

Draft FDFA Communiqué – September 2016

FDFA Member News Articles

Government Relations and Industry News:

Recently it was announced that the Peace Bridge Duty Free Store was successful in winning the RFP bid which was put forth by the Peace Bridge Authority. This is the outcome the FDFA expected and we are pleased with the announcement. We continue to work with government officials to further enhance the integrity of our industry and support the interests of our membership.



FDFA Duty Free 101 Certification Program – For Store employees and Supplier Members

Would you like to know the ins and outs of duty free in Canada? The FDFA developed an online certification program in 2015 in conjunction with the Retail Council of Canada that provides any employee in the duty free channel the basic knowledge of Canadian Duty Free.

Key Facts on the Program for your consideration:

- If you have a new employee or existing employee/manager that you would like to be more educated on duty free such as Canadian allowances, products sold in duty free, customs and border information, etc. – then this is the program for you.
- The online program provides all the studying tools to educate each employee so they are well prepared for the online test.
- The test is only 52 questions in multiple choice and each manager will be provided with the employee's results, and a benchmark on how each employee scored in relation to other employees across the country – while keeping confidential names and stores in place.
- The cost is \$25.00 per test, and was developed in conjunction with the Retail Council of Canada, who have had very positive results with similar training programs for domestic market retailers.



If you are interested in enrolling your employee or managers in this online certification program, please contact Laurie Karson or Allison Boucher.

New FDFA Members Website

The FDFA is in the process of redesigning the members website. The new site will have a modern, mobile responsive design with a user-friendly profile management component, allowing members to manage/update their own respective profiles, passwords etc. It will also include a full member directory, document Libraries, committee news and events sections. The new website is scheduled to launch before end of year.



FDFA Events

FDFA 31st Annual Convention

Key Facts that Industry Insiders Need to Know:

- FDFA Registrations are on track! In fact, many of our stores have increased the number of buyers they are sending to the show this year and we have sold out on the suites for the Hyatt. There is still some availability on the trade floor booths as well.
- The FDFA is pleased to be bringing the Convention back to Toronto at the Hyatt Regency on King Street where the FDFA experienced its highest attendance on record in 2014. The convention will take place November 13th – 16th, 2016.
- The Convention registration is ongoing and will be accepting registrations until opening day to reach our goal of meeting our record attendance from 2014. Full details are available on the FDFA members portal under 2016 Convention – www.fdfa.ca:
 - Supplier suites are now all sold out. However, there are private meeting rooms available – please contact the FDFA directly for information.
 - Following a successful trade floor in 2015 in Vancouver, the FDFA is pleased to offer a larger trade floor with more booths and opportunities for our suppliers. There are still some great booths available – to view the floorplan, [click here](#).
 - The Who's Here listing is posted on the members portal and will be updated weekly.
- 2016 Convention Membership Directory is now being updated. If you have changes or additions for your listing, please contact Allison Boucher immediately to ensure your changes are included in the 2016 version. All changes should be submitted to Allison Boucher at aboucher@fdfa.ca
- 2016 FDFA Convention Events – we have some fantastic events lined-up this year. Tickets for all events are included in all operator/buyer, supplier in suite registrations and trade floor social events packages. Additional tickets can be purchased in advance or at the FDFA registration desk:



- **FDFA Welcome Reception – Sunday, November 13th:** Join your peers and colleagues at the FDFA's cocktail reception for the convention's opening event. You will enjoy appetizers and cocktails while networking with duty free industry colleagues. Once again, the popular charity auctions will be part of this event. This year's Welcome Reception is brought to you by: Bacardi Canada, Duty Free Americas, Labatt Breweries, Molson Coors Canada, Peter Mielzynski Agencies, Remy-Cointreau Travel Retail Americas and First China Tobacco Company.



- **New This Year – JTI Comedy & Live Music Night – Monday, November 14th:** JTI is pleased to be hosting an evening of entertainment at the legendary Horseshoe Tavern. This event will open with a popular Canadian comedian and a special performance by Jeff Orson. We are thrilled to have Jeff perform at this event – it is sure to be enjoyed by all. Be sure to arrive on time and grab a drink before the comedian takes the stage at 8:30 sharp. For further information – [click here](#)



JEN GRANT



- **Proximo Spirits Fun Night - Tuesday, November 15th:** Proximo Spirits Canada will once again host this popular Fun Night event. This year it will take place at Pacific Junction Hotel from 7pm-10pm. Join us for Jose Cuervo cocktails, fun, and a flight to remember. Transportation will be provided to/from the Hyatt hotel. For additional information – [click here](#). To view the Cuervo Flight 72 video - [click here](#)



- **Imperial Gala & Awards Evening – Wednesday, November 16th:** The 2016 closing Gala is brought to you by the Imperial Tobacco Company. The FDFA Convention Committee and Imperial Tobacco Company are planning a spectacular evening, Wednesday, November 16th, where you will be treated to opening cocktails, professional portraits, a fabulous dinner and the 2016 Gold Standard Awards. Don't miss this closing night as the Imperial Gala promises to be a wonderful event to close out this year's convention.



- **Gold Standards Awards 2016.** The awards will be presented to this year's recipients during the Imperial Gala. The deadline for submissions and voting is October 3rd, 2016. The FDFA will be sending information and reminders for voting during the month of September. Good Luck to all our members.



- **Hospitality Lounge:** Registered delegates are invited to unwind after the Gala and enjoy beverages brought to you by several supplier members. This will be the final event, so be sure to expect dancing, laughing and a great party to celebrate the close of the convention. The Lounge is brought to you by: Bacardi Canada, Labatt Breweries of Canada, Molson Coors Canada, Peter Mielzynski Agencies, Remy-Cointreau Travel Retail Americas and JTI-Macdonald Corp.

- **Hotel Guestrooms:** the FDFA has negotiated special group rates with the Hyatt for the FDFA convention. In order to fulfill our commitment and avoid penalties which could potentially increase future convention registration fees, we ask that all attending delegates reserve rooms at the Hyatt hotel within the FDFA block. Rooms include Wi-Fi and offer discounted parking.



- **Charity Auctions:** we are once again looking for donations for the silent and penny auctions taking place at the Welcome Reception. All funds raised go to the Missing Children Society of Canada so please let the FDFA know if you are able to donate a product or service for the auction.



- **New Breakfast Hours:** based on feedback from delegates, the FDFA has decided to modify the breakfast hours. The hot buffet breakfast will be offered from 7am to 8:30am and only grab and go items will be available until 9am.

- **Convention Supporters:** There are opportunities available - if you are interested in supporting this year's convention please contact Laurie Karson. The FDFA would like to thank their 2016 Convention Supporters:

PLATINUM

Imperial Tobacco Company

DIAMOND

JTI-Macdonald Corp.

GOLD

First China Tobacco Company

Proximo Spirits Canada

Tax Free World Association

SILVER

Duty Free Americas
Labatt Breweries of Canada
Molson Coors Canada
Peter Mielzynski Agencies Ltd.

BRONZE

Bacardi Canada
Rémy-Cointreau Travel Retail Americas
Tourism Industry Association of Canada
Turkey Hill Sugarbush

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