



2013 Annual Report

*For the Year Ended
31 December 2012*

Notice of Annual General Meeting

The Annual General Meeting of Members of the Canterbury Agricultural and Pastoral Association will be held at the Sheep Exhibitors' Club at Canterbury Agricultural Park on Wednesday 20 March 2013 at 3pm. Refreshments and networking to follow. All Members are welcome to attend.



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PRESIDENT'S REPORT

The Canterbury A&P Association has just celebrated one of its largest milestones. Three of the best weathered days for some years helped the Association record the largest attended Canterbury A&P Show for many years.

The solid support we continue to receive from our exhibitors and competitors in recording close to 7,000 entries attests to the calibre and esteem that our Show holds amongst the showing fraternity in New Zealand.

The honour bestowed on the Association in having the privilege to host The Prince of Wales and The Duchess of Cornwall, as part of the Diamond Jubilee tour, celebrating 60 years of the reign of Queen Elizabeth II, is testament to the prestige our event holds nationally. It was certainly a privilege to host and present our event to them.

The 150th Anniversary Committee ably led by Donald Wright certainly put the final sparkle on the celebrations for the Association, and I wish to thank them for the planning and execution of the events. The Anniversary Dinner that was held, the whisky that was drunk and the ties, scarves and glasses will be around for people to reminisce over for years to come.

When County Comes To Town, the book celebrating 150 years of showing in Canterbury will have been well read by those who purchased a copy and has certainly recorded the history of the Association.

History has been made by the Past Presidents who have helped to establish the sound base to the Association and I thank them for their willingness to be involved in the Canterbury A&P Show.

A large part of any Show these days is the trade and exhibition areas. The magnificent support from these people plus the 150th Steam Display attests to the record numbers achieved by Sharon and we thank her for her sound efforts.

Congratulations must be recorded to the major prize-winners for 2012 including Urban Paving & Landscape Supplies, the overall winner in the Trade Section. Within the showing section our winner of the Supreme Champion Animal of Show was Dean Geddes and his Friesian Cow.

Congratulations to Tim and Sue Anderson, recipients of the Dakins Ambassador of the Year and long-time stalwart Roger James, awarded the 2012 Show Legend.

The Association also recognises the sterling support it receives from the many sponsors.

The Parades on both Thursday and Friday were spectacular, as were the 150th Anniversary Machinery Parades on Wednesday and Thursday. Special mention must be made of the 150th Anniversary Equestrian Parade. Thanks to

all who supported this and our Ringmaster Nicky Hutchinson and her team for making it happen.

Shows would not happen without the many hours of volunteer labour from our members to make it a memorable event. We thank you all for your participation.

The Committee are the integral part of any Association and I must acknowledge the sound planning and background work that you all do to support the event. It is with some sadness that I must record that Sharon Frewer and Tom Burrows are not seeking re-election for 2013. We acknowledge their dedication, leadership and participation over the years.

An event like ours is not possible without the sterling efforts put in by the Operations staff including Dugald Thomas and Nigel Allan. Your work throughout the year certainly keeps our environs and events happening and we thank you for your contribution.

To the management team of Tenth Dot Management, Rae Finlay, Geoff Bone, Sharon Lloyd, Nicola Cull, Amanda Butler, Nicki Wisker, Lois Lough and Bindy Grace, many thanks for the sound advice, work and effort that you accord and the way you are able to interact with the Board, Committees and volunteers.

Finally to my fellow Board members, thank you for your effort and management skills.

As time marches forward, change is inevitable and this year I must record the Association's thanks to Doug Marsh for his many years of sound leadership and advice as the Chairman of the Canterbury A&P Association Board. The Association recognises your wish to retire and records its acknowledgement of your sound business skills.

The second change comes with the changeover of Event Director, Rae Finlay certainly brought a different dimension to the Association and the Show when she took on the role some 12 years ago. The Association must also record the sound event leadership skills that Rae showed that lifted the Show to a new level. Many thanks and we wish you well in your new ventures.

The role of President of the Association does not happen without support and I must acknowledge the Board, Committee, Vice Presidents' Mark and Ali Fleming and Richard and Catherine Parkes for their help and assistance during the past year.

My thanks also to Barbara and my family for their help, guidance and support.

Ladies and gentleman, it has been an honour and privilege to serve this organisation for the 150th Show and 2012 year. I wish Mark and Ali and the Committee a successful 2013 year and Show.

Richard Lemon
President



ANNUAL GENERAL MEETING



EVENT MANAGEMENT TEAM

Tenth Dot Management

Canterbury Agricultural Park,
102 Curletts Road, Christchurch.
PO Box 36361, Merivale,
Christchurch 8146.

Phone (03) 365 4203
Email info@tenthdot.co.nz
Web www.tenthdot.co.nz

Geoff Bone, BCom
Managing Director/Event Director

Rae Finlay, BA, Dip Mktg
Managing Director/Event Support

Amanda Butler
Show Secretary

Nicola Cull BBus
Marketing Manager

Bindy Grace
Coordinator Events Administration

OPERATIONS TEAM

Canterbury Agricultural Park,
102 Curletts Road, Christchurch.
PO Box 9002, Tower Junction,
Christchurch 8149.

Phone (03) 343 3033
Email info@theshow.co.nz
Web www.theshow.co.nz

Dugald Thomas
Park Operations Manager

Nigel Allan
Groundsman

ORDER OF BUSINESS

Annual General Meeting of Members of the Canterbury Agricultural and Pastoral Association. To be held at the Sheep Exhibitors' Club, Canterbury Agricultural Park, 102 Curletts Road, Christchurch on Wednesday 20 March 2013, commencing at 3pm sharp. All members of the Canterbury A&P Association are invited to attend.

Business

1. President's Welcome
2. Apologies
3. Minutes of the 2012 Annual General Meeting
4. Matters Arising
5. President's Report – Richard Lemon
6. Presentation of Financial Statements/Chairman's Report – Doug Marsh
7. Appointment of Auditors for the ensuing year – Doug Marsh
8. Election of General Committee
9. Election of Officers of the Association
10. Appointment of Directors to Canterbury A&P Association Board
11. Approval of Directors' Fees
12. President's Handover – Richard Lemon
13. Business Plan for 2013 – Rae Finlay/Geoff Bone
14. General Business

Refreshments will be served at the conclusion of the meeting.

CHAIRMAN'S REPORT

Driven by the successful 150th Anniversary celebrations, 2012 was an upbeat year for the Association. The 2012 Canterbury A&P Show succeeded on all levels. A remarkable achievement considering the many significant challenges the Association has faced.

The Canterbury A&P Association in 2012 is so much more than the sum of its parts than at any point in its 150 year history. The year under review has been one of unprecedented challenge but the Association's performance has been sound.

Based on feedback and satisfaction surveys the Association and Show not only met, but exceeded stakeholder expectations. Show attendance was up 23% on prior year. Show income at \$1,728,347 was ahead 15% on base of expenses only marginally up 6%.

As always what the balance sheet does not reveal are the non-financial absolutes that comprise the voluntary, untiring effort, commitment and enthusiasm that underpin the Canterbury A&P Show success made by Committee members, volunteers and the event management team.

FINANCE

The surplus before depreciation of \$113,590 was up 160% on prior year while the after depreciation position resulted in a \$77,156 surplus versus \$10,922 loss for year ending 2011.

This result was achieved after writing off \$75,789 of 150th Anniversary commemorative books that in the auditor's opinion represented financial risk. Escalating Saleyards costs, the consequence of an Association negotiation (predating current Board), also eroded financial results. A situation that will unfortunately continue to impact negatively until 2017.

Total revenue for the year was up 17% on a base of expenses up by 14%. Member's equity rose 3.6% on a base of \$2,149,407.

In summary, based on trend analysis taking into account the Christchurch earthquake and escalating costs, the Association's financial position continues to be sound.

It is interesting to contrast the present financial performance to year 2000 when the Board was first put in place. Debt was \$2,400,000 and deficit \$464,762.

Directors reported to the 2002 AGM "after one year and for the first time in many years the Association in 2001 reported an operating surplus".

The financial position of the Association has been significantly enhanced. Before depreciation surpluses generated over the past five years exceed a half million dollars averaging \$103,000 per year. Total debt in the last five years has been reduced by \$802,993 to \$1,321,462.

By comparison with year 2000, Show visitor numbers have risen 50%, trade exhibitors have increased 42%, livestock and competition entries have risen 47% and membership is up 37%. The Canterbury A&P Show is an undisputed icon that in the past decade has contributed approximately \$120 million GDP to the Canterbury economy, attracted over one million attendees and is the major feature of New Zealand Cup & Show Week.

OUTLOOK

The Christchurch rebuild, migration increase, rural sector growth, Show brand image and identity are positive elements influencing Directors' outlook. Economic indicators show that Canterbury will have a massive GDP growth over the next few years as it is revitalised.

Event management structural change, staff resource rebuild, escalating costs, retention of grants, sponsorship, exhibitor revenue streams, neutral market reaction to gate prices, no major damage to Saleyard building that arise from current assessments and adverse climatic conditions are elements comprising the risk/vulnerability profile.

Directors' outlook for 2013 is cautiously optimistic.

2013 performance objectives constitute success criteria for measuring contracted event management services.

Objectives include:

- \$132,000 surplus after depreciation
- 15% profit growth each year following
- Committing funds from generated surpluses to capital reserves
- Show attendance to exceed 110,000

GOVERNANCE

The Board acknowledges and extends grateful thanks to the organisations who assist the Association by way of financial grants and major sponsorship including: Christchurch City Council, DB Breweries – Tui, Blackwells, Ballantynes and Fonterra Brands (Tip Top) Ltd.

Thanks are extended to the Board's professional legal, banking, audit and insurance advisors.

Richard Lemon retires by rotation and is available for re-election. The Board recommends the nomination of Ben Tothill as Director.

Celebrating and honouring the Association's 150 years has passed and it is timely to concentrate on the future success of the organisation ensuring that the Board's strategic direction is commensurate with member's expectations.

Finally, in this my last year I extend personal thanks to all past and present Directors and Presidents who have served time on the Board. Their wisdom, commitment to best practise governance, strategic capability and untiring efforts to transform an ailing at risk organisation into a dynamic market leader; successfully promoting the successes of the Canterbury rural sector and loyally pursuing the long term best interests of the Canterbury A&P Association has been nothing short of remarkable.

I also acknowledge and praise the extraordinary efforts of our 'TEAM' including members, Committees, volunteers, exhibitors, sponsors, event management personnel and President Richard Lemon, for the sum of their fervour, loyalty, and dogged effort.

A huge thank you and appreciation to you all!

Doug G Marsh
Board Chair

EVENT DIRECTOR'S REPORT

Firstly, our thanks to all the Committees of the Canterbury A&P Show who did an outstanding job in running their sections. The feedback from exhibitors, judges, stewards, sponsors and visitors on the 2012 Show has been excellent.

The Canterbury A&P Show reached its 150th Anniversary milestone due to the commitment of our exhibitors, competitors, judges, stewards, Committee personnel, sponsors, funders, contractors, suppliers, members and management team who share our vision to continue to be the largest and most successful A&P Show in New Zealand. We acknowledge all of the great people who contribute to 'bringing the country to town'.

There were 560 trade exhibits and livestock and competition entry numbers were 6974. In the livestock and competition area entry numbers increased for horses, beef cattle, dog trials, sheep, angora goats/mohair fleece, pigs, dairy goats, boer goats, machinery and Mint Lamb. There was a slight drop in dairy cattle, wool & fibre, alpacas, llamas, shearing, poultry, wine and oil.

Highlights for the 150th Canterbury A&P Show included:

- A full livestock exhibition & competition programme with over \$120,000 in prize money and coveted 150th medals for Supreme Champion winners.
- Mike Greer Homes City Farmyard, Discovery Trail and Sheep Maternity Ward.
- Food & Wine NZ Pavilion featuring the country's finest gourmet products plus cooking demonstrations.
- Children's entertainment on the Tip Top Family Lawn; the Twisty Twins, Carrot & Pickle Show and Tip Top Popsicle Planet.
- Village Green entertainment with live music from The Haze, Moorhouse and Mandy Pickering & Band.
- Scurry NZ in the Main Arena, Tracktion FMX, USAR Search Dog Demonstrations, live music from Smashbox and comedy from Michelle A'Court and Jeremy Elwood in the Tui BaaBaa Bar.
- Show favourites, the Shetland Grand National and Ballantynes Grand Parade.
- Special 150th Anniversary programme including a Vintage Machinery Display, Steam Display, 1900s Replica Trade Site, 150th Anniversary Equestrian Parade and 150th Anniversary Machinery Parade.
- 150th Merchandise - whisky, glasses, scarves & ties.
- Official Opening Wednesday 14 November on the Village Green and unveiling of the 150th Anniversary Commemorative Plaque.
- Friday 16 November - inaugural Heartland Young Auctioneers Competition on The ANZ Lawn and the launch of the Lady Isaac Scholarship.
- Hosting of the KPMG Agribusiness Leaders Breakfast.
- Feature pavilions this year included: Greater Christchurch Rebuild Pavilion, The Press Home & Garden Pavilion, Food & Wine NZ Pavilion and in the Trade and Feature Pavilion a special Wool and Fibre Display for the 150th Anniversary.

A special thank you must go to all of those people and sections who produced wonderful displays, activities and parades for the 150th Anniversary. They added to the excitement of the Show for visitors and were a wonderful tribute to this historical milestone for the Association, particularly the Steam Display, 150th Anniversary Equestrian Parade, Wool Display and Alpaca Display. An enormous amount of time and effort went into these features by many people and it added greatly to the festive atmosphere of the Show.

The Canterbury A&P Association now has a record of its history with the publication of *When Country Comes To Town*, written by Rosa Shiels and designed and printed by The Caxton Press. The book commemorates the history of the Show, former Presidents, the stories of many of the people involved in the Show and highlights of Shows past and present.

A highlight of the 2012 Canterbury A&P Show was the visit by HRH Prince Charles and The Duchess of Cornwall. It was wonderful to see them interact with so many Show exhibitors, competitors, volunteers and visitors. They genuinely were impressed with the Show and enjoyed their visit.

The entertainment programme was well received and came in significantly under budget. Maximum leverage was generated from the 150th Anniversary, the Royal visit and the fine weather which was an added bonus.

There were no health and safety issues, with St Johns reporting a relatively quiet three days. All compliance requirements were met with the woodchopping changes, other OSH requirements, fire service and Christchurch City Council for building consents, dangerous goods, liquor licensing, amusement device licenses and fire plan approvals.

Traffic Management, despite the motorway not being completed and work on Curletts Road still in progress, ran reasonably well considering the volume of traffic due to the increased visitor numbers.

There were issues with security on Thursday evening and some confusion with entry points and parking areas and these will be addressed and plans put in place for their resolution in 2013.

Overall everyone involved with the Show should feel very proud of the 150th Canterbury A&P Show. It is the combined effort and shared vision that makes Canterbury the largest and most successful A&P Show in the country.

Tenth Dot Management is proud to provide event management, marketing, administration and accounting services for the Canterbury A&P Association. I have been Event Director for the Canterbury A&P Show since 2001 and after twelve years it is time to move aside and pass the reigns to Geoff Bone to take over as Event Director. Tenth Dot Management has invested significantly over the last eight months into ensuring a smooth transition. Geoff has been the Sales Director for the 2012 Show and will take over as Event Director for 2013. I have every confidence that Geoff will bring innovation, leadership and continued success to the Canterbury A&P Show and the Association.

My sincere thanks to all of the Tenth Dot Management staff who have contributed to the Show results over the past twelve years and to all of the Committee personnel, Past Presidents, volunteers, sponsors, suppliers and contractors who have worked with us to make 'country come to town'. It has been a pleasure to work with you all and thank you all for your support.

Rae Finlay
Event Director

Show Year	Operating Profit	Sponsorship & Grants	Trade Sites	Trade \$	Livestock/ Comp Entries	Show Visitors	Ticket \$	Members
2000	(\$274,698)	\$66,174	327	\$227,032	3707	60,764	\$246,119	2075
2001	\$91,093	\$120,135	301	\$248,870	5360	97,000	\$349,354	2148
2002	\$143,279	\$86,892	353	\$290,249	4647	100,000	\$388,732	2428
2003	\$144,360	\$147,454	374	\$318,218	4507	102,000	\$374,000	2472
2004	\$123,744	\$142,024	427	\$342,053	4780	108,000	\$418,918	2475
2005	\$10,205	\$153,720	450	\$370,000	5487	109,620	\$423,000	2556
2006	\$74,934	\$172,500	501	\$405,000	7097	115,000	\$477,891	2726
2007	\$145,489	\$284,095	552	\$444,445	7160	115,000	\$520,998	2826
2008	\$130,245	\$293,377	592	\$511,318	7366	120,000	\$600,151	2958
2009	\$86,578	\$349,902	609	\$521,300	7584	90,000	\$458,165	3029
2010	\$145,868	\$364,344 *	583	\$528,764	6875	107,000	\$536,705	3079 + 203
2011	\$43,511	\$308,674	532	\$508,342	6717	100,000	\$511,634	2995 + 264
2012	\$113,590	\$321,176 **	560	\$548,232	6974	123,000	\$653,956	3044 + 247

* plus \$70,000 for Treasurers Hut Restoration

** plus \$88,000 150th Patrons and Corporate Patrons

+ Friend of the Show Member

DIRECTORS' FEES

It is recommended that the Directors' Fees remain at the current level of a maximum of \$43,000.

STATEMENT OF FINANCIAL PERFORMANCE

For the Year Ended 31 December 2012

	Note	2012 \$	2011 \$
INCOME			
Administration		8,043	4,597
Events		27,896	31,309
150th Anniversary		147,342	-
November Show		1,728,347	1,506,470
Operations		296,502	288,869
Saleyards Expense Recoveries		16,208	10,892
Saleyards Lease Interest Income		104,673	119,243
Member Subscriptions		130,709	125,649
Total Operating Income		2,459,720	2,087,029
DIRECT EXPENDITURE			
Administration	2	127,371	123,342
Events		9,601	13,582
150th Anniversary		153,308	-
November Show		1,450,090	1,376,469
Operations		348,208	279,501
Saleyards Lease Interest Expense		104,673	119,243
Saleyards Overhead Expenses		62,604	61,162
Total Direct Expenditure		2,255,855	1,973,299
OVERHEAD EXPENDITURE			
Audit		5,300	5,240
Bad Debts		490	-
Bank Charges		2,267	2,926
Insurance		51,071	30,164
Interest		3,523	5,331
Rates		27,624	26,558
Total Overhead Expenditure		90,275	70,219
Surplus from Activities before Depreciation		113,590	43,511
Depreciation	6	36,434	54,433
Surplus/(Deficit) for the Year		77,156	(10,922)

STATEMENT OF MOVEMENTS IN MEMBERS' FUNDS

For the Year Ended 31 December 2012

	Note	2012 \$	2011 \$
Total Members Funds at beginning of year		2,149,407	1,842,751
Total Recognised Revenues and Expenses			
(Deficit)/Surplus for the Year		77,156	(10,922)
Asset Revaluation Reserve		-	317,578
Total Members Funds at End of Year		2,226,563	2,149,407

STATEMENT OF FINANCIAL POSITION

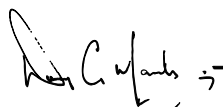
As at 31 December 2012

	Note	2012 \$	2011 \$
Members Funds		2,226,563	2,149,407
Represented By:			
Current Assets			
Bank of New Zealand Current Account		297,420	115,972
Trade Debtors	3	37,028	35,562
Sundry Debtors and Prepayments		30,149	15,258
Stock on Hand		42,108	60,570
Current Portion of Lease Receivables		247,240	240,538
Total Current Assets		653,945	467,900
Less Current Liabilities			
Current Portion of Unearned Rental Income (Stable Advances)		15,000	15,000
Current Portion of Term Loans	7	232,240	1,540,552
Trade Creditors		94,262	29,218
Sundry Creditors and Accruals		67,814	59,683
Goods and Services Tax		22,467	9,271
Total Current Liabilities		431,784	1,653,724
Net Current Assets		222,161	(1,185,824)
Non Current Assets			
Property, Plant and Equipment	6	2,034,054	2,064,989
CRT Capital		348	228
Non Current Portion of Lease Receivables		1,074,222	1,300,014
Total Non Current Assets		3,108,624	3,365,231
Non Current Liabilities			
Non Current Portion of Unearned Rental Income (Stable Advances)		15,000	30,000
Non Current Portion of Term Loans	7	1,089,222	-
Total Non Current Liabilities		1,104,222	30,000
Net Assets		2,226,563	2,149,407



Director

Date: 18 February 2013



Director

STATEMENT OF CASHFLOWS

For the Year Ended 31 December 2012

	Note	2012 \$	2011 \$
Operating Activities			
Cash was Provided From:			
Administration		4,038	1,320
Interest		4,005	3,277
Events		26,746	31,309
150th Anniversary		143,842	-
November Show		1,749,800	1,541,817
Operations		284,411	297,098
Saleyards		339,512	344,712
Member Subscriptions		130,708	125,649
		2,683,062	2,345,182
Cash was Applied to:			
Administration		142,910	124,785
Interest Paid		3,523	5,330
Net Goods & Services Tax Paid		(13,179)	(12,141)
Events		9,989	15,439
150th Anniversary		153,134	-
November Show		1,388,622	1,353,938
Operations		320,717	299,208
Saleyards Overhead Expenses		151,516	139,074
Saleyards Interest		104,673	119,243
		2,261,905	2,044,876
Net Cash Inflow From Operating Activities	8	421,157	300,306
Investing Activities			
Cash was Applied to:			
Property, Plant and Equipment Purchases		5,500	56,502
Share Purchase		120	28
Net Cash Outflow From Investing Activities		(5,620)	(56,530)
Financing Activities			
Cash was Applied To:			
Term Loans		219,089	212,149
Unearned Long Term Rental Repayments		15,000	15,000
Net Cash Outflow From Financing Activities		(234,089)	(227,149)
Total Net Cash Inflow/(Outflow)		181,448	16,627
Cash (Overdraft) at the Start of the Year		115,972	99,345
Cash (Overdraft) at the End of the Year		297,420	115,972
		181,448	16,627

NOTES TO THE FINANCIAL STATEMENTS

For the Year Ended 31 December 2012

Note 1 - Statement of Accounting Policies

Reporting Entity

The Canterbury Agricultural & Pastoral Association is a Society governed by the Agricultural & Pastoral Societies Act 1908.

Canterbury A&P Association is registered as a Charitable Entity under the Charities Act 2005. Registration Number CC39172.

Statement of Compliance and Basis of Preparation

The financial statements have been prepared taking the exemption from the application of New Zealand International Reporting Standards permitted by XRB Release 1.

The financial statements have been prepared in accordance with generally accepted accounting practice in New Zealand. They comply with approved financial Reporting Standards (FRS) and Statements of Standard Accounting Practice (SSAP) as appropriate for entities that qualify for and apply differential reporting concessions.

The Association qualifies for differential reporting as it is not publicly accountable and is not large as defined in the Framework for Differential Reporting. The Association has taken advantage of all available differential reporting exemptions except for FRS 10 Statement of Cash Flows.

Measurement Base

The financial statements have been prepared on the basis of historical cost except that land and buildings are stated at valuation. (Depreciated replacement cost).

Going Concern

The financial statements have been prepared on a going concern basis.

Specific Accounting Policies

Accounting policies adopted in the financial statements which have a significant effect on the results and the financial position that may arise:

a) Depreciation

Depreciation has been charged on the basis of cost or valuation, at rates based on the expected economic life of the asset. The following rates have been used:

Buildings	2 - 3% SL
Furniture & Fittings	10% DV
Office Equipment	10 - 48% DV
Plant & Machinery	2 - 36% DV
Motor Vehicles	10% DV

b) Valuation of Property, Plant & Equipment

Land and buildings (not including the Saleyards land and buildings), are valued at valuation (depreciated replacement cost), due to the specialised nature of buildings. Other assets are stated at cost less depreciation to date. Property, plant & equipment are written down immediately if an impairment in the value of the asset causes the recoverable amount to fall below carrying amount.

c) Trade Debtors

Debtors are valued at net realisable value after due allowance for doubtful debts.

d) Leases

Payments made under operating leases are recognised in the Statement of Financial Performance on a basis representative of the pattern of benefits expected to be derived from the leased assets.

1. Key terms of the Saleyards' lease are:

- Through to the year 2017, the rental for the premises shall be an amount equal to the principal and interest payments on the loans from the BNZ bank, such that those loans will be extinguished in 2017. Rental payments from the tenants cease thereafter.
- Maintenance costs, from 2017, are the responsibility of the tenant, subject to an apportionment to the A&P Association based on the availability to the Association.
- Certain expenses designated as property expenses are the responsibility of the Association through to the year 2017, up to a limit of \$40,000 plus GST per annum. Any amounts over this are reimbursed by Canterbury Sale Yards (1996) Limited.
- Beyond 2017 and for so long as Canterbury Sale Yards (1996) Limited has renewed its lease, rentals shall be zero. Canterbury Sale Yards (1996) Limited assumes responsibility for all outgoings including repairs and maintenance, property expenses, etc., subject only to an apportionment based on the availability of the premises to the Association.
- Canterbury Sale Yards (1996) Limited has the right to claim nine rights of renewal, each for 20 years – potentially a further 180 years.
- In the event that the lease is not renewed, all ownership and occupancy benefits and costs revert to the Association.

2. The Saleyards lease meets the definition of a "Finance Lease" under Accounting Standards. The Standard requires that the economic substance of the transaction be reported in the accounts, rather than emphasising the legal ownership.

An asset equal to the present value of the future minimum lease payments receivable is recognised for land and buildings leased to third parties by way of finance lease. Each lease payment received is apportioned between finance income and the reduction of the outstanding asset. The interest income component of finance lease payments received is recognised in the statement of financial performance using the effective interest rate method.

In practice this means that payments received under finance leases are recognised in the statement of financial performance such that the value of the income recognised is equivalent to the value of the variable interest repayments made on loans from the BNZ Bank.

These loans are effectively to be repaid by the Canterbury Sale Yards (1996) Limited in the form of future rentals.

The Association's gross investment in finance leases and the amount of unearned finance income has not been disclosed, as it cannot be calculated owing to the variable nature of the interest repayments on loans from the BNZ Bank, on which the lease payments are calculated.

The unguaranteed residual value of the leased assets cannot be calculated and the potential length of the lease including all available renewal terms.

e) Valuation of Livestock

Livestock has been valued using cost values.

f) Grants and Donations

Payments received under grants are recognised in the Statement of Financial Performance upon fulfilment of terms and conditions attached to each individual grant.

g) Changes in Accounting Policies

Accounting policies have been applied on a basis consistent with the prior year. Operations income and expenses comparatives have been reclassified to be consistent with current year classification. The changed presentation provides more relevant information about the revenues and costs of operations and assists users to better understand the financial performance of the Association.

h) Taxation

The entity is exempt from taxation.

i) Prize Money

Prize Money expenses are recognised on a GST inclusive basis.

Note 2 - Administration Expenditure

Administration expenditure includes Directors' fees of \$39,300 (2011 \$40,800) and asset leasing charges of \$0 (2011 \$3,390).

Note 3 - Trade Debtors

	2012 \$	2011 \$
Trade Debtors	37,028	35,562
Provision for Doubtful Debts	-	-
	37,028	35,562

Note 4 - Lease Commitments

The Association has operating lease commitments, payable as follows:

	2012 \$	2011 \$
Not later than one year	3,251	3,251
Later than one year but not later than two years	3,251	3,251
Later than two years but not later than five years	9,753	9,753
Later than five years	27,634	27,634
	43,889	43,889

In 2001 the Christchurch City Council acquired the Canterbury Agricultural Park land. The Association has entered into a license for 100 years from 1 April 2001 with the Christchurch City Council to occupy 90.14 hectares of that land for one month in each year. The Association has also entered into a lease for 20 years from 1 July 2001 with the Christchurch City Council with respect to 2.03 hectares of that land.

Note 5 - Capital Commitments & Contingencies

The Association has no capital commitments as at 31 December 2012 (31 December 2011: NIL).

A routine review in 2005, by the Association's accountants of its GST returns has uncovered a possible discrepancy in the Associations' past treatment of cash prizes granted.

The correct GST treatment for prize money is in doubt, and the Royal Agricultural Society of NZ (RAS) is seeking IRD clarification on the legal position. A favourable response may result in additional income of \$68,000. An unfavourable response may result in the recognition of a previously unrecognised liability, estimated to be between \$10,000 and \$15,000. Due to the level of uncertainty associated with the outcome, neither an asset or liability has been recognised.

Note 6 - Property, Plant & Equipment

	Cost/Valuation 2011 \$	Depreciation Expense	Accumulated Depreciation	Book Value 2011 \$
Buildings (Valuation)	2,117,840	38,298	285,866	1,831,975
Furniture & Fittings	85,619	712	79,471	6,149
Office Equipment	63,409	1,602	56,049	7,360
Plant & Machinery	479,387	13,629	261,608	217,779
Motor Vehicles	3,445	192	1,719	1,726
	2,749,700	54,433	684,713	2,064,989

	Cost/Valuation 2012 \$	Depreciation Expense	Accumulated Depreciation	Book Value 2012 \$
Buildings (Valuation)	2,117,840	21,279	307,145	1,810,695
Furniture & Fittings	87,119	657	80,127	6,992
Office Equipment	63,409	1,201	57,597	5,812
Plant & Machinery	483,387	12,777	274,385	209,002
Motor Vehicles	3,445	173	1,892	1,553
	2,755,200	36,087	721,146	2,034,054

The land and buildings were last independently valued in March 2011 by Will Blake, a registered valuer with Simes Limited trading as Knight Frank. Mr Blake is a member of the New Zealand Institute of Valuers.

The indemnity insurance valuation of the buildings at March 2011 is \$1,714,800 (2009: \$1,416,800).

The buildings are independently valued every two years.

Note 7 - Current and Non-Current Liabilities

The term loan from the Bank of New Zealand are secured by way of a first mortgage over the property owned by the Association, debenture over Association assets & chattels, security over horse stables, cattle, dairy and associated equipment, fittings and fixtures, truck wash down facility and administration offices situated at Curletts and Wigram Road. The term loan bears interest of 7.24%. Debt covenants are in place.

Note 8 - Reconciliation of Operating Cashflow and Net Surplus for the Year

	2012 \$	2011 \$
Net Cashflow from Operational Activities	421,157	300,306
Non Cash Items		
Depreciation	(36,434)	(54,433)
Movement in Working Capital		
Movement in Stock	(18,463)	18,555
Movement in GST	(13,179)	(12,141)
Movement in Debtors	(202,733)	(258,153)
Movement in Creditors	(73,192)	(5,056)
Net Surplus/(Deficit) for the Year	77,156	(10,922)

Note 9 - Related Party Disclosure

Tenth Dot Management Limited has been contracted to administer the operations of the Canterbury A&P Association. The management fees are based on market value for these types of services.

Apart from this disclosure, there have been no other material related party transactions.

Note 10 - Volunteers

The Canterbury A&P Association relies heavily on the valuable voluntary contribution of its Committee personnel, judges, stewards and members who give their time, skills and commitment to produce the benchmark of livestock and competition classes within the A&P movement nationally. Just over 500 volunteers contribute 22,000 voluntary hours to the Canterbury A&P Association and the Canterbury A&P Show throughout the year.

Note 11 - Sponsorship

In addition to the \$321,176 in cash sponsorship included in the November Show income a further \$279,454 of product, contra and in-kind support was also generated.

INDEPENDENT AUDITOR'S REPORT

To the Members of Canterbury Agricultural & Pastoral Association

We have audited the accompanying financial statements of Canterbury Agricultural & Pastoral Association ("the Association") on pages 5 to 11. The financial statements comprise the statement of financial position as at 31 December 2012, the statement of financial performance, statements of movement in members funds and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Director's responsibility for the financial statements

The Directors are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand that give a true and fair view of the matters to which they relate, and for such internal control as the Directors 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 Association's preparation of the financial statements that give a true and fair view of the matters to which they relate 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 Association's internal control. An audit also includes evaluating the appropriateness of accounting policies used and reasonableness of accounting estimates, as well as evaluating the 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.

Our firm has also provided additional services to the Association in relation to internal audit services. These matters have not impaired our independence as auditor of the Association. The firm has no other relationship with, or interest in, the Association.

Opinion

In our opinion the financial statements on pages 5 to 11 give a true and fair view of the financial position of the Association as at 31 December 2012 and of its financial performance and cash flows for the year then ended, in accordance with generally accepted accounting practice in New Zealand.



18 February 2013
Christchurch

150TH ANNIVERSARY PATRONS



A Patrons Programme was introduced in 2012 to give loyal supporters the opportunity to be part of the 150th Anniversary year for the Canterbury A&P Association and the Show.

150TH ANNIVERSARY CORPORATE PATRONS



tenth dot management



150TH ANNIVERSARY PATRONS

Chris & Jill Dampier-Crossley
Rae Finlay
Beverley Forrester
Peter & Nancy Gardner
David Gould & Family
Murray & Dawn Hartnell

Roger & Estelle James
Warwick Judd
Michael McEvedy
Keith McIntosh & Family
John & Liz Mc Kerchar
Patrick Morrison

Colin & Jan Notley
Philipa Pattullo
Ray Seebeck
Graham Sidey & Family
Chris & Robyn Wright
Donald & Jenny Wright

150TH ANNIVERSARY SUPPORTERS

Bob & Marion Anderson
Peter & Helen Chamberlain
Claas Harvest Centre Canterbury
Heather Forbes
Roger Gilbert
Ross & Jane Hayes
Diana, Lady Isaac

Richard Lemon
John & Ann Marshall
Eoin Mc Kerchar
Geoff & Kathryn Millar
PS Northcote
Geraldine Parkinson
Michael V Poff

Peter Redfern
Tom Redfern
E.G.O. Rutherford Family
DWG (Wal) Scott
RW (Ron) Skurr
DM & JD Stewart
Nan Westoby



OFFICERS OF THE ASSOCIATION

For the Year Ended 31 December 2012

President - Richard Lemon, Ashburton

Senior Vice President - Mark Fleming, Leeston

Junior Vice President - Richard Parkes, Christchurch

GENERAL COMMITTEE

Christine Beaton, Amberley
Tim Black, Timaru
Tom Burrows, Rangiora
David Carr, Amberley
Brent Chamberlain, Darfield
Beverley Forrester, Hawarden
Sharon Frewer, Leithfield
Peter Gilbert, Ashburton
Sally Goldsmith, Christchurch
Chris Harris, Christchurch
Chris Herbert, Amberley
Nicky Hutchinson, Little River
Warrick James, Coalgate
Charlotte Lynch, Christchurch
John McKerchar, Cave
Wayne McLaren, Christchurch
Mark Mulholland, Darfield
Bryce Murray, Greta Valley
Lex Peddie, Waikari
Kim Ridgen, Christchurch
Willie Ritchie, Geraldine
Anne Rogers, Rangiora
Graham Sidey, Christchurch

BOARD OF DIRECTORS

Mark Fleming	Canterbury A&P Association (ex officio)
Richard Lemon	Canterbury A&P Association
Doug Marsh	Chairman
Colin Notley	Mitchell Notley & Associates Ltd
Ben Tothill	Duncan Cotterill (co-opted September 2012)
Nick Walls	Leech & Partners Ltd
Chris Wright	Canterbury A&P Association

AUDITOR

KPMG

LEGAL ADVISORS

Duncan Cotterill

EVENT AND ADMINISTRATION MANAGEMENT SINCE 2001

tenth dot management

SUB COMMITTEES

For the Year Ended 31 December 2012

Cattle Committee

Brent Chamberlain

Mark Fleming

Beverley Forrester

Peter Gilbert

Dairy Convenor

Chris Herbert

Beef Convenor

Warrick James

Chairman

John McKerchar

Wayne McLaren

Anne Rogers

Alpaca Convenor

Past Presidents: P J Gardner, T Jenkins, K T McIntosh.

Co-opted: B Aldridge, G Climo, A Cox, R Driver, B

Fisher, P J Fleming, P Hansen, S Heddell, R James, S

O'Connell, T Partridge, D Pipe, N Smith, J G Stewart, A

Stokes, M Withers, P Worthington.

City Farmyard Committee

Richard Parkes

Chairman

Co-opted: J Hartnell, R Wilding.

Dog Trial Committee

Bryce Murray

Chairman

Past President: I D Stevenson.

Co-opted: P N Binnie, J Butters, A Clark, P Lankow, S

Millar, K Pauling, G Petrie.

Horse Committee

Sharon Frewer

Showjumping Convenor

Sally Goldsmith

Dressage Convenor

Chris Harris

Nicky Hutchinson

Chairman

Charlotte Lynch

Lex Peddie

Willie Ritchie

Past Presidents: J M Grigg, N A Macfarlane, C J C Wright.

Co-opted: A Acton Adams, B Black, V Black, P Cameron (Dressage Convenor), J Hawkins, J Hill (Dressage Convenor), N C James, M Lang, E May, P McIlraith, M Rebbek, M Salkeld, A Thomas, N Walls (Deputy Ringmaster, RTR Hunter Convenor).

Other Livestock Committee

Poultry, Pig, Llama, Dairy/Boer Goat, Angora/Mohair.

Mark Mulholland

Chairman

Co-opted: D Adams (Boer Goat Convenor), D Bain

(Poultry Convenor), L Dickson (Dairy Goat Convenor), B

Inwood, D Kelly (Rare Breeds/Llama Convenor), N

Macnab (Dairy Goat Convenor), G McGiffert, K Payne

(Llama Convenor), C Sundstrum, T Windle, K Winter, R

Robinson (Llama Convenor).

Shearing Committee

David Carr

Kelvyn Scott

Chairman

Past President: M Hartnell.

Co-opted: D Brooker, G Carr, D Clark, T Coster, J

Dwyer, P Groufsky, H Hammond, N Handley, D

Morrison, J Price, B Pullin, G Rowland, R Sampey, E

Watson.

Sheep Committee

Christine Beaton

Tom Burrows

Chairman

Kim Ridgen

Graham Sidey

Deputy Chairman

Past Presidents: H C Abbott, R G B Reid, H I Robinson,

I D Stevenson.

Co-opted: S Boon, A Cox, C Dunnett, T Fleetwood, B G

Lang, M McKenzie, J Ridgen, G J Stevenson, D Wyllie.

Breed Captains: G Abbott, J Anderson, W Boon, S

Brannigan, J Brown, G Burgess, J Campbell, M

Copland, C Drummond, S Ellis, I Evans, I Ford, L

McEwan, D Palmer, D Sidey, P Tait, J Winter.

Vintage Machinery Committee

Donald Wright

Chairman

Wool & Fibre Committee

Tim Black

Chairman

David Carr

Anne Rogers

Past Presidents: B Anderson, I D Stevenson.

Co-opted: B Allen, D Burrigge, R Cochrane, S Dalzell, R

Fuller, P McCusker, D McKay, N Stott, J Winter.

Woodchopping Committee

Anthony Gillsmen

Gordon Mannering

Gordon Smith

150th Anniversary Committee

Nicola Cull

Rae Finlay

Mark Fleming

Richard Lemon

Charlotte Lynch

Richard Parkes

Ian Stevenson

Chris Wright

Donald Wright

Chairman

NOMINATIONS/RESIGNATIONS

OFFICERS OF THE ASSOCIATION

Nominations

The following nominations have been received for Officers of the Association for the ensuing year:

President - Mark Fleming	Nominated Richard Lemon/Seconded Warrick James
Senior Vice President - Richard Parkes	Nominated Richard Lemon/Seconded Nicky Hutchinson
Junior Vice President - Nicky Hutchinson	Nominated Richard Lemon/Seconded Charlotte Lynch

GENERAL COMMITTEE

Resignations

Tom Burrows Sharon Frewer

Nominations

Three vacancies exist for the 23 seats on the General Committee. This is due to two resignations and Nicky Hutchinson moving to Junior Vice President.

Nominations have been received for:

Greg Burgess Nominated Richard Lemon/Seconded Ian Stevenson

Greg is General Manager of the New Zealand Sheepbreeders' Association and Club Secretary of the Canterbury Sheep Exhibitors' & Pastoral Association (The Club) and is closely involved with the Canterbury A&P Show, giving him an affinity with the event. Greg realizes it is the people behind the Show that make it a success, the numerous meetings leading up to the Show, where planning and improvements are realized and the many volunteers who work tirelessly for the event.

Andrew Stokes Nominated Warrick James/Seconded Mark Fleming

Andrew lives in Oxford. He is married with two children. The family are all involved in showing. They farm 700 hectares with sheep, deer, beef and crop, also running an Angus Stud and Texel Stud, showing stock from both. Andrew is Convenor of the Oxford A&P Show Cattle Section, he has been a member of the Canterbury A&P Association Cattle Committee for 4 years.

Jaime Hawkins Nominated Richard Lemon/Seconded Nicky Hutchinson

Jaime is an enthusiastic supporter of the Canterbury A&P Show. Her family background with the Show goes back to her grandfather Bob Hawkins who started showing Clydesdales in the early 1970's. Jaime has helped her grandfather from the age of 11 and has not missed exhibiting at the Show since. Jaime has been on the Horse Committee of the Canterbury A&P Association for 8 years and has also recently joined the NZ Clydesdale Society Committee; Jaime was President of the Canterbury Clydesdale Club for 7 years and is still on the Committee.

BOARD OF DIRECTORS

Resignations

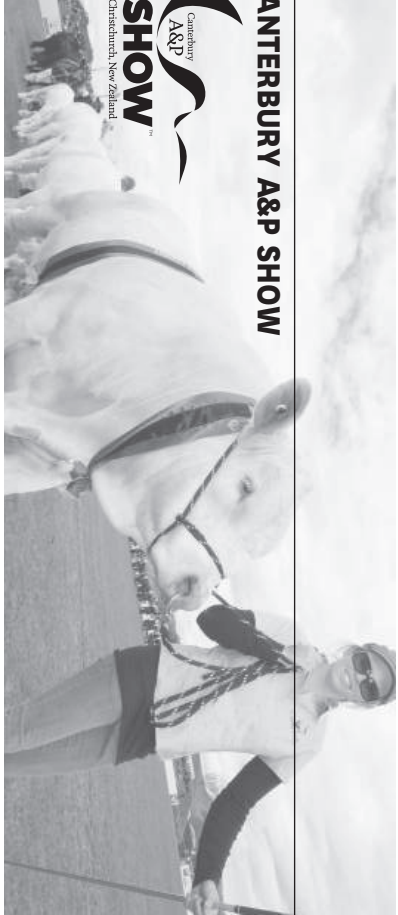
Doug Marsh retires by rotation and is not seeking re-election.
Richard Lemon retires by rotation and offers himself for re-election.

Nominations

Ben Tothill	Nominated Colin Notley/Seconded Nick Walls
Richard Lemon	Nominated Peter Gardner/Seconded Beverley Forrester

	2012	2011	2010	2009 Royal	2008 Royal	2007 Royal	2006 Royal	2005	2004	2003	2002	2001 Royal	2000	1999	1998	1997 Royal
Horse	3303	3224	3392	3595	3489	3411	3305	2697	2371	2292	2548	2868	1904	2362	2079	2739
Cattle	801	702	770	877	732	834	962	451	380	406	468	759	358	453	450	1145
Dog Trial	187	157	178	164	212	185	199	168	144	140	146	171	155	101	63	88
Sheep	1246	1063	975	1103	1111	1064	1181	983	1037	998	997	1199	1022	1032	1127	1544
Angora Goat/Mohair	58	51	63	63	57	66	54	75	29	54	60	33	18	4	52	55
Wool/Fibre	121	128	122	179	146	141	135	108	108	157	125	153	203	189	165	375
Pigs	2	1	0	11	12	13	5	39	46	47	39	47	37	20	66	130
Dairy Goat	83	55	31	75	50	61	40	41	33	22	17	18	-	-	-	19
Boer Goat	85	84	97	88	91	86	56	-	-	-	-	-	-	-	-	-
Machinery	24	15	15	16	17	24	16	17	20	12	14	8	10	6	12	12
Alpacas	239	286	266	283	326	243	316	222	153	133	107	94	-	-	-	-
Llamas	74	90	101	141	116	78	57	49	48	32	-	10	-	-	-	-
Shearing	132	136	116	125	107	129	121	136	89	69	67	-	-	-	-	-
Poultry	83	109	137	152	173	177	174	74	7	-	-	-	-	-	-	-
Woodchopping	105	105	110	120	122	110	98	90	50	45	45	-	-	-	-	-
Aromatic Wine	310	408	377	473	496	365	271	248	214	85	-	-	-	-	-	-
Gourmet Oil	43	55	40	47	49	37	54	29	29	-	-	-	-	-	-	-
Christmas Cake	-	-	-	-	-	52	54	41	-	-	-	-	-	-	-	-
Wired & Woolly	-	-	-	-	-	-	-	19	17	15	14	-	-	-	-	-
Mint Lamb	78	48	85	72	60	85	-	-	-	-	-	-	-	-	-	-
TOTAL	6974	6717	6875	7584	7366	7161	7098	5487	4775	4507	4647	5360	3707	4167	4014	6107

SHOW ENTRIES



Christchurch, New Zealand
SHOW
 Canterbury
 A&P

ANTERBURY A&P SHOW

AWARDS & FEATURE COMPETITIONS



Dakins Ambassador of the Year Presentation, Thursday 15 November 2012. L/R - Richard & Barbara Lemon (Canterbury A&P Association President and First Lady), Rose & Diane Dakin (sponsor), Sue & Tim Anderson.

DAKINS AMBASSADOR OF THE YEAR

The Canterbury A&P Association has a long and distinguished history since its inception in 1863 and is justly proud of its promotion of agribusiness and supporting industries. The biggest event in the South Island could not go ahead every year without the hard work of dozens of Canterbury farmers, some of whom go above and beyond when supporting and promoting the Association and the annual Show.

Since 1989, the Ambassador of the Year Award has given the Association the opportunity to honour a farmer or competitor who has been seen to support their ideals and focus.

The 2012 Dakins Ambassador of the Year was awarded to Tim and Sue Anderson.

Tim and Sue have exhibited at A&P Shows throughout Canterbury including the Canterbury A&P Show, for approximately 40 years. Tim has judged at numerous shows throughout the country including two Royal Shows. Tim is currently President of the Perendale Sheep Society of NZ and on the National SIL Advisory Committee. The family farm, Kalimera, is a challenging hill country farm and they have been very innovative in their farming methods to bring out the best of the farm. Both Tim and Sue are also highly involved in a number of other community organisations.

Thanks to the Dakins Group of Companies for their sponsorship of the Ambassador of the Year.



Show Legend Presentation, Thursday 15 November 2012. L/R - Richard Lemon (Canterbury A&P Association President), Roger & Estelle James, Barbara Lemon (Canterbury A&P Association First Lady).

SHOW LEGEND

The ingredient that is the true essence of the success of the Canterbury A&P Association and annual Show is its people.

The Show Legend celebrates the people who are truly passionate about the Show, who give their time freely and enthusiastically to support the A&P movement. It is these people who are often the unsung heroes that truly make the Show a success.

The 2012 Show Legend was awarded to Roger James from the Cattle Section.

Roger, who recently turned 80, has been involved with the Show movement all of his life. He rode his pony at his first show aged 5 and since then has exhibited and judged cattle throughout New Zealand as well as judging in Sydney and Southern Chile. After arriving in Canterbury in the early 1960's Roger became a member of the Canterbury A&P Association and hasn't missed many shows since then. Roger and his family began to exhibit cattle at the Canterbury A&P Show in 1974, son Warrick and family continue showing to this day. In recent times Roger has been on the Cattle Committee with his main role being that of Shed Marshall. He is supported by his wife Estelle who has worked tirelessly behind the scenes for over 55 years.



2012 Mint Lamb Competition winner Hugh Taylor.



MINT LAMB COMPETITION

North Canterbury farmer Hugh Taylor took out the 2012 Mint Lamb Competition, producing the country's best lamb from paddock to plate. Farmers from throughout New Zealand were invited to showcase their quality lamb and compete in the competition that celebrates the quality and variety of lamb available in New Zealand.

Lambs were judged on the hook at an Alliance plant for Best Overall Yield. The Top Best Overall Yield from each class (dual purpose, dual purpose/cross terminal, composite/crossbred cross terminal and terminal) from the North Island and the South Island and then the next ten highest yielding lambs overall were the finalists. The finalists were Tender Tested at Lincoln University and then Taste Tested at the 2012 Canterbury A&P Show.

The cuts of meat were cooked by leading Christchurch chef Gary Miller and taste tested in front of Show crowds. Judges included Ross Thomson (Alliance Group), Ed Martell (Hazlett Rural Limited), Amy Adams (MP – Selwyn), Geoff Henthorn (Novartis) and celebrity chef Chris Fortune.

The overall winner received the Alliance trophy, ribbon, cash prize of \$1000 plus a \$700 Zolvix product voucher. Second (\$500 cash, \$350 Zolvix voucher) went to William Featham from Hastings and third (\$300 cash, \$150 Novartis voucher) went to Murray Smith from Rangiora.

Drafters also had the chance to win with the Drafter of the winning lamb receiving a bottle of Canterbury A&P Association 150th Commemorative Whisky. The whisky went to Marcus Taylor.

There was no entry fee for the competition; proceeds from the gift lambs were credited to the Canterbury A&P Association to support the development of the Canterbury A&P Show.

MORE FM TRADE EXHIBITOR OF THE YEAR

Winners of the 2012 MORE FM Trade Exhibitor of the Year Award were announced on the Wednesday evening of the Show at a presentation in Stu's BBQ Cafe; all exhibitors were invited to attend.

The Overall Winner received a prize package including a \$5000 radio advertising contract with Canterbury's MORE FM. Section winners received a trophy, ribbon and certificate.

Overall Winner: Urban Paving and Landscape Supplies.

Best Presented Food & Wine NZ Pavilion Site: Ruahine Wines.

Best Presented Marquee Trade Site: Natural Habitat Homes NZ Ltd.

Best Presented Indoor Trade Site: Westland - The Last Best Place (Westland District Council).

Best Presented Small Outdoor Trade Site: The Crowded House Furniture Company.

Best Presented Medium Outdoor Trade Site: Urban Paving and Landscape Supplies.

Best Presented Large Outdoor Trade Site: Archibalds.



Overall Winner: Urban Paving and Landscape Supplies.





Mock Auction conducted on Friday 16 November at the 2012 Canterbury A&P Show.

HEARTLAND

HEARTLAND YOUNG AUCTIONEERS COMPETITION

The 2012 Heartland Young Auctioneers Competition, held at the Canterbury A&P Show, was won by Glenn Peddle of Peter Walsh & Associates, with Ryan Andrew of PGG Wrightson finishing in second place. Seven auctioneers from the South Island competed in the inaugural competition.

Glenn was brought up on a farm in Wakari and attended the local Hawarden Area School. His first job was as a casual musterer around North Canterbury and Omarama. He started his career in the livestock industry as a livestock clerk in Christchurch, before becoming a stock agent servicing lifestyle farmers in the area. Glenn joined Peter Walsh & Associates as a livestock broker in 2007, looking after the company's inland Canterbury clients – from the Rakaia through to Parnassus. He was instrumental in re-establishing the sale at Coalgate and regularly assists with the auctioneering.

Entrants in the Young Auctioneers Competition were tested on auction rules and then involved in a mock auction to test their auctioneering skills. Each entrant was required to sell two lots of heifers/bulls; entrants were given prior notice of lots to sell and access to the breeder. The auction was held on Friday 16 November at the 150th Canterbury A&P Show in front of Show crowds.

Judges were impressed with Glenn's knowledge of auctioneering rules and his delivery as an auctioneer, commenting that he displayed the complete package, from opening the auction, selling the cattle to closing the sale. Glenn was the oldest of the seven entrants and his experience in the sales ring showed on the day.

Glenn will attend the Sydney Royal Easter Show to watch the Australian Young Auctioneers Competition. Competition organisers hope to extend the competition to include a Trans-Tasman competition with plans for 2013 to extend the competition to a national event.

Glenn was awarded the New Zealand Stock & Station Agents Association (NZSSA) Young Auctioneers Trophy, \$2000 from Heartland Bank and a \$500 Swanndri clothing voucher.



2012 Keith Fincham Memorial Trophy recipient Noel Handley.
PHOTO: The Flatmatesart Company

KEITH FINCHAM MEMORIAL

In 2005 the Shearing Section introduced the Keith Fincham Memorial, an annual acknowledgement of outstanding contributions made to the section by individuals in honour of the years of dedication and commitment displayed by Keith Fincham.

Noel Handley was the recipient of the Keith Fincham Memorial for 2012 in recognition of his services to the shearing industry and to the Canterbury Shears.

Noel was recognised with a medal and perpetual trophy presented at the 2012 Canterbury A&P Show, Christchurch.

2012 CANTERBURY A&P SHOW SPONSORS

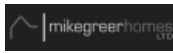
STRATEGIC PARTNERS/SUPREME CHAMPION SPONSORS



GRAND CHAMPION SPONSORS



CHAMPION SPONSORS



RED RIBBON SPONSORS

Accessman, Acrow Scaffolding, ACTO Agriculture, Air Rescue and Community Services, Angus New Zealand, BNZ Partners, Campaign for Wool, Ecolab, Electrolux, Ellesmere Transport, Essential Nutrition, Fahey Fence Hire, Frews Transport, Hawkesbury Road Clothing, Interislander, Matua Valley Wines, National Trade Academy, NZ AgBiz, NZ Sheepbreeders' Association, Silver Fern Farms, Swannndri NZ Ltd, Synlait Milk Ltd, Taylor Contracting, Teetra, Waimak Corporate Water.

BLUE RIBBON SPONSORS

AgriSea NZ Ltd, Allflex New Zealand Ltd, Canterbury ATV's Ltd, Clarke McKenzie Ltd, CRT Real Estate, Davie Lovell-Smith Ltd, Elders Primary Wool, Gordon Gilbert, Honda Country, ICS Manufacturing, Jeremy Lothead, Kate Hamilton, Kelvyn & Jill Scott, Lamb & Hayward, Mainland Minerals, North Canterbury Federated Farmers, NZ Corriedale Breed Society, NZ Export Growers Orchid Association, NZ Merino Company, Otago Ultrasound Livestock Scanning, Pullin Shearing Ltd, Reefton Engineering, Robertson Farm Machinery, Semex NZ Ltd, West Acre Farm Ltd, Weston Stockfeeds, World-Wide Sires, Yaldhurst Wools.

ORANGE RIBBON SPONSORS

Aakland Chemicals, Absolute Storage Christchurch, AgRural Ltd, Apparel & Merchandising Solutions, Ashe Memorial Fund, BJ & CS Logan, Caiithness Sport Horse Stud, Canterbury Appaloosa Club, Canterbury Saddlery, Charles Wiffen Wines, Colin King, Connemara Pony Society of NZ Inc, CRT, David Reid Machinery, Dawn & Murray Hartnell, EmbryoCo NZ, Faskine Farms, Fiber Fresh Feeds Ltd, Five Star Beef, FMG, Glenmark Shearing, Greg Watson Showing Canes and Whips, H Dawson Woolbuyers, Helen Spencer-Bower, JB & M Philp Shearing Contractors, KD Vallance Ltd, K & D Webster Shearing, Lake Crichton Waterski Park, Mazine Partsworld, Mohair Pacific, Mohair Producers Canterbury Inc, Moores Riding Wear, Moriarty Shearing Ltd, Murray Downs Murray Grey Stud, NC James, Nesbit Shearing, NRM NZ Ltd, NZ Horse & Pony Magazine, NZ Riding Pony Society, Price Shearing Ltd, Proshear, Read Industrial Services, Ribbons & Rosettes NZ Ltd, Rotherham Hotel, Rural Livestock Ltd, Saddlery Barn, Saddlery Warehouse, Samen NZ, SGS Wool Testing Services, Stephanie Bullock, Striding Edge Horse Shoeing Ltd, Sub 5 Private Security, Talbot Silver, The Flatmates Art Company, The Gums Partnership, Totalspan, Veehof Dairy Services, Xcell Breeding Services, Zilco.

MEDIA PARTNERS





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