

The SCOPE

December 2013

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NZPHGA Making Headway

By Adrian Moody

Whenever we start a new project, building a fence, a shed or a business it seems that a lot of work can be done for very little visible result. Then comes a day when all that preparation of a sound foundation seems to miraculously bloom. The deer netting goes up, the roof and walls of the shed are clad or the business starts to become profitable and grow.

I think we have seen such a process over the last few years with the NZPHGA. Now we are seeing some good results.

The passing of the Game Animal Council bill into law is a watershed change for our valued game animals. I recall talking to Cam Speedy some years ago when he was preparing a game management program for our wild Wairarapa deer. I was hoping to see the property consistently produce half a dozen wild Red stags over 300 Douglas Score annually. Cam said New Zealand should be producing over 100 such wild trophies every year but the reality is 3 or 4 for the whole country.

Well with Cams guidance our property is achieving the goals we set. The principles of game management are simple with different strategies for desired outcomes. So the challenge now is to see sound game management implemented for New Zealand. A huge breakthrough, but this is a beginning not a completed work!

We have been aiming for training courses for hunting guides for years. Well now they are here! The first course at Manuka Point was a great success, with many more to come. See comment on the course in this issue. Built by hunting guides with input from some others, notably NZDA, this course is tailored to our needs.

At last we will be able to present substantial credentials of competence in the international arena as for example do the Professional Hunters of Africa or the Registered Guides of Alaska. Without doubt many of our members already operate to the highest standards. But it will be nice to be able to demonstrate accreditation. Assuming you have

successfully completed the PH Academy course that is. That's the next challenge!

AGM Wanaka. Well this was an excellent AGM with the best attendance for years. Happily we saw some members we have not seen for a while, welcome back! Great to hear constructive discussion on many subjects. There's an old saying in farming: "Do it once, Do it right." I don't know if they invented that at Minaret or just adhere to it. But certainly we saw a great example of how to run a farming or tourism business. All attending were treated to a great adventure, crossing to the station on the barge, helicoptering to the tent camp, enjoying the first class hospitality offered and some even landing back on the barge on the return crossing in the afternoon.

Must not forget the first evening get together at Alpine Helicopters Hangar at Wanaka airport. Ice (fresh from the hill) cold beer in the helicopter pod was a unique feature. I took the chance to have a marvellous P51 Mustang flight. Although in the cockpit one cant really hear the classic V12 Merlin note apparently those in the hangar were able to do so! Many thanks to the Wallis family for their kind hospitality.

At the AGM Sir Tim Wallis was invited to become Patron of the NZPHGA. Sir Tim has accepted. This highlights our recognition of his pioneering work in helicopter recovery, live capture and the development of the deer farming industry. All of these contributions have been very significant to guided hunting in New Zealand and skills developed will carry on into the future management of our game animals.

This year has seen strong growth in membership so a warm welcome is extended to the following who joined this year: Zion Pilgrim, Brad Travers, Craig Smith, Shaun Alison, Snow Hewetson, Stacey Anderson, Ari Overmaars, Duncan Stewart, Dan Rossiter, Brent Moody, Croc Adams and Aaron Kent.

All best wishes,
Mr Ed.

Cover pic: Banging to AGM

Happenings AGM

By Roger Duxfield



Unloading at Minaret



Tent camp Minaret Station



AGM icebox

AGM

For those fortunate enough to attend our AGM I'm sure they will endorse my comments of praise and appreciation to the Wallis Family as superb and generous hosts. For those unable to attend I'll try to paint a picture for you...

Initially we were invited to attend a delicious barbeque dinner in the Alpine Helicopters' hangar, with Matt Wallis as our resident chef. He turned out some fine venison steaks and salmon fillets. The cool beers were sourced out of the pod on the Squirrel. Toby Wallis had put T.I.A's representative, Evan Freshwater to good use by taking him up onto a ridge to help shovel snow into the pod for the "bar" that night.

Next morning we all met on the Haast Highway, and an army of 4x4 vehicles loaded onto the Minaret's barge (ably captained by Jonathon Wallis). Then off we went across the rough lake to Minaret where we all assembled in a very clean woolshed.

The well-attended meeting's content is documented elsewhere but I feel that one of the highlights was that Sir Tim Wallis accepted the position of Patron of NZPHGA. While he will not have an active role to play within the Association, he is quick to point out some of the things that have worked, or not, for him in the past. He worked hard on the political front battling for the deer industry in the early days of live deer recovery and farming. Just as Sir Tim has done in the past your Exec spends time in Wellington fighting to refine and gain acceptance of our industry, with an aim of long term sustainability.

At the conclusion of the AGM many of us chose to fly up the Minaret's Lodge and tent camp. What a beaut site with all the boardwalk access ways to very well appointed bedrooms & ensuites under canvas, and a main lodge set up to cater to clients 24/7. It's a fantastic example of what our industry has to offer, and the importance of putting an appropriate value on the experience a client is purchasing. The message

I received from our AGM was not to be afraid to go upmarket. Many of our members have very well appointed facilities, and all have access to some unique spot in New Zealand which, in the client's eyes contributes to an awesome experience.

I know the work that goes into providing an AGM venue and on behalf of our members would like to thank the Wallis Family for the time and effort they put into providing a memorable time for participants.

AATH

I was invited along to a meeting between the Minister of Conservation (Hon Nick Smith) and some of the key players amongst the AATH operators. Prior to this meeting Gerald had studied and tweaked their Code of Practice. The Hon Peter Dunne, as part of his Confidence and Supply Agreement wanted to create another law which would hugely restrict the use of helicopters on Public Land. We lobbied for a compromise, which was accepted. This, in effect, will bring some of the complaints, issues, and aspects of the Code of Practice under the Game Animal Council, with the Minister's oversight. As a result of the meeting a small amendment was made to the Bill and because AATH concessions are about to expire the Minister put the Bill before parliament under urgency.

Game Animal Council

This Bill has now been passed and given it's Royal Assent (28th November 2013). We had only a few hours notice that the Bill was going to be tabled and it was at that point that a couple of MP's requested a written statement from us to enable them to verbally support it. This was duly delivered after consultation with James Guild and by committee we created a couple of statements around the commercial advantages that the Bill should present.

Now the real work starts, as we must ensure as professional hunters that this Council delivers some real-time benefits.

Tahr Interest Group

By Marcus Pinney

The tahr interest group met in August. Since this meeting we now have a Game Animal Council. TIG will now work together with GAC to help improve the management of our tahr herd for all interested parties. The GAC will provide Legislative backing, technical support and provide continuity. This new platform should allow hunting and guided hunting interests to be considered and hopefully better understood than they have to date.

Last year we had the unfortunate situation where a large number of bull tahr were culled by NZDA members. This incident was a direct attempt by the Department of Conservation (or members of) to cause conflict between different hunting groups. With better communication between hunting groups and the department these situations should now be avoided.

To finish up with more positive news, the tahr statue is now in place at Lake Pukaki. There will be an official opening in the near future.

Public Liability Insurance

We are currently looking at the feasibility of providing our membership with public liability insurance. The Fishing Guides Association and the NZDA both have similar policies for their members. This kind of cover is essential for the kind of businesses we run on public conservation land. If one of our members were responsible for a forest fire or polluting a waterway the benefits of this insurance would soon be realised. Sure no one plans to do this kind of thing, but as we all know these kind of incidents and accidents can and do happen!



Presidents Report AGM

By Gerald Telford.

Minaret Station, Wanaka, 17th October 2013

This report is a comprehensive overview of the associations activities over the past 12 months, drawing on some historically events as well as looking at our 2014 directions.

With the theme of this AGM being "future proofing" our high yield /low impact industry and making sure our voice is heard while operating along side a Game Animal council (GAC) we must look to the future. The past is something to look back at and learn from. Change is always happening and if we are not prepared to embrace and lead the change we are not future proofing our industry.

The past 3-4 years had seen a division within our industry, that division was a product of the circumstances of that time. Things have changed, I refer to the issues that surrounded Aerial Assisted Trophy Hunting (AATH) and the gap that divided and threatened our industry. So what has changed? Lots of small things, time reflecting helps, politics change and the people playing the politics change. 12 months ago Kate Wilkinson was Minister of Conservation, then associate minister Peter Dunne took the lead, he also fell before the political machine and with that Nick Smith returned from "gardening leave", all in 12 months.

My personal wish to have this AGM themed "Dunne and Dusted" in reference to Peter Dunne was perhaps correctly perceived by your executive as a tad insensitive!

But the main change within our industry in regards to AATH came with a small effort to actually talk face to face and then listen, rather than assume. I believe we are all on the same track now and to support that, NZPHGA has added its full support to AATH operators as they look to have their operating permits (concession) renewed. The past 5 years have seen these permits issued for just 1 or 2 years, currently it is hoped that a 5-10year permit will be issued. The important thing is that the Association is supporting the overwhelming majority of its members and that is what your executive is here to do, support our industry.

And support it we must, as the competition from our international competitors has the potential to further erode NZs share of the international market. More importantly, we must not devalue our product by

reckless competition within our organization. If we as operators do not know and value our own product and uniqueness of our product and destination, then how do we expect our customers to value what we offer.

Our subs for 2013-2014 will not increase, our membership continues to grow, with prudent expenditure and sound financial direction we can maintain our current position and fund the re development of our new website and most importantly our industry standards and training program.

Your strong relationship with NZ tourism Industry association (NZTIA) continues as the treasurers report shows its does come at a significant cost to us but there is no doubt within the current executive that the benefits of membership to TIA at the very least balance the cost to our association.

Evan Freshwater will be travelling to SCI at our invitation in Las Vegas in February and again support NZPHGA on the association booth. What isn't as transparent with our membership to NZTIA are the benefits of TIA's connections in Wellington, particularly to Tourism NZ. NZTIA are currently supporting NZPHGA as we pursue funding opportunities that have presented themselves after last years budget, We also need no reminding of NZTIA efforts this past March in their swift and affective actions relating to Air NZ and there firearms charges. Your executive are unanimous in continuing our membership with TIA.

Other partnerships that present further opportunities are with the DoC. NZPHGA is fortunate that Geoff Ensor has been appointed as director within DoCs new partnership services operation. Geoff's move from TIA to DoC is the perfect platform from which NZPGHA can build and develop new partnerships with DoC. Geoff will present a brief on his new role later this morning.

The GAC establishment is imminent, possible before the end of the year. Roger Duxfield will provide an update. It is envisaged that when the council is up and running the need for the considerable expense in trips to Wellington to lobby politicians will decrease significantly, something that will please our treasurer and myself.

The single biggest question with the GAC is who will lead it. It will require a very specific and qualified person, one that has considerable expertise in governance and establishment roles. Whoever it is must have the ability to lead, manage and direct a diverse group towards common goals.

Your Scope magazine continues to be the main source of information that brings the membership up to date with what your executive is doing and covers all the opportunities and the threats that go with the day to day operations we all run. We are bound to deliver 2 editions a year ,the next edition will follow this AGM. It should not fall solely upon the editor to supply as well as arrange the material that goes into Scope, as your magazine it requires your support so please help Adrian out where you can by putting pen to paper and sending thought interesting and informative materials for him to use. It is planned to have the next copy with the membership before many of us depart to the USA for the summer convention circuit.

Health and Safety continues to make its presence felt within our industry. Your SMS 's have been internally audited and you are all in procession of the additional pages that address Drugs and Alcohol and Dangerous Terrain. You must read and be familiar with these, put them into your SMS and while you there check everything else is up to date with your SMS-first aid certificates?

As an association we can only supply you with the information, it is up to each and everyone of you to be totally in charge of your SMS. We can't do anything more for you other than provide the material and support. Be responsible.

Membership is steadily growing which is very encouraging. Along with new membership comes our training program. Our first program is to be run this December(16th-19th). The course outline will be tabled at this meeting. James Cagney and Don Patterson are leading the development of our standards and training. The aim is to have the training program adopted by the GAC upon its establishment. The training program will accompany your SMS and become your operating manual. The opportunity is not just for new members; the training course is open to all members and will benefit everybody. There are costs involved with the establishment of the program. The executive have approved funding to have the training and instructors manuals produced and James time valued. It is expected the residential course will run over 4 days at a cost close to \$1500 per member. Costing options are being investigated. The important issue is that the first course will be run and from there the only direction is upwards and onwards.

Thanks to my executive for their inputs and efforts over the past year. Some of you are busier than others but be assured things change and with new projects planned there is much to be done. We are fortunate to have such depth and different areas of expertise on which to draw.

The rebuild and upgrade of our current website is a priority for 2014, Simon Guild has the lead on this and with the support of other members and funding approved we hope to see the new website in the next few months.

Hearing on Conservation management strategies (CMS) for Southland, Otago and Canterbury are approaching. I'll be presenting an association submission to the Otago conservancy on the 24th October in Wanaka. CMS have in theory a 10year life span and are DoCs planning and objectives for the next 10years. It's important to have NZPHGA input into these plans, its often debated as to their value as they do seem to change constantly and continuously within there life span. The important point is that NZPHGA is seen as pro active with the Doc and able to have input into parts of the planning documents when there actions are seen as having effects on our operations. The new partnership division within DoC may offer some insight on the CMS opportunities.

Another project for the coming year will be to continue to work with ACC as we explore options with them on the levels of our levies. If we are able to support our claim that we and our clients are indeed low risk then there is ever chance that we can join a Worksafe scheme with Acc and receive the considerable benefits from such a scheme, i.e lower levies. We have looked at this before, as have TIA but a recent trip to Wellington suggested our Association may wish to go back and revisit our previous efforts.

Let's head into 2014 and enjoy the prospects of a good season, an improved market and the belief in ourselves and NZ as a unique and valued destination.



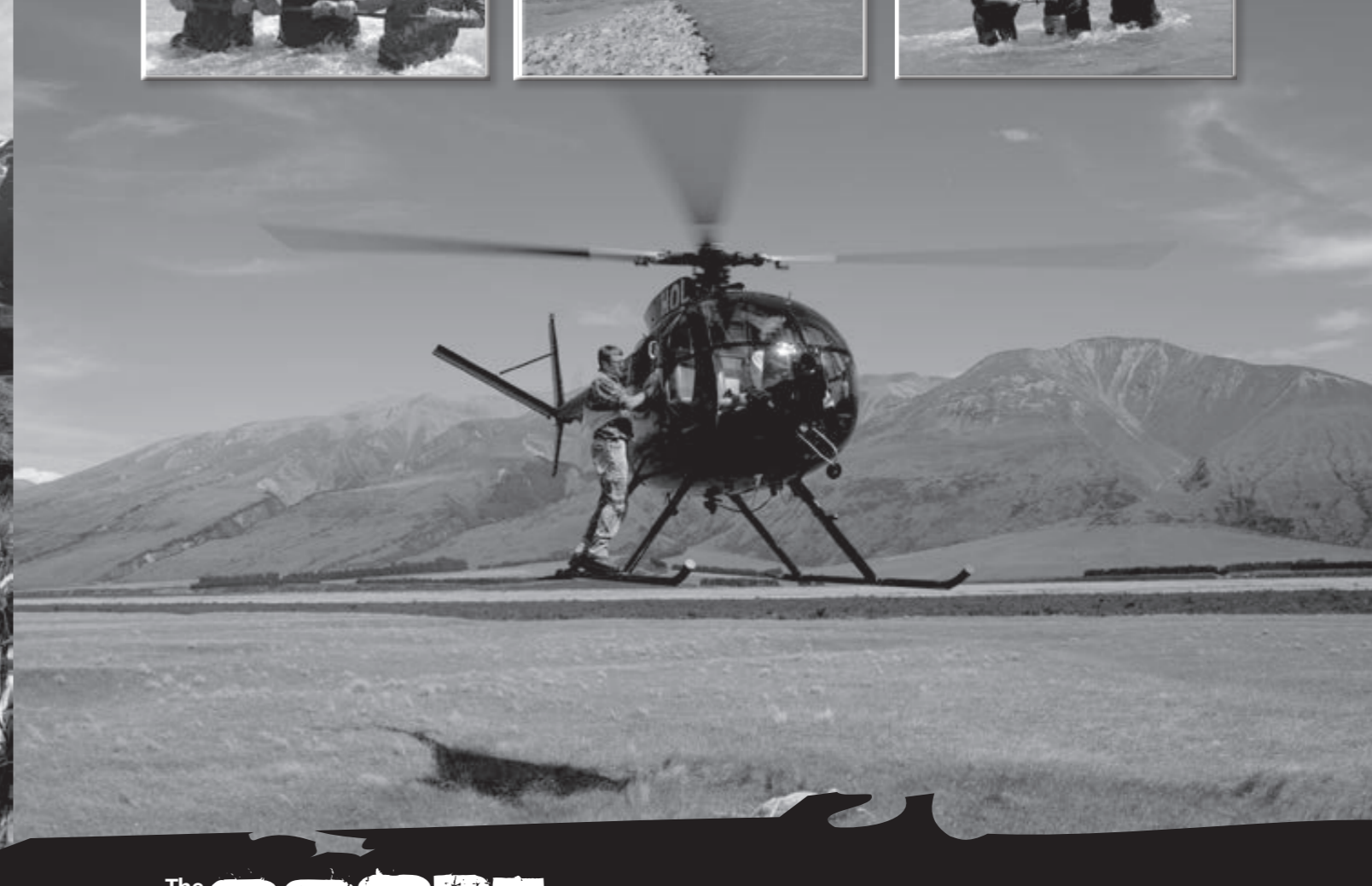
Our Patron Sir Tim Wallis with Matt, Roger and Gerald.

Professional Hunter Academy experience

By Brent Moody

Going into the course at short notice I had no idea what to expect. I am amazed by how much material was thoroughly covered in the 4 days. Between theory and practical application we were on a tight schedule from dawn till dusk. James Cagney was able to deliver the material in such a way that made it usable to those with a range of experience levels which opened discussion for each individuals input. Guiding as we all know requires a vast range of skills which were all well covered. Practical lessons included guiding hunters, shooting and rifle care, trophy photography, carcass recovery, capping and butchery, judging and measuring,

river crossings, AATH safety and training and not overlooked were hosting and lodge skills, presentation and general professionalism. We thoroughly covered a lot of content and had a lot of fun doing it. It is always good to spend time with like minded people and there was a lot to take away from the 4 days with a good group of guys. I can honestly say that I learned a lot more than I had expected and feel this course has raised the standards I will deliver. It has been a well thought out and refined course with an excellent and professional delivery by James.





Esplanade Travel Services

Thanks for this opportunity to clearly outline and clarify the services Esplanade Travel provides to both NZPHGA members and to your clients.

As you may already know, Esplanade Travel specializes in worldwide travel for hunters, and we have done so for over 30 years. New Zealand is one of our primary destinations (along with Australia and Africa), and we do not sell any hunts because we believe that clients are happiest when everyone does their own part. Using this model, we can each excel at the services we provide because we're not stretching resources too thin. You sell the hunt, and then we provide the supporting arrangements including airfare, any pre/post hunt arrangements they require, along with their insurance.

We are very well-equipped to provide the best service to your clients not only because we are a preferred account with Air New Zealand, but also because we understand the unique requirements for international hunter travel. We always make a point of reassuring your clients that we know and recommend you, and that we work closely with you to ensure a seamless experience for everyone.

Kit, our resident New Zealand specialist, has spent ample time in New Zealand over the past 12 years. At this point, she is more familiar with New Zealand than she is with Boston! Kit doesn't try to hide the fact that New Zealand

is, without question, her favorite place in the world.

There are many advantages to you for referring your clients to us:

1. We offer a referrals program where you can earn free tickets on Air New Zealand, compliments of Esplanade Travel.
2. We pay commission on travel insurance if your client insures the full value of their hunt (and, that means you're protected too).
3. We have a booth at both Dallas Safari Club and SCI annually so your clients can check fares and you can close the deal on the spot. For the other shows, we are only a toll-free call away.
4. We are a preferred account with Air New Zealand, meaning that we have the best international fares and can hold fares for up to 14 days prior to purchase. In the event the airline website undercuts us, we can match the fare while still providing great service to your clients. We do not charge any booking fees for our services.

We travel to New Zealand frequently, and we also have ground agents in place for 24/7 assistance while your clients are on their tour. We have excellent buying power and offer a range of services to suit your client's budget and style. We book anything from a 4* hotel to the most luxurious of lodges; rental cars, camper

vans, or private chauffeured tours; scheduled regional flights to private helicopters; shared touring to private go-as-you please with a driver on call. Everything we book is unique and custom-designed, driven only by your client's parameters.

The way our referrals program works is that every booking on Air New Zealand gets you one point. A Business Premier booking counts as two points. These points are cumulative and they don't expire on an annual basis so you can reach 25 points in a year or five years, it makes no difference to us. Once you reach 25 points, you've earned a ticket on Air New Zealand (economy class, gateway to gateway), compliments of Esplanade Travel.

You are responsible for the applicable taxes and fuel surcharge and the ticket can be used from New Zealand or from the US. The ticket cannot be used for travel between New Zealand and other destinations. You will also be responsible for all flight costs for additional regional flights beyond the gateway.

Blackout dates are from 15DEC-31JAN yearly, but tickets can be used the rest of the year as long as the space is available. Space is on restricted classes of service, so advise if you have any flexibility on dates when you send your requests. Also, once ticketed, tickets cannot be changed or refunded, and frequent flyer points can't be accrued.

Two ways you can reach the 25-point target faster:

*Business Premier bookings count as two points each

*List us as the only agent on your website or newsletter, along with our contact details and logo,

and we will give you a 2-point bonus per year.

Esplanade Travel still offers the most competitive airfares on Air New Zealand, and we are delighted to offer two show specials again in 2014: \$400 off each ticket in Business Premier, and \$250 off each ticket in Premium Economy, valid for bookings made at DSC or SCI only!

Regional NZ fares are always the lowest cost when they are included with your client's international ticket. If regional flights must be standalone, then we offer the best published fare available and we quote your client at nett.

Don't forget that travel insurance is an extremely important element of your client's trip. Insurance guarantees peace of mind in the unfortunate event that a flight is delayed or re-scheduled, or if someone needs to cancel their trip due to unforeseen circumstances. The policy includes emergency medical coverage while overseas, as well as emergency evacuation. Pre-existing conditions can be covered, as long as insurance is purchased within 21 days of ticketing their air. We can insure any arrangements, even those not booked directly by Esplanade, including non-refundable hunt deposits and payments so that you are fully protected as well. As an added bonus, we offer you a 10% commission for clients who insure the full value of their hunt. We are happy to pay your commission by cash or check at DSC or SCI each year.

We highly value our relationship with the NZPHGA and are looking forward to catching up with everyone during show season!

NZPHGA Website upgrade

By Simon Guild

For those of you who haven't met me, my name is Simon Guild and I am the executive member responsible for the development of a new NZPHGA website, given the existing site is long overdue for an upgrade.

The purpose of the new site is two-fold:

- One, to inform and educate potential hunting clients about hunting in New Zealand, what the NZPHGA is and what we stand for;
- And two, to inform and educate potential guide members about what it takes to be a professional guide and what membership of the NZPHGA means.

The aim is for the site to be engaging, informative and useful to all those interested in guided hunting in NZ - to the point that they leave the site better informed to make a decision on their New Zealand hunting plans. To this end, we will need to utilise some attractive imagery to convey the type of experience a client can expect when hunting with an NZPHGA member. If anyone has a selection of photos they would be willing to submit, please feel free to do so. Here's what we're after:

- Our primary game species (alive)
- Images of NZPHGA guides and clients out in the field
- Landscapes showing the diversity of the terrain covered by our members
- Modes of transport
- A limited number of trophy shots
- Lodging / hospitality
- What we're not too keen on:
 - Too many dead animal shots
 - Photos that feature / promote individual members
 - Photos that feature recognisable close ups of faces / people

Credit will duly be given for any featured photos. If you have any images, along with any thoughts or comments, please submit them to simon@highpeak.co.nz.

Wishing everyone the best for the summer and upcoming 2014 season.

Membership report

By Chris McCarthy
Membership Executive Officer.



Mustang looping at Wanaka, By Ed



Profile – James Cagney

Hunting is in my blood. Some of my earliest memories are of hunting trips with the family at a very young age, into places such as Otematata Station, the Hopkins and Hunter Valleys. I was lucky enough to be born into a hunting family. My Dad, Robin lived for hunting, he was a keen recreational hunter in his early days, and later a commercial venison hunter. We moved from the MacKenzie Country to the Hokitika Valley on the West Coast in 1975 when I was Seven. This was when Dad began commercial hunting. Through the rest of the '70's and into the '80's, along with developing a couple of bush blocks into a deer farm, gold mining, whitebaiting and milling a bit of timber, Dad meat hunted, possumed, trapped deer, did a bit of shooting and live capture on the helicopters and was heavily involved in development of live capture gear. He developed one of the early net guns in 1978; soon after this he developed the first interchangeable barrel system and continued to refine capture gear into the mid '80's, including multi shot skid guns and helicopter portable ground traps. Around all of this, Dad also did some work as a firearms specialist in the New Zealand movie industry and we had a commercial ammunition loading operation, loading rifle and net gun ammo for various venison helicopter operators around the South Island.

As a boy growing up amongst this world of hunting, wild animals, mountains and things that go bang, I was in heaven. With a natural passion for hunting and wild things and places, this upbringing firmly cemented these things in my life. I was fortunate that Dad always involved us boys very much in what he was doing, so I

started hunting at a very young age, shooting my first deer soon after we moved to the Coast. Later, during my high school years, from about 11 years of age, every weekend would see me on my motorbike away deer hunting or possuming by myself. I think this may have given my mum a few grey hairs, but she seems to have survived it all okay. At this stage in the early '80's with very heavy helicopter activity, deer numbers were getting a bit lean and the hunting was tough. However, I managed to pull a trickle of animals out of the bush and into the venison factory at Hokitika and refine my hunting skills along the way. After leaving school, I continued to keep a trickle of animals going into the venison factory during these lean years, while possuming in the winter and relishing hunting stags in the bush during each roar. Duck shooting was also a highlight of the year and during this time I developed a strong interest in handloading rifle ammunition, ballistics and tinkering with rifles.

These were great days. I feel privileged to have had the opportunity to have known some of the real legends, the likes of Dave McClunie, Charlie Emerson and John Singer among many others. Also many of the legendary venison helicopter operators of the time. To me these guys are true legends and I hope they will one day be celebrated as true folk heroes from a unique and special era the way America celebrates its folk heroes of the Wild West. Charlie Emerson was a real mentor to me. I spent a lot of time in the hills with Charlie during my high school days, hunting in various West Coast valleys. I learnt a lot from Charlie.

Through my Dad's involvement in the venison industry during those days in the '80's I also got to know a few of our current NZPHGA stalwart members, the likes of Donald Greig, Bert How, and the Wallis's.

It was interesting ground shooting and competing with the local helicopter operators for animals at this time while we as a family were closely associated and very matey with these guys. It made for some good friendly banter between myself and some of our mates in the industry. I guess this friendly competition and some disappointing hunts that were upset by mates in a helicopter hitting the flats or clearings five minutes in front of me provided me with a good early insight to both sides of the current heli-hunting debate. These moments however were always offset with a handy lift out of a carcass or a drop off somewhere. Swings and roundabouts.

In 1988 at the age of 20 I joined the Air Force. At this stage the venison and live capture industry was in serious decline and any plans on getting seriously into this industry didn't look promising. I joined the Air Force as an Armourer, no doubt influenced by my Dad-fostered interest in things that go bang. I served for 16 years in the Air Force and loved every minute of it. I did 8 years as an armourer, working on small arms, explosives and A4 Skyhawk weapon systems – guns, rockets, missiles, bombs, etc. I then remustered to the Helicopter Crewman trade. I did 8 years as a helicopter crewman and crewman instructor, flying on the Iroquois. The helicopter crewman role was a great trade, kind of a flight engineer / air loadmaster role, winch operating, riding the wire, door gunning, etc. There is no real civilian equivalent crewman role. The three man Iroquois crew was a very close knit unit. The crewman picks up a lot of pilot 'non hands on' duties and got a bit of hands on flying on the side. We did a lot of night vision goggle – special ops flying with NZSAS, fast roping, rappelling, heli-sniping, etc. All great stuff. It is interesting comparing the military helicopter role with our New Zealand civilian helicopter operations. The military helicopter operation is quite cumbersome and inefficient in some roles such as sling load work, but is very good at the tactical, special operations and night flying work that it specialises in. During my time flying on the Iroquois I had some fantastic experiences; as well as working throughout most of New Zealand I did two tours flying in Antarctica, three operational tours in East Timor during the trouble over there, a posting to Australia as well as jobs around the Pacific, Solomon Islands, Fiji, etc. Training new crewmen was also a satisfying role.

Throughout my time in the Air Force I continued a very active interest in hunting. Regular trips home to the Coast and the start of a change from 'meat hunter' to 'trophy hunter' I guess. Through the '90's I witnessed the increase in chamois and tahr numbers and really latched onto the fantastic hunting opportunities these guys presented. My hunting experiences in the '90's fostered a real love of alpine

hunting and our alpine animals as well as a real appreciation of recreational hunting.

I left the Air Force in 2005 while settled in Canterbury. After a couple of years running wilding pine crews throughout the South Island and managing to get in plenty of recreational hunting I was lucky enough to become acquainted with Don Patterson at Manuka Point Station. Don was after a guide and I was looking for an opportunity to get into the industry. This fortunate meeting opened a door into what then seemed to me like a closed door industry. This is what I wanted to do – to work as a professional hunting guide. I sometimes look at the various commercial hunting era's in New Zealand's history, the early trophy hunting days, the culling days, the meat hunting days, the live capture days and now the guided trophy hunting industry. They are all part of our hunting story; I would have loved to have been involved in any one of these era's. If you're a hunter and you want to make a life of it you latch onto the opportunity presented in the current era, for me guiding was and still is where its at.

I started guiding for Don at the beginning of the 2007 season. I did my 'apprenticeship' with Don over the next few seasons and continue to guide at Manuka Point. I've also been fortunate to guide hunts for some of our other members from time to time which has been a great experience also. For me - hunting guiding is where I want to be, I don't have the financial wherewithal, nor a burning desire to establish my own operation, it suits me to simply guide for an outfitter. I contract fence in the off season along with a bit of helicopter wilding pine work and overall it works out pretty well.

I spent a couple of years working for Mt Hutt Helicopters as operations manager for their Mt Hutt and Coastwide operations up until the end of last year. This was a great experience and I did some interesting stuff, but the commitment of this role seriously restricted my opportunities to guide during the season. Two years of this largely desk-bound job was enough and I'm very happy to be back into the old swing of guiding and stretching my legs on the hill in the off season.

I'm still as keen as ever on my recreational hunting, and with a hunting mad 14 year old son I take every opportunity I can to get him out hunting. I've always managed to keep a boot in each camp regarding recreational and commercial hunting. I've been involved in both for all of my life. I've done a fair amount of heli-hunting and remain an active recreational hunter. I personally don't see a big divide between commercial and recreational hunting, I see them as mutually inclusive. It's all hunting.

To me - our mountains and back-country, the legendary people who have been there before us - and our game animals are special - in fact spiritual. To me - deer are more than what they are – they are magical. When I smell that enchanting smell of deer on my hands I know I'm where I'm supposed to be.

Professional Hunters Academy

By Gerald Telford



The first Professional Hunters Academy (PHA) has been delivered 4-7 December at Manuka Point.

I was unable to attend due to fly fishing guiding commitments, however Roger, Don and James will have something to say as we debrief the course, as will those attending.

Congratulations to all those that took part, the PHA has been a long time in the making, to finally have the commitment from James and Don to deliver the course and James to have put the course together is an awesome effort, Thank you!

So how did we get to where we now are and what processes have to be taken and have been taken to establish the course and what will the future of the course bring to NZPHGA?

Firstly why PHA? Well its short, it's catchy and we needed a brand. The word guide was deliberately left out, its a word I'd like you all to think long and hard about and think about yourselves as professionals and as hunters, where and what does the word guide imply with regards to our industry? Are we guides or professional hunters or are we both? So no lengthy debate just a brand that is future proofed and says who we are and what the training course is all about.

Your executive, that's the people that you as members elect and put your trust into to lead and maintain our organization have been working on standards and training pathways for several years. We explored in depth other industry and recreational frameworks and try as we may we could not find anything to fit what we as guides do as professionals and as importantly how we wish to be viewed and perceived by all those associated with our industry, whether it be Tourism NZ, NZTIA, DoC, recreational groups, who ever or

what ever. Until now we have never been able to define and prove we are what we say we are, professionals and professional hunters and the Academy tells and delivers on this.

It is not by chance that the PHA as arrived along side the Game Animal Council (GAC). It will be with a certain amount of pride the NZPHGA will be able to table our SMS, Code of practices for AATH and our PHA course to the GAC. The importance of this goes way beyond a symbolic gesture, this is a very clear statement that the NZPHGA is in total control of its industry, is leading the field with regulation and compliance matters and is perfectly capable of managing its own sector with out need of any pushing or regulatory controls being placed upon it by governing bodies.

These are our industry standards, created by the hunting guides for the hunting guides, and specific to NZPHGA. The PHA is copyrighted to NZPHGA and can not be reproduced without permission. There will always be an issue surrounding the PHA being hijacked by some operators. This is something we will have to live with and as time goes on perhaps be in a position to mitigate but in the mean time there are risks. One of the primary reasons that the very limited number of instructors manuals are not available for the membership to have full access to is to protect our standards and the work and effort that has been put into the standards.

As for formal qualifications? Not at this stage. Lets first get comfortable with industry standards, they are what we require and exceed any regulatory requirements. There is an opportunity to pursue a unit standard approach and some of the course content is in fact unit standards that we have taken from the NZDA HUNTS program, with the permission of NZDA. At the moment there is a TROQ review still underway, this targeted Review of Qualifications is a huge undertaking that is looking at the delivery of ALL units standards NZ wide and the wish by the regulators to eliminate duplication of standards and difference within standards being delivered by different tertiary education providers. Once the TROQ review is complete there may be the opportunity and desire to go down this road. That can be someone elses project! For now lets get comfortable with the great progress we have made and not exhaust the enthusiasm and hard work of those that have already contributed so much to the PHA.

As with all new ideas and change there are some issues that the executive have encountered that have yet to be resolved to everyone's satisfaction. Yes we did rush into things BUT the majority understood the reasons why. Put simply there was a very narrow time bracket available in which to have the course delivered, like all good cat herders we strung a couple of cats off the side as we went forward but we now have the opportunity to review the course and make certain all the T's are crossed and the I's dotted, I make no apology for this approach, it was my decision and I'm happy to explain it once and that once is now. The GAC is in existence, the chance to run the first course and attract a dozen participants' could only happen in the first week of December 2013. If the course wasn't run then the delays would have resulted in the loss of the considerable momentum we have. For the sake of some unneeded tinkering with what was judged to be a very robust program a decision was made. Correct procedure? Probably not, can we remedy that? Certainly, and with a lot more understanding and inputs now that the first course has been run. 20/20 hindsight, I wouldn't change anything with procedure, I will apologies to our treasurer for the burden I dropped in his lap, we are big boys and once the yelling stopped, agreement and understanding was reached, sorry John Berry.

So where to from here, well to get everybody that is a member into the academy and through the course. James Cagney is able to deliver the course at any

venue the meets the requirements needed to complete the different sections of the course. For this James will charge a daily rate and all expenses. As with the first course at Manuka Point any costs incurred with the delivery phase of the course will be reimbursed to the venue providing the facilities. The course will in all likelihood be extended to 5 days. The cost of \$1500 exclusive of GST and to include a membership for 1 year needs some study. As does the means in which the payments for different classes of membership are taken into account. What will NOT happen, will be a shortening of the course content to suit individual participants requirements, all members will cover all parts of the course, within common sense levels.

Next on the agenda is to take the manuals to Dallas Safari Club and SCI and lobby for as much funding as NZPHGA can muster to allow for the continued delivery of the course and to make sure that there is continued benefit to all members of our association. The association has incurred considerable costs in having the manuals printed, produced, proofed and put into practice. It's a very good thing that we are fortunate to have a number of members that are generous with their time and resources for the benefit of all members. If you wish to show your appreciation to those people the best way is to talk with Chris McCarthy/James Cagney and get your selves signed up for the next course. When? That's totally up to James. In the mean time contact Chris, he'll short list you and once the dates are confirmed and a venue sourced you will be contacted with the details and then is pay up and get the course completed.

Gather up some like minded colleagues and get your own venue and invite James to you for the delivery and others to join in.

Oh and if anyone needs the answer to the question of what makes James "qualified" to deliver the program, we, the executive do as these are OUR industry standards, built by us, for us and in total compliance.

Great to be in control of our own industry! With that comes the responsibility to run our businesses and ourselves to the levels which the course outlines, we are walking the walk.

At the end of the day the GAC can question any operator within our industry on any matter that draws their attention, if we are prepared to stand and up and be counted then we need to be prepared to be questioned and able to satisfy any investigation.

Professional Hunters' Academy

By Roger Duxfield

This has been a long time in the making, having been talked about for the last 25 years and slowly progressed at various AGM's. But it certainly gained momentum after the release of the Coroner's report in 2007. The imminent arrival of the Game Animal Council spurred your Exec into action – there really needed to be a training standard in place! This resulted in a couple of meetings with Bill O'Leary (the author of the NZDA Hunts Programme). Bill was subsequently employed by your Exec to provide material to them which formed the basis of the 140 page Professional Hunters' Training Manual created by James Cagney with input from Gerald Telford, Don Patterson and myself.

James then devised a training programme to meld theory and practical together with the assistance of Don and Julie Patterson. The four day course commencing on 3rd December was subsequently hosted by the Patterson's at Manuka Point.

Upon our arrival at the lodge, after an uneventful late afternoon crossing of the Rakaia River, we stashed our rifles into the gunroom. We were then given a workbook and began straight into some theory. Our timetable was drawn up to cover every minute of our day starting at 6.30am and frequently going beyond 9.00pm. Julie and Marianne (Will Patterson's very capable girlfriend) created delicious cooked breakfasts, lunches and dinners, with hot scones etc for morning and afternoon teas.

The training was divided into units (both practical and theory) covering such things as the role and attributes of a professional hunting guide, working around helicopters, AATH hunts, equipment, environmental care codes, rifles and shooting, to name but a few.

As a group we learnt a lot from others' experiences, frequently triggering healthy debate and discussion. For example, the guide who passed a second arrow

to his client on a bow hunt but inadvertently cut the string to the bow in his haste; and the guide who had his female client all lined up on a Tahr only to have her turn to him and give him a lecture about breast implants and how he needed to learn a thing or two about how much they hurt shooting in the prone position! Debate then raged about how well one should get to know their client.

The practical/theory on rifles had everyone picking up tips from James, who worked in this field for many years and covered everything from cost effective sighting of a rifle, to barrel faults, scopes etc.

The river crossing unit was presented by the lead instructor, KT, from the Mountain Safety Council. One of the standout points he made, apart from rivers being the biggest killer in our mountains was that 'embarrassment' was next (i.e. not being able to achieve a river crossing in front of a client or friend). This unit had everyone taking a very deep breath as they entered the cool, creamy looking waters of the Rakaia River to experience first-hand the five different ways to walk a river. Then we had a unit on 4x4s and what not to do. It also covered how to get out should you make an error.

Laurie Prouting provided instruction on our practical helicopter unit; for which he shut down and showed us how to deal with ELB's, fuel shutoff points, hook release mechanisms, seatbelts etc. Then it was time for everyone to load a client into the machine along with pack, rifle and self before being flown up to a ridge to unload. We were later picked up and brought back down, to hook an animal on to the hook of a hovering machine prior to climbing up and re-seating ourselves into the machine (Laurie was up a good 4 foot off the ground for some). This had to be done without upsetting the machine, great flying Laurie! There was only one long face when Laurie took off...Will Patterson. Marianne decided she would try hooking

an animal on the hook, which she capably did then she climbed up into the machine and belted up. Laurie then dropped the load and took off, never to be seen again...

There was theory on photography, field dressing, carcass recovery etc in the evening to ready us for the guided hunt practical component, which was set for a 4.30am start. This time came around fairly quickly, we were split into teams of four (guide, hunter, and 2 non-hunters) with one team after a red deer, one after a fallow and the other after a sheep (bow hunt). Our crew was after a red stag (well, a spiker with buttons on) and Don, our guide, set a good pace up the first 1000 feet or so, checking that client (Brent Moody) and non hunters (Croc Adams and myself) were not perspiring too much.

We glassed regularly and finally pinpointed a potential animal. Don told the non-hunters to stay put and eat the large amount of snacks that Julie had provided for us. Don moved across another 100 yards and client, Brent, shot his animal. Much back slapping and photography took place then the non-hunters were sent back to camp (aka Lodge) unguided.

As we neared the lodge my thoughts went back to one classroom comment where a guide admitted losing a client for a few hours (later admitting it was in fact for the night). So Croc and I put in the call on our radio that we had snow on one side and a bluff system on the other and which way should we go? (In truth we were about 150 feet from the lodge and it was only 6.30am!) Julie offered some great assistance but other practical help was slow coming... as we worked our way through a tray of hot scones that were just out of the oven. We were happily undisturbed for at least a couple of hours.

When all teams and animals were back to the lodge we started on the skinning (full body mounts). One of the guides was intrigued with the fact that we get all of the gland material out of a deer's tail before

freezing (to stop hair slip) and that the gland is sought after on Asian market. The other "west side" room mates at the lodge (shearers quarters) got very concerned when that same guide decided that he was going to put some deer's tail into his cup of tea. These three guides slept in fear that 'Boner' was a sleep walker.

The butchery unit was superbly demonstrated by Dan Rossiter and we all took something away from that.

Terry Pierson came in and took the trophy measuring unit covering SCI, CIC, Boone and Crocket and Douglas scoring systems. An interesting unit was also delivered on lodge skills and hosting; where some of the guides were put on cooking and others on serving etc. They were instructed on how best to seat clients, how to deal with religion, wine and what conversation subjects to avoid.

This first full-on course finished just as quickly as it started (because the river was rising fast due to heavy rain in the headwaters) so by midday we were all on our way across a much angrier river... 93 hours after arrival.

There was so much information dispersed, everyone clearly enjoyed the course and all took lots of points away with them. Personally it is something I have been championing for a number of years - particularly for our new members. It is set way above a 'hunts' course and one needs to have done a reasonable amount of time in the hills to gain full benefit from it.

Again a big thank you to the team behind this very successful event, in particular...Don and Julie Patterson for all the work they did prepping for this, plus the animals they donated and the food that Julie and Marianne spent hours preparing. Finally to James Cagney for an awesome delivery of course material, and all those extra people involved in areas requiring specialist knowledge.

Back To School? Yes!

By Gary Joll Founding President

Last month I was the non-participating listener to a conversation about a young New Zealand woman who had astounded her peers by completing an international alpine guiding training course in three years, a course with international standards where the expectation was it normally took a trainee five years to complete all instruction and finally graduate.

I was grateful that I was solely a fringe observer, also that those participating in the conversation didn't know that I'd been a professional hunting guide for much of my adult life; now retired, didn't know that I'd had no formal training in my chosen profession.

The irony is that young woman would be guiding her clients in the very same challenging terrain that I had for years guided clients while hunting tahr and chamois. The degree of training between that young woman and me would be as far apart as the east and west shores of the Pacific Ocean. Three years of international standards requirements and training against my forty odd years of 'experience'! If only my experience could be harnessed and passed on to the up-coming generation of professional guides.....!

And then I attended our 2013 AGM at Minaret Station and there, at last, at last, in my hand was a watershed document, a document signalling that our Association was making the boldest step forward it had ever taken in our twenty-seven years as a professional organisation. I had in my hand an industry specific GUIDE TRAINING COURSE document, a blue-print aiming boldly at training all new entrants into our organisation to be consummate professionals, remembering always – 'It is a self-evident absolute that there are no degrees of professionalism, that professionalism is a complete way of life, a mind-set and attitude'.

Make an effort to obtain a copy of this document for yourself, read it carefully and while doing so take notes of any future instruction you may consider you personally need to be 'refreshed' on....

Much discussion was generated when this Training Manual was introduced to those attending the AGM, but it was Rachel Burke who caused us all to take pause and individually engage in deep retrospective thought. It was Rachel who raised the highly pertinent question of if we as members of NZPHGA will expect new-entrants into our Association to satisfy the many and comprehensive requirements of the TRAINING MANUAL to gain status as a full member, shouldn't we current members all be up to the standards of the TRAINING MANUAL?

How embarrassing will it be if a trainee at a future course should ask his instructor if he personally had a pass mark and is therefore a graduate from the course? A mumbled evasive answer would do irreparable damage not only to the intentions of the training course but the prestige of our Association, particularly if the mumbled response from the instructor is a slurred 'No'.....

I wish to boldly suggest to our executive that they should make haste to arrange a series of 'Work Shops' aimed specifically at bringing current members up to the requirements of this fantastic Training Manual. Let me hasten to state that I fully accept existing members will have no need to attend a full course of instruction, rather a series of small workshops catering to 'deficiencies' current members seek to rectify.

The first step will be to canvas members, seeking from them areas where they would enjoy instruction or refreshing. Once all members have responded it will not be difficult to collate the requirements of members and structure workshops accordingly. It will require a 'professional' response from all members, with all of us admitting to 'deficiencies' and seek honestly to rectify them. We simply cannot have new entrants into our Association being better qualified professionals than we current members. You must agree?

You'll be interested to learn that in the brief period of time following the AGM and during the dinner that evening I heard of members who would seek 'refreshing' in:-

- Gaining an understanding of the SCI Scoring System.
- Comparison between SCI Scoring and Douglas Scoring.
- One person was amazed that it took me about forty minutes to full-body skin a bull tahr, with his usual time being two hours. It all came down to the knife he uses.
- Others quietly asked about vehicles requiring C of F and drivers have appropriate Passenger Service licence endorsement.
- And then it is a 'shammy' or 'chamois' (What do European hunters call them?)

- Knife sharpening was mentioned and best knife sharpener?
- How many laws of the land apply to our industry? Many.

No doubt at other tables during the dinner further issues relating to 'refreshment' were discussed, discussions I was not party to. So there we have it! In simple terms we have approached a point where we need to go back to school before we are confronted by a group of youngster who eventually may be better instructed and qualified than we the older generation of professionals.....!

Editors Note Garys fourth book "Fifty years of Trophy Hunting" is due out soon. Contact Gary for your copy.

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