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## World Duty Free Group to take over the HMSHost travel retail stores in North American airports

Global airport retailer World Duty Free Group (WDFG) reported on Oct. 8 that it has reached an agreement with HMSHost, its sister company under the Autogrill umbrella, to operate the HMSHost-owned travel retail stores in the US.

This will expand WDFG's network of stores by more than 70% and be another major step forward in its international expansion, after integrating the retail businesses of Aldeasa and WDF.

Upon completion of the transaction, an additional 240 stores in 32 new locations across the USA will be under the WDFG management, joining its existing 325 outlets in 21 countries worldwide.

The company says that the move is designed to provide North American airport operators with a clearer distinction between the retail and the food & beverage services, which to date have both been provided by HMSHost.

The company has named Padraig Drennan as President of World Duty Free Group North America to oversee "a seamless transition" of former HMSHost stores into the new retail organization.

He will report into Jose Maria Palencia, CEO of World Duty Free Group.

With the addition of 32 new locations, including 7 of the 10 largest airports in the United States and stores in iconic sites such as the Empire State Building and the Houston Space Center, the company will have a total of 565 retail outlets worldwide.

The news comes on top of the recent opening of the first World Duty Free shop in North America, in Vancouver International Airport last week, as well as the WDFG win of a 10-year duty free concession at Belém International Airport in Brazil, announced in August.

WDFG has also just been awarded the duty free concession at Los Cabos International Airport in Mexico.

World Duty Free Group has grown out of Autogrill Group's acquisition and integration of the Aldeasa, World Duty Free and Alpha Airport Shopping businesses.



### Dates for the 2013 ASUTIL CONFERENCE June 12-15

The Association announces that it will confirm the venue as soon as possible, but it most likely will be in **Punta Cana, Dominican Republic**

### TFWA appoints Rimmer to key role



TFWA has appointed John Rimmer, one of the most respected journalists in the travel retail industry, to the senior role of Conference, Research and External Affairs Director. Rimmer took over the position on Oct. 8, replacing Michael Barrett, who has decided to pursue business interests in his new home in India.

Rimmer will take responsibility for the organization of all the association's conferences, and workshops including those at the annual TFWA Asia Pacific and TFWA World Exhibition. He will also work with the regional associations on the MEDFA Conference, on behalf of the Middle East Duty Free Association, and the new Industry Conference on China, which TFWA is organizing in partnership with the Asia Pacific Travel Retail Association.

Rimmer will also manage TFWA's research program, commissioning independent research into consumer behavior in different regions for the benefit of TFWA member companies. In addition, he will oversee communication with members and the trade in general and take an active role in managing the member services of the Association.

He will be based in Paris, reporting to Alain Maingreud, Managing Director.

Michael Barrett will work closely with Rimmer over the next five months to ensure a smooth handover. He will leave the association in March 2013 after the Beijing Industry Conference on China.

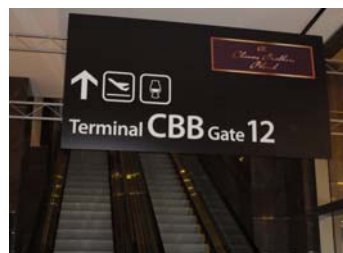
## Duty free exclusive Chivas Brothers Blend unveiled at Miami event

Chivas Regal introduced its duty free exclusive *The Chivas Brothers' Blend* at an exclusive tasting event for select media at the JW Marriott Marquis in Miami this week. Chivas Master Blender Colin Scott led the tasting of the ultra-smooth permanent line extension to the Chivas portfolio, the first launch for the brand since *Chivas Regal 25 year old* in 2007.

"The Chivas Brothers' Blend was born from the demand to offer top-of-the-line exclusive products at duty free retailers worldwide," said President & CEO, Pernod Ricard Americas Travel Retail, Franck Lapeyre. "The launch of this new product coincides with current global market trends, reflecting the increase in the number of international travelers, and a spike in duty free and travel retail sales."



*Chivas Master Blender Colin Scott holds up a glass of Chivas with Franck Lapeyre, President & CEO, Pernod Ricard Americas Travel Retail, during the tasting event. Special signs at the Miami tasting event impart an airport aura to the reveal, with CBB pointing to Chivas Brothers Blend and Gate 12 implying the 12 year-old aging.*



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# TRAVEL MARKETS INSIDER

## Going Pink for a Cure

**"COURAGE. BELIEVE IN A WORLD WITHOUT BREAST CANCER.  
KNOW WE'RE HERE UNTIL IT'S TRUE."**

The Estée Lauder Companies is celebrating the 20th Anniversary of its global Breast Cancer Awareness (BCA) Campaign this October. The 2012 Campaign theme is *Courage. Believe in a world without breast cancer. Know we're here until it's true.*

This bold, empowering message highlights the Company's 20 year commitment to defeating breast cancer through education and medical research and celebrates the life and legacy of BCA Campaign Founder and Pink Ribbon co-creator, Mrs. Evelyn H. Lauder.

This milestone BCA Campaign is dedicated to the tremendous courage of Evelyn Lauder and her unwavering commitment to eradicate breast cancer.

In 1992, during a time when thousands were dying from the disease yet it was only spoken about in whispers, she launched The Estée Lauder Companies' BCA Campaign to raise awareness for the disease, encouraging women everywhere to practice breast health, while working tirelessly to raise funds for the critical research needed to find a cure. Twenty years later, The BCA Campaign continues to carry on Evelyn Lauder's mission, inspiring women and men alike to tenaciously fight for a world free of breast cancer.

The BCA Campaign is now active in more than 70 countries. It has raised more than \$35 million to fund 140 Breast Cancer Research Foundation® grants for medical research and this year alone supports 13 research grants across the globe. The BCA Campaign will continue spreading its lifesaving awareness message globally in the hope of a world in which breast cancer no longer exists, says the Company.



One of the most visual elements of 2012's BCA Campaign is the illumination of monuments, landmarks and buildings all over the world in glowing pink lights. On Oct. 9, Heathrow Terminal 3, in partnership with World Duty Free Group was turned pink as part of The Estée Lauder Companies' 2012 Breast Cancer Awareness (BCA) Campaign. For an entire week (October 9-16, 2012), bright pink lights will greet passengers arriving at the terminal and visiting the World Duty Free store. The lights are one way in which the Estée Lauder Breast Care Awareness campaign is designed to focus attention on the importance of breast health and that early detection saves life.



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## TFWA offers tech tools for exhibition

With 462 exhibiting companies, 21,000 sqm of exhibition space and an estimated 6,000 visitors expected, the 2012 TFWA World Exhibition is offering event participants several new online tools to help them navigate through the show. Pre-registered delegates have access to an online Exhibition Directory, a new Product Showcase and a special TFWA App.

The **Exhibition Directory** is a password-protected database of exhibitors, searchable by brand, company, person and country with the option to save and print a list of preferred exhibitors with their stand details. There are detailed company profiles including product lists, contact details, stand locations and other useful information.

The online **TFWA Product Showcase** offers photos, press releases and brief details about new products being exhibited at the show for the use of press, buyers, agents and other trade visitors. The products are listed by sector: fragrances & cosmetics; fashion & accessories; jewelry & watches; wine & spirits; gifts & electronics; confectionery & fine food; tobacco.

The TFWA Product Showcase, which was launched in time for TFWA Asia Pacific in May and proved extremely popular, can be found at [www.tfwaproductshowcase.com](http://www.tfwaproductshowcase.com) with new entries being uploaded all the time. It can also be accessed via a link from the Exhibition Directory.

A specially-designed **TFWA World Exhibition App** has been created for free download from App Store and App World to iPhones and Blackberrys with exhibitor details, floor plans of the exhibition villages, on-site services and the full program of the show. Full details can be found at [www.tfwacom](http://www.tfwacom).



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# ESTÉE LAUDER







"CHINA'S CENTURY" THE FAST PACE OF CHANGE

IN CHINA DUTY FREE & TRAVEL RETAIL

The Industry Conference  
on China

5-7 March 2013, Beijing

## TFWA reveals program for China Conference in March

Registration for the Industry Conference on China, taking place in Beijing from March 5-7, 2013, will open officially on Dec. 4, but delegates will have the opportunity to secure their pre-registration from the beginning of November at [www.tfw.com](http://www.tfw.com).

This is earlier than originally planned due to the high demand for early registration. A communication will be sent out to advise when the early booking facility is available.

The conference, entitled **China's Century: The Fast Pace of Change in China Duty Free & Travel Retail**, is jointly organized by TFWA and the Asia Pacific Travel Retail Association (APTRA).

**Luxury retailing in China and the Chinese luxury consumer** will be a theme throughout the two-day conference. A dedicated session on luxury will feature Oettinger Davidoff's CEO Hans-Kristian Hoejsgaard, Christian Blanckaert, Professor of Management, ESCP Business School, Paris and author of "Luxe Trotter" and Christie's Head of Wine for China, Simon Tam.

DFS Group Chairman and CEO Philippe Schaus will share his views on the future of luxury retailing in a world where the Chinese consumer's preferences will be a priority for the luxury industry.

China and the Chinese consumer will be discussed in a session with senior executives from Godiva, Puig and Luxottica.

James Kynge, respected editor and author, will discuss the rapid growth of the Chinese economy in the last 20 years, the emergence of a wealthy middle class and the Chinese consumer's appetite for foreign travel, tourism and international brands.

Analysis of duty free and travel retail options will be covered by industry experts such as Mark Riches, former CEO World Duty Free, and a panel of retailers including Lagardère Services Asia Pacific, King Power Group Hong Kong and AerRianta International.

Forrester Research and WE Marketing Group Chairman & CEO Viveca Chan, recently named one of the "100 most influential women in advertising" by *Advertising Age*, will give insights into Chinese consumer behavior.

The conference will also feature a presentation on recent and future developments in the country by Beijing Capital International Airport and aviation analyst Peter Harbison, CAPA.

### Elizabeth Musmanno named president of The Fragrance Foundation

The Fragrance Foundation has named Elizabeth Musmanno as its new president, effective immediately. Musmanno will focus on creating new strategic alliances and exclusive business initiatives for the members of the Fragrance Foundation.

Previously Musmanno was Worldwide Marketing and Communications Director for Christian Dior Couture and was a member of the executive committee based in Paris, after which she held a similar position at Vera Wang.

Earlier in her career, she was at Unilever Cosmetics International where she worked on Calvin Klein, Vera Wang, Lagerfeld, Cerutti, BCBG Max Azria, Chloe and Nautica. She also had roles at Revlon, Yves Saint Laurent Beaute, Elizabeth Arden and Oscar de la Renta Parfums.

She founded her own marketing communications firm, The Musmanno Group in 2010, and she will continue to oversee its operations.

### PPI Group relocates and unveils new image

South Florida-based PPI Group has moved its operations to new offices in Fort Lauderdale and unveiled a fresh new look that it says embodies the spirit of innovation and crisp, modern visuals.

The company is now located at 6261 NW 6<sup>th</sup> Way, Suite 100, Fort Lauderdale, FL 33309.

PPI Group presents its new state-of-the-art facilities and logo in conjunction with two key events: its publication of the Florida-Caribbean Cruise Association's 40<sup>th</sup> Anniversary Book and PPI Group's own 2012 Port Lecturer Fall Conference.

For the FCCA's 40<sup>th</sup> anniversary, PPI Group created a 128-page publication celebrating the cruise industry's development and the journey of the organization that has been vital to the industry's success. Through the best of travel photography and writing, the book highlights the FCCA's accomplishments. It premiered at the FCCA Cruise Conference and Trade Show that took place in Curacao, October 1-5, 2012.

During this same week, PPI Group hosted its own 2012 Port Lecturer Fall Conference, a week-long event featuring presentations from luxury brands, information on new product lines, training of onboard shopping presenters, and a reinvigoration of sales and marketing strategies.

"Now in our 25<sup>th</sup> year, we're even better suited to meet the individual and varied needs of the clients we value so dearly," says PPI Group president and CEO Bill Panoff.

PPI Group specializes in custom publishing, video production, and onboard and shoreside programs for the cruise and travel industries. The company's flagship publication, the bi-monthly *Porthole Cruise Magazine*, is now in its 16<sup>th</sup> year.



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## Luxottica to host Sunglasses Workshop at Cannes on Oct. 23 at 5; Sunglasses suppliers unite in second travel retail awards

Luxottica Travel Retail will be hosting the fourth Sunglasses Workshop in Cannes this year, at which time the sector will be presenting its annual sunglasses Awards, which were begun last year. The workshop will also include participation from sunglasses suppliers Maui Jim, Marcolin and Safilo.

The awards ceremony is designed to recognize and reward the best and most progressive travel retailers in one of the channel's consistently fastest-growing categories.

This six awards categories include Best New In-store Environment for Sunglasses; Best Dedicated Sunglasses Sales Team

(*new category for 2012*); Best Standalone Sunglasses Store; Best Off-airport Retailer of Sunglasses (*new category*); Innovation Award (*new category*); and Sunglasses Retailer of the Year.

The judges included Francis Gros, Group Travel Retail Director, Luxottica; Chiara Polverini, Duty Free & Travel Retail Manager, Marcolin; Giles Marks, Director Duty Free Sales, Maui Jim; Chiara Milani, Area Sales Manager Travel Retail Europe, Safilo; and Martin Moodie, Founder and Publisher, *The Moodie Report*.

Topics to be covered in the workshop include a category performance update from Generation Research and best-in-class case-studies from partnership initiatives over the last twelve months. In addition, Luxottica Travel Retail will unveil a special category pro-

ject developed in partnership with Boston Consulting Group and retail design firm Lightfoot Space, a division of the specialist travel retail agency Lightfoot Marketing.

Francis Gros, Luxottica Group Travel Retail Director comments, "Sunglasses has been the fastest growing category in travel retail across the last 3 years, growing +26.7% in 2011. This means travel retail now generates sunglasses sales of over US\$1.25 billion a year." Gros continues, "We've nearly hit our objective of doubling the category, and this has been due to the effort and investment that everyone associated with our category has been putting in. I look forward to welcoming the industry to our workshop, and to continued collaboration and innovation to sustain our category's current growth path."

To donate a prize for the WiT raffle draw and/or silent auction to benefit the Lotus Flower fund

Please contact one of the below:

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Lois Pasternak - [parsnip5@aol.com](mailto:parsnip5@aol.com)

Deliver Prizes to: Furla, Bay Village B15 by Tues., Oct. 23, at 3 pm

The Lotus Flower Trust is working with local NGO U.S.R Indu Samiti who have employed local builders and will provide staff to look after the students. The school is being built in Ramnagar in the state of Uttarakhand, and will open on Nov. 29 with 75 students - 50% more than the original target. A further 200 children are on a waiting list.

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Mandatory Bilingual  
English/Spanish  
Portuguese is a plus

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Candidate must be organized, dynamic and self-motivated  
With strong skills of Excel, Word, PowerPoint (MS Office)

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English/Spanish

Please send all resumes to [musallan@essence-corp.com](mailto:musallan@essence-corp.com)



### Business Development Manager

**Elizabeth Arden, Inc.**

has an opening in the Travel Retail group in Miramar, Florida.  
BDM will handle

**LATM Duty Free markets.**

Must have 3-5 years of Sales, Business Development background; Travel Retail experience preferable.

Must possess strong analytical and problem solving skills; business acumen; leadership skills; oral and written communication skills and excellent interpersonal skills.

Ability to thrive in a dynamic, fast-paced work environment.

Must be bilingual (English and Spanish)

Must be able to travel

30 to 50% of the time.

Qualified Candidates please send resumes to

[careers.miramar@elizabetharden.com](mailto:careers.miramar@elizabetharden.com)

## Jack Daniel's holds Motorcycle promo in Toronto Airport

Passengers traveling through the Toronto Airport Terminal 3 can register to win a 2012 Indian Chief classic motorcycle in one of the Tax & Duty Free by Nuance stores.

This is the first time Jack Daniel's has partnered with the legendary motorcycle brand in the Duty Free channel. The promotion runs through October, 31, 2012.

Indian Motorcycle is the first North American motorcycle manufacturer.

Like Jack Daniel's, the company has been around for more than 100 years.

"Jack Daniel's is excited to be partnering for the first time with Indian Motorcycle," said Sylvia Murray, Brown-Forman Territory manager, Americas travel retail.

"By partnering with Indian motorcycle we have created a very impactful and attractive promotion for travelers in Toronto. Having the actual bike on display acts as a huge draw and really motivates people to consider purchasing Jack Daniel's."

"Indian Motorcycle, like Jack Daniel's, has a history and storied heritage like no other," said Rod Krois, Director of Marketing for Indian Motorcycle.

"We are proud to be associated with such an iconic brand for this special promotion," he says.

