

ASUTIL and IAADFS organizations announce collaboration starting 2018

By **Wendy Morley** on January, 9 2017 | Associations



After months of speculation, the South American Duty Free Association, Asociacion Sudamericana de Tiendas Libres (ASUTIL), and the International Association of Airport and Duty Free Stores (IAADFS) today announced their new collaborative partnership for their annual events. Beginning in March 2018, the IAADFS Duty Free Show of the Americas and the ASUTIL Conference will be instead offered as a united Summit of the Americas, which will offer a revitalized business, educational and networking event for all attendees. Throughout 2017, ASUTIL and IAADFS will finalize the elements of the new event.

“We have all reflected on the shifting industry environment and recognize the need to make efficiencies for doing business in the Americas,” stated Gustavo Fagundes, ASUTIL President and COO of Dufry Brasil and Bolivia. “From our viewpoints, there is an opportunity to achieve a more valuable and cost-effective annual event for both suppliers and buyers on the exhibition side, and strengthen our educational offerings by combining our activities.”

“Everyone recognizes that collaboration allows us to better adapt to changes within the industry,” added Erasmo Orillac, IAADFS Chairman of the Board and CEO of Motta Internacional, SA. “In addition to the benefits that will be seen for our tradeshow, we want to bring together and enhance the educational conference aspects of what we each do. From the top of Canada to the tip of South America, the Americas offer a powerful growth opportunity for the duty free and travel retail industry. We want to help maximize that future for everyone.”

The two organizations have a long history of mutual support, and they have announced intentions to expand their work together on regulatory and advocacy issues impacting the industry, in addition to efforts directed toward combining their events. Leaders from the organizations have also had preliminary conversations with the Frontier Duty Free Association (FDFA) to explore synergies and mutual cooperation.