



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 feeling, so come to Clinique for holiday gift ideas. Make yourself happy, too.

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Covering the Americas & the Caribbean. [parsnip5@aol.com](mailto:parsnip5@aol.com)

## LAX & Westfield reveal retail and dining concepts at new Tom Bradley International Terminal

Los Angeles Mayor Antonio R. Villaraigosa, Los Angeles World Airports (LAWA) and retail developer/manager Westfield today unveiled more than 60 premier dining and luxury retail shops coming to the New Tom Bradley International Terminal (TBIT) at Los Angeles International Airport.

Westfield and its tenant partners are investing \$80 million to develop the new dining and retail program at TBIT. The first phase of New TBIT, which includes a Great Hall and boarding gates on the west side of the terminal, is scheduled for arrival Spring 2013. The second phase – which includes new gates on the east side of the terminal, new federal security screening area, and upgraded customs arrivals area – is expected to be completed by 2014.

The Westfield program will introduce 42 concepts to LAX – considered the “gateway to the Pacific Rim” -- for the first time, including 28 new concepts never before seen in an airport environment, and will generate projected annual sales of \$98 million.

“Today’s announcement continues the transformation of LAX to provide passengers with an experience they expect from a world-class city like Los Angeles,” said Gina Marie Lindsey, executive director of Los Angeles World Airports, the City department that owns and operates LAX and two other Southern California airports.

“A major focus of our customer service improvements is to create a cohesive, memorable and high-quality dining and shopping experience with a variety of new and innovative options that offer a ‘sense of place’ reflecting the culture, cuisine and trends of Los Angeles,” says Lindsey.

### Duty Free to play a key role

Boasting 25,000 square feet and three free-standing fashion luxury boutiques, a major highlight of the New TBIT is the duty free shopping line-up by DFS. DFS is investing \$32 million in TBIT and is projecting first full year sales for the airport-wide

*Continued on page 2*



Working design concepts for the Great Hall and DFS boutiques at LAX TBIT. Source: [www.WestfieldatLAX.com](http://www.WestfieldatLAX.com)

## First Annual Canadian Land Border National Duty Free Golf Tournament

The 1st Canadian Land Border National Duty Free Golf Tournament will be taking place on May 9th, 2013 at the Chateau Whistler Golf Club in Whistler, BC, Canada.

The FDFA will be sending out all hotel, golf registration/dinner details this January 2013. The FDFA is co-sponsoring the event with Pernod Ricard Americas Travel Retail. The FDFA Land Border Duty Free Operators will be meeting two days prior to the Golf Tournament for their Operator Only Business Development Summit – also taking place in Whistler.

The event’s objective is to honor the late Lori Watson, who was one of the key supplier members from Pernod Ricard with the focus on raising funds for The Canadian Breast Cancer Society.

“We hope that our FDFA members will come to Whistler to see colleagues, old friends and gather together before we begin our duty free high season,” says the FDFA.

Duty Free  
Hors Taxes  
*It's better at the border*  
*Economisez plus à la frontière*

### SAVE THE DATE!

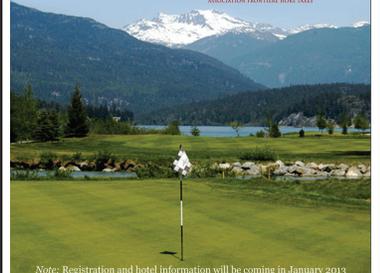
#### 1<sup>st</sup> National Canadian Duty Free Golf Tournament & Dinner in Honour of Lori Watson

When: Thursday, May 9th, 2013  
Where: Whistler BC at the Chateau Whistler Golf Club  
Who can attend: FDFA Members and Guests

Charitable proceeds will be donated to the Canadian Breast Cancer Foundation

Brought to you by: Pernod Ricard Americas Travel Retail and the Frontier Duty Free Association

Pernod Ricard Americas Travel Retail **FDFA AFHT**  
FRONTIER DUTY FREE ASSOCIATION  
ASSOCIATION FRONTIER DUTY FREE



Note: Registration and hotel information will be coming in January 2013



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# TRAVEL MARKETS INSIDER

## New LAX concepts

Continued from page 1

duty free concession of over \$300 million dollars.

The duty free line-up includes: Full-line fashion boutiques by Hermes, Gucci and Burberry and curated fashion assortments by Salvatore Ferragamo, Balenciaga, Bottega Veneta and Chloé; fine watches from Omega, MontBlanc, IWC, Rado and Longines, among others; more than 20 Beauty brands – including Estee Lauder, MAC, Bobby Brown, premier skincare by La Mer and the original L.A. cosmetic brand Smashbox.

Among the key spirits offerings are Johnnie Walker Scotch and Grey Goose Vodka as well as rare and exclusive prestige spirits and an in-store LA-themed “tasting bar.” Fine wines include exclusive assortments from L.A.-based San Antonio, Malibu Family, Rosenthal Estate and Moraga Estate wineries.

DFS will also introduce Platinum Services Club in LAX - a highly personalized shopping and concierge service for global travelers visiting Los Angeles.

### Wide range of Specialty Retail

Featuring open, glittering glass storefronts, the New TBIT retail program will bring L.A. style to international travelers. Among the highlights in the retail offer are Bvlgari; Michael Kors; Emporio



Working design concepts for the Bulgari, Fred Segal, and Emporio Armani boutiques; Porsche Design boutique; and Boutique District (below) at LAX TBIT. Source: www.WestfieldatLAX.com

Armani; and Fred Segal. Plus trendy fashion from Kitson; handbags and accessories from Coach; men’s accessories at Tumi; intimates at Victoria’s Secret; international designs from Hugo Boss; ‘digital lifestyle’ accessories from iStore Boutique; and Spa services from Bliss.

“As Los Angeles is home to our U.S. headquarters, Westfield takes great pride in being selected to help realize the Mayor’s vision,” said Peter S. Lowy, co-chief executive of the Westfield Group. “We are deploying global resources and development expertise to deliver an iconic, world-class airport experience at LAX, and welcome the opportunity to be part of such a talented and determined team.”

The New TBIT dining lineup also includes an array of top award-winning LA-based brands.

The New TBIT is the largest public works project in the City’s history and one part of

“LAneXt™,” the \$4.1-billion LAX modernization program comprised of nearly 25 individual projects.

LAX is the sixth busiest airport in the world and third busiest in the United States, serving more than 61.8 million passengers in 2011. Built in 1984, Tom Bradley International Terminal is LAX’s primary facility serving international travelers.

The New TBIT will feature 18 roomier boarding gates with nine built for new-generation aircraft, such as the Airbus A380 super jumbo jet, Boeing 747-8 intercontinental jumbo jet, and Boeing 787 Dreamliner.

### About Westfield Group

As part of its global portfolio, the Westfield Group (ASX Code: WDC) designs, develops, owns, manages and leases award-winning shopping venues in landmark cities around the world. The award-winning Westfield Concession Management operates in 10 major U.S. airports, including some of the highest revenue generating facilities in the U.S. Westfield is currently redeveloping concessions at Los Angeles International Airport’s Tom Bradley International Terminal, Theme Building, and Terminals 1, 2, 3 and 6.




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TRAVEL MARKETS  
**INSIDER**

**ATL - HMSHost open new luxury shopping Retail Esplanade at International Concourse F**

HMSHost (World Duty Free Group) and Hartsfield-Jackson Atlanta International Airport have opened seven new high-end shops catering to international passengers in the airport’s beautiful new boulevard of stores, located on Concourse F.

“Now that we’re in our busy holiday travel period, Hartsfield-Jackson Atlanta International

Airport is pleased to offer our customers the chance to shop right here at the Airport,” said Louis Miller, Aviation general manager. “Customers looking for a last-minute gift or something special for themselves will have plenty of options from which to choose.”

The new stores, which opened at the end of November, include a Tommy Hilfiger boutique, a MAC

store and the second Kiehl’s boutique, following a highly successful location on Concourse B.

Touch Table, a “next-generation” tech store, and accessories from top designer brands at Luxury Boutique, CLUTCH and Sunglass Icon round out the new offerings.

“We took a very innovative approach for this highly visual space

on Concourse F. Instead of shop-in-shops in one very large space, we chose to create a boulevard of individual stores,” said Joan Ryzner, Senior Vice President of Retail at HMSHost. “This allowed us to offer highly desirable brands, creating a shopping experience reflective of those found in high-end street side environments.”

**Brugal launches Papá Andrés ultra premium rum in Cannes**



*Gustavo Ortega, Brugal Master Rum-maker at the Brugal Papá Andrés launch event in Cannes.*

from the resting casks to prepare the annual bottling of Papá Andrés. The cask is then replenished with a selection of aged rums chosen by the family’s Master Blenders and laid down again.

In the last decade, members of the fourth and fifth generations of the Brugal family have begun to evolve the profile of this family treasure by introducing top quality rum aged in European oak barrels alongside that aged in traditional American white oak casks, learning from the experience of their friends at The Macallan.

Franklin Báez Brugal, President of Brugal & Co, commented: “Papá Andrés is a rum which has evolved through the passion, care and expertise of five generations of Master Blenders, all of whom have been members of my family. Each year they have produced a unique rum bottling to celebrate the legacy left by our founding father, Papá Andrés. This year for the first time Brugal Papá Andrés will be shared with a select group of people who know and love our fine rum.”

The 2013 Brugal Papá Andrés limited edition, known by the name ‘Arcos’, is presented in a crystal decanter designed by Tri-

dimage and created by the world renowned crystal manufacturer, RCR in Sienna, Italy. An ornate metal neck collar graces its slender neck and a metal face plaque has been hand polished and finished with a sand blast engraving inspired by Dominican architecture and executed by the Glencairn Crystal Studio in Scotland.

The decanter is displayed in an elegant, high quality gift box which also contains a booklet containing stunning photography of both the Dominican Republic and the rum crafting process.

Brugal Papá Andrés ‘Arcos’ numbers just 500 units, which will sell in travel retail at around RRP €900 or US\$1200.

Brugal launched an exclusive ultra-premium rum at a private event at TFWA World Exhibition in Cannes in October.

Brugal Papá Andrés, which was created for and enjoyed by the Brugal family for five generations, has never before been released for sale with only a few bottles from the vaults finding their way into the hands of collectors over the years through charity auctions.

Affectionately named Papá Andrés after the company’s founder Don Andrés Brugal, this limited edition rum provides rum drinkers, connoisseurs and collectors alike with a new expression of extraordinary quality to enjoy and to treasure, says the company.

For over 100 years, a limited number of casks containing this private reserve have been carefully guarded in Brugal’s cellars at the estate on the north coast of the Dominican Republic.

Each year a small portion of this rum is carefully extracted

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## September YTD total US-International air traffic up 8%

### Foreign citizen & foreign flag traffic growth outpaced US growth

The US Department of Commerce's Office of Travel and Tourism Industries (OTTI) reports that International air traffic to/ from the United States totaled 135.7 million passengers from January through September 2012, an 8% increase over the first nine months of 2011.

US citizen air travel (61.1m) increased 4% and comprised 45% of all air traffic. Foreign national (non-US citizen) air travelers (74.6m) increased by 10%, increasing share of the total market from 54 to 55%.

US airlines carried 73.3m passengers, up 5%, however their share dropped one percentage point to 54%. Foreign flags carried 62.3m passengers, up 11% from January-September 2011, with their share increasing to 46%.

September air traffic was up 6% from September 2011, disclosing slower growth.

International is the total of overseas, Canada and Mexico regions, as follows:

**Overseas** air traffic accounted for 101.9m passengers, 75% of all international air traffic for year-to-date.

US citizen travel (46.7m) increased 5% and comprised 46% of all overseas air traffic. Foreign national air travelers (55.2m) increased by 10%, increasing market share to 54%, a one percentage point increase in share between 2011 and 2012.

US airlines carried 52.9 million passengers, up 6%, and their share decreased from 53 to 52%. Foreign flags carried 49.0m passengers, up 10% from the first nine months of 2011. Their traffic share increased to 48%.

North American markets (Canada and Mexico) accounted for 25% of US international air traffic flows.

**US-Canada** air traffic accounted for 18.8m passengers, 14% of all international traffic, and was up 7% year-to-date.

US citizen travel (5.1 million) increased 5% and comprised only

### Top 10 Foreign Airports (Passenger Traffic to/from US) September 2012 YTD:

Accounted for 40% of US - International Air Traffic, the same as August 2012 YTD Paris/de Gaulle (CDG) moved above Cancun (CUN)

#### Total air traffic to/from overseas regions for the YTD:

Overseas Regions	Pax (mlns)	% Chg from Sep 2011 YTD
Europe	41.298	5%
Asia	20.239	13%
Caribbean	14.844	7%
South America	9.885	8%
Central America	6.913	11%
Middle East	4.654	10%
Oceania	3.009	8%
Africa	1.072	13%
<b>Total Overseas</b>	<b>101.914</b>	

All charts courtesy of OTTI.

27% of air traffic in the market. Canadian and other foreign national citizen air travelers (13.7 million) increased by 8% with their market share reaching 73%.

**US - Mexico** air traffic accounted for 14.9m passengers, 11% of all US - international

traffic, and was up 6%.

US citizen travel (9.2m) increased 3% and comprised 62% of all air traffic. Foreign national air travelers (5.7m) increased by 13% increasing their market share to 38%.

### Top 10 Foreign Airports (Passenger Traffic to/from US)

September 2012 YTD: Accounted for 40% of US - International Air Traffic, the same as August 2012 YTD Paris/de Gaulle (CDG) moved above Cancun (CUN)

	Pax (mlns)
1. London Heathrow (LHR)	10.756
2. Toronto (YYZ)	7.856
3. Tokyo Narita (NRT)	7.228
4. Frankfurt (FRT)	5.093
5. Paris/de Gaulle (CDG)	4.762
6. Cancun (CUN)	4.493
7. Mexico City (MEX)	3.978
8. Incheon (ICT)	3.568
9. Vancouver (YVR)	3.455
10. Amsterdam (AMS)	3.373
	<b>54.563</b>

### Top 10 US Airports (Passenger Traffic to/from Foreign Airports) September 2012 YTD:

Accounted for 70% of All US - International Air Traffic

	Pax (mlns)
1. New York (JFK)	19.423
2. Miami (MIA)	14.395
3. Los Angeles (LAX)	13.043
4. Newark (EWR)	8.906
5. Chicago (ORD)	8.171
6. Atlanta (ATL)	7.532
7. San Francisco (SFO)	7.163
8. Houston (IAH)	6.695
9. Washington Dulles (IAD)	5.092
10. Dallas-Ft Worth (DFW)	4.507
	<b>94.928</b>