FDFA AFHT

FRONTIER DUTY FREE ASSOCIATION
ASSOCIATION FRONTIERE HORS TAXES

FDFA MEMBER BENEFITS

GENERAL MEMBER BENEFITS (Supplier/Operator/Associate):

- Lobbying on behalf of the Active Members with all levels of government.
    - In conjunction with key board and committee members, develop and implement lobbying strategies on key duty free issues. Such as tobacco and liquor issues
    - Develop government related toolkits for operator members during elections, and/or as needed
    - Facilitate government receptions or gatherings – such as MP receptions held in conjunction with Semi-Annual meetings
    - Government and Media Monitoring, as an early warning system of impending government issues, regulation and legislation.
- Represents the members with other industry related associations such as the Canadian Tourism Board, Retail Council of Canada and the Tourism Industry Association of Canada.
- Facilitates overall communications between the Association and its Supplier Members
- Fundraising activities for Child Find Canada – yearly
- Oversee and manage association financials and investments – ensuring sound investments for potential future initiatives
- Facilitation and execution of the National Gold Standards Award Program fostering excellence in retailing amongst the members.
- All members are invited to attend the Annual Convention and Trade Show involving all members. This includes the Annual General Meetings (AGM) for the "Active" members, where all members are invited to present if they so choose. The convention is normally held in the Fall (November) of each year.
- Identify and facilitate professional development workshops at Annual meetings or semi-annual meetings in conjunction with supplier members or identified subject matter experts
- Provide quarterly FDFA Communiqué's – highlighting industry and government related topics. Ability for both Operator and Supplier members to publish product or company information on a quarterly basis
- Communicate and manage media relations with industry media and national media publications
- Manage all FDFA related committees: Supplier Committee, Government Relations Committee, Convention Committee, and Gold Standards Committee.
- Providing key statistical information to all its members relating to the duty free industry, tourism and other relevant statistics. Such statistics include: CBSA Sales Stats, Traffic Stats, Air passenger stats, Tourism Statistics, Passport Holder Statistics (both U.S. and CND)
- Manage FDFA website; highlights store locations, gold standards documentation, duty free rules/regulations, travel information, FDFA primary activities, duty free sales statistics etc.

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- Facilitates and coordinate National Land Border Duty Free Marketing initiative, which is aimed at generating greater awareness and understanding of the Canadian Duty Free Industry to the general public. This initiative includes a newly developed national website, social networking, marketing campaigns, supplier advertising opportunities, etc.

SPECIFIC OPERATOR BENEFITS:

- Liaison between Active Members and the Federal Government's Duty Free Shop Program. (CBSA) – in order to comply with CBSA regulations and policies of the duty free industry
- Development and execution of National Summer Student Scholarship program
- Manage and facilitate duty free plastic and eco-friendly bag program for participating duty free stores
- Semi-annual meeting of Active Members held in the late Spring and/or early Fall of each year.
- Provided yearly to supplier members the "FDFA Connect" – which lists all FDFA Operator stores and their category buyers.

SPECIFIC SUPPLIER BENEFITS:

- Opportunity to advertise on the FDFA plastic and eco-friendly bags used bye the land border duty free stores
- Opportunity to create a custom promotion html page with product or service details available to Operator/Buyers only, via the FDFA members only pages
- As a Supplier Member you are eligible to attend the Annual Convention and Trade Show at discounted rates

CONVENTION BENEFITS:

- Ability to sell and purchase in one location on yearly basis (business and networking purposes)
- Access to evening lounge for networking and socializing
- Ability to sponsor specific events; highlighting company brand and products
- Coming Soon: access to discounted video and photography services during convention
- Convention Directory: comprehensive listing of all duty free operators and supplier members – by name and category
- Access to duty free international media representatives at FDFA convention
- Advertising and marketing opportunities via convention directory or event sponsorship
- Ability to present and vote at Annual General Meeting – either at Annual Convention or Semi-Annual Meeting (where AGM is being held on yearly basis)

SPECIFIC ASSOCIATE MEMBER BENEFITS:

- Opportunity to attend Operator only meetings – held at Annual Meeting to discuss duty free government and industry related issues

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