



Make someone happy. Especially for holidays. Clinique Happy is more than a name. Here's how we know: In independent tests known as aroma science, we asked women which mood best fits this fragrance. Overwhelmingly, they chose "happy." It seems people just feel good about this citrus-rose mix. Perfect time to share the feelings, so come to Clinique for holiday gift ideas. Make yourself happy, too.

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Covering the Americas & the Caribbean. parsnip5@aol.com

William Grant and DFS partnership launches 50 YO The Balvenie at LAX TBIT in only NA TR location

William Grant & Sons and DFS unveiled one of just 88 bottles of The Balvenie Fifty at Los Angeles International Airport Tom Bradley International Terminal on Tuesday. This special presentation was attended by The Balvenie Malt Master David Stewart, who is celebrating his 50th anniversary at The Balvenie Distillery this year.

Los Angeles International Airport is the only travel retail location in North America that will showcase the limited edition 50 year old single malt scotch whisky, which launched as a tribute to Stewart.

"I'm so pleased to be able to be here to celebrate the long and fruitful relationship between William Grant & Sons and DFS. To be able to showcase this here as the one and only representation in travel retail in North America in Los Angeles International Airport is really a pleasure for us at DFS. We really appreciate the partnership and the opportunity to show-

case this product," Polly Nelson, DFS Managing Director North America, said at the unveiling.

This is the second time in a year DFS and William Grant

have partnered in Los Angeles International Airport on a William Grant & Sons 50 YO Scotch. Last year, the two companies unveiled

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William Grant & Sons' Steve Corrigan and Paige Parness, The Balvenie Global Ambassador Dr. Samuel J. Simmons, The Balvenie Malt Master David Stewart, DFS' Polly Nelson, Sharon May, and Joe Lyons at LAX. Photo by Michael Pasternak

Woodford Reserve unveils latest edition to Master's Collection

Woodford Reserve this month released the latest extension of its acclaimed limited edition Master's Collection - Four Wood, which will be available in duty free in very select locations.

Four Wood, the seventh release in the collection, is a unique batching of mature Woodford Reserve bourbon, which has been aged in

American Oak and has been finished in barrels made from Maple Wood, Sherry Wood and Port Wood. In 1999 Woodford Reserve began to experiment with wood finishing. Over the years the company has compiled a great deal of knowledge on how fully matured Woodford Reserve interacts with still wine barrels, other spirit type

barrels, exotic wood barrels and fortified wine barrels.

Four Wood is the seventh in the Woodford Reserve Master's Collection series following Four Grain, Sonoma-Cutrer Finish, Sweet Mash, Seasoned Oak, Maple Wood Finish and Rare Rye Selection offerings. Released periodically at the master distiller's

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Online registration opens for 2013 IAADFS Duty Free Show of the Americas

IAADFS has announced that online registration for the 2013 Duty Free Show of the Americas is now open. The event will be held April 7-10 at the Orlando World Center Marriott in Orlando, Florida.

The Duty Free Show of the Americas brings together thousands of representatives from the duty free industry for three days of exhibits complemented by an array of networking opportunities provided by IAADFS-hosted social events. The event has been very well received since returning to the Orlando World Center Marriott, where all show-related activities take place under one roof.

Based on the very positive feedback IAADFS received from the 2012 show, the Association is retaining last year's structure of a single registration option that includes all social events at a reduced rate designed to simplify the pricing structure and to maximize participation in all of its events. The registration rates remain unchanged from 2012 as well. Online registration offers the fastest, most convenient way to register, and online registrations completed by January 18 receive discounted registration rates.

Please go to iaadfs.org or call +1-202-367-1184 if you have any questions or need further assistance.



Woodford Reserve Four Wood



Distributed in the Americas by ACTIUM LLC Contact Gregory Duhamel in Miami - gduhamel@actium.us



Operator Round-up: Dufry, The Paradies Shoppes

Dufry wins new concessions in the United States, Spain and China

Dufry has added three important concessions to its portfolio in the United States, Spain and China. In the United States a joint venture led by Dufry has won concessions to operate three duty free shops at Seattle-Tacoma International Airport (SEA), while in Spain, Dufry will operate two additional duty free stores in Tenerife, Canary Islands. The two stores, combined with the existing one, will total 1,508 sqm of retail space in the airport.

The three new shops located in SEA's South Satellite, Central Terminal and Concourse A areas of the airport, totaling nearly 7,000sqft of prime selling space, will feature high-end local merchandise, top-selling cosmetics and fragrances, liquor, tobacco, confection and luxury accessories – jewelry, watches and sunglasses from such international brands as Bally, Eddie Bauer, Emporio Armani and Montblanc. The term of the contract is seven years.

Dufry-Seattle JV is composed of Dufry North America LLC and its Seattle-based partners – Randi Sibonga of Kalison Concessions, Inc. and Apryl Stewart of Skyview Concessions, Inc. – both certified ACDBE operators. The entity was selected by the Port of Seattle from a field of five global duty free companies which proposed on the project.

Dufry also recently inaugurated 2300sqm of fashion and beauty outlets in Terminal 2 at Chengdu Shuangliu International Airport in China. Spread across two wings in the newly-opened domestic terminal, Dufry has brought an international standard of airport retailing to the operation, includ-

ing specialized boutiques for Armani, Swarovski, Hugo Boss, Coach, Ferragamo, Bally, Tumi, and Montblanc - the first Montblanc Boutique operated by Dufry worldwide. The multibrand Perfumes & Cosmetics outlet offers one of the most comprehensive ranges of beauty products in the Chinese domestic travel retail market, with brands such as Estee Lauder, Lancôme, Clarins, Bobbi Brown and L'Occitane

Dufry also opened the first Hudson store in China under the “Hudson Market” concept.

Paradies awarded new contracts at Detroit Metro Airport

Atlanta-based concessionaire The Paradies Shops was unanimously approved for a seven-year agreement to operate new retail concessions in the McNamara Terminal at Detroit Metro Airport (DTW). Making their airport debuts at DTW will be several exclusive Paradies concepts: Dylan's Candy Bar, the iconic candy emporium known for its signature chocolate and candy treats created by Dylan Lauren; NBC News, a newsstand dedicated to the #1 nightly news program for 16 consecutive seasons; and Running Fit, an Ann Arbor favorite offering athletic apparel and shoes from top brands. It will be opening a Pandora shop in 2013. Paradies has been operating at the McNamara Terminal at DTW since 2002.

Paradies' full award at DTW includes CNBC News featuring Tim Horton's, the first of many anticipated TODAY stores, Brighton Collectibles, Brooks Brothers, EA SPORTS, The New York Times Bookstore, PANDORA, PGA TOUR Shop, SPANX, The Body Shop, Brookstone, Soundbalance

The Balvenie at LAX

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the Glenfiddich 50 YO, which sold within a week of going on sale.

“The Balvenie 50 Year Old is an extremely special product for us at William Grant & Sons with 88 bottles produced globally commemorating 50 years of craftsmanship by David Stewart, the Malt Master at The Balvenie. We were lucky enough in North America Travel Retail to get one bottle. LAX continues to be a priority in our relationship with DFS and considering that we were here a year ago unveiling the Glenfiddich 50 Year Old, it seemed a logical chapter two to launch The Balvenie 50 Year Old with DFS,” says Steve Corrigan, WGS GTR Regional Director North America.

The Balvenie Fifty originated as a newly distilled spirit in 1962, then matured in a European oak sherry hogshead for the next 50



years. The nose is described as fragrant and floral with fruit and oak. Citrus notes of orange peel and lemons give way to vanilla and honey with a final hint of cinnamon and oak. The taste is velvety sweet and soft, finishing with a delicious citrus sweetness. Abv is 44.1%.

Presented in a hand blown glass bottle within a wooden case, The Balvenie Fifty has a retail price of \$46,000 in the DFS store at Los Angeles International Airport.

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Woodford Reserve unveils latest edition to Master's Collection *continued*

discretion, the Master's Collection whiskeys are extremely limited in quantity and bottled only once, in a proprietary package inspired by the copper pot stills of The Woodford Reserve Distillery.

"This year's Master's Collection brings together a unique combination of exotic wood (Maple) and fortified wine (Port and Sherry) in a complex interplay of flavors unsurpassed in our craft," said Woodford Reserve Master Distiller Chris Morris. "The batching ratios of the three finishing barrels were painstakingly chosen so that no one character domi-

nated the final product. Instead, Four Wood is so balanced that the palate effects of each of the four woods plays a discernible role in the final flavor presentation."

With each release, one of the five sources of flavor is changed for the Master's Collection expressions. These five sources – grain, water, fermentation, distillation, and maturation – are unique to bourbon whiskey, and altering just one of them creates a totally new flavor profile.

"By changing the way Woodford Reserve is matured we have created a distinctly unique

bourbon for this year's Master's Collection," said Brand Manager Laura Petry. "As far as we know, Woodford Reserve is the first and only Kentucky Whiskey to use four unique barrels in the maturation process."

Woodford Reserve offered a sneak preview of this year's Master's Collection edition as well as a chance to sample the six versions that came before in a special media tasting attended by *TMI* at the distillery last month hosted by Morris.

Morris took the group through the whole process of making the bourbon, from the wood barrels crafted at the Brown Forman Cooperage all the way to the finished product in the glass.

The inspiration for the Master's Collection is rooted in the rich history and tradition of what is today known as The Woodford Reserve

Distillery, the oldest and smallest working bourbon distillery and a National Historic Landmark. In the mid-1800s distillery owner Oscar Pepper and Master Distiller James Crow studied and recommended use of key processes like sour mashing and charred barrel maturation at the historic Woodford County distillery. Today the distillery receives more than 130,000 visitors annually.

Four Wood will be sold in 47 U.S. markets, and a limited quantity will be available in Canada, the United Kingdom, Belgium, France, Sweden, Spain, Germany, New Zealand, Australia and in various Duty Free markets. Each bottle is individually numbered and presented at 94.4 proof.

Available in major metro markets, limited cases are available with a suggested retail price of \$99.99 for a 750ml bottle.



Woodford Reserve Master Distiller Chris Morris led a tour and tasting at the famed Kentucky distillery. Photos by Michael Pasternak



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Erno Laszlo hosts exclusive Marilyn Monroe Exhibit as it celebrates the reopening of The Institute



Marie-Clothilde Brule, Erno Laszlo Vice President of International and Travel Retail Sales and CEO Charles Denton at the press event for the opening of the Erno Laszlo Institute in New York City on Thursday night.

After more than forty years, Erno Laszlo is re-opening its doors to The Institute, an exclusive members-only destination where the commitment to serious skincare reigns and the who's who of Hollywood frequented in its original iteration.

To celebrate the return of this iconic destination, Erno Laszlo is hosting the US premiere of a special exhibit, featuring a rare, intimate glimpse into the life of Laszlo's most fascinating muse: Marilyn Monroe. Open through the end of the year, this exclusive exhibit is now available to the public free of cost.

Erno Laszlo, a Hungarian born medical doctor, is considered the progenitor of modern skincare and a true visionary. He founded the

brand in 1927 after he gained fame for transforming the complexion of Princess Stephanie of Belgium. His clientele was a 'Who's Who' of royalty, society and Hollywood.

By the late 1940s, the 'Erno Laszlo Institute' in New York had a strictly limited membership of 3,000 clients. In 1957 Erno Laszlo preparations were introduced to a wider audience at Saks Fifth Avenue. Dr. Laszlo's philosophy of creating tailor made products specifically formulated to confront the signs of premature aging, environmental hazards and the stress of a modern lifestyle was far ahead of its time and one of the reasons it has held on for 85 years.

In February 2011, the brand was acquired by Charles Denton, former CEO of Molton Brown.

Denton has repackaged and relaunched the brand and has now opened a stunning new home for the flagship Institute in trendy Soho. Along the way, he hired travel retail expert Marie-Clothilde Brule to expand the international distribution and, wherever appropriate for the upscale brand, place it into select travel retail venues.

In fact, the brand never went away, Brule tells *TMI* during the press event celebrating the re-opening of the Institute. "It is in international doors in Canada, Germany, Austria and Italy and will launch very soon in Taipei. China is also very interested in the brand," she says. Erno Laszlo products are also currently available in the top US department and specialty stores.

At the Institute, meanwhile, the extensive collection of personal effects belonging to Marilyn being featured in this opening exhibit includes favorite apparel and accessories worn in memorable photo shoots, original vintage photographs and studio props—many of which have never been on display to the public before. Over forty items star in the exhibi-

tion, on loan from a German private collector Ted Stampfer of BRENTWOOD GmbH, who has focused on Marilyn's career since the early 90s.

Monroe was a frequent visitor at Dr. Erno Laszlo's former Institute in New York City, originally located on 40th Street and 5th Avenue in the 1940s. The highly exclusive skincare location was also home to many other iconic Hollywood stars, including Grace Kelly, Jackie Kennedy and Ava Gardner.

"Marilyn held a special place in Dr. Laszlo's heart. He famously formulated unique products for her and I could not think of a better way to celebrate the launch of The Institute than to showcase this private collection of her personal belongings," commented Charles Denton, CEO.

This special exhibition will be open every day from October 31st through December 31st at The Institute, 382 West Broadway (between Spring St. and Broome St). For more information on hours and directions, please visit ernolaszlo.com/institute.

L'Oréal signs agreement to acquire Urban Decay make-up

L'Oréal announced this week that it has signed an agreement with Castanea Partners to acquire Urban Decay, the cutting edge California make-up brand, which will be positioned in the L'Oréal Luxe division. The brand was previously owned by both LVMH and DFA.

Created in 1996 by make-up expert Wende Zomnir, the line has star products in the eye category such as the Naked Palette and recently successfully launched its new foundation, the Naked Skin weightless liquid make-up. Urban Decay is popular among the youthful consumers who are

attracted by the fashion-forward image of the brand. The market for make-up specialist brands represents 44% of the luxury make-up market in the US.

In the fiscal year ended in June 2012, Urban Decay recorded net sales of US\$130 million.

"Urban Decay will beautifully complement L'Oréal Luxe's portfolio of iconic brands. It is the make-up specialist we needed to fully satisfy young women in search of playful colors and inspiration in selective distribution, at an accessible price point. It is totally additional to our existing propositions and as such it will

contribute significantly to the growth of the Division in the years to come," said Nicolas Hieronimus, President L'Oréal Luxe.

Urban Decay is distributed in the key assisted self-service channel which includes among others Ulta and Sephora. It is one of the fastest growing segments in the US luxury retail universe. Urban Decay is also strong in e-commerce with www.urbandecay.com and www.sephora.com.

Frédéric Rozé CEO L'Oréal USA said, "Thanks to the acquisition of Urban Decay, the Group will strengthen its position in two very dynamic distribution

channels in the USA, ie assisted self-service and e-commerce." In the US, Urban Decay will report to Carol Hamilton, President of L'Oréal Luxe USA.

"L'Oréal's strong innovation capabilities and presence in every channel of distribution will enable Urban Decay to reach its full potential in the marketplace," added Tim Warner, General Manager, Urban Decay. "Together, we have great ambitions for the future."

The closing is subject to regulatory approval which is expected by the end of the year.