



## TFWA ANNOUNCEMENT

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### **APTRA WORKSHOP AT TFWA ASIA PACIFIC & GATE ONE2ONE**

#### **Protecting your bottom line: current concerns, future solutions**

TFWA and the Asia Pacific Travel Retail Association (APTRA) are pleased to announce that an interactive workshop focusing on industry concerns that face the Asia Pacific region will take place during TFWA Asia Pacific & Gate ONE2ONE in May.

In full support of this development, British American Tobacco International Limited (BAT), which led a similar initiative at last year's event, is joining TFWA and APTRA in the organisation of this year's APTRA Workshop.

With the theme '**Protecting your bottom line: current concerns, future solutions**', the APTRA Workshop will be staged in Singapore Suntec at lunchtime on Monday 10<sup>th</sup> May after the Conference Plenary session and Workshops A and B and before Workshops C and D get underway.

The workshop will be led by Sunil Tuli, President APTRA, and will advocate collaborative action through one legitimate voice that defends the industry in the region against external threats such as the threat from the WHO to ban duty free sales of tobacco.

Representing the tobacco suppliers will be Danika Ahr, Head of Legal & Corporate Affairs, British American Tobacco International Limited and Sarah Branquinho, Business Relations and External Affairs Director, WDF will provide a retailer's perspective.

Featuring input from Keith Spinks, Secretary General ETRC, the industry's representative council in governmental matters, the workshop will address current issues being dealt with by industry associations including marketing concerns such as display bans on certain products and how all industry stakeholders can lobby effectively with their respective national authorities.

The workshop, which will be moderated by Doug Newhouse, Editor, The Travel Retail Business, will also summarise the recent successes of the duty free industry associations, including APTRA's involvement in the efforts to protect duty free sales of alcohol and progress in handling restrictions regarding the onboard carriage of liquids, aerosols and gels.

Finally it will address the long term vision: co-operation between APTRA's own members and collaboration between the various industry associations so that together they present a united front in campaigns on behalf of the industry.

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Sunil Tuli: “Duty free and travel retail industry associations play a vital role in bringing such concerns to the fore and representing all stakeholders when communicating with governmental and intra-governmental bodies.”

Pre-registration for TFWA Asia Pacific & Gate ONE2ONE is open until 15<sup>th</sup> April at [www.tfwa.com](http://www.tfwa.com).

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