



AIRMALL unveils \$10 million upgrade plan to concessions program at Pittsburgh International Airport

North American airport concessions developer Airmall USA, operator of the Airmall at Pittsburgh International Airport (PIT), has unveiled an aggressive plan to reshape the award-winning concessions program at PIT to coincide with the 20th anniversary of the airport's operation. The agreement also extends Airmall's concession developer contract at the airport through 2029.

The \$10-million upgrade will create a new retail center in the Center Core of the airport's airside terminal, a move that is aimed at attracting some of the nation's top brands, says the company.

The Allegheny County Airport Authority board of directors recently approved the plan, which represents the most significant refurbishment of the concessions program since it began in 1992.

Airmall Pittsburgh's plan to reconfigure the airside core of shops and restaurants is directly related to a change in passenger traffic. When it began operations, PIT served a large number of lay-over passengers. To accommodate these in-transit passengers, Airmall established a retail core between corridors A and B, where the majority of passengers were making their transfers.

"Airmall's proposal will change the face of the airside terminal by placing retail units front and center when passengers come up the escalator and arrive at the airside terminal," said Jay Kruisselbrink, vice president of development for Airmall USA.

"Top retailers will soon be setting up shop in the space currently occupied by the Flight Information

Display Screens (FIDS). This will put the stores squarely in the path of millions of high-value consumers every year, and that will help drive revenue for the airport authority," he adds.

The new plan calls for the addition of seven units for a total of 74 shops, restaurants, bars and other retail establishments throughout the airport.

Once the program is fully operational, Airmall expects the enhanced concessions will grow annual revenue by as much as 10 to 20% over current figures.

Construction on the units in the new retail core is expected to be complete by the end of 2013.

A full interview with Airmall USA's Jay Kruisselbrink will run in the October issue of Travel Markets Insider magazine.

Anna Sui rocks NY Fashion Week: Backstage Beauty Bar sets the stage for the designer's winning edgy fashions with new fragrance and makeup

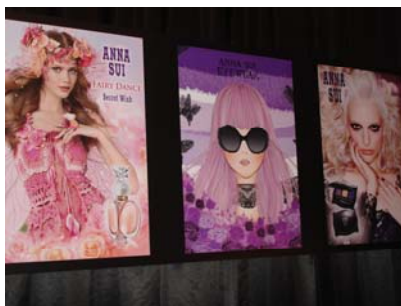
American designer Anna Sui took advantage of last week's Fashion Week in New York City to highlight her latest fragrances, color cosmetics and eyewear collections in a special event prior to the Runway Show that took place at Lincoln Center.

For the first time, a backstage "Beauty Bar" featured products from three of the edgy designer's licensees: the new feminine fragrance *Fairy Dance* from Inter Parfums; the latest Anna Sui makeup collection, created by Albion Cosmetics; and the Anna Sui Eyewear Collection by Mondottica.

Inter Parfums, Inc. entered into a 10-year exclusive license agreement with the Anna Sui brand in June 2011, which commenced the beginning of this year. Working with Anna Sui and her creative team, the company says that it aims to develop fragrances that will capture Anna Sui's very sweet feminine girly aspect combined with her trademark retro, hip, rock-n-roll vibe.

The *Fairy Dance* fragrance featured at last week's fashion event is rolling out in the US now, following a very successful launch in Asia earlier this year. Inter Parfum's Walter Johnsen, Director of Communications for Anna Sui fragrances, tells *Insider* that the company is committed to the globalization of the brand, and will begin the rollout into the Latin American market near the end of the year into the first quarter of 2013.

A brand new Anna Sui fragrance will be unveiled in Cannes.



Christophe Pinguet, President, Shortcut Agency, Paris; Anna Sui Fragrances' Director of Communications Walter Johnsen and Global Marketing Director & Creative Baerbel Bureick.

The following news has come from *The Moodie Report*, with whom *Travel Markets Insider* often collaborates. It is part of a much longer commentary, which can be read in its entirety along with a long and growing list of industry tributes, at [The Moodie Report](http://TheMoodieReport.com).

IN MEMORIAM: ALAN EDWARDS

With terrible sadness, we report the sudden death of Alan Edwards, one of our industry's most popular figures. Alan died at the weekend in Doha, Qatar, where he was working for ARI as a Senior Consultant to Qatar Duty Free, writes *Martin Moodie*.

The family's address for all correspondence is:

Crompton, Draffin Lane,
Rye, Kent, TN31 7RA, UK.

They would like any donations made to [Cancer Research UK](http://CancerResearchUK.com).

In a statement, Aer Rianta International Middle East (ARIME) Chief Executive Philip Eckles said: "It is with great sadness that Aer Rianta International Middle East advises of the sudden and untimely death of their colleague John 'Alan' Edwards. Alan was engaged by ARIME as the Senior Retail Consultant at Qatar Airways Duty Free.

"Alan was a popular and respected colleague who was well known within the duty free industry and had worked with a number of organizations stretching back some 30 years, including Alpha, Scorpio, Virgin Atlantic and ARI. Those who knew Alan will remember him not only as a dedicated and consummate professional but also as one of the most convivial characters of our industry.

"Alan's death has come as shock to everyone at ARI. Our thoughts and prayers are with his wife Lesley and their family at this sad time."

The full story is on *The Moodie Report* website.

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YVR welcomes opening of North America's first World Duty Free store

Vancouver International Airport (YVR) today celebrated the Grand Opening of North America's first World Duty Free store.

The 1,450m² walk-through World Duty Free store is located after security in the International Terminal, where it anchors nine other duty free stores at YVR as part of a brand-new World Duty Free Group shopping experience.

Padraig Drennan, President of World Duty Free Group-North America, comments, "We started working with YVR in 2007, when we opened our first duty free store in North America under the Aldeasa brand. Over the past five years, we have continued to work closely with the airport to achieve and in many cases surpass agreed goals and ambitions.

"With the redevelopment of the stores here, we have introduced the first World Duty Free store in the Americas which is also the largest walkthrough in North America. We have already seen a strong performance from our various stores, particularly luxury skincare where we have achieved an increase of 80% in sales. Most importantly, we have also succeeded in delivering an exceptional retail experience for passengers. We look forward to continuing a long and successful business partnership with YVR."

The new walk-through store will also feature many of World Duty Free Group's signature concepts such as a Tasting Bar and its innovative in-store entertainment and digital marketing solution, 'Contentainment.' Helping and encouraging customers to 'try before they buy' and capturing customer interest with high-visibility technology are key elements of successful customer engagement.

As a highlight of the store opening, World Duty Free is debuting an extremely rare Second World War-era whisky: the second release of *Generations Glenlivet 70 Year Old*.

The rare Scotch malt whisky is the last from a cask laid down in 1940, when few casks were made due to rationed grain and fuel. Four of the 100 bottles available will be sold for \$35,888 per bottle until November 1, 2012 exclusively at the World Duty Free store at YVR.

The debut of the *Generations Glenlivet 70 Year Old* affirms the significance of the World Duty Free "Connoisseur Collection" at YVR – just days after the anniversary of the Battle of Britain, during which the cask was laid, said the company statement.

"Welcoming North America's first World Duty Free store and one of the world's oldest whiskies to YVR are testaments to the strong partnerships in place here to create a successful retail program," said Larry Berg, President and CEO, Vancouver Airport Authority. "Offering premier duty free retail is a key component of our strategy to remain the gateway airport of choice for international passengers visiting British Columbia and beyond."

In addition to its 'Connoisseur Collection' offering the finest selection of premium whisky in North America, YVR's World Duty Free has the largest duty free beauty department in North America. It includes an extensive range of premium products and brands such as Sisley, Crème de la Mer, La Prairie, Chanel, Dior, Lancôme and Estée Lauder.

In addition, the Hermes store, which became operational earlier this year under the World Duty Free banner, is the only duty free Hermes in Canada. The refurbished 'Thinking Canada' specialist souvenir store with 510m² of retail space offers one-stop shopping for an extensive range of Canadian products. Also, a new 165m² Collection concept store, offering a selection of luxury watches and jewelry, meets the customer demand for more premium brands in this category.

Canada's second busiest airport, Vancouver International Airport (YVR) served 17 million passengers in 2011 and handled more than 296,000 aircraft landings and take-offs on its runways. Sixty-three airlines serve YVR, connecting people and businesses to 99 destinations in Canada, the U.S. and around the world.



To mark today's grand opening of North America's first World Duty Free store at Vancouver International Airport (YVR), a \$35,888 bottle of Generations Glenlivet 70 Year Old whisky was presented by Michael Urquhart, Joint Managing Director of Gordon & MacPhail, and the grandson of the whisky-maker himself. One of the oldest whiskies from cask ever released, Glenlivet 70 is available for sale exclusively at YVR's World Duty Free store until November 1, 2012.



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PGE unveils “amazing” new GLAMGLOW treatment for distribution throughout Americas duty free

Miami-based PGE is introducing the Americas duty free trade to an “amazing” new beauty product for men and women that has met with “lightning fast success” in the US. Glamglow Tingling & Exfoliating Mud Mask, designed as a 10-minute anti-aging facial in a jar, was created for Hollywood’s entertainment, music, fashion and award industries, for behind-the-scenes ‘immediate’ camera-ready glowing skin, according to its California creators, Glenn and Shannon Dellimore.

Made with an exotic formula that includes volcanic rock, French sea clay and pieces of Green Tea Leaf, the product is generating rave reviews and impressive listings, says PGE president Jean- François Picot.

“After only 18 months on the market,

Glamglow is listed in all 41 Neiman Marcus stores and online, 150 specialty boutiques and high end spas, 153 Dillard’s/Edge Beauty stores, and 110 Sephora stores in the US. Internationally, Glamglow has opened in Brazil and is launching in 2012 in 570 Douglas stores in Germany, Selfridges in England, also in Sweden Norway, Finland, Italy, Poland and Switzerland,” he reports.

PGE is representing the brand in the Duty Free markets of the whole western hemisphere, says Picot, who already has received several orders.

The company has a product development program through 2015, and plans to grow from a one product company into a full fledge skincare line, he says.

More information to come. Contact jfp@pgeinc.com for details and ordering.

www.glamglowmud.com

Travalo sells more than 3.5 million units globally; patent approval in US makes TR in region a strategic priority



In a year it describes as having “astonishing increases in global sales,” the award-winning fragrance atomiser Travalo will continue its launch activity for the new rollerball Travalo Touch at TFWA Cannes. With its top performing regions showing a 100% increase year on year since 2010, sales of the Travalo range have hit 3.5 million globally, reports the company.

Commenting on some important developments within the United States, Yusuf Okhai, Managing Director of Travalo producer Aydyia Ltd. said “There have been key developments in the USA since

December 2011 when Travalo patents were fully granted and enforceable in the USA. We have been methodically instigating the removal of illegal, copycat products from US retailers. Now that the only product in the region is Travalo, there is a strategic move to approach the Duty Free channel again. Travalo is working with key players to develop new ‘special’ editions of Travalo exclusively for the DF and TR markets, which we hope to debut with DFASS.”

Okhai added “Furthermore, since we recently appointed Premier Portfolio as our Global partner and Reba Americas as our Americas partners, we are very confident that the additional resources these teams have will allow us to continue to deliver excellence as we grow.”

Travalo launched the Travalo Touch earlier this year at IAADFS and will continue the 2012 launch activity at TFWA Cannes later this year.

The Touch, a 5ml refillable fragrance wand with rollerball technology, has been warmly received so far, says Okhai. Like the earlier Classic Essential and Classic Excel models, the Touch features Travalo’s patented repeat pump system so refilling is simple and mess free. “The Touch is as handy and easy to use as its predecessors and the rollerball gives the added benefit of discreet and targeted fragrance application,” explains Okhai.

For more information about the Travalo brand and the new Travalo Touch visit Yellow Village, Stand D37 at TFWA World Exhibition or contact the Travalo team at tfwa@travalo.com.

Brown-Forman names MD for China; announces new distribution in Japan

Brown-Forman has appointed Terry Yip as managing director, China, effective October 8. Yip, who joins B-F from his position as operations director, China, at Diageo, will be responsible for the leadership and performance of Brown-Forman’s business in China, Macau and Hong Kong.

He is fluent in Mandarin, Cantonese and English, and will be based in Shanghai at Brown-Forman’s China headquarters.

In related news, Brown-Forman today confirmed that it has reached an agreement with the Asahi Group to distribute its brands in Japan as of January 1, 2013. The announcement follows one by Suntory stating that Brown-Forman and Suntory are concluding their more than 40-year business relationship at the conclusion of the current contract on Dec. 31, 2012.

Asahi is a 120-year-old company that is best known for producing, marketing and selling some of Japan’s best known beer brands, including Japan’s #1 selling Super Dry. It also produces, markets, and sells a variety of whiskeys, shochus, wines, and RTDs.

Brown-Forman already works with Asahi in Australia.



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Colorful “Absolut Unique” hits Travel Retail

Absolut Vodka and Pernod Ricard Travel Retail launched an exciting new Duty Free/ Travel Retail exclusive limited edition on September 1. Called **Absolut Unique**, the new limited edition consists of close to four million individually designed and numbered colorful and vibrant Absolut bottles.

“This is a truly daring, cutting edge concept that takes our Absolut creative and innovative heritage into a new dimension,” says Anders Olsson, Director of The Absolut Company Global Travel Retail.

“It is a great tribute to our Global Duty Free/Travel Retail market that we are entrusted with the honor of launching this product before it is released into domestic markets worldwide.”

With Absolut Unique, the vodka brand itself is the artist, and Absolut had to re-

invent its entire production line to make the concept happen.

Splash guns and color-generating machines were programmed with complex coating, pattern and placement algorithms to ensure that no two bottles would be alike. Thirty-eight different colors, using 51 patterns, were applied to the bottles. The striking appearance of each individual bottle was achieved through a radical range of colors contrasting to a sophisticated white paper label highlighting the bottle’s individual number.

“Absolut Unique is the perfect personalized gift ... and the appearance of the individual bottles gathered on the shelves will be spectacular,” says Olsson.

The launch is backed by a 360-degree marketing campaign in all available media. Regional activations in the duty



free/travel retail market worldwide include giant, in-store brand installations, tastings of mixed new generation cocktails, uniformed expert ambassadors and demonstrations of mixology and the production process to consumers on screens, tablets and other devices.

Following the Global Duty Free/Travel Retail rollout, Absolut Unique will be launched in domestic markets starting in October.

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Jonathan Smith promoted to Travel Retail director at Travel Blue

Jonathan Smith has been promoted to director of Travel Retail at the travel accessories supplier Travel Blue.

Travel Blue founder and Managing Director Avi Levin cited the increased distribution that Smith has achieved since joining the company three years ago, both in Travel Retail, and in managing distributors in key countries in the Far East.

Travel Blue will show its extensive range of more than 250 Travel Accessories in Cannes at Red Village stand M24. Travel Blue accessories are now sold in over a thousand outlets in 98 countries via retailers including Heinemann, Dufry, World Duty Free Group, DFS, LS Travel Retail, Nuance and several other major operators.

The company has seen double digit growth in the past year, both through new distribution and increased sales with existing retailers.

Travel Blue is sold as a concept rather than just a collection of products, targeting the impulse purchaser, says the company. Best sellers are travel pillows, travel adaptors, locks and luggage straps. New lines will be launched in Cannes this year.

Travel Blue claims that comparative tests with competitive brands has shown that stocking the Travel Blue range can increase sales by up to 25%.



Jonathan Smith

“The quality and variety of our product range, our commitment to environmentally friendly packaging, customer service, product training, and our Free-Lost-Found service are a powerful combination for airport retailers,” says Smith.

Jean Mortier appointed global president of Coty Prestige



Coty Inc. has named Jean Mortier president of the company’s Coty’s Prestige business, effective immediately.

Mortier, who has served as senior vice president, commercial for Coty since 2005, succeeds Michele

Scannavini, who was named chief executive officer of Coty in July after serving as president of Coty Prestige for 10 years. Based in Paris, he will also serve on Coty’s executive committee.

Mortier will manage all products within Coty’s worldwide selective distribution portfolio.

Prior to Coty, Mortier was with Unilever since 1984 and held positions in finance, internal audit, human resources, sales and trade marketing; in 1996, he joined Calvin Klein Cosmetics as senior vice president and chief financial officer. When Coty Inc. purchased Unilever Cosmetics International in July 2005, Mortier was senior vice president there.

At Unilever Cosmetics, Mortier was responsible for managing all affiliate markets outside North America, distributor markets and global travel retail. Under the Unilever Cosmetics International umbrella, he built a diversified portfolio of designer brands including Calvin Klein Cosmetics, Vera Wang and European designer fragrance brands Cerruti, Chloé and Lagerfeld.