Email questions re: Visions 2020

On Aug 21, 2018, at 5:15 PM, Abe Taqtaq <[Abe@tunneldutyfree.com](mailto:Abe@tunneldutyfree.com)> wrote:

Dear Peter,

Thank you forwarding your Action Plan for Vision 2020.

Your input is always appreciated and valued. Your ability to deliver results through your initiatives and leadership is admirable.  I and many others value your opinion and your accomplishments can make the industry stronger if templated across the country.

My below comments and questions are sent to you prior to discussion with the board.

The brief is well laid out and has points that at the minimum warrant a discussion. As much as I appreciate your efforts, I have some comments and questions, especially in relation to the final statement of the brief:

**“Discussions must commence immediately with the respective government bodies to ensure that duty free is made a TRUE DUTY AND TAX FREE environment**.”

Where and when shall these discussions take place?

The discussions should be held with the respective permanent secretaries in Ottawa upon receiving consent from FDFA. This meeting should be held prior to the 2019 Semi-Annual Meeting.

I will be glad to arrange time and date.

Who shall represent the collective interest of the Canadian Land Border Industry?

This decision will be for the Board to make, however, I would be more than happy to be part of the group.

Who shall participate in these discussions?

In order to have effective communication, we should have a maximum of Four (4) operators attend this meeting.

What effect will any marketing initiative or government relations initiative have if we don’t have full participation by all stores? More than a couple larger stores are not even members of the FDFA and have zero appreciation or acknowledgement of the efforts already being undertaken for the past 4 years to set the association on the right track. Surely, if there is a desire for a successful vision in 2020, there would have to be a forum and full member participation to facilitate these discussions.

I do not feel that full participate is necessary at this time. However, I will ensure that Peace Bridge Duty Free become a party the Vision 2020 proposal and share any costs associated for the implementation of our proposal.

2020 is less than 1.5 years away with a total of 3 opportunities to hold meetings at 2 conventions and 1 semi annual. Should we not get started on a Vision 2020 immediately with all stores participating at the first opportunity in November?

Yes. However, once we agree on the final version of the Vision 2020, we could forward to all members for their comments and added suggestions.

What are you asking the board to do with this document?

I am asking the Board to add additional comments and input in finalizing Vision 2020.

One last comment: the board has a vision and is effectively moving towards it - not only for 2020 but  beyond. We are holding strategic discussions with our new Executive Director and advocacy firm in the coming weeks to lay out our goals and strategy for years to come. All FDFA members are invited to join the discussion and be part of the process in November.

Great.

Peter, I and the rest of the board is at your disposal to discuss my comments and your document in more detail at your convenience.

I will be glad to participate once I have the final version completed. Meanwhile, please provide additional information and insight that you or the Board thinks should be added or deleted.

Abe Taqtaq

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Peter Raju added to VISION 2020 proposal:

**NEGOTIATE INCREASE IN DUTY FREE LIMIT**

 As part of the N.A.F.T.A. free trade negotiations, Mexico has just increased its duty free allowance and we should, as duty free operators, lobby the Federal Liberal Government to bring the limits in line with those of the United States. Although this increase will initially benefit duty free shops on the southern border, we could aggressively promote pre-purchase by Canadians on products such as perfumes and cosmetics and other luxury items that could be added to the SKU with the increased allowance. The advantage for Canadians to pre-purchase would be the prevailing exchange rate.