



FRONTIER DUTY FREE ASSOCIATION CONVENTION

## FDFA awaits final results from CBSA's Strategic Review

As Canada's Frontier Duty Free Association kicks off its 28<sup>th</sup> annual convention this week in Niagara Falls, FDFA President Abe Taqtaq says his organization hopes to finally put the Canada Border Services Agency's Strategic Review of the Canadian Land Border business behind it and focus on collaboration between operator members.

Speaking to *TMI* in Cannes last month, Taqtaq said that the FDFA is now waiting on the final drafting of the finished Strategic Review, but that the association is pleased with how the discussions continue to go with CBSA on the duty free program and regulations.

"The CBSA wanted to make fundamental and critical changes to something that has performed flawlessly for the most part for 28 years. They wanted to go back to their core mandate which is security. They wanted to cut costs. By doing so they were going to affect employment and economic gain within Canada as a result. They could have ruined small Canadian businesses for no reason. All those arguments are the reason we were successful," he says.

CBSA Director General Anne Kline will be attending and presenting to the operator membership at the November 17 Operator's Meeting to discuss the progress on the Strategic Review.

The Strategic Review has been top of mind for the FDFA



FDFA President Abe Taqtaq

for years, and the FDFA's relationship with CBSA will continue to be a priority, says Taqtaq.

"With the government that we have in Canada right now there is always going to be a procedures review going on. We were involved with Strategic Review number one. Strategic Review two and three have bypassed us so far. We will continue to work on the program to increase efficiencies to ensure that costs never end up being a problem for [the government] and to get rid of any redundancies and items that don't make any sense."

Following the success of last May's two-day Semi-annual meeting, which has evolved into a FDFA Business & Professional Development Summit, the organization plans to repeat the summit in

Kelowna, B.C. next May.

"We are going to build on what we started last year with the collaboration. A lot of good ideas came out of that conference. We are going to continue bringing the theme of collaboration to the operators so they can see the benefits of working together," says Taqtaq.

The FDFA is in the process of phasing in the ideas from last year's Business & Professional Development Summit.

"We are going to reinforce what we already said we were going to do. There is assortment planning, data mining, and bringing sales data together. We are going to make this data usable for all the members. For example, we can develop an assortment planning analysis on confectionery. It would be nice to know what the best-selling units are across the country, what are we selling that perhaps we shouldn't be selling, what items may be taking up too much shelf space. This is just basic information that conglomerates and multi-site locations have the benefit of using that we don't right now. For us, this is information that can come about as a result of our collaboration theme," Taqtaq concluded.

PEOPLE/COMPANY NEWS

**Blandine Knight**, Area Director, **Camus Wine and Spirits** group, is retiring immediately after the 2014 IAADFS Show in Orlando. Knight, who has been with Camus for 26 years, is a familiar face to the operators in Canada and at the FDFA Convention. **Jeff Orson**, Duty Free Manager North America at **Peter Mielzynski Agencies**, who works closely with Knight, wishes her the best with her retirement.

"Blandine has been working with PMA DF for the past 20 years. Her strong work ethic and sunny disposition have endeared her to both her colleagues and customers alike. We at PMA wish to thank her for all of her hard work and perseverance in trying to share all of her knowledge and expertise with regards to Cognac business. She truly is an amazing person and it has been a pleasure working with her. We are all very sad that she will be leaving the business," says Orson.

**Ayaz Furniturewalla** has been appointed Vice President/General Manager, Aramis & Designer Fragrances, Origins and Beautybank, Travel Retail Worldwide, at **The Estée Lauder Companies**, effective September 30, 2013. Furniturewalla, who joins ELC from Elizabeth Arden, reports directly to **Olivier Bottrie**, President, Estée Lauder Travel Retail Worldwide, in New York.

Furniturewalla's most recent position at Arden was VP, Global Travel Retail & South East Asia/India Distributors, based in Miami. He also worked for Unilever Cosmetics International and Calvin Klein Cosmetics International.



## Sense of Place, regional focus capture ACI-NA 2013 concessions awards

Airports Council International-North America (ACI-NA) awarded **San Francisco International Airport** the **Richard A. Griebach Award of Excellence** in the 2013 ACI-NA Airport Concessions Awards. The group named **Rebecca Ramsey**, assistant director of properties for the **Metropolitan Nashville Airport Authority (MNA)**, the **2013 ACI-NA Concessions Person of the Year**.

Both winners brought a strong regional approach to their concessions programs, incorporating a strong Sense of Place.

ACI-NA said that San Francisco's concessions program captures the spirit of the city, with an emphasis on fresh and sophisticated retail and local, sustainable dining options. The program's focal point is Terminal 2, which since its reopening in 2011 has become a destination in its own right.

Terminal 2 presents a microcosm of the Bay Area for passengers, with more than 50% of food and beverage operations hailing from the region, and a retail street that features a gourmet market, wine bar and specialty retail stores.

Concessions Person of the Year winner Rebecca Ramsey oversees the retail concessions program at Nashville International Airport (BNA), where she has helped create a "flourishing" concessions program that reflects Nashville's diversity, hospitality and "Music

City" moniker, says ACI-NA. Since 2008, Ramsey has led an 18.1% increase in concessions income, from \$16.5 million to more than \$19.5 million. BNA's reconfigured dining and retail options feature a strongly performing mix of national brands and local and regional concepts, along with introducing many new "leading edge" concepts to BNA, from a nail salon to a \$82 million consolidated rental car facility.

The awards were announced during the 2013 ACI-NA Airport Concessions Conference in Sacramento last week, attended by more than 300 representatives of the North American airport concessions industry. The purpose of the ACI-NA Excellence in Airport Concessions Awards is to inspire creativity in the industry and to recognize innovative and outstanding airport concessions.

Other highlights among the retail winners were the **Best New Retail Concept**, awarded to the **Jo Malone store at New York JFK International Airport Terminal 4**, operated by **DFS Group**; **Best Specialty Retail Program** awarded to **Vancouver International Airport**, International Terminal; and **Best Convenience Retail Program** awarded to **Las Vegas McCarran International Airport**.

This year's contest received more than 200 nominations from airports of all sizes throughout the U.S. and Canada.

### Revlon names Delpani as new Pres. & CEO

Revlon Inc. has elected Lorenzo Delpani as President and Chief Executive Officer, effective Nov. 1, 2013. Delpani replaces David Kennedy, who served briefly as Revlon's Interim Chief Executive Officer after the departure of Alan Ennis last month.

For the past six years, Delpani served as CEO of beauty care company The Colomer Group, which Revlon acquired in August 2013.

TCG is a beauty care company with approximately \$500 million in annual net sales that markets and sells professional products primarily to salons and other professional channels not currently served by Revlon.

Key professional brands acquired as part of the transaction include Revlon Professional, Inter-cosmo, Orofluido, and UniqOne hair care brands; CND nail polishes and enhancements, including the successful Shellac innovation; and American Crew men's grooming range.

TCG also sells certain brands directly into retail channels, including Natural Honey body lotions and Llongueras hair care, and operates a multi-cultural hair-care business under the Crème of Nature brand.

This acquisition expands Revlon's geographic scope with approximately 50% of the acquired business's net sales in Europe, Middle East and Africa, and approximately 40% in the U.S.

## Canada's airport DF sales +9% YTD, border sales dip

Airport duty free sales in Canada rose 4.88% to C\$24.3 million in September, while land border duty free sales were down 2.95% to C\$12.9 million, according to figures provided last week by the Canadian Border Services Agency. For the year, airport duty free sales were up 9.01% versus the first nine months of 2012, while land border sales were slightly down .17% for the same period.

Regionally, September sales fell 2.39% in the Prairie Region; sales dropped 10.25% in the Pacific region; with sales down 1.29% in Ontario and 1.35% in the Atlantic/Quebec region.

The main categories that dominated sales in land border duty free in September were as follows (in order of sales highest to lowest):

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| 1. Alcohol (liquor, liqueur, wine, coolers) | 8. Accessories (wallets, sunglasses, etc.) |
| 2. Tobacco, Cigars, Loose Tobacco           | 9. Souvenirs                               |
| 3. Perfume, Cosmetics, Skincare             | 10. Office and Travel Supplies             |
| 4. Food                                     | 11. Glassware, crystal, china, porcelain   |
| 5. Beer (beer, malt-based coolers)          | 12. Other                                  |
| 6. Jewelry, Watches, Clocks                 | 13. Crafts/Arts                            |
| 7. Clothing (including hats, fur, leather)  | 14. Electronics, Cameras, Binoculars, etc. |







## Rihanna kicks off launch of new Rogue perfume with personal appearance at Cave Shepard in Barbados

Superstar RnB singer Rihanna combined a trip home to her native Barbados last month with the opportunity to make a special personal appearance at Barbados' Cave Shepherd store to help kick off the launch of her new fragrance, *Rogue*. This is the only store in the world where she made an appearance for the latest fragrance, commented Jean-Francois Picot, President of PGE Enterprises, the Miami-based distributor who handles the line for licensee Parlux.

Fans flocked to the store for a chance to see the island's most famous star and purchase her latest fragrance.

Inspired and designed by the RnB singer herself, *Rogue* is described as a fragrance that encompasses the many facets of Rihanna. The name "Rogue" was inspired by Rihanna's mischievous nature – and was designed to be feminine yet edgy and strong.



Above: PGE's Tina Hamilton (center) and some of the BA's at the Cave Shepherd store in Barbados. Right: Hordes of fans waiting to see superstar Rihanna at the launch of her *Rogue* fragrance.



The bottle and packing incorporate Faux sting ray skin which is a connection to the singer's Caribbean roots. The spikes in the bottom of the bottle and the rich rose color are said to be a reflection of Rihanna's personality.

*Rogue* features Jasmine, Plum and Patchouli.



## Heineken expands DF portfolio with craft brewing from Monteith's

Heineken Global Duty Free has added Monteith's Brewing Co, New Zealand-based craft beers and ciders, to its Beers of the World portfolio. The new additions will debut in early 2014 in the duty free channel – including in the Americas -- alongside domestic market launches in Northern Europe and the UK.

Established by Stewart Monteith in 1868 for the pioneering gold mining communities on the country's West Coast, this brand is now recognized as the leader in the New Zealand craft beer market, says the company.

Commenting on the move into the craft beer segment, Sean McNaughten, Manager of Heineken Global Duty Free says: "As a New Zealander myself, I'm personally delighted that we've secured this opportunity in Heineken Global Duty Free to nurture the success of one of New Zealand's most successful niche craft brands. The beers and ciders are all really stunning and we're confident that premium beer lovers plus the 'indie' beer contingent will all enjoy discovering Monteith's and the unique quality of the range we'll be selling. We're passionate about growing the beer category and to challenge ourselves to always bring excitement for our consumers - the experimentation appeal of craft beer makes it one of the most talked about and sought after categories and we're sure it will be just as popular in duty free."

Launching in early 2014 in ferries, cruiselines and border stores, the Monteith's duty free selection comprises 5 brands presented in 33cl bottles: **Monteith's Bohemian Pilsner Beer, Monteith's Pacific Pale Ale, Monteith's Summer Ale, Monteith's Crushed Apple Cider, Monteith's Crushed Pear Cider.**

All Monteith's beers are naturally brewed without artificial additives or preservatives. The only additives are ingredients like rata honey or lemon juice. The range of beers includes the Classic range, limited release Seasonal Beers and Single Source.





## Bombay Sapphire premieres limited edition gift packs to celebrate distillery opening

Bacardi has announced the release of a limited edition Bombay Sapphire decanter and a Bombay Sapphire gift pack to celebrate the opening of its new home in England next year. The two new packs - the Bombay Sapphire Laverstoke Mill limited edition decanter and the Laverstoke Mill

limited edition gift box – commemorate the opening in 2014 of the Bombay Sapphire distillery and visitor center at the historic Laverstoke Mill in Hampshire, England.

Both of the Laverstoke Mill limited edition packs feature an illustration by award-winning British illustrator Si Scott that highlights the 10 botanicals with which the gin is infused, the copper stills and the River Test which runs through the Mill. The illustration also references the sustainable way in which Laverstoke Mill has been restored, featuring carp in the river and kingfishers, which have made their home at the site.

### Limited Edition Decanter

The decanter pays homage to the history of the gin while maintaining the iconic blue color that identifies Bombay Sapphire. The bottle is decorated with a ceramic application of Scott's illustration and the stopper, bottleneck and metal band are inspired by the two intertwining glasshouses which will sit at the heart of the distillery at Laverstoke Mill.

To make the limited edition decanter even more unique, it has been filled with Bombay Sapphire gin at a special 49% ABV.



### Limited Edition Gift Box

The Laverstoke Mill limited edition gift box includes a magnifying glass which consumers are invited to use to explore Scott's elaborate illustration. Once the illustration has been unfolded from within the gift box, shoppers interact with the brand as the magnifying glass reveals the history of Bombay Sapphire and Laverstoke Mill. Consumers who uncover five key historical dates hidden in the illustration will be eligible to enter a competition online to win one of the limited edition decanters.

The Bombay Sapphire Laverstoke Mill limited edition decanter, priced at approximately US\$160 (RRP), and the limited edition gift box at approximately US\$35 (RRP) are available in select Travel Retail markets globally.

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## Flor De Caña launches DF exclusive Centenario 25 Ultra-Premium rum

Nicaraguan rum Flor de Caña this month launched **Centenario 25**, an ultra-premium rum that will be available exclusively in Duty Free stores. The new ultra-premium rum, which will retail for \$140, features the new package design that Flor de Caña is introducing across its brand portfolio in response to the growing worldwide popularity of Flor de Caña, whose rums have been distilled and traditionally crafted from estate-grown sugar cane by the same family in Nicaragua since 1890. Long the most popular rum in Central America, Flor de Caña has seen a double-digit growth per year over the past decade and is now available in 40 countries. The brand is on track to sell more than 1 million cases in 2013.

"Flor de Caña's new Centenario 25 rum is our crown jewel," said Robert Collins, Managing Director, Flor de Caña. "It showcases Flor de Caña as unique, modern and ultra-premium – exactly what we need to appeal to our growing fan base around the world."

Flor de Caña's new Centenario

25 ultra-premium rum, an addition to the brand's Centenario Collection, features unique packaging. The black-and-gold label features an abstraction of the Nicaraguan volcano, while the rum itself seems to float in the bottle that sports sharp, beveled edges and a heavy solid-glass base. The premium cork closure is topped with an embossed "Flor de Caña" gold medal coin.

The new Centenario 25 ultra-premium rum will be entered in international spirits competitions, but it will be sold exclusively in Duty Free markets until late 2014.

"The launch of our ultra-premium Centenario 25 was designed to elevate the value of the brand and attract a wider audience in the global marketplace," said Collins. "Once consumers taste it, they will appreciate what Flor de Caña fans have known for more than a century: that thanks to its handcrafted, Slow-Aged process, this family-owned Nicaraguan rum is among the finest rums in the world."

