



TFWA CANNES 2016

Dufry's Julián Díaz, former UK foreign secretary David Miliband and social media pioneer Randi Zuckerberg to top bill at Cannes

Dufry CEO Julián Díaz González, former UK foreign secretary David Miliband and social media pioneer Randi Zuckerberg are headlining the 2016 TFWA World Exhibition & Conference in Cannes this year.

Díaz, as head of a business that is one of the most significant players in the global duty free and travel retail industry, will offer delegates a unique perspective on the industry during this critical period of its evolution.

All three speakers will join TFWA President Erik Juul-Mortensen, who will outline the challenges and the opportunities facing duty free and travel retail at a time of considerable political and economic change and a slowing of growth of global sales.

TFWA will also present several "debate-fueled" workshops during the week, designed to provide insights into some major issues currently shaping the duty free

and travel retail industry. The workshops will include an assessment of the inflight sales channel, and a Market Watch on Russia, a country whose crucial outbound passengers have come under increasing pressure. A second Research Workshop will detail the latest TFWA data on the traveling consumer.

In addition to the conference and workshops, the TFWA World Exhibition will showcase the latest products from the leading brands, and provide the chance to meet the key decision makers from the world's foremost retailers and landlords.

New features for 2016 include the launch of TFWA's ONE2ONE meeting service, which has proven successful at the TFWA China's Century Conference and Asia Pacific Exhibition & Conference. At the TFWA World Exhibition and Conference, meetings will be scheduled on exhibitors' stands



Top: Dufry CEO Julián Díaz González. Bottom: Former UK foreign secretary David Miliband

throughout Thursday, Oct. 6 and during the morning of Friday, Oct. 7. *Continued on next page.*

ASUR extends Dufry's Cancun concession for 10 years

Dufry has signed an agreement with Aeropuertos del Sureste (ASUR) for the extension of the Cancun airport concession in Mexico to operate duty free and duty-paid shops at Terminal 2, 3 and 4 for another ten years.

The contract at Cancun airport, which welcomes close to 20 million passengers per year, covers retail space of more than 6,000 square meters, including approximately 1,500 sqm in the new Terminal 4, which is due to open in 2017.

The renewed contract also includes the operations at Cozumel airport.

Following the renewed agreement, Dufry will immediately start to refurbish the existing shops at Cancun Terminal 3 and develop a

walk-through concept at Cozumel airport, to be completed in 2017.

The space at the new Cancun Terminal 4 will also be developed in 2017 to be ready for the opening of the Terminal and will feature Dufry's latest shop design concepts. The store will offer a wide assortment of core duty free categories such as liquor, tobacco, perfumes & cosmetics and confectionery, as well as watches, fine and fashion jewelry, accessories, fashion, leather goods and writing instruments.

Dufry will also focus on destination products across the product mix with "the Tequileria" and "Discover Mexico" concepts offering a wide selection of local products, food and souvenirs reflecting the Mexican cultural

heritage and to provide visitors with a distinct sense of place.

From 2020 to 2023 Dufry will also gradually refurbish the other shops at Cancun airport.

Julian Diaz, CEO of Dufry, commented: "We are all very happy to have reached this agreement with ASUR to continue to operate at one of the fastest growing airports in Latin America and I would like to thank the management of ASUR for the longstanding relationship of mutual trust.

"It is our ambition to develop a state-of-the art commercial environment and a compelling offer, exceeding the expectations of the passengers and creating value for both Aeropuertos del Sureste and Dufry," said Diaz.

PEOPLE

Congratulations to **Ryan White**, who has joined the **Greater Toronto Airports Authority** as Executive Communications Manager. Ryan started out in the industry as a journalist and most recently was communications manager at **ACI World** (Airports Council International).

Erika Jacinto has been named Head of Events and Communications at **ACI World**, where she will develop the long term strategy for ACI World conferences and exhibitions, and ensure "that the voice of the world's airports is heard loud and clear in the aviation community and beyond." Jacinto was previously the Senior Event Manager and Senior Consultant at Bombardier where she oversaw international trade shows and customer hospitality events and conferences at the business aircraft division. She reports to ACI World Director General **Angela Gittens**, based in Montreal.

Sabrina Guerrieri has been appointed **ACI World** Manager, Communications, where she is taking over from Ryan White.

Silvia Valderrama has joined French beauty company **Yves Rocher** as Area Director Americas. Valderrama was previously with L'Oreal Luxe and Sisley, where she has been area director for the Americas for the past six years.

Rodolfo Müller has joined **World-Connect AG – SKROSS** in Switzerland to handle the Duty Free & Travel Retail market.

Barbara Gasaly has been promoted to Marketing & Project Management at **Estée Lauder Travel Retailing**. Gasaly was most recently acting marketing manager at the company.

Dream Cruises and Starboard to create a luxury retail experience at sea for Asia market



Asian luxury cruise line Dream Cruises is partnering with Starboard Cruise Services to manage Dream Cruises' onboard shopping.

Dream Cruises, owned and conceived by Genting Hong Kong, is the first luxury cruise line catering to the large and rapidly growing premium market in China and Asia. Miami-based Starboard Cruise Services, owned by worldwide luxury provider LVMH Moët Hennessy Louis Vuitton, specializes in duty free shopping and has expertise in luxury brands, two important attractions for Asian travelers.

Starboard's retail services will include onboard shops, TV programming, publications and special events.

Dream Cruises was conceived by Genting Hong Kong, a leading corporation principally engaged in the business of cruise and cruise related operations along with leisure, entertainment and hospitality activities for more than 20 years. Starboard's shops will be aboard the 3,400-passenger

Genting Dream, the inaugural ship of Dream Cruises which launches in November 2016, followed by its sister ship *World Dream* in November 2017.

With a separate Asia division based in Hong Kong, Starboard has been steadily building its presence in the Asia market and brings key resources to support its partnership with Dream Cruises. The company is a long-time onboard retailer for leading cruise lines in Asia. It has earned several awards for travel retail excellence from *Duty Free News International (DFNI)*, including Best Cruise/Ferry Travel Retailer in Asia/Pacific for both 2015 and 2016.

"We're excited to partner with Dream Cruises in serving the most important emerging cruise sector in years," said Emily Wong, vice president and general manager of Starboard's Luxury Cruise Retail division.

"We look forward to sharing our resources in the luxury and Asia markets and helping Dream Cruises to create transformational journeys

at sea for this exciting market."

Dream Cruises President Thatcher Brown said: "We are delighted to be working in collaboration with Starboard Cruise Services to deliver an inspirational, entertaining shopping experience at sea for Dream Cruises guests. Starboard's renowned expertise in luxury retail will enable us to offer an incredible range of top luxury and lifestyle brands, along with highly tailored offerings including in-cabin shopping and dedicated personal shopper concierge services."

"The range of stores and depth of items available will be second-to-none, all part of an unparalleled Dream Cruises leisure vacation experience for discerning customers across China and Asia."

Starboard Cruise Services

Founded in 1958, Starboard is headquartered in Miami with offices in Genoa and Hong Kong. It operates the retail concessions on more than 100 ships of leading global cruise lines

operating in markets including Asia, Europe, South America and the Caribbean.

Dream Cruises

Genting's Dream Cruises offers inspirational luxury, which is "Asian at heart and international in spirit," says the company.

Purpose-built for the China and Asia market, *Genting Dream* and its sister ship *World Dream* are designed to offer guests the highest levels of service and spacious comfort in the region.

More than 70% of staterooms on each ship will feature private balconies and 100 connecting rooms catering to extended families and groups. Two floors of lavish suites in the exclusive Dream Mansion will feature European butler service and special guest privileges.



TFWA CANNES 2016 conference speakers

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"There is considerable opportunity for growth in our industry, but we also face challenges from a diverse range of quarters," says TFWA president Erik Juul-Mortensen. "The TFWA World Exhibition & Conference will provide attendees with useful and up-to-date information that will help them to overcome these challenges. Sharing debate on the latest thinking in our business will enable us to lay the foundations for a successful future in the duty free and travel retail industry across the world."

Registration is open at www.tfw.com until September 7.

The TFWA World Exhibition & Conference will take place at the Palais des Festivals, Cannes, from October 2-7, 2016.



Flight bookings booming for the Rio Olympics, but may slump post-games

With less than a month to go before the Olympic Games open, flight bookings to Rio are booming, according to ForwardKeys, which monitors future travel patterns by analyzing 14 million reservation transactions each day.

The peak arrival date for Olympic fans is August 4, the day before the opening ceremony, but a significant number of visitors will start to arrive earlier, from July 27.

When compared with the same dates last year, forward flight bookings are ahead 148% between July 27 to the Olympic closing day on August 21. Flight bookings for the Paralympics, which run from September 1-18, are up 23%.

In all, 14 countries account for 72% of advance flight bookings to Rio during the Olympic and Paralympic period, headed by the US with 18%, followed by Argentina with 13% and the UK and Germany each with 7%. The high volumes from the US may be helped by a relaxation of visa conditions for the duration of the Games, making it easier for American sports fans to travel to Rio.

Forward bookings show 24% of travelers are staying for 9-13 nights and 23% for 6-8 nights, between July 27 and September 18. For those visitors staying 22 or more nights, 70% will arrive before August 2.

Although air capacity to Rio from the US and Canada has tailed off in 2016, additional seats are scheduled for the Olympics from Miami, New York, Houston and Atlanta in the US, as well as Toronto in Canada.

There's also increased capacity for the Games from four European airports with direct connections to Rio – Frankfurt, Paris, Lisbon and London. Travel to Rio has been further boosted by the Emirates aircraft upgrade from Dubai as well as a new flight from Casablanca.

Total international air capacity to Rio for the Games is up 19% compared with the same period last year, with Latin America up 31%, Europe up 11% and the US and Canada up 9%.

While forward bookings for the Games are strong, the post-Olympic period looks gloomier, down 13% for the same weeks in

2015. The biggest falls are from the US and Canada at -50%, Europe -24% and Asia Pacific -14%.

The picture is brighter within Latin America with forward bookings up 24%, particularly from Argentina and Chile.

Olivier Jager, ForwardKeys Co-founder and CEO, said: "We can only speculate on the reason for a drop in post-Olympic bookings compared with the same weeks last year and it may be that health concerns over the Zika virus have been a factor."

Goslings Rums partners with MONARQ for LATAM and Caribbean

Goslings Rums has formed a regional partnership with the MONARQ Group.

MONARQ will represent Goslings in Latin America and the Caribbean for both duty free and domestic beginning July 1, 2016.

Goslings Brothers Ltd is Bermuda's oldest business house and a major exporter. Since 2004, Goslings Rums has been spearheading a major international expansion of the brand, which features four products: the flagship Goslings Bermuda Black Seal Rum, Goslings Gold Bermuda Rum (limited markets), the Goslings Family Reserve Old Rum, and, most recently, Goslings Gold Seal Rum.

Goslings also offers the Dark 'n Stormy ready-to-drink ginger beer cocktail in a can.

"Goslings is very excited, enthused and proud to partner with the MONARQ Group and we look forward to working closely together to continue to grow our unique brand of award-winning rums in these important Caribbean and Latin American markets," said Malcolm Gosling, President & CEO, Gosling-Castle Partners, Inc., and 7th generation Goslings family member.

Robert de Monchy, founder and CEO of MONARQ Group, added, "Both Goslings Rums and Goslings Stormy Ginger Beer are a great addition to our portfolio of leading premium independent beverage brands. This unique multiple award-winning authentic rum and ginger beer coincides perfectly well with our core competence of building premium spirits brands in Latin America and the Caribbean. We know the Gosling's brand for many years and are very much looking forward to start working together with the Goslings team and to over-achieve on our mutual expectations, taking the brand to the next level."

Actium to manage Americas business for select Emperador spirits brands

Miami-based Actium Group has announced that it will manage the Americas business for the portfolio of brands recently purchased by Emperador Inc. from Beam Suntory, which includes Fundador Brandy, Terry Centenario Brandy, Tres Cepas Brandy, and Harveys Sherry, including Bristol Cream.

Beginning June 1, Actium will manage these brands for Latin America (Domestic and Travel Retail), Caribbean (Domestic and Travel Retail) and U.S. Travel Retail.

"We are excited to incorporate in Actium's portfolio and represent for all Latin America, Caribbean and US Travel Retail the brands recently bought by Emperador, owners of Whyte & Mackay, from Beam Suntory. While some of the brands already have a considerable existing business in the region, we believe that there are clear opportunities to develop the portfolio further with additional focus given by Actium's team, who manages a premium yet selective list of brands, and fueled by the new ownership, for whom some of the acquired brands are strategic. Emperador's strength in the brandy category will surely be an asset towards the future development of Fundador and Terry Centenario, and the company's experience in brand development will also benefit Harveys, the #1 selling Sherry in the UK. Harveys also holds an exquisite range of quality wines, including the world's Sherry top seller Bristol Cream," says Daniel Bras, director of Actium's Beverage Division.

Philippine liquor company Emperador bought the four brands from Beam Suntory in 2015 for \$291 million.



Essence Corp

has an immediate opening for a **Brand Manager**.

The ideal candidate must have marketing and/or sales experience preferably within the luxury brand industry.

Strong communication and presentation skills.

This individual will be responsible for purchasing, inventory management, marketing plans, price lists, brand communication and reporting.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications. Fluent in English and Spanish both written and oral. French is a plus.

Please send resumes to lpiedra@essence-corp.com & musallan@essence-corp.com

THE SHISEIDO GROUP

has the following open positions in its Marketing Department:

Product Manager for its Skincare/Make-up brands and a **Marketing Assistant** to assist the Fragrances TR Brand Manager.

Candidates must have at least 2-3 year experience in the industry with a Marketing or Business related degree preferred.

We are also looking for an **Administrative Assistant** for our HR/Administration Department.

&
Travel Retail Sales Manager South America based in the Miami office.

Minimum qualifications: Bachelor degree or above in Business; 3 years' experience in a sales position within the industry; excellent communication skills (English/Spanish); strong management and analytical skills; 50% travel.

To apply please contact gcamplani@bpi-sa.com

Canadian duty free sales up in May

Canadian airport duty free sales rose 4% in May 2016, with land border sales right behind, increasing 3% according to the latest figures from the Canadian Border Services Agency (CBSA).

Airport sales in May equaled \$30 million, up 4.63%. Number one category Perfume, Cosmetics, Skincare (35.25% of airport sales) was up 1.78%. Alcohol (20.41%) increased 6.24%, while Tobacco (9.59%) was down 5.38%.

For the year, airport duty free sales are \$146 million, an increase of 6.78% versus January/May 2015.

Canada's May land border sales were \$13.48m, up 3.05%. Alcohol, which accounts for more than 40% of land border sales, rose 9.37%. Tobacco (21.26% of land border sales) slipped 9.5%. Perfume, Cosmetics, Skincare (14.78%) dropped 3.66%.

Through May, Canada's land border sales are \$48.8m, up 6.88% for the year.

Regionally, Ontario led the border sales growth in May, with sales of \$7.6m, up 6.57%. Atlantic/Quebec sales were \$2.9m, down .95%. The Pacific region's sales of \$2.1m, fell 2%, while the Prairie region, \$744,000, was down 5%.



Has an immediate opening for a **Category Sales Manager Cruise**

for **Liquor, Tobacco and Confectionery**

Tasks:

Category Management:

Work in conjunction with Business Development to secure category information for the region, PAX, channel, or other market research that will assist in building more tailored customer assortments, pricing, and promotional programs; create customer price lists; manage category space responsibilities; track and measure sales results; help develop vendor supported promotional programs and new products; verify forecasts in the replenishment system.

Sales Coordination

Create new product offers & catalogues; communicate assortment updates; assure information entered in SAP matches information received from customers; maintain promotional calendars; create presentations; solicit customer feedback.

Position Requirements

Full Time, HQ based position (Coral Gables); Graduate degree (college); English a must, Spanish and other foreign languages a plus.

Pls. send resumes to info@heinemann-americas.com
With CC to: m.mariani@heinemann-americas.com

MOVADO

is seeking an **Area Sales Manager for key chain accounts and independent accounts for the Caribbean.**

Position based in Miami and reporting to Travel Retail Sales Director.

Responsibilities include both sell-in and sell-out management, elaboration & implementation of sell out plans to further drive retail sales, assortment & inventory management, working with the marketing department to build the trade plan for each account and ensure retail excellence in stores. Ideal candidate has at least 5+ years of previous account manager/area manager experience, strong retail experience in luxury or consumer goods industries, Caribbean market knowledge a plus, exceptional interpersonal skills, strong business acumen skills and entrepreneurial mindset and a can do attitude. 50% travel required.

To apply, please copy this link -

<http://jobview.monster.com/Area-Sales-Manager-Job-Coral-Gables-FL-US-167452154.aspx?mescoId=4100666001001&jobPosition=1>

Taylor Hill named new Lancôme ambassador



Taylor Hill is the latest face of Lancôme, © Joseph Paradiso and Yuki / Lancôme

Taylor Hill has been named the latest brand ambassador for Lancôme.

The 20-year-old US model is a Victoria's Secret Angel and has participated in campaigns and runway shows for a number of famous fashion houses. She also recently debuted on the big screen in *The Neon Demon* by Nicolas Winding Refn.

With her expressive gaze and big blue eyes framed by bold brows, Hill has an undeniably rock chic style. With more than 4 million social media followers on Snapchat and Instagram, she is the role model of a generation of energetic free spirits.

Lancôme describes her as "a liberated young woman who handles paradoxes like an art of happiness and a source of positive energy."

"We are delighted about this new collaboration with Taylor, who represents a modern Lancôme, in harmony with its time, with a subtle mix of sensuality, ingenuousness and sweet yet striking beauty," explains Françoise Lehmann, Lancôme's International General Manager. "She is a very inspiring young woman for her generation: she is immensely curious, open-minded and has a positive outlook on life."

"I am very excited and honored to join Lancôme. I love the vision behind this feminine brand. This new role of ambassador is a major step in my career, a dream that has become reality," comments Hill.