



CANADIAN GIFT
ASSOCIATION™



An Open Letter to the Industry

Owned and operated by the CanGift member companies, the Toronto Gift + Home Market has met the needs of industry buyers for 46 years and it will continue to work in the best interest of its over 600 member companies. Twice annually, the association brings together, under one roof, hundreds of domestic and international suppliers, across more than a dozen merchandise categories, to create a single, retailer friendly, efficient shopping experience. Many thousands of buyers attend each market. The business model has benefited the industry for decades and while business, particularly, post pandemic has changed, every indication points to the viability that temporary shows provide retailers with an economical, cost-effective way to source products and discover new suppliers.

We would like to clarify communications you may have received about a competitive event starting this summer in Toronto, under the guise of adopting a new business model. This event is being run by a small group of former Canadian Gift Association members, who have joined together at an alternative venue to become a direct competitor to CanGift and its Toronto Gift + Home Market. They were valued members of the association, their presence made the show better and in turn, over the years participating in our market certainly contributed to their company's growth. Their decision to leave the association and not participate in our market was made unilaterally and without any prior consultation with the Association. As a consequence and as per the CanGift bylaws, the association had no choice but to revoke their memberships. We wish them every success in their new venture and hope the decision to leave the CanGift show is profitable for them.

For many years now, as a benefit to our exhibiting members and the retailers who attend our show, CanGift has provided a free shuttle bus service to and from our many partner hotels to our show site at the Toronto Congress Centre. This free service will continue as we know it is a valuable benefit to both our members and retailers who attend our market. This is the only shuttle service supported by the association.

There was a request made by this group to provide logistical support, including shuttle busing from the Toronto Congress Centre over to their alternate venue. The association has a firm, longstanding policy not to allow any competing, off site events to take retailers off the show floor and as such we have declined their request. The rule was designed to protect the collective efforts of the 600+ CanGift members who rely on the association to protect its interests.

The association has worked hard to move the market forward, finally consolidating into one building in 2019, a change that was long overdue and universally embraced by members and retailers alike. Now, after the most difficult two years in recent memory, we feel the latest development initiated by this group sets the industry back, not moves it forward.

We look forward to welcoming members and retailers back to the Toronto Gift + Home Market August 7-August 10. After more than two years, we are committed to doing everything in our power to make it an exciting and profitable experience for our community. ***Here are some of the exciting things we have in store at The Toronto Gift + Home Market, this August:***

- Our new partner, *InStore* Magazine, the only publication serving gift, home décor and lifestyle retailers in Canada will be hosting Retailer Breakfasts, Roundtable Exchanges and sponsoring our Buyers' Lounge.
- The launch of our Inspiration Wall, where you can share the lessons learned over the past few years and show appreciation for each other.
- Mix with your peers at the Community BBQ Sunday night
- Join us for Margaritaville Monday and Taco Tuesday
- Free daily lunch vouchers

And stay tuned for more!

From the CanGift Board of Directors
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