

THE 2023 FDFA CONVENTION

Here's what you missed

BUILDING TOMORROW: CELEBRATING SUCCESS AND INNOVATION AT THE FDFA CONVENTION

This year's FDFA Convention marked a milestone for the Canadian land border duty free industry, serving as the first major gathering since the pandemic and creating a pivotal platform for professionals to exchange insights and explore emerging trends.

The event kicked off with a media appreciation excursion to a local distillery, acknowledging the essential role of media in highlighting the unique facets of land border duty free stores. This set the tone for a series of dynamic events that underscored the spirit of collaboration and innovation within the industry.

A major attraction was the Craft Spirits Tasting, where suppliers had the opportunity to showcase their latest offerings, providing store operators with a glimpse into the future of duty free products. These tastings were more than just sampling events; they were gateways to potential market leaders.

The Opening Cocktail Reception facilitated a perfect blend of informal networking and professional exchange, allowing industry members to forge and strengthen connections in a relaxed yet purposeful environment.

The Individual Supplier Meetings were a critical component of the convention. These meetings offered a unique opportunity for suppliers and store operators to engage in focused, one-on-one discussions. This environment was conducive to detailed negotiations and strategic planning, allowing both parties to explore tailored business opportunities and partnerships in depth. Suppliers could present their products and services directly to

decision-makers, receiving immediate feedback and potentially securing deals. For store operators, these meetings provided a chance to discover new products, negotiate terms, and forge valuable relationships with suppliers that could lead to exclusive offerings and enhanced retail experiences for their customers.

The Trade Floor emerged as a bustling hub for emerging suppliers, giving them a chance to display their products to a wide audience. This area was alive with discovery and networking opportunities, making it a central part of the convention experience.

The Women in Travel Retail Reception was a standout event, emphasizing the growing influence and importance of women in the duty free industry. This reception was not just a networking opportunity but also a powerful statement about the role of women in shaping the future of travel retail.



One of the convention's major achievements was the successful fundraising for the Missing Children Canada Society. The collective effort raised over \$12,000, with the Women in Travel Retail reception contributing \$500 during its raffle, demonstrating the industry's commitment to social responsibility and community support.

Our Gold Standards awards ceremony and gala beautifully wrapped up the convention, celebrating the remarkable achievements within the duty free community. It was an evening of acknowledgment, recognizing the dedication, hard work and excellence of those in the industry.



As we look to the future, the next FDFA Convention, scheduled for November 18 to 21 in Toronto, promises to be another landmark event. It will offer an abundance of opportunities for growth, networking, and innovation in the duty free industry.



We extend our sincere gratitude to all partners and participants who played a role in making this year's convention a resounding success. Your participation and support have been crucial, and we eagerly look forward to seeing you in Toronto for what promises to be an exciting continuation in the journey of the duty free industry.





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FOR TWO

SCAN 



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DutyFreeWineContest.com

CONTEST OPENS NOV 26, 2023 AND CLOSING DEC 19, 2023 AT 11:59 PM EST. OPEN TO RESIDENTS OF CANADA AGE 19+. NO PURCHASE NECESSARY TO ENTER. A PURCHASE WILL NOT INCREASE YOUR CHANCES OF WINNING. VOID WHERE PROHIBITED. The provincial liquor authorities are not connected with this contest in any manner whatsoever, and are not liable in any way whatsoever in regard to any matter which relates to this contest. Enter online at dutyfreewinecontest.com ("Contest Website") to receive one (1) entry. A maximum of one (1) entry per person will be accepted. If it is discovered that you attempted to enter more than once all your entries will be void. PRIZES / ARV / ODDS: One (1) Prize available to be won consisting of a one (1) night Niagara wine experience for winner of the contest and one (1) travel companion to visit two (2) Niagara wineries in Ontario (ARV \$1500.00 CAD). See contest website for full prize details and restrictions. Unclaimed prizes will not be awarded. No prize substitution or cash equivalent of prize. No prize transfer. Winner will be randomly drawn by the contest judges. Mathematical skill-testing question required. The chances of winning will depend upon the total number of eligible entries received. All decisions of the contest judges will be final. VISIT DutyFreeWineContest.com FOR COMPLETE OFFICIAL RULES. ENJOY RESPONSIBLY.

Don't miss out on a chance to win the Peller Estates Wine Country Contest. All duty free store staff are encouraged to enter before the December 19, 2023 closing date.

TORONTO,
NOV. 18-21