorship. We are extremely grateful to the long-term partnerships that we enjoy with our sponsors. These relationships enable us to continue providing our many services to our members and stakeholders.

Revenue and expenditure for Age Group World Champs were down this financial year due to the location of the races and less people attending.

Funding from SPARC and our community trusts remains an extremely valuable source of revenue to Tri NZ and we take this opportunity to thank them along with our sponsors, particularly our principle partner, Contact Energy and look forward to their continued support.

Looking ahead, the economic environment will continue to present us with some financial challenges, however we are in a strong position to meet these. As we build towards the London Olympics in August 2012, we aim to spend the majority of the High Performance Fund which has been specifically set aside over the last three years for this Olympic Campaign.

Lisa Greenaway  
Finance Manager



**JO LAWN**  
2011 Port of Tauranga Half

# // **Financial** report continued

for the year ended 30 June 2011

## Triathlon New Zealand Incorporated Statement of Financial Position as at 30 June 2011

	Notes	Group \$ 2011	Parent \$ 2011	Parent \$ 2010
<b>CURRENT ASSETS</b>				
Bank	5	2,071,015	974,873	713,011
Accounts Receivable		740,784	394,554	45,342
Consumables		34,087	34,087	49,869
Payments in Advance		182,163	179,900	97,620
GST Receivable		0	0	12,761
<b>Total Current Assets</b>		<b>3,028,049</b>	<b>1,583,415</b>	918,603
<b>NON CURRENT ASSETS</b>				
Plant and Equipment	6	118,029	118,029	130,489
Trademarks	7	2,651	2,651	2,798
<b>Total Non Current Assets</b>		<b>120,680</b>	<b>120,680</b>	133,287
<b>TOTAL ASSETS</b>		<b>3,148,728</b>	<b>1,704,095</b>	1,051,890
<b>Financed by:</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable		398,773	390,013	379,701
GST Payable		201,177	26,558	0
Funds received in Advance		2,041,147	785,879	358,906
<b>Total Current Liabilities</b>		<b>2,641,097</b>	<b>1,202,449</b>	738,607
<b>Members Equity</b>	12	<b>507,631</b>	<b>501,646</b>	313,283
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>3,148,728</b>	<b>1,704,095</b>	1,051,890

  
Garry Boon  
President

Date 6/9/2011

  
Christopher Boyle  
Board Member

Date 8/9/2011



**Triathlon New Zealand Incorporated**  
**Statement of Financial Performance**  
**for the year ended 30 June 2011**

		<b>Group</b>	<b>Parent</b>	Parent
		<b>\$</b>	<b>\$</b>	<b>\$</b>
	<b>Notes</b>	<b>2011</b>	<b>2011</b>	<b>2010</b>
<b>Revenue</b>				
Sponsorship	2	1,151,600	1,091,600	840,586
Grants	3	2,978,246	2,725,746	2,837,045
Event Entry fees		316,066	316,066	315,854
Age Group World Champs Entry & Admin fees		74,247	74,247	298,182
Membership/Club fees		7,121	7,121	22,736
Endorsements/Sanctioning fees		18,473	18,473	27,352
Camps and Courses		7,755	7,755	13,120
Interest		61,229	58,540	42,462
Foreign Exchange Gain/(Loss)		6,595	8,873	935
Miscellaneous Revenue	4	25,646	25,646	85,866
		<b>4,646,978</b>	<b>4,334,068</b>	4,484,137
<b>Expenditure</b>				
Administration	11	941,604	741,584	752,658
Amortisation and Depreciation	6 & 7	46,097	46,097	51,328
Loss on Sale of Assets/Disposals		2,296	2,296	4,478
Marketing and Events		1,184,370	1,077,464	1,216,082
High Performance		1,930,424	1,930,424	1,658,460
Member Services		156,231	156,231	349,645
Pathways (Coaching/Youth/Technical)		191,609	191,609	394,062
		<b>4,452,631</b>	<b>4,145,705</b>	4,426,713
<b>NET SURPLUS/(DEFICIT)</b>		<b>194,348</b>	<b>188,363</b>	57,424

**Triathlon New Zealand Incorporated**  
**Statement of Movements in Members Equity**  
**for the year ended 30 June 2011**

		<b>Group</b>	<b>Parent</b>	Parent
		<b>\$</b>	<b>\$</b>	<b>\$</b>
	<b>Notes</b>	<b>2011</b>	<b>2011</b>	<b>2010</b>
Members Equity at beginning of year		313,283	313,283	255,859
Net Surplus/(Deficit) for year		194,348	188,363	57,424
<b>Members Equity at end of year</b>	12	<b>507,631</b>	<b>501,646</b>	313,283

# // **Financial** report continued

for the year ended 30 June 2011

## Triathlon New Zealand Incorporated Notes to the Financial Statements for the year ended 30 June 2011

### 1. Statement Of Significant Accounting Policies

#### a) BASIS OF REPORTING

Triathlon New Zealand Incorporated is registered under the Incorporated Societies Act 1908. The financial statements have been prepared in accordance with generally accepted accounting practice in New Zealand as defined by Financial Reporting Standards and Statements of Standard Accounting Practice.

The Society is a qualifying entity in terms of the framework for differential reporting by the fact that it has no public accountability and the entity is not large. The entity has taken advantage of all differential reporting exemptions.

The financial statements comprise statements of the following: significant accounting policies, financial performance, movements in equity, financial position, as well as the notes to these statements.

The financial statements are prepared on the basis of historical cost.

The financial statements for the "Parent" are for Triathlon New Zealand Incorporated as a separate legal entity.

The consolidated financial statements for the "Group" are the economic entity comprising Triathlon World Champs 2012 Ltd as its Subsidiary, listed in Note 14.

Subsidiaries are all those entities over which the Group has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Incorporated Society controls another entity.

Subsidiaries which form part of the Group are consolidated from the date on which control is transferred to the Incorporated Society. They are de-consolidated from the date that control ceases.

#### b) BASIS OF CONSOLIDATION

The consolidated financial statements includes the parent and its subsidiary accounted for using the purchase method. All significant intercompany debts have been eliminated on consolidation.

#### c) REVENUE RECOGNITION

Revenue from Subscriptions is recorded as revenue in the period it is received.

Revenue from Grants that are project specific is recognised when the conditions relating to that grant have been met.

The revenue received from Sponsorship contracts is allocated over the term of the contract. Where the sponsorship relates to a specific event the revenue is recognised when the event occurs.

Revenue received in advance for a specified activity is held on the balance sheet as a liability until the income is earned and recognised in the Statement of Financial Performance.

#### d) ACCOUNTS RECEIVABLE

Debtors are stated at their net realisable value. Debts considered uncollectable have been written off. No Provision for Doubtful Debts has been deemed necessary in the 2011 year (2010: \$Nil).

#### e) FIXED ASSETS AND DEPRECIATION

Fixed Assets are shown at cost less accumulated depreciation. Fixed Assets have been written off over their estimated useful lives on diminishing value basis to calculate the depreciation charge for the period as follows:

Computer Equipment	48%
Office & Sundry	14 - 80%
Other	12%
Vehicle	26 - 30%

#### f) TRADEMARKS

Trademarks represent the cost of registering the trademarks owned by the organisation. They are being amortised over the 20 year life of the trademark.

#### g) TAXATION

The Group is a non-profit body for taxation purposes under section CW 46 of the Income Tax Act 2007 and as such no income taxation is payable on the net surplus for the year.

The Group is registered for GST and these accounts are prepared on a GST exclusive basis except for Accounts Receivable and Accounts Payable.

#### h) CHANGES IN ACCOUNTING POLICIES

There have been no changes in accounting policies during the year.

#### i) FOREIGN CURRENCY

Transactions in foreign currencies are converted at the New Zealand rate of exchange ruling at the date of the transaction.

#### j) CONSUMABLES

Consumables are event related products that are supplied to athletes on Race Day. They are valued at cost.

#### k) COMPARATIVES

Comparative figures in the financial statements relate to financial year ended 30 June 2010. Triathlon World Champs 2012 Ltd was not established until April 2011, therefore there are no comparatives for the Consolidated accounts.

## 2. Sponsorship

	Group	Parent	Parent
	\$	\$	\$
	2011	2011	2010
In Kind Sponsorship	187,600	187,600	0
General Sponsorship	624,000	624,000	585,586
Duathlon Series	10,000	10,000	20,000
National Series	167,500	167,500	145,000
National Schools Triathlon	10,000	10,000	15,000
TriWoman Series	92,500	92,500	75,000
Triathlon World Champs 2012 Ltd	60,000	0	0
	<b>1,151,600</b>	<b>1,091,600</b>	840,586

## 3. Grants

	Group	Parent	Parent
	\$	\$	\$
	2011	2011	2010
<b>a) Sport and Recreation NZ (SPARC)</b>			
High Performance	1,610,000	1,610,000	1,475,000
Athlete Performance Enhancing Grants	141,250	141,250	209,375
Coaching Development	0	0	8,000
PM Scholarships	116,710	116,710	108,358
Capability	310,000	310,000	310,000
Capability Enhancement	60,000	60,000	73,000
Sponsorship - 3rd Party Events	0	0	175,000
Triathlon World Champs 2012 Ltd	115,000	0	0
	<b>2,352,960</b>	<b>2,237,960</b>	2,358,733
<b>b) Trust Funding</b>			
NZ Community Trust	150,000	150,000	147,500
Youthtown	90,000	90,000	93,452
Lion Foundation	140,000	140,000	75,000
Perry Foundation	0	0	75,000
The Southern Trust	25,000	25,000	25,000
Pub Charity	147,490	9,990	12,940
	<b>552,490</b>	<b>414,990</b>	428,892
<b>c) Other</b> (including local Council support for events)	<b>72,796</b>	<b>72,796</b>	49,420
<b>TOTAL GRANTS</b>	<b>2,978,246</b>	<b>2,725,746</b>	2,837,045

## 4. Miscellaneous Revenue

	Group	Parent	Parent
	\$	\$	\$
	2011	2011	2010
Other	25,646	25,646	85,866
	<b>25,646</b>	<b>25,646</b>	85,866



# // Financial report continued

for the year ended 30 June 2011

## 5. Term Deposits

As at 30 June 2011, Triathlon New Zealand Incorporated held term deposits of \$841,623. (2010:\$504,633).

## 6. Plant And Equipment Summary

### GROUP & PARENT

2011	Cost \$	Depn \$	Accum Depn \$	Book Value \$
Computer Equipment	26,666	3,281	17,750	8,916
Office & Sundry	221,331	37,068	129,559	91,772
Other	7,474	897	2,392	5,082
Vehicle	38,331	4,703	26,072	12,259
	<u>293,802</u>	<u>45,949</u>	<u>175,773</u>	<u>118,029</u>

### GROUP & PARENT

2010	Cost \$	Depn \$	Accum Depn \$	Book Value \$
Computer Equipment	27,750	6,085	23,373	4,377
Office & Sundry	197,134	33,691	93,963	103,171
Other	7,474	897	1,495	5,979
Vehicle	38,331	10,508	21,369	16,962
	<u>270,689</u>	<u>51,181</u>	<u>140,200</u>	<u>130,489</u>

## 7. Trademarks

### GROUP & PARENT

2011	Cost \$	Amtn \$	Accum Amtn \$	Book Value \$
Trademarks	2,945	147	295	2,650

### GROUP & PARENT

2010	Cost \$	Amtn \$	Accum Amtn \$	Book Value \$
Trademarks	2,945	147	147	2,798

## 8. Related Parties

Triathlon New Zealand Incorporated has the following related parties as at 30 June 2011.

Juliet Fahey - Board Member

Juliet is a Level 2 ITU Accredited Official and as such officiates at some of our events. She receives petrol vouchers to cover some of her costs to attend these events. Juliet was awarded and paid a Prime Minister Scholarship \$4,000.

## 9. COMMITMENTS

Triathlon New Zealand Incorporated has no commitments to capital expenditure as at 30 June 2011 (2010:Nil).

Triathlon World Champs 2012 Limited make payments for the sanctioning fees in foreign currency to the International Triathlon Union for the 2012 Dextro Energy Triathlon ITU World Championship Series Grand Final in Auckland. In order to preserve profit margin the entity has hedged against exchange rate movements by entering into forward exchange contracts to purchase the Euro foreign currency to make these payments. These contracts are hedging specified fees for the ensuing financial year.

At 30 June 2011 the Triathlon World Champs 2012 Ltd held short term forward contracts to purchase EUR300,000 at a value of \$554,472. (2010: \$0).

### Operating Commitments

	Group \$ 2011	Parent \$ 2011	Parent \$ 2010
Amounts due in future for operating lease payments are:			
Leasing Costs - Current	39,277	39,277	118,063
Leasing Costs - Term	19,917	19,917	33,765
	<b>59,194</b>	<b>59,194</b>	151,828

## 10. Contingent Liabilities

Triathlon New Zealand Incorporated has no contingent liabilities as at 30 June 2011 (2010:Nil).

## 11. Administration Expenditure

	Group \$ 2011	Parent \$ 2011	Parent \$ 2010
Included in the Administration expenses for the year are:			
Audit fees	11,500	11,500	11,100
Consultancy (Hayes Knight)	14,514	14,514	12,968
Legal expenses	72,523	13,461	6,728
Leasing Costs	120,900	120,900	124,087

Fees paid to Hayes Knight are for assistance in the preparation of the Annual Accounts, forecasting and general advice.

## 12. Members Equity

	Group \$ 2011	Parent \$ 2011	Parent \$ 2010
Members Equity is made up as follows:			
General Funds	209,971	209,971	73,391
High Performance Fund	291,675	291,675	239,892
Triathlon World Champs 2012 Ltd	5,985		
<b>Total Members Equity</b>	<b>507,631</b>	<b>501,646</b>	313,283

## 13. In-Kind Sponsorship

The group has received sponsorship during the year that includes the provision of goods and services at no cost. Some of these items are not included in sponsorship in the statement of financial performance as the value of the goods and services provided are difficult to measure reliably. These sponsors are listed in the annual report and Triathlon New Zealand is grateful for the support of those sponsors.

## 14. Investment in Subsidiary

Subsidiary	Percentage Held 2011	Balance Date
Triathlon World Champs 2012 Ltd	100%	30 June

Triathlon World Champs 2012 Ltd has been established, and must be maintained, mainly to promote amateur sport and in particular to support the objects of Tri NZ as set out in the Tri NZ Rules by organising and promoting events that raise the profile of, and facilitate and encourage participation in, the sport of Triathlon.

## **INDEPENDENT AUDITOR'S REPORT**

### **TO THE BOARD OF TRIATHLON NEW ZEALAND INCORPORATED**

We have audited the financial statements of Triathlon New Zealand Incorporated on pages 61 to 66 and its subsidiary which comprise the consolidated and separate statements of financial position of Triathlon New Zealand Incorporated as at 30 June 2011, and the consolidated and separate statements of financial performance, statements of movements in members' equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### **Board's Responsibility for the Financial Statements**

The members of the governing body are responsible for the preparation and fair presentation of these financial statements in accordance with generally accepted accounting practice in New Zealand and for such internal control as the members of the governing body determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand).

Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

An associated company, Hayes Knight (NZ) Limited, provides sundry accounting assistance for the entity. The firm and its associates have no other relationship with, or interests in, Triathlon New Zealand Incorporated.

#### **Opinion**

In our opinion, the financial statements on pages 61 to 66 present fairly, in all material respects, the financial position of Triathlon New Zealand Incorporated and group as at 30 June 2011, and its financial performance for the year then ended in accordance with generally accepted accounting practice in New Zealand.

*Hayes Knight Audit*

12 September 2011

Hayes Knight Audit  
CHARTERED ACCOUNTANTS

Level 1, 1 Broadway  
Newmarket  
Auckland  
New Zealand

PO Box 9588  
Newmarket  
Auckland 1149

T +64 9 550 5910  
F +64 9 307 0143  
E [audit@hayesknight.co.nz](mailto:audit@hayesknight.co.nz)  
W [hayesknight.co.nz](http://hayesknight.co.nz)





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