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| Supplier Name & Company | Product Category | Committee Member to conduct Interview | Date confirmed for telephone interview – all submissions to FDFA by January 17th |
| Franco Gabriele – Alfa Brands | Confectionary/Food | Tania Lee |  |
| Jeff Orson - PMA | Liquor | Tania Lee |  |
| Lesley Harany – JTI Tobacco | Tobacco | Simon Resch |  |
| Jennifer Fontaine - Distribution | Cosmetics/Confectionary | Abe Taqtaq |  |
| Melanie Sara - Sayan | Handbags/Trade Floor | Laurie Karson |  |
| Roger Thompson - Haleybrook | Liquor | Allison Boucher |  |
| Cliff John - Imperial | Tobacco | Laurie Karson |  |
| Brian Herman – Turkey Hill Sugarbush | Confectionary | Laurie Karson |  |
| Doug Irwin – Citizen Watch | Jewellery | Laurie Karson |  |
| Anne Millerd - Seafood Changes | Food | Laurie Karson |  |
| Michael Beler – BHI | Distribution | Simon Resch |  |
| Kirk Wilde - Diageo | Liquor | Tania Lee |  |
| Paola Pinto – Pernod Ricard |  | Abe Taqtaq |  |
| Land Border & Airport Operator Name (member and non-member) | **Store Name** | **Committee Member to conduct Interview** | **Date confirmed for telephone interview** |
| Jim Pearce | Peace Bridge Duty Free | Abe/Tania |  |
| Peter Raju | Peace Arch Duty Free | Simon Resch |  |
| Janice Beagle | Carway/Altan | Laurie Karson |  |
| Catherine West | Nuance | Tania Lee |  |
| Ralph Caria | SSM Duty Free | Laurie Karson |  |
| Jeff Butler | 1000 Islands | Tania/Abe |  |
| Chris Foster | Peninsula | Tania/Abe |  |
| Colin Morgan | Aerrianta | Laurie Karson |  |

**Draft Telephone Interview Questions and Preamble**

**to Member being Interviewed – provide responses below as interview takes place**

* Set up telephone interview time
* **Identify the Committee members, Committee mandate and timelines**
* Identify to caller that they are part of a strategic telephone interview process to garner insight from various member categories – alongside online survey’s. Information to be consolidated for committee considerations for final recommendations to operator members.

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| --- | --- |
| **Name of Person Interviewing:** |  |
| **Question #1:** | **Response from Member** |
| What key aspects of the current FDFA Convention do you believe needs to be changed and why?  i.e. networking events, meeting format, etc. |  |
| What do you consider the top 2 best aspects of the current convention? |  |
| What business value do you receive from attending the convention? |  |
| Would you be interested in business working panels, sessions, speakers being integrated into the FDFA Convention? |  |
| With the current US and South American duty free show mergers set to take place in the near future, would you consider the Canadian show aligning with IAADFS and AUSTIL an asset? Would you attend a merged show – even if it is outside of Canada? |  |
| What location and timeline for the convention i.e. 2 days, 1 day, 3 days would be ideal for your company and/or store? Would your timeline needs change for your organization for your various business representatives i.e. your sales rep or buyer may only need to attend for one day vs. a senior owner or supplier director who may need to attend full show i.e. 3 days? Pls. identify ideal timelines and preferred location for show i.e. Toronto, Vancouver, etc. |  |
| Are there any other comments on the show i.e. registration costs, networking events, quality of meetings? etc. that you believe is important in the review process |  |
| **[For Suppliers]**  Would you be amenable to presenting to a group/region on key initiatives, launches and ideas excluding A&P? (I think is important to mention the exclusion of A&P as this is a sensitive topic for suppliers)  **[For Operators]**  Would you be amenable to attending meetings in a group/regional format? If yes, how do you see the formation of groups? By region, size, listings, need? |  |
| Other Comments: |  |