



The International Association of Airport and Duty Free Stores – Serving the Industry for Over 50 Years

What is IAADFS?

The International Association of Airport and Duty Free Stores (IAADFS) is an international trade association founded in 1968 that has provided more than five decades of service to the members of the association and to the duty free and travel retail industry as a whole.

The History of IAADFS

The founders of IAADFS were representatives from various airport duty free stores in the western hemisphere who met informally to discuss issues of importance to the airport duty free store market. These informal meetings led to the formation of IAADFS, a membership organization recognized worldwide as an advocate on issues that may affect association members and the industry.

IAADFS Goals and Objectives

IAADFS goals and objectives are to:

- Promote the duty free and travel retail industry as an important segment of the international business community
- Provide a platform where store operators and their suppliers can exchange information on products and their market potential
- Serve as a collective voice in representing the industry on issues affecting the membership

The association also provides an ongoing government relations program that monitors activities and allows IAADFS to respond to issues that might negatively impact members and the industry.

IAADFS Membership

Membership in IAADFS is currently open to the following types of companies:

- Owners and operators of duty free and travel retail concessions (operator membership)
- Suppliers of products and services for the duty free and travel retail industry (supplier membership)

Membership is renewed annually, with the membership period running from July 1 to June 30, and the current cost of membership is USD \$1,500.00 per company.

The Summit of the Americas

The Summit of the Americas is an annual event that brings together buyers, suppliers, and other important stakeholders from the duty free and travel retail industry for several days of networking, business, and learning from executive conference sessions.

The Summit of the Americas includes an exhibit area with a mix of traditional booths and suppliers meeting with customers in private exhibit/meeting rooms. The event also offers several education sessions open to all registered attendees, as well as three evening networking cocktails where attendees can connect with existing customers, meet new customers, network, and maybe conduct a little business in a more relaxed atmosphere.

Benefits of Membership

Membership in IAADFS provides member companies with a number of direct and indirect benefits.

- All members are eligible to participate in the Summit of the Americas at discounted member rates.
- Members are featured on the IAADFS website, which includes a searchable online membership directory where members may find contact information for other members.
- Members receive regular communication from the association to keep them informed about the association's activities on behalf of the membership and the industry.

Advocacy Efforts and Other Programs

In addition to the direct benefits of membership in IAADFS mentioned above, members benefit from the association's advocacy activities and other programs conducted on behalf of the members and the industry as a whole. Some examples of IAADFS efforts in these areas include the following:

- Partnering with other industry organizations to secure financial relief of \$1B for airport concessionaires that have been severely affected by the COVID-19 pandemic.
- Working with other organizations to ameliorate the effects of the liquids and gels ban on the duty free industry, and to resolve the problem of how purchases by transient passengers are handled.
- Partnering with other industry organizations to conduct extensive worldwide lobbying campaigns to protect the rights of duty free stores to sell certain popular types of duty free products in their stores.
- Organizing and financing a duty free awareness campaign to educate international travelers about the benefits of duty free shopping.
- Funding an in-depth study by Coopers & Lybrand to summarize the regulations that govern duty free operations in South American countries and to explain the breadth and importance of this market with respect to the impact on the local economies of these countries.
- Organizing education programs and webinars on various topics of interest to both the buyer and supplier communities.
- Successfully lobbying for increases in duty free allowances.
- Lobbying for modernization of procedures that US-based duty free stores must follow, resulting in beneficial changes to US Customs rules and simplifying procedures for these stores.

For More Information

For more information about the association, membership, or the Summit of the Americas, please contact IAADFS at:

IAADFS
2001 K Street NW
3rd Floor North
Washington, DC 20006
USA
Tel: +1-202-367-1184
Email: iaadfs@iaadfs.org
Web: www.iaadfs.org



Supplier Membership Application

Company Information

Company Name

Primary Contact Person

Street Address

City

State/Province

Zip/Postal Code

Country

Telephone

Fax

E-mail

Web site

My company is a:

- ☐ Manufacturer of products
- ☐ Agent/licensee for a manufacturer*
- ☐ Supplier of services for the duty free /travel retail industry*

***Note:** Applicants who are agents or licensees must supply a letter from the manufacturer confirming that the applicant company is the agent or licensee for that manufacturer's products for the duty free and/or travel retail market.

Product Categories

Please indicate what types of products or services your company provides to the duty free industry:

- ☐ Liquor
- ☐ Tobacco
- ☐ Fragrances/Cosmetics
- ☐ Jewelry/Accessories/Luggage
- ☐ Gifts/Writing Instruments
- ☐ Services
- ☐ Confections/Gourmet Foods
- ☐ Other: _____

Brands

Please list the brand names of the products you supply to duty free and/or travel retail stores. If you are an agent or distributor, list only those brands for which you have a current, written agent or distribution agreement with the brand owner. If your company provides services, please provide a detailed description of these services.

Geographic Representation

In which geographic regions does your company supply or intend to supply the above-listed products or services?

Please check one of the following:

☐ I am currently supplying the above-listed products or services to duty free and/or stores (submit references on the next page).

OR

☐ I request consideration for membership and intend to sell the above-listed products or services to airport duty free and/or travel retail stores (submit 4-5 pages maximum of product information to iaadfs@iaadfs.org – **required**).

References

If you currently are supplying the products or services listed on this application to IAADFS Operator Members, please list these companies below and provide a letter of reference from at least two of the member companies confirming your company's products or services are supplied to that member company, and in the case of products, that these products are sold in their duty free/travel retail stores.

If you do not have customers who are IAADFS Operator Members, please list other references below in the following order of importance, and provide accompanying letters of reference:

1. Buyers from duty free and/or travel retail stores who are NOT members of IAADFS
2. IAADFS Supplier Members

Company_____

Contact person_____

Telephone_____

Email_____

Store Location/Type_____

Company_____

Contact person_____

Telephone_____

Email_____

Store Location/Type_____

Company_____

Contact person_____

Telephone_____

Email_____

Store Location/Type_____

Annual Membership Dues USD \$1,500.00
(Covers the period from July 1 – June 30)

Payment of the annual membership dues must be made after approval of your company's membership application. Payment may be made by check (payable to the IAADFS, and must be drawn on a U.S. bank in U.S. dollars), wire transfer, ACH, or credit card (VISA, MasterCard, American Express ONLY). Please contact our office for information on paying by wire transfer, ACH, or credit card.

Important Notice: Because of IAADFS' status as a 501(c)(6) entity, contributions or gifts, including dues, to this organization are not deductible as charitable contributions for US federal income tax purposes. However, payments of membership dues may be deductible for most members of a trade association under section 162 of the Internal Revenue Code as ordinary and necessary business expense.

Important Note: Applicants must provide product brochures or other promotional materials (pamphlets, press releases, photos) on the products or services supplied by the applicant company. If you are not currently supplying products or services to any duty free and/or travel retail stores, your application will be evaluated primarily on your product information. You may also email product information (maximum of 5 pages) to iaadfs@iaadfs.org.

Return this completed application, letters of reference, and production information to:

International Association of Airport and Duty Free Stores
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Telephone: +1-202-367-1184
E-mail: iaadfs@iaadfs.org Web site: www.iaadfs.org