



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

## What is IAADFS?

The International Association of Airport and Duty Free Stores (IAADFS) is an international trade association with approximately 350 company members. Since its founding in 1968, IAADFS has provided nearly 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 airport duty free industry as an important segment of the international business community;
- Provide a platform where operators of airport duty free stores and their suppliers can exchange information on products and their duty free market potential; and;
- Serve as a collective voice in representing the airport duty free industry on issues affecting the membership.

The association also provides an ongoing government relations program that monitors activities impacting members.

## IAADFS Member Demographics

IAADFS has 32 Concessionaire members who each operate at least one airport duty free store. IAADFS organizes its supplier members in 7 different categories based on products they supply. Below are the different categories and the number of companies that are represented in each category. Note that some companies supply products in more than one category.

- Confections / Gourmet Foods: 48 companies
- Fragrances: 61 companies
- Gifts, Writing Instruments: 36 companies
- Jewelry, Accessories, Luggage: 63 companies
- Liquor: 105 companies
- Services: 14 companies
- Tobacco: 24 companies

## The Summit of the Americas

What began as informal meeting of the founders of IAADFS later evolved into the Duty Free Show of the Americas, an annual tradeshow that has served as a focal point for suppliers of products and services and buyers from duty free and travel retail stores to meet, network and conduct business. The Duty Free Show of the Americas has attracted a diverse audience of duty free and travel retail store operators from more than 60 countries to view the most prestigious brands represented by hundreds of IAADFS supplier members present at the show.



2017 Ribbon Cutting

For 2018 IAADFS is partnering with ASUTIL to host the Duty Free and Travel Retail Summit of the Americas, which combines the best of the past IAADFS tradeshow and ASUTIL conference into a single event that better represents the Americas and the Caribbean. The 2018 Summit will feature an attractive exhibit hall, an active social program with multiple networking opportunities that bring attendees face to face with new business prospects, and a valuable executive education program. Whether it's a social function or a sports day activity, a planned evening reception or a chance encounter on the tradeshow floor, the Summit of the Americas provides vital interaction between buyers and suppliers to facilitate successful business relationships.

The 2018 social program includes an opening reception, Club Americas (where attendees can relax and have fun after busy days, with a DJ and dance floor), and the Gala Evening, which combines a fabulous dinner with fantastic entertainment.



2017 Exhibit Hall



# IAADFS Membership Requirements and Processing

## Who Makes Up the IAADFS?

The International Association of Airport and Duty Free Stores (IAADFS) is made up of approximately 350 member companies representing some of the top manufacturers and brands in the duty free industry, as well as operators of airport duty free stores and other types of duty free and travel retail stores throughout the world, primarily in the Americas and the Caribbean. Below is a description of each type of IAADFS membership and the requirements for each category.

## Airport Concessionaire Membership

Airport concessionaire membership is open to individuals, corporations or other entities which, for a period of at least six months, have been engaged in the business of ownership or operation of a duty free store in any airport having regularly scheduled international flights.

Applicants for airport concessionaire membership are required to submit a completed membership application and either a copy of their airport concession contract or a letter from the airport authority or other appropriate governing body, confirming the applicant's status as an operator of an airport duty free store and the duration of their contract to operate the store.

## Associate Buyer Membership

Associate buyer membership is open to those individuals, corporations or other entities which, for a period of at least six months, have been engaged in the business of ownership or operation of duty free stores outside of airports, or ownership or operation of at least one travel retail store, and which have received references from two IAADFS airport concessionaire members, and approval by the IAADFS Board of Directors of the quality and suitability of their products and businesses for their inclusion as members.

Applicants for associate buyer membership are required to submit a completed membership application, letters of reference from two IAADFS airport concessionaire members, and either a copy of their duty free concession contract or some other type of government-issued document confirming the applicant's status as an operator of a duty free or travel retail store and the duration of their contract to operate the store.

## Associate Supplier Membership

Associate supplier membership is open to individuals, corporations or other entities engaged in the business of manufacturing or selling products to be sold to airport duty free stores for retail sale in those stores, or engaged in the business of supplying services to IAADFS airport concessionaire members.

Applicants for supplier membership must presently sell products or services to at least two IAADFS airport concessionaire members or must provide an innovative product or service for the duty free market. Applicants need to submit a completed membership application with at least two letters of reference from IAADFS airport concessionaire members confirming the applicant's



products or services are being supplied to those member companies, and in the case of products, that these products are being sold in their duty free stores as duty free merchandise. Applicants must also supply product information, such as catalogs or brochures. If the applicant is not selling to IAADFS Concessionaire Members but is selling to other duty free or travel retail stores, reference letters from these other stores should be provided in support of the application.

## Membership Reviews

Membership reviews are held by a buyer review committee made up of representatives from IAADFS board member companies. Applications must be complete and include all required materials before being submitted for review. Once the review committee has approved an application for membership, the applicant company then is eligible to participate in association activities. Contact the IAADFS office to confirm the specific timing for reviews and deadlines to submit your application.

## Membership Updates

IAADFS regularly solicits updates from the members in order to keep the association's online membership database current and ensure the accuracy of the information contained in the annual Exhibitor Guide (for companies exhibiting in the annual tradeshow). The online membership database provides a list of all current IAADFS members including contact information for each company and a list of the company's main representatives. The listings also include detailed information about the brands and services offered by IAADFS supplier members for the duty free and travel retail market, as well as store listings for Concessionaire and Associate Buyer members. The printed Exhibitor Guide is distributed to thousands of industry representatives, including all association members and buyers registered to attend the annual tradeshow.

## Membership Dues

Membership dues are billed annually for the period of July 1 through June 30. Membership dues must be paid in order for the member company to maintain access to the online membership database and for the member company to receive the regular mailings of the association.



# IAADFS Membership Benefits and Advocacy

## Benefits of Membership in IAADFS

Membership in the International Association of Airport and Duty Free Stores (IAADFS) provides member companies with a number of direct and indirect benefits.

- All IAADFS members are eligible to participate in the Duty Free and Travel Retail Summit of the Americas, jointly hosted by IAADFS and ASUTIL. This premier event for the duty free and travel retail industry brings together a diverse audience of duty free and travel retail store buyers representing more than 330 distinct store-operating companies from over 60 countries, as well as more than 150 exhibitors showing the latest, most sought-after products.
- IAADFS members are featured on the IAADFS website ([www.iaadfs.org](http://www.iaadfs.org)), which includes a searchable online membership directory. Members may log into the website to find contact information for other members, as well as information about the brands represented by IAADFS supplier members and the stores operated by IAADFS concessionaire members.
- Association members receive regular communication from the association by mail or email 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 above direct benefits of membership in IAADFS, 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:

- In the mid-1990's, IAADFS organized and financed a duty free awareness campaign which sought to educate international travelers about the benefits of duty free shopping. This campaign featured advertising in a variety of English and Spanish language publications as well as in airports.
- IAADFS funded an in-depth study completed in 1997 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.
- IAADFS has organized education programs and webinars on various topics of interest to both the buyer and supplier communities in the duty free industry for the benefit of association members and other industry representatives.
- IAADFS was instrumental in lobbying for a doubling of the duty free allowance from \$400 to \$800 for the value of duty free merchandise that a returning U.S. resident is entitled to bring back into the United States.
- IAADFS also successfully lobbied for an increase in the duty free allowance from \$600 to \$800 for U.S. travelers returning from a Caribbean country or from an Andean country (Bolivia, Colombia, Ecuador, and Peru). The duty free allowance for travelers returning from American Samoa, Guam or the Virgin Islands was increased from \$1200 to \$1600. In addition, this \$1600 allowance permits returning travelers to include goods valued up to \$800 from other countries in their overall total.
- A five-year campaign by IAADFS to modernize some of the procedures that US-based duty free stores must follow resulted in beneficial changes to US Customs rules, simplifying procedures for these stores.
- Partnering with other industry organizations, IAADFS has conducted extensive worldwide lobbying campaigns to protect the rights of duty free stores to sell certain popular types of duty free products in their stores. Proposed restrictions would have had wide-scale negative effects on the duty free industry, and IAADFS' coordination of these lobbying campaigns culminated in positive results for the industry.
- Most recently, IAADFS has been cooperating with other organizations to ameliorate the effects of the liquids and gels ban on the duty free industry. The association has been very active with other organizations trying to mitigate the loss of business from this ban, and to resolve the problem of how transient passengers are handled as they make their interim stops.



# Associate Supplier Membership Application

## Company Information

Company Name

Primary Contact Person

Street Address

City

State/Province

Zip/Postal Code

Country

Telephone

Telefax

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
- Jewelry/Accessories/Luggage
- Confections/Gourmet Foods
- Tobacco
- Gifts/Writing Instruments
- Other: \_\_\_\_\_
- Fragrances/Cosmetics
- Services

## Brands

Please list the brand names of the products you supply to airport duty free 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 airport duty free stores.

OR

- I request consideration for membership and intend to sell the above-listed products or services to airport duty free stores.

## References

If you currently are supplying the products or services listed on this application to IAADFS Airport Concessionaire 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 airport duty free stores as duty free merchandise.

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

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

Company \_\_\_\_\_  
Contact person \_\_\_\_\_  
Telephone \_\_\_\_\_  
Telefax \_\_\_\_\_  
Email \_\_\_\_\_  
Store Location/Type \_\_\_\_\_

### Application Fees and Procedure

Annual Membership Dues (July 1 – June 30)	\$450.00
Initiation Fee	\$250.00
Processing Fee (non-refundable)	\$100.00
<b>Total Due</b>	<b>\$800.00</b>

Company \_\_\_\_\_  
Contact person \_\_\_\_\_  
Telephone \_\_\_\_\_  
Telefax \_\_\_\_\_  
Email \_\_\_\_\_  
Store Location/Type \_\_\_\_\_

Payment of the above fees must accompany the membership application form. Payment may be made by check (payable to the IAADFS, and must be drawn on a U.S. bank in U.S. dollars). If you pay by check, include the \$100 processing fee on a separate check. Payment can also be made by wire transfer or credit card (VISA, MasterCard, American Express ONLY) – please contact our office for information on paying by wire transfer or credit card.

Company \_\_\_\_\_  
Contact person \_\_\_\_\_  
Telephone \_\_\_\_\_  
Telefax \_\_\_\_\_  
Email \_\_\_\_\_  
Store Location/Type \_\_\_\_\_

**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](mailto:iaadfs@iaadfs.org).

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

**International Association of Airport and Duty Free Stores**  
2025 M Street NW, Suite 800 • Washington, DC 20036-3309 • USA  
Telephone: +1-202-367-1184    Telefax: +1-202-429-5154  
E-mail: [iaadfs@iaadfs.org](mailto:iaadfs@iaadfs.org)    Web site: [www.iaadfs.org](http://www.iaadfs.org)