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INSIDER

IN MEMORIAM

**International Shoppes Co-Founder
Fred Rosenberg**

It is with extreme sadness that International Shoppes announces the passing of one of its founders, Fred Rosenberg, on Sept. 23, 2017. Fred, who worked into his 90s, was a duty free pioneer and had been a vital part of the industry in the Americas for more than 60 years.

Fred, along with Herman Greenbaum, started International Shoppes in JFK (then Idlewild) International Airport in 1951. That small company has grown into one of the most respected and successful duty free entities in the United States, and a powerhouse in the Northeast.

The family-owned company, now operated by Fred's daughter Joanne and her husband, Michael Halpern, and Herman's son Steve Greenbaum and his sister Randy Honig, has also welcomed the third generation into the fold, with Scott and Cara Halpern, Matt Greenbaum and Randy's daughter, Lauren Beckman, taking increasingly important roles.

"Fred was so proud to see his family (personal and work) carry on the business," commented Scott Halpern.

"Fred was one of the original founders of the IAADFS and was instrumental in the expansion of the Duty Free industry. He loved the business and was proud of the advances International Shoppes made in the industry. His presence will be sorely missed," says Scott.

TMI adds its deepest condolences to those of the industry on the passing of Fred Rosenberg and send all our sympathy to the family.

We would like to hear from members of the industry on their memories of Fred from the early days of the industry.

Please send comments to editor@travelmarketsinsider.net for inclusion in a retrospective.



Fred Rosenberg



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Dufry and DFASS open ten stores at El Dorado International Airport in Bogota

Dufry and DFASS have opened ten new shops at Bogota's El Dorado International Airport in Colombia, including seven duty free, one duty-paid and two Hudson convenience stores. Altogether the stores cover nearly 3,200 sqm of retail space across the international and domestic terminals.

The two duty free companies signed the ten year concession agreement earlier this year. The Dufry/DFASS stores are located in Terminal 1 as well as a walk-through shop in the domestic area. The Terminal 1 stores include nine shops in the international area, of which four stores are in the Main Pier and another five are in the new expanded space in the North Mall,

Duty Free

Under the concession, the Dufry/DFASS group operate seven duty free stores covering 2,000 sqm of space. There are two duty free general travel retail stores: one of 695 sqm in the Main Pier and another of 510 sqm in the North Mall. The shops offer the traditional core duty free mix from a wide range of product categories such as wine and spirits, perfumes and cosmetics, confectionery, tobacco, fashion and accessories. The stores also feature a special

area called Thinking Colombia, offering typical Colombian products including coffee, confectionery and regional liquors.

Additionally, Dufry/DFASS opened four specialized shops: a 14 sqm Bijoux Terner store in the Main Pier featuring fashion accessories; a 73 sqm Collection store offering sunglasses, watches and accessories in the North Mall, and two Multibrand shops covering a total of 682 sq. meters (546 sqm in the Main Pier and 136 sqm in the North Mall). The Multibrand stores carry items from Chanel, Victoria's Secret, Michael Kors, Lacoste and Tommy Hilfiger, among other luxury names.

The Dufry/DFASS group have also introduced to the Colombian market a 42 sqm "Tech on the Go" shop located in the North Mall. This specially tailored retail concept offers electronic products and accessories for tech-oriented customers.

Duty Paid & Hudson

In the duty-paid segment, Dufry/DFASS showcase winning retail formats to capture the potential of the domestic passengers at El Dorado International Airport.

In line with Dufry's strategy to roll out Hudson internationally, the operator introduces the successful convenience format in Colombia with a 31 sqm Hudson shop in the Main Pier and a 116 sqm outlet in the North Mall. The two shops offer travel essentials and a convenience assortment, which provides travelers with a best-in-class shopping experience.

In Bogota's Domestic Concourse, a 979 sqm walk-through general travel retail shop has been specially designed to serve passengers with a similar shopping environment and products as Dufry/DFASS's main duty free shops.

Continued on next page.

Dufry/DFASS open at El Dorado International Airport

Continued from page 1.

The store in the Domestic Concourse also presents customers with a sense of place experience in the 'Thinking Colombia' area, showcasing typical local products.

The walk-through shop also features a Hudson store and the world's largest Tech on the Go shop-in-shop, thus completing the comprehensive duty-paid offer in this airport.

El Dorado International Airport, located in Colombia's capital Bogota, is the largest in the country and the main international and domestic air gateway. The airport ranks third in Latin America and is one of the best 50 airports in the world according to World Airport Awards.

In 2016, the Bogota airport welcomed close to 16 million passengers, 3.5% over 2015.

Dufry's CEO of Division 4, René Riedi comments: "We are proud to announce the opening of these stores, thus introducing Dufry's world class shopping experience in Colombia for the first time. This is a great success that would not have been possible without our partner DFASS Group as well as the considerable efforts of our team that worked hard to achieve this result.

"I would also like to thank Opain and El Dorado International Airport for this opportunity, which consolidates even further our presence and allows us to seize new opportunities in Latin

America. Dufry is pleased to be part of this development and being able to contribute to further develop the local economy by generating more than 300 new jobs."

Roberto Graziani, Executive Vice Chairman of the DFASS Group comments: "I am extremely proud to announce the launch of our new concession in El Dorado International Airport. This is a significant undertaking for us and represents the culmination of the joint efforts of our partnership with the Dufry Group. We anticipate a unique retail experience for international and domestic passengers in Bogota for many years to come. I would like to thank our entire

DUFRY



team and that of Dufry, whose partnership and commitment were instrumental in the realization of this operation. Additionally, I would like to thank Opain and El Dorado International Airport for the tremendous opportunity they offered us."

ASUR receives first regulatory approval for Colombia airport acquisitions

Airport group ASUR, Grupo Aeroportuario del Sureste, S.A.B. de C.V, announced that it has received regulatory approval to consummate its acquisition of Airplan, S.A.

Airplan has concessions to operate the airports in Colombia that include the Enrique Olaya Herrera Airport and José María Córdova International Airport in Medellín, the Los Garzones Airport in Montería, the Antonio Roldán Betancourt Airport in Carepa, the El Caraño Airport in Quibdó and the Las Brujas Airport in Corozal.

Following completion of the acquisition, ASUR will own approximately 92.42% of the capital stock of Airplan. The finalization of the Airplan acquisition is expected by the end of October.

ASUR has not yet received regulatory approval to consummate a second acquisition in Colombia of Aeropuertos de Oriente S.A.S. (Oriente).

ASUR reports that, in light of the pending regulatory approvals for the acquisition of Oriente, the sellers and ASUR have agreed to negotiate in good faith an adjust-

ment to the purchase price and the terms and conditions of their acquisition agreement, and to use commercially reasonable efforts to obtain the relevant regulatory approvals.

Oriente has concessions to operate the following airports in Colombia: the Simón Bolívar International Airport in Santa Marta, the Almirante Padilla Airport in Riohacha, the Alfonso López Pumarejo Airport in Valledupar, the Camilo Daza International Airport in Cúcuta, the Palonegro International Airport in Bucaramanga and the Yariguíes Airport in Barranca-bermeja.

If the Oriente acquisition is concluded, ASUR will own approximately 97.26% of the capital stock of Oriente.

ASUR was the first privatized airport group in Mexico and operates Cancun Airport and eight other airports in southeast Mexico, and is a JV partner in Aerostar Airport Holdings, LLC, operator of the Luis Muñoz Marín International Airport in San Juan, PR.



Macallan introduces new travel retail exclusive The Macallan Quest Collection



Igor Boyadjian, Managing Director, Edrington Global Travel Retail, at the Macallan Quest launch in Cannes.

One of the highlights of TFWA World Exhibition in Cannes this year was a spectacular launch of The Macallan's Quest Collection, a new travel retail exclusive range of whiskies inspired by the single malt's quest for sourcing the best quality oak for its casks. The launch was held at the Villa St. George in the center of Cannes atop a hill overlooking the seaside city, with breath-taking views of the surrounding area.

Macallan says that exceptional oak casks are the single greatest contributor to the quality, natural colors and distinctive aromas and flavors of The Macallan.

The Macallan Quest Collection tells the story of the pursuit of sherry seasoned oak casks through a series of four newly created single malt whiskies, each of which showcases their own distinctive casks with their own distinctive characters.

The first expression, *The Macallan Quest* (40% ABV) is made using four different cask types – European and American oak sherry seasoned, American ex bourbon and hogshead casks.

The Macallan Lumina (41.3% ABV) is a single malt made using three casks types – European and American oak sherry seasoned and hogshead casks – featuring only sherry seasoned oak with a surprising dimension delivered by the smaller hogshead casks which is made from European and American oak.

The Macallan Terra (43.8%), the third in the series, is aged exclusively in first fill oak sherry seasoned casks, and is matured in two families of wood suppliers from Jerez de la Frontera – Tevasa and Vasyma.

The pinnacle of the new range is *The Macallan Enigma* (44.9%). Inspired from Spain, Macallan uses exclusive maturation in first fill sherry seasoned butts, which embodies The Macallan's wood journey. Rich and intense, this single malt offers up mature oak with subtleties of cinnamon, vanilla and dried fruit.

Nick Savage, Master Distiller, The Macallan, said, "The Macallan Quest is a true homage to the extraordinary lengths taken by The Macallan and gives us the opportunity to reinforce the values rooted in the pure mastery of whisky-making."

"By creating this new range exclusively for Global Travel Retail, we can tell a compelling story as well as present stunning, newly designed products across varying price points to appeal to a wide range of traveling consumers."

Igor Boyadjian, Managing Director, Edrington Global Travel Retail, said, "With the launch of Quest we are giving travelers and The Macallan connoisseurs an entirely new range to explore, delivering differentiation and excitement and continuing our commitment to crafting the ultimate luxury spirit. In a channel where consumer engagement is crucially important, The Macallan Quest collection has storytelling at its core – from the unique liquid to the bold and

highly differentiated visual identity. We are looking forward to working closely with our retail partners to bring this new range to life instore."

The Macallan Quest Collection will be presented in entirely new packaging, both bottle and carton.

The Macallan Quest Series will replace The Macallan 1824 Collection of Select Oak, Whisky Maker's Edition and Estate Reserve from January 2018.

RRSP as follows:
 The Macallan Quest – RRSP - 70 cl: US\$64; 1 L: US\$80
 The Macallan Lumina – RRSP – \$100
 The Macallan Terra – RRSP – \$165
 The Macallan Enigma – RRSP – \$ 250

The Macallan quest continues in Miami

Brandowner Edrington continued The Macallan Quest story in Miami on Oct. 17, with a launch held for key customers from across the Americas. The introduction was held at Miami's famed waterfront Perez Art Museum amid a collection of modern and contemporary international artworks. After an introduction by Jada Portela, Regional Director Edrington Americas Travel Retail, guests heard from Ken Grier, The Macallan Creative Director, who flew in from Scotland for the event.

The tasting was conducted by Joe Cabassa, The Macallan Regional Brand Ambassador, LatAm, PR, Caribbean & TRA, who has conducted more than 4,000 tastings in 42 countries. Macallan is the "most precious whiskey in the world," he says.

Juan Gentile, Edrington Senior Vice President, Latin America Domestic & Travel Retail Americas, welcomed guests and thanked them for their support during the elegant dinner that followed.

Congratulations go to Lilian Sanchez, Regional Marketing Manager – Edrington Portfolio, Americas Travel Retail, for planning the very special evening.



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EMPLOYMENT OPPORTUNITIES

Coach, Inc. to change its name to Tapestry, Inc.

New York-based house of accessories and lifestyle brands Coach, Inc. last week announced that it will be changing its name to Tapestry, Inc., (NYSE: TPR) effective October 31, 2017.

The name change does not affect the Coach brand itself, but only the name of the corporate entity that owns the coach brand, as well as the Stuart Weitzman brand and Kate Spade & Company.

Victor Luis, Chief Executive Officer of Coach, Inc., said, "We are now at a defining moment in

our corporate reinvention, having evolved from a mono-brand specialty retailer to a true house of emotional, desirable brands, all leveraging our strong operational foundation.

"Each of our brands has a unique proposition, fulfilling different fashion sensibilities and emotional needs within the very attractive and growing \$80 billion global market for premium handbag and accessories, footwear and outerwear. At the same time, our brands are also built upon the shared values of optimism, inclu-

sivity and innovation."

Luis says that the name Tapestry "speaks to creativity, craftsmanship, authenticity and inclusivity on a shared platform and values."

With the Tapestry name, Luis says that the company is "establishing a strong and distinct corporate identity, which enables our brands to express their individual personalities and unique language to consumers."

To learn more about Tapestry, please visit www.tapestry.com.

NEW**Duty Free Dynamics (DFD)**
has an immediate position open for an
Area Sales Representative.

The company is headquartered in the BICSA Tower in Panama and has presence in Miami and Buenos Aires.

Responsibilities:

Manage relationship with existing clients and prospect for new ones in the assigned region; develop sales budgets, implement promotional programs, ensure launch sale of new products, provide product training and oversee merchandising at the point of sales; and monitor pricing, shelf space, competitive set, trends, reporting key activations, and any in-store updates/changes to our brands.

Qualifications:

Degree in Business Administration or related field; 3 years' experience minimum in sales in the travel retail channel in the Region, preferably consumer goods; dynamic, rigorous, results-oriented with an entrepreneurial spirit, ability to work on your own initiative and capable of setting up negotiations with retailers and shop owners; strong analytical skills, organized and efficient; strong written and verbal communication skills. Must be fluent in English and Spanish, Portuguese and French a plus and willing to travel extensively.

DFD offers a competitive base salary and generous commission structure, and private health insurance.

Please send resumes to
maria.villarreal@dutyfreedynamics.com

***NEW***

Has an immediate opening for a Category Sales Manager for Liquor, Tobacco and Confectionary

Tasks:
Category Management

Create customer price lists, manage category space responsibilities; track and measure sales results, secure category information for the region, PAX, channel, or other market research; work in conjunction with Purchasing to develop vendor supported promotional programs and other items; verify all forecasts maintained in the replenishment system.

Sales Coordination

Create new product offers & catalogues, communicate assortment updates; create & maintain assortment files; coordinate information entered in SAP; maintain promotional calendar and create monthly presentations for customers; issue customer credit and debit notes. Additional responsibilities may apply.

Position Requirements

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

Please send resume to
info@heinemann-americas.com

ACTIUM

Has immediate openings for the following positions based in Miami:
Customer Service Representative for Caribbean.

Responsible for providing exceptional customer service to clients and processing all orders. Position serves as a liaison between distribution team and 3rd party warehouse ensuring logistics procedures are followed.

Responsible for maintaining and updating internal reports and systems by direct contact with clients, warehouse and brand.

Desired Skills and Experience

*Bachelor's degree in related field
*1-3 years of relevant professional experience;

Bilingual English - Spanish.

French is a +;

*Excellent written and verbal communication skills

*Attention to detail/ accuracy;

*Time management and sense of urgency

*Proficiency in Excel & Quickbooks

Send resume to:
prodrigues@actium.us

Brand Manager - Fragrances

The Brand Manager is responsible for developing and implementing tools to support the growth of the brand's portfolio, including distribution organization, merchandising, marketing plans, new product launches, animations, and training of sales associates and negotiating business development opportunities in the cruises industry and US Travel Retail and Caribbean Local Market and airports.

Requirements

*US TR Experience

*Bachelor's degree in business administration, sales and marketing
*5 years min. of relevant professional experience in travel retail channel either cruises is a must and a plus is US Travel Retail

*Travel 30%

*English speaking – Spanish and French are a plus but not a must

*Excellent communication and presentation skills

*MS Office skills (Excel and PowerPoint mainly) – High expertise in Excel is a must.

Send Resume to:
hfrayesse@actium.us

EMPLOYMENT OPPORTUNITIES


The Hershey Company

has a career opportunity for an
Associate Business Manager (81426)

Location: South Florida or Hershey, PA

Summary:

The WTR Associate Business Manager will execute store level sales and promotion plans with customer retailers in the North America travel retail channel; implement and maintain promotional and merchandising standards, and ensure 100% distribution on aligned portfolio across the channel. Needs to understand the complexities of a multi-national, multi-channel travel retail environment. Location preference South Florida.

Major Responsibilities include but are not limited to:

Supports achieving all financial and growth targets of NA TR; Achieves distribution & merchandising objectives in NA TR; Builds excellent collaborative partnerships with all key retail accounts and distributors.

Minimum requirements:

- * Fluent English, Spanish a plus
- * Strong analytical skills, proficient in understand and utilizing syndicated data from many sources
- * Excellent PC skills in Excel, Word, Power Point and Outlook
- * Excellent Planning and Execution Skills, Action oriented,
- * Should love traveling often, Self-reliant and can work alone or away from office
- * Proven account management and negotiating skills, strong Finance understanding.

Minimum Education and Experience Requirements:

- * College graduate preferably in Marketing/ Finance/ Business Management with at least 3 years' experience in Distributor/Key Accounts Management in a fast-moving consumer goods company.
- * Experience in Travel Retail preferred. Must possess cultural awareness appropriate to the region.
- * Be passionate about our company and our brands and hungry to succeed.

https://career4.successfactors.com/career?career_ns=job_listing&company=Hershey&navBarLevel=JOB_SEARCH&rcm_site_locale=en_US&career_job_req_id=81426&selected_lang=en_US&jobAlertController_jobAlertId=8&jobAlertController_jobAlertName=&_s.crb=HSDtwTVWQQkFOSxH9t%2byhu4SY0%3d

The Hershey Company is an Equal Opportunity Employer - Minority/ Female/Disabled/Protected Veterans

ALTIMETRE GROUP

has an immediate opening for an:

Account Coordinator Caribbean Territory
Description

Sales development and customer support (merchandising, training, promotion) for the beauty market in the Caribbean. Current activities are for a prestigious, imported Baby/Maternity beauty and hygiene brand.

Additional beauty brands in the future.

Requirements

- Must be able to open accounts and negotiate best sell-in conditions in stores.
- Retail knowledge to organize sell-out promotions and Actions at points of sale. Channels include pharmacies, drug stores, perfumeries, hotels.
- 3+ years retail sales experience in health/cosmetics, and/or knowledge of the territory required.
- Ability to work independently, prioritize and handle multiple deadlines.
- Excellent organization and attention to detail, · Must be able to travel at least 50% of the time.
- Fluent English; Dutch and Spanish a plus., · Can be a multi-company freelance sales rep.

Please email your resume to adv@altimetregroup.com

Kate Spade Fragrances
The Premiere Group

has an opening for an
International Trade Marketing Manager

Reporting to Sr. VP International Bachelor in Marketing, International Trade or equivalent
New York based –
No relocation package

The ideal candidate must have excellent communication and presentation skills

3 to 5 years' experience, Well-travelled and multilingual.

Responsibilities include:
Adapt Global Marketing presentation to international needs at country level;

Review and validate marketing calendar at country level with Global Marketing.

- Review country unit forecast vs individual marketing calendar.
- Liaise with Global Marketing on artwork for logos, Duratrans
- Maintain POS, Duratrans photo library;
- Validate Ad spend with Global Marketing
- Receive and validate stock order vs forecast and marketing /launch/promo calendar.
- Allocate G's Testers, Sample, gift sets and other promotional items at country level;
- Process Press/Health registration product orders
- Other duties as required.

Please send resumes to
HR@tpgbeauty.com

ESSENCE CORP.

Has an immediate opening for a
Trainer – In Store Promoter Caribbean Territory

- Knowledge and understanding of retail environment to organize promotions and Sell-out Actions at Point of sale; Ability to work independently, prioritize and handle multiple deadlines; Expert knowledge on makeup, skincare and fragrances; Extraordinary level of attention to detail; Excellent organization
- Must be able to travel 50% of the time; Fluent English and Spanish
- 3+ years in retail sales, training/ education
- Experience in luxury beauty related industry

Accounts Receivable Clerk

Essence Corp is currently seeking to fill the position of an Accounts Receivable Clerk reporting to the Controller.

The candidate must have excellent communication skills verbal and written in English and Spanish. Customer service orientation and negotiation skills with a high degree of accuracy. Advanced knowledge of Excel with hands on experience in operating spreadsheets. Knowledge of SAGE software is a plus.

A team player whom is motivated, proactive and a quick learner. A multi-tasker with strong organizational skills.

Associates degree or BS degree in Finance, Accounting or Business Administration is preferred.

Please email your resume to musallan@essence-corp.com



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As the Caribbean's leading product management and marketing company for Wines, Spirits and Consumer Health Care, Stansfeld Scott capitalizes on the tremendous opportunities in the Caribbean.

We are seeking an energetic and resourceful **Caribbean Area Manager**, based in Florida or the Caribbean, to represent a portfolio of internationally recognized brands across the Caribbean.

The successful candidate will work closely with regional distributors to inspire and motivate their teams to grow market share and sales.

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