

## Gittens, Mohn to speak at IAADFS education session at Duty Free Show of the Americas

IAADFS has announced that it will be hosting two speakers for a complimentary education session on the morning of Monday, April 4, during the 2016 IAADFS Duty Free Show of the Americas. The show officially begins this year on April 3, and runs through April 6.

**Angela Gittens**, Director General of Airports Council International (ACI World), will be the first to present during the 8 am Monday morning session. Gittens will share her insight about the state of the travel industry and ramifications for the duty free and travel retail industry.

**Peter Mohn**, owner and CEO



IAADFS speakers: ACI World General Director Angela Gittens, right: Peter Mohn, owner/CEO, mInd-set.

of mInd-set, will follow Gittens, providing an overview of new research findings conducted just prior to the IAADFS show concerning traveler buying habits in North America and the Caribbean.

Mohn's Monday morning overview will be followed by a more in-depth workshop presentation of the research data on Tuesday morning, April 5 at 8 am.

IAADFS asks that attendees indicate if you will participate in this education session when you register. If you've already registered for the show and didn't indicate your preferences for this session, please email IAADFS at [iaadfs@aiidfs.org](mailto:iaadfs@aiidfs.org) to add this to your registration.



### Registration discount deadline

Reminder, next **Friday, January 22, 2016** is the deadline to receive the lowest registration fees available by registering online with payment. Please visit the registration site for the 2016 IAADFS Duty Free Show of the Americas and complete your registration.

The registration fee remains unchanged from 2013 at \$350 per person if registration is done online with payment by the January 22 discount deadline. The cost of registration includes access to the three-day Trademark exhibit hall as well as Sunday night's Opening Reception, Tuesday night's Gala Evening, and access for the attendee plus one guest to Club Americas on Monday and Tuesday nights.

### PEOPLE

**Elena Stungis** has joined jewelry company **Majorica** as Director of Travel Retail, based in Miami. Stungis was most recently corporate area manager at Estée Lauder Travel Retailing, and before that was with L'Oréal and YSL Beauté.

**Homero Cardenas** has been named CEO of **Weitnauer Distribution Inc.**, based in Miami. Cardenas had previously been with Weitnauer as COO for eight years until taking a position in Morocco with ship chandler Unimar Bonded Stores. He assumed the new position with Weitnauer in December.

**Jesse Pena**, formerly with Diageo and Glazer's, has been named Managing Director of **Island Spirits NV** in St. Maarten.

**Romain Ritter** has been named Director Travel Retail Americas at **Coty Inc.** Ritter has been with Coty for more than three years, most recently as Regional Key Account Director.

**Carnival Corp & plc** has appointed **Roger Chen** as chairman in China, effective January 1, 2016.

A 25-year veteran Chinese executive, Chen will be based in Shanghai and lead all government relations and port development, and support the company's joint ventures in China. In this new role, Chen will have responsibility for representing all of Carnival Corp's brands in China.

Chen's experience includes several senior positions in China for major multi-national corporations, including General Electric, Micro-soft, Volvo Group and Alcatel. Most recently, Chen served as China president for Volvo Group

Chen will report directly to **Alan Buckelew**, Carnival COO, who relocated to Shanghai in 2014 to oversee operations in China.

## Strong exhibitor bookings for 2016 TFWA Asia Pacific Exhibition & Conference

TFWA is expecting a successful Asia Pacific Exhibition & Conference, with exhibitor bookings for the event already ahead of the number signed up by this time last year. The annual event will be held at the Marina Bay Sands Expo and Convention Centre in Singapore from May 8-12, 2016.

The Association reports that 270 exhibitors have already confirmed to attend, including 50 newcomers. Among the new brands attending are Kusmi Tea in the confectionery sector, Alpinestars, Bric's, and Panos Emporio from the fashion, accessories and luggage category,

jewelry company Thomas Sabo, and cosmetics brands Make-up Studio and Diego Dalla Palma. In the wines and spirits sector, Patrón Spirits International will be making a welcome return to the event. In addition, most of the brands that attended in 2015 will be coming back again in 2016.

As a result of the increased interest, Hall 1 on Level 1 will be extended to incorporate additional space.

"We are delighted that so many leading brands from across the business are already planning to be at Singapore," said Patrick Bouchard, TFWA vice-president, commercial.

"This very high level of bookings confirms that confidence is high, and the substantial degree of importance the industry continues to place in this key strategic market. While the Asian market has experienced a period of volatility, there is no doubt that it remains a major driver of development in the business."

Pre-registration for the TFWA Asia Pacific Conference and Exhibition will open for delegates on February 18, 2016.



## Southern Wine & Spirits of America and Glazer's to combine to create largest wine and spirits distribution company in North America

There has been a major realignment of the spirits distribution business in North America, including the Caribbean and Canada.

Southern Wine & Spirits of America, Inc. and Glazer's, Inc., two of the U.S.'s leading wine and spirits distributors, have signed a definitive agreement that will create the largest wine and spirits distribution company in North America.

The new company, Southern Glazer's Wine and Spirits, LLC will distribute more than 150 million cases

of wine and spirits annually, cover nearly 90% of the legal drinking age (LDA) population in the U.S., employ more than 20,000 team members, and have operations in 41 states plus the District of Columbia, the Caribbean, and Canada.

The company will be headquartered in Miami, with significant ongoing operations, systems, executives, and team members based in Dallas.

Texas-based Glazer's operates in 17 markets -- AL, AZ, AR, IL, IN, IA, KS, KY, LA, MS, MO, OH, OK, TN,

TX, Virgin Islands and Canada -- and had annual revenue of \$4 billion as of 2014, per *Forbes*.

Florida-based Southern operates in 35 markets -- AL, AK, AZ, CA, CO, DE, DC, FL, KY, HI, ID, IL, IN, IA, MD, ME, MI, MN, MS, MT, NV, NH, NM, NY, NC, OH, OR, PA, SC, UT, VT, VA, WA, WV and WY -- and had \$11.4 billion in revenue as of 2014.

The new company's leadership team and Board of Directors will be composed of representatives from both Southern and Glazer's.

Harvey R. Chaplin will serve as Chairman, and Bennett Glazer will serve as Executive Vice Chairman. Wayne E. Chaplin will serve as Chief Executive Officer. He will be responsible for setting the company's overall strategic direction and day-to-day commercial and operational execution. Sheldon ("Shelly") Stein is President. Stein will be responsible for leading business development, merger and acquisition activities, and long-term growth initiatives on a global basis, and will assist with the strategic direction of the company as well as select key supplier relationships.

Southern and Glazer's have highly complementary cultures and the new combined Southern Glazer's Wine and Spirits will be the first truly cross-continental wholesaler, says the company.

Bacardi this week announced that it has signed a spirits distribution deal with the new Southern Glazer's that will move its regional distribution network to Southern Glazer's in more than 40 markets across the United States and Canada. The deal is reported to be worth an estimated \$1.3 billion in revenue.

Southern Glazer's is expected to reach around \$17 billion in annual sales with the merger and the Bacardi deal, according to the *South Florida Business Journal*.

The transaction is expected to be completed in the second quarter of 2016, subject to regulatory approvals.

## Brown-Forman to sell Southern Comfort and Tuaca to Sazerac for \$544 million

Brown-Forman announced on Jan 14, that it has reached an agreement to sell its Southern Comfort and Tuaca trademarks to New Orleans-based Sazerac for \$543.5 million. The sale is expected to close by March 1, 2016 resulting in a one-time operating income gain for B-F of approximately \$475 million in fiscal 2016.

Brown-Forman Chief Executive Officer Paul Varga said the decision to sell these brands reflects the company's evolving portfolio strategy and a continuation of its efforts to focus resources on its highest strategic priorities.

"We're proud of the work undertaken over the years by our employees and partners on behalf of Southern Comfort and Tuaca," said Varga. "Both brands played important roles in the Brown-Forman success story, and we will have fond memories of the enjoyment they brought to consumers, our partners, and to Brown-Forman."

B-F has marketed New Orleans-based Southern Comfort since acquiring the brand in 1979. It purchased Italian liqueur Tuaca in two transactions that were completed in 2002.

"We are very excited about the opportunity to acquire such iconic brands. Brown-Forman has done an excellent job of building both brands over the years and we are looking forward to many more years of successful brand building," said Mark Brown, President / CEO of the Sazerac Company.

Sazerac is one of New Orleans' oldest family owned, privately held companies and has operations in New Orleans, Louisiana; Kentucky; Virginia; California; Maryland; Maine; New Hampshire; and Montreal, Canada.




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David Ferreira  
dferreira@cross.com

## CRUISE NEWS

# TRAVEL MARKETS INSIDER



### Essence Corp. gives back to its community

Team Essence Corp. spent the morning of January 14 volunteering at the Miami Rescue Mission serving meals, prepping food in the kitchen, sorting items in the thrift shop, organizing the library, writing Valentine Cards and cutting invitations for the Mission's upcoming graduation on January 23<sup>rd</sup> at Marlins Park.

The Miami Rescue Mission was founded in 1922. Today it comprises a Center for Men, a Center for Women and Children, an Education Center, a Community Activity Center for after school and summer program for kids.

The combined Centers provide 390 beds for residential and emergency services. An Elementary school was opened in August 2015 providing education to 120 children.

"Team Essence is committed to give back to the Community: we volunteer and fundraise as a team several times during the year, and our efforts are matched 100% by the Company," explains Essence Vice President Patricia Bona.

Essence Corp. owners Jean-Jacques & Patricia Bona have been supporters of the Miami Rescue Mission for many years.

### JT completes acquisition of Natural American Spirit business outside the U.S.

Japan Tobacco's JT Group announced that it has completed the acquisition of the Natural American Spirit business outside the United States, which was originally announced in September 2015.

Due to a strong international presence in the premium priced category, Natural American Spirit --with its unique brand equity -- will allow the JT Group to further extend its brand portfolio outside the United States and further strengthen the Group's business foundation, says the company.

The JT Group's consolidated forecast for the FY2016 will incorporate the effects of this acquisition based on certain premises. The impact of the acquisition on the consolidated financial results for FY2016 will be examined during the course of the formulation of the business plan regarding the acquired business, says JTI.

### ACI: passenger traffic grows by +6% over eleven months

Global passenger traffic has risen by 6.2% in the January-November period compared to the previous year at the world's major airports, according to the latest figures from Airports Council International (ACI). Passenger traffic in November alone increased by 6.3% year over year.

International traffic rose by 6.1% and domestic traffic was up 6.5% for the month. In an environment of lower fares and dropping oil prices, global air travel continues to record robust year-over-year growth above the three-year growth trend, says ACI.

The Middle East continues to lead growth in international passenger traffic (+11.3%), followed by Asia-Pacific and Latin America-Caribbean, both growing by 8.2%.

In contrast, airports in Africa saw international passenger traffic contract by 9.2%, testifying to the volatility of the region. The two key tourist airports in Egypt, Hurghada (HRG) and Sharm El Sheikh (SSH), reported international traffic losses of 33% and 58% respectively compared to the previous year. This was

aggravated by a decline of 8.4% at Marrakech (RAK), a major Moroccan airport.

#### Mature air markets robust

North America continues to outperform European growth in both international and domestic passenger traffic, posting gains of 7.2% and 9.2% versus 4.8% and 3% in Europe.

Los Angeles (LAX), Atlanta (ATL), San Francisco (SFO) and Houston (IAH) reported strong double-digit growth in international passenger traffic of 11.4%, 15.9%, 14.1% and 14.2% respectively. Strong economic fundamentals coupled with a boost in holiday travel are cited for the robust growth rates.

In November 2015, Latin America-Caribbean recorded moderate growth of 3.3% in passenger traffic. Growth rates are mixed across the region, where passenger traffic declined in Brazil by 4.9%. This is counterbalanced with strong traffic growth in Mexico (+13.2%) and Colombia (+10.8%).

### IATA: Healthy November Traffic Demand

November showed continued strong global passenger traffic growth above the 10-year average rate of 5.6%, reported the International Air Transport Association (IATA). Total revenue passenger kilometers (RPKs) rose 5.9% compared to the year-ago period. Although below the October rate of 7.1%, this largely was owing to the impact of factors that are expected to be short-lived, including the cessation of operations by Transaero, Russia's second largest carrier, and labor strikes at Lufthansa.

The healthy demand continued despite some softening in economic growth, in large part owing to falling fares. Data for the first ten months of the year show a 5% decline in average fares in currency-adjusted terms. November capacity (available seat kilometers or ASKs) increased by 4.2%, and load factor rose 1.3 percentage points to 78.0%.

**North American airlines'** international traffic climbed 2.1% in November. While this was weaker than the year-to-date trend of 3.4%, capacity dipped 0.2%, boosting load factor 1.8 percentage points to 78.4%.

**Latin American airlines** saw November traffic climb 10.7% over November 2014. Latin American carriers have seen robust growth in air travel, but significant declines in yields, with weakness in the key economies of Brazil and Argentina.

**European** demand increased by 2.2%, with a load factor of 79.5%, highest among the regions.

**Asia-Pacific airlines'** international November traffic climbed 7.9%. Weakness in emerging Asia trade activity, plus slower than expected growth in China, appear not to be impacting international RPKs for Asia-Pacific carriers.

**Middle East** airline demand grew 9.8%. **African airlines'** posted a 12.2% rise, the fifth consecutive month of positive traffic growth, but the trend for the year-to-date so far remains weak, says IATA.

## Global airport app FLIO launches Android version

FLIO, the global airport app that was launched through Apple last August, has now added service for Android devices.

The FLIO app offers a slew of services to make negotiating an airport easier for travelers around the world. In addition to one-click access to the official free Wi-Fi at 350 airports, FLIO offers comprehensive airport information and exclusive retail offers and delivers live information about arrival and departure times and gates at 900 airports; offers more than 200 exclusive offers around food and shopping; and provides tips about sleeping areas and special facilities such as shower rooms, cinemas and Spas and the fastest route from airport to city.

Coming soon, FLIO will also offer the facility to book instant premium lounge access, as well as book trains and other ground transportation.

FLIO was founded in January 2015 by Stephan Uhrenbacher,

Brian Collie, Andy Watson and Ken Knoll.

Uhrenbacher (CEO) is an internet entrepreneur and investor who helped build some of the most iconic Web 2.0 brands, including lastminute.com, 9flats and Qype (which sold to US technology company Yelp in 2012).

Brian Collie is a former BAA Group Retail Director (and Chairman of WDF) and a past Chairman of lastminute.com, and Andy Watson was one of the early employees at Spotify and helped to grow the business across the UK, US and Asia.

FLIO is the brainchild of Uhrenbacher, who wanted an app that would help make airports a more intuitive and enjoyable experience for travelers. Since the launch, FLIO has become very popular with consumers, says the company, and attracted the interest of a number of major companies in travel retail.

“FLIO generated an unexpectedly high level of awareness within the industry. This awareness was partly due to the fact that trade media coverage was so positive it was also picked up by consumer publications. These endorsements, along with the fact that travel businesses became early partners, meant FLIO got off to a great start.” said Uhrenbacher.

“Between the Apple launch and now the Android launch we concentrated on increasing the geographic scope of FLIO. We increased our content from 60 to now 200 airports covered and our Wi-Fi coverage from 30 airports to 350. We included lots more offers for F&B and Duty Free,” he adds.

“We also included a booking capability which can be used for any paid service at an airport. Currently consumers can book and pay for Heathrow Express and Aspire lounges through FLIO.

“The Android version ... doubles the universe of potential users which means we effectively double the business potential for the retailers and other concession companies who use FLIO to promote the goods and services they provide to airport passengers. And of course it now makes sense for us to begin our own consumer marketing initiatives. Our goal is to reach millions of frequent travelers within the next few years,” said Uhrenbacher.

The FLIO Android version can be downloaded from the play store: <https://play.google.com/store/apps/details?id=com.getflio.flio>

## Maui Jim sunglasses get top vote by optical professionals for 2<sup>nd</sup> year

For the second consecutive year, Maui Jim was selected by opticians, optometrists and ophthalmologists as the Best Sunglass Company in the *Vision Monday* and *20/20* magazines' 7<sup>th</sup> Annual EyeVote Reader's Choice Awards.

Maui Jim took the top spot in two categories in 2015: Best Sunglass Company and Best Sport Sunglass Brand (Women).

Maui Jim says that its commitment to superior lens technology, product quality and retail partnerships has helped make the brand a leader in premium, polarized sunglasses.

Created on the Hawaiian Islands to make colors shine, Maui Jim sunglasses feature patented PolarizedPlus2® lens technology.

Optical retailers and readers of the two Jobson Medical Information publications were asked to identify their “favorite” products in 11 distinct categories: optical frames, spectacle lenses, sunglasses, contact lenses, optical equipment and supplies, diagnostic equipment, practice management software, EHR, optical app, online ordering and patient engagement systems.

Selected companies were chosen based on both brand and company choices supplied by readers.

For more information about Maui Jim in travel retail, please contact [gmarks@mauijim.com](mailto:gmarks@mauijim.com)

### ACTIUM

Has an opening for a  
**Customer service specialist**

Candidate must be fluent in English and Spanish and possess exceptional customer service and organizational skills.

This position will be responsible for processing orders and assisting the Brand Manager with day to day operation as well as acting as a liaison between distribution team and 3rd party warehouse.

Knowledge of MS Office applications (with strong proficiency in Excel) is a must. Quickbooks knowledge and industry experience is a plus.

Company is based in Miami.  
Send resume to [prodriques@actium.us](mailto:prodriques@actium.us)



Maui Jim Leia sunglasses



**Heinemann Americas**  
Has an immediate opening for a  
**Junior Buyer – All Categories**  
Located in the Miami office.

#### Objectives of the jobs:

Ensuring efficient assortments for each brand with optimal assortment  
Reassuring flawless master data information  
Ensuring correct pricing and payment terms for invoice discrepancies during invoice confirmation process

#### Candidates must have the following qualification and minimum requirements:

Degree in Business Administration  
Experience in purchasing  
Experience in the field of international luxury goods and/or consumer goods  
Negotiation skills in several languages (fluent in English, Spanish preferred)  
Advanced Microsoft Excel, Word, Power Point  
Excellent data evaluation and analytical skills  
Experience with SAP  
Please send resume to [info@heinemann-americas.com](mailto:info@heinemann-americas.com)