



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
- 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 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
Total Due	\$800.00

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 iaads@iaads.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
2001 K Street NW, Suite 300 • Washington, DC 20006 • USA
Telephone: +1-202-367-1184 Telefax: +1-202-429-5154
E-mail: iaads@iaads.org Web site: www.iaads.org