

## Dufry/DFASS JV confirms concession win in Bogota, Colombia

Dufry and DFASS have been awarded the operation of the duty free shops at El Dorado International Airport in Bogota, Colombia.

The 10-year concession agreement signed with airport operator Opain S.A. will comprise close to 2,200 sqm of total retail space.

El Dorado International Airport is the largest airport in Colombia and the main international and domestic air gateway in the country.

With the new concession both companies further consolidate their strong presence in Latin America: Dufry adds a new market to its portfolio and DFASS expands its operations in Colombia.

DFASS is currently the inflight concessionaire with Avianca and operates duty free stores at El Dorado Intl. Airport. It has 20 years of operating experience in this market, says Bernard Klepach, CEO and Chairman of the DFASS Group, in the announcement.

The Dufry/DFASS joint venture concession agreement with Opain S.A. covers the duty free operations at El Dorado International Airport until 2027.

DFASS, one of the world's largest in-flight duty free specialty retailers, has partnered with Dufry in several other projects.

Based on the agreement, the joint venture will operate close to 2,200 sqm of retail space, which includes shops in the upcoming expanded area of the North terminal, currently under construction.

Dufry will be responsible for the retail activities of the new agreement. The joint venture will operate in total three shops in the departure areas of the North terminal, comprising two retail stores of 1,300 sqm in the existing area and 880 sqm of new space in the extended area. The stores will offer the traditional core duty free mix, which includes the best assortment selections in a wide product category range such as wine and spirits, perfumes and cosmetics, confectionery, watches, tobacco, fashion and accessories.

Dufry says that it plans to foster the international roll out of the Hudson concept, and expects to open a shop to complement the duty free offer through Hudson's convenience assortment.



"We have been operating in many locations across Latin America for many years and the expansion of our presence into a new market like Colombia shows again Dufry's experience and knowledge in offering competitive retail solutions for airport operators across the world," continues Diaz.

"We are excited to work with Opain to develop El Dorado airport further. Last but not least, we look forward to the cooperation with our partner DFASS and we will work together closely to bring customers another world class shopping experience. In particular, I appreciate the long relationship with Bernard Klepach and our ongoing successful partnership, which has now been extended into South America."

Bernard Klepach, CEO and Chairman of the DFASS Group notes: "We are both proud and excited about the new concession in Bogota. DFASS' current In-Flight concession with Avianca and duty free stores at El Dorado Intl. Airport, have provided a unique platform to grow our retail footprint in the region.

*Continued on next page.*

El Dorado International Airport, located in Bogota, the capital of Colombia, is the largest in the country and one of the main airports in Latin America. In 2015 the airport welcomed over 30 million passengers, ranking 3<sup>rd</sup> in Latin America.

Julian Diaz, CEO of Dufry Group, comments: "I am pleased to announce our first concession contract in Colombia. With the start in this new country for Dufry, we will consolidate further our presence in Latin America.

## Neutral celebrates 30 years serving Uruguay border



Neutral CEO Enrique Urioste, far left, and staff and guests, celebrate the border store's 30<sup>th</sup> anniversary in festivities in one of the stores in the town of Chuy. Story on page 2.

EVENT DATE - FEB. 9, 2017

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## Neutral celebrates 30 years serving Uruguay border



Neutral CEO Enrique Urioste celebrates the 30<sup>th</sup> anniversary of the Uruguayan duty free border chain in Chuy, Uruguay on Jan. 24, with staff, customers and guests, accompanied by Neutral shareholder Victor Hugo Mesa.

Congratulations to Uruguayan border store, Neutral Duty Free, which celebrated its 30<sup>th</sup> anniversary on January 24 in Chuy, the location of the group's original shop opened 30 years ago to the day.

Neutral is the largest duty free chain in Uruguay, employing more than 500 staff across its nine locations.

Neutral CEO Enrique Urioste hosted the milestone event attended by customers, friends and government and tourism authorities, toasting the guests with a look back at Neutral's history and forward to its future development.

Following the speeches, everyone enjoyed a piece of the giant anniversary cake.

The Neutral border stores are located across the main land access routes into Uruguay, in the cities of Artigas, Rivera, Bella Unión, Río Branco, Aceguá and Chuy. The largest Neutral duty free store is in the new 4,000 sqm super store in Melancia Mall in Rivera.

## Dufry/DFASS confirm concession win in Colombia

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Klepach continues: "Our 20 years of operating experience in this market were a key factor in Opain's decision to award the concession to the joint venture. We are looking forward to working with Dufry to leverage the expertise and retail knowledge of both our organizations, and to deliver an unparalleled retail offering with an enhanced digital platform for the airport passengers and staff.

"Additionally, we appreciate the partnership and commitment of Julian Diaz and Rene Riedi, Division CEO Latin America of Dufry, as we venture forward in this tremendous new project. I have great respect for Julian, whose personal involvement and support has been crucial. This concession represents yet another expression of the joint potential for our organizations."

Andres Ortega Rezk, CEO of Opain comments: "We are extremely pleased to have received such a strong proposal from the Dufry/DFASS joint venture, and we award the duty free/specialty concession with the confidence of having chosen the perfect partners for Opain and El Dorado Intl. Airport. It is the collective global experience, operational strength, breadth of brands and local expertise which solidified our decision. We, therefore, look forward to a smooth transition as the joint venture takes over the current spaces and proceeds to develop the new retail operations in conjunction with our terminal expansion."

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## London Supply's 2017 Trophy Charity Golf Tournament raises record high US\$809K

The 13<sup>th</sup> annual London Supply Trophy Golf Tournament, organized by the London Supply Group Foundation, has raised a new record high of US\$809,276 for charity. The event this year took place at Club del Lago Golf in Punta del Este, Uruguay.

The monies raised at this year's tournament will be used to continue with the works already begun by the Foundation at the Elderly House San Ramon, in Puerto Iguazu, specifically to improve its infrastructure and technology equipment.

A portion of the funds will also be used to build a Rehab Center at Marta Schwartz Hospital, in Puerto Iguazu. The Center will provide treatment, rehab, housing, and emotional support to children and adolescents with different conditions, together with their families.

"The decision to build this First

Comprehensive Rehab Center in this region is framed within the spirit of the Foundation, which is to contribute to the full exercise of disabled rights, which were consecrated by the International Convention on Disabled People's Rights and which have been recently introduced to the Argentine National Magna Charta," says the London Supply Group Foundation in a statement.

"Thanks to the sports spirit and solidarity shown by all players, as well as the support by the sponsors who support the Foundation year after year, the London Supply Group Foundation was able to collect [this] epic record amount," which was above expectations, says the company.

The monies raised to date from the London Supply Trophy have executed significant works for the city of Puerto Iguazu, including the construction of



London Supply Group President Teddy Taratuty, right, Vice President Victor Hugo Bonnet and director Mariano Taratuty reveal the record-breaking sum raised for charity at the 13th Trophy Golf Tournament in Punta del Este.

"Madre Teresa de Calcuta" Nursery and Kindergarten in the Neighborhood 1º de Mayo, one of the poorest complexes in the city of Puerto Iguazu, Misiones. The schools currently provide education for more than 1,200 children.

## MIA breaks passenger record in 2016

Miami International Airport served nearly 44.6 million travelers, a new record – up by 234,000 over 2015. This was the airport's seventh consecutive year of passenger growth.

MIA was also confirmed as the busiest U.S. airport for international freight, and broke its 2015 record for annual freight traffic, growing 0.37 percent to 2.18 million tons in 2016, according to final audited statistics from the Miami-Dade Aviation Department (MDAD).

MIA's passenger growth came despite a large downturn in travel between MIA and top South American markets with struggling economies. Travel to the Miami area was also affected by the presence of the Zika virus in South Florida. Nevertheless, annual passenger traffic increased by a little more than half a percent. While travel between MIA and Brazil alone – the airport's top international market – fell by 600,000 passengers in 2016, increases in other countries and domestically kept the global gateway on an upward trend.

"We had a 30% decrease from our busiest international market, and we still ended 2016 better than 2015," said Miami-Dade Aviation Director Emilio T. González. "With sustained growth by hub carrier American Airlines, more international carriers on the way, and new business opportunities for our cargo airlines, we expect another prosperous year in 2017."

The airport launched 10 new entrant airlines in 2016: AeroUnion, Dominican Wings; Eurowings; KF Cargo; Northern Air Cargo; Pan American World Airways Dominicana; Scandinavian Airlines; Silver Airways; Surinam Airways; and 21 Air. MIA is now home to 109 carriers, the most of any U.S. airport. MIA also welcomed six new international nonstop routes: Bimini, Bahamas; Cologne, Germany; Copenhagen, Denmark; Oslo, Norway; Paramaribo, Suriname; and Varadero, Cuba.

MIA will add four more carriers in 2017, all of which will serve international destinations.

## DXB remains #1 airport for international passengers; Dubai DF sales pass \$1.85b

Dubai International served 83.6 million passengers in 2016, retaining its title as the world's #1 airport for international passengers.

Monthly passenger traffic broke the 7-million mark six times during the year, including 7.72 million in August. As a result, DXB's annual traffic in 2016 totaled 83,654,250, up a robust 7.2% from 78,014,838 in 2015.

India continued to lead as Dubai's single largest destination country for the full year, followed by Saudi Arabia, which marginally overtook the UK.

Dubai Duty Free's annual sales in 2016 reached US\$1.85 billion.

Perfumes was the highest selling category with annual sales topping \$306.85 million. Perfumes represents 16.55% of total annual sales. Liquor followed with sales of \$295.40 million and Cigarettes & Tobacco came in third place with sales of \$160.70 million. Cosmetics came in fourth place with sales of \$148.80 million followed by Confectionery with \$143.75 million. Sales in departures outlets across the concourses accounted for 86.66% of the total annual



David Ferreira dferreira@cross.com


**THE SHISEIDO GROUP**

has the following positions available:

**BRAND MANAGER TR & LAT. AM. LOCAL MARKETS/  
DOLCE & GABBANA  
(Fragrances)**

Responsible for implementation of trade marketing strategy, development of media plans, forecasting, and advertising. Will work closely with brand holder to assure brand image across region. Travel Retail and Local Market experience is ideal. Reports to Marketing Director for the Americas. 20% travel. Marketing or Business degree required with strong analytical skills and excellent oral and written communication skills in English and Spanish. 3-5 years marketing experience is a must.

**MARKETING ASSISTANT / DOLCE & GABBANA  
(Fragrances)**

A minimum of two years' experience in the luxury goods industry to assist the Brand Manager with various marketing responsibilities that include the coordination of product launches and animations, maintaining updated distribution database, ordering visuals, in addition to other administrative duties. Strong knowledge of Photoshop and MS Office needed.

**BUSINESS ANALYST**

Responsible for developing, monitoring and updating commercial budget files and analyzing sales to develop and propose assortments. Position reports to Travel Retail Director. Excellent knowledge of Excel is required; knowledge of SAP a plus. Experience in the TR industry is preferred.

**FINANCIAL ANALYST**

As the primary support for the Finance Director, will handle monthly reporting, A/R and A/P, T&E reporting/audit/analysis, provisions follow-up, vendor payments, purchasing, and IT. Degree in Accounting and excellent knowledge of Excel and accounting software.

Please send resumes to [gcamplani@bpi-sa.com](mailto:gcamplani@bpi-sa.com)

## Tom Pecheux named Global Beauty Director at YSL Beauté

Legendary makeup artist Tom Pecheux has joined YSL Beauté as Global Beauty Director.

The French-born makeup artist known for his charm, charisma, creativity and vision, has a career that spans three decades of runways and prestigious international glossy magazines.

He started his career working with photographer Mario Testino and fashion director Carine Roitfeld.

He went on to advertising campaigns for Yves Saint Laurent, Gucci, Chanel, and Dolce & Gabbana, and regular assignments for magazines like *Vogue*, *W*, *V*, *Interview* and *Harper's Bazaar*, where Pechaux has collaborated with photographers like Paolo Roversi, Karl Lagerfeld, Patrick Demarchelier, Craig McDean, Inez Van Lamsweerde and Vinoodh Matadin and Mert Alas and Marcus Piggott.

His career has also included being in-house artistic consultant

for Shiseido, and artistic director of makeup for Estée Lauder.

YSL Beauté says it is excited to introduce Tom Pecheux as the force behind all its future cosmetic creations and looks forward to seeing his vision unfold in three areas:

In the studio, working with YSL Beauté ambassadors Staz Lindes, Anja Rubik, Crista Cober and Edie Campbell, Pecheux will create new looks for YSL Beauté's advertising campaigns.

In the laboratory, Pecheux will collaborate with YSL Beauté's key color cosmetics creators to develop innovative products, and exciting and inspiring new makeup.

As YSL Beauté's new ambassador, Pecheux will inspire YSL Beauté customers with his vision and expertise. Informing the world about the latest YSL Beauté makeup innovations his how-tos and unique color statements will also be communicated via social media and international press.



Portrait of Tom Pecheux (© Nico Bustos).

*"I am delighted to welcome Tom Pecheux as the new Global Beauty Director. We are proud to collaborate with such a talent and creative mind."*

Stephan Bezy, International General Manager YSL Beauté

## Rémy Martin launches Louis XIII Time Collection

Louis XIII has launched The Time Collection, a series of unique limited editions that will be released every two years showcasing milestones in the history of Louis XIII.

The first release "The Origin – 1874" is a tribute to the original decanter created in 1874. Made of pure Saint-Louis crystal, it returns to the design of the very first decanters, featuring 13 *dentelle* spikes, not today's 10 spikes, and a unique stopper in the form of an upturned decanter, instead of a fleur-de-lys.

The decanter is housed in a metal case which features a woven texture.

The cognac presented in this exclusive decanter is the classic Louis XIII blend of up to 1,200 eaux-de-vie drawn exclusively from Grande Champagne.

"The Origin – 1874" is available now at selected airport retail stores, including Paris, London, Frankfurt, Dubai, Los Angeles, Hong Kong, Singapore and Tokyo, at an RSP of €5000.

## Rémy Cointreau appoints Simon Coughlin CEO of new "Whisky" business unit

Following the recent acquisition of the Domaine des Hautes Glaces and Westland distilleries, Rémy Cointreau has announced the creation of a "Whisky" business unit within the group.

Simon Coughlin, CEO of The Bruichladdich Distillery Company, is taking over the management of the Whisky business unit, which comprises the Bruichladdich distillery (the Scottish single malts and Islay gin), the Domaine des Hautes Glaces (the French single malts) and Westland (the American single malts).

Coughlin's mission is to unlock the full potential of the various brands, says the company. This ambition is very much in line with the group's strategy of becoming the world leader of exceptional spirits.

Douglas Taylor, currently Global Brand Director, will become CEO of The Bruichladdich Distillery Company. Frédéric Revol will continue to fulfill his role as CEO of the Domaine des Hautes Glaces, while Mark Breene, Marketing Director of Rémy Cointreau USA, has been appointed CEO of Westland Distillery.

Earlier this month, The Rémy Cointreau Group announced the acquisition of 100% of the capital of the Domaine des Hautes Glaces, The organic mountain farm distillery, located in the French Alps, crafts single malt whiskies.

In December, Rémy acquired the assets of Washington's Westland Distillery, which produces American single malt whiskey. Last year, Westland was named "World Craft Producer of the Year" by Whisky Magazine, while all three of its flagship malts (the American Single Malt Whiskey, a Peated Malt and a Sherry Wood expression) have received scores of 95 points or more within the past year.

**COTY**  
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has an opening for a Travel Retail Business Analyst position based in Miami:

#### **Mission**

This position will provide analytical support to the TR Americas region. Key responsibilities will be to support the sales team in terms negotiations and provide business insight driven by detailed sales, financial and market analysis.

The ideal candidate will be a self-starter with a detail oriented approach, an astute commercial sense and great interpersonal skills.

#### **Requirements**

University Commercial/Finance degree

Fluent English (Spanish & French a plus)

At least 3 years of relevant work experience in an international environment

Industry knowledge a plus

Excellent knowledge of Excel

Please send resumes to  
[Andres\\_Romero@cotyinc.com](mailto:Andres_Romero@cotyinc.com)

#### **HEINEMANN AMERICAS INC**

Has an position available for a **Supply Chain Manager/ Demand Planner**

- o Reach purchasing targets, Supply Chain KPIs
- o Optimization of the Supply Chain to increase efficiency
- o Optimize stock level/prevent out of stock
- o Review, manage, identify seasonal trends.
- o Forecasting future demand

#### **Requirements:**

Minimum 3 years of experience Bachelor's degree in Business Administration or comparable level of education

Experience in the field of international luxury good/ and or consumer goods

Advanced Microsoft programs Excel, Word, Power Point Advanced experience with SAP R/3 ERP

Excellent data evaluation and analytical skills

Pls send resume to  
[info@heinemann-americas.com](mailto:info@heinemann-americas.com)

**HERMES PARFUMS**  
has an opening for an Account Executive, Fragrance based out of Los Angeles Hermès office.

#### **General role / activities:**

The West Coast Fragrance Account Executive will be in charge of developing the fragrance business through trainings, stock management, in-store activation and merchandising for the US West Coast Hermès boutiques as well as the Travel Retail stores. This position will also be responsible for collaborating on forecasting stock needs for sales/stock reporting.

Key Travel Retail Clients are: DFS: LAX, SFO / DFASS: Dallas / Dufry: Seattle, Houston, Las Vegas / Heinemann Houston / DFA San Diego.

#### **Profile:**

At least 3-year experience in luxury goods or fragrance industry.

Bachelor's Degree

Able to collaborate well with others and work in a team environment.

Self-motivated.

Excellent organization skills. Analytical and personable.

Strong interest in Fragrance and Hermès core values.

Knowledge of Spanish and/or French is a plus.

Proficient in Microsoft Office, particularly Excel and Word.

Able to travel extensively and work autonomously.

#### **Please send resume to**

[emmanuelle.refalo-lopez@hermes.com](mailto:emmanuelle.refalo-lopez@hermes.com)

#### **ACTIUM**

Has an opening for a **Brand Director**  
(Luxury non/alcoholic Beverage)

**Position overview:** The Brand Director will be responsible for managing the brand and its full mix from marketing, sales, merchandising, animations, new product launches, training of sales associates to business development

**Region:** Travel Retail Worldwide all channels (airports, cruises, border stores, airlines etc) + LATAM and Caribbean domestic.

#### **Qualifications:**

Minimum Bachelor's degree 7-10 years of experience in Travel Retail Americas,

LATAM and/or Caribbean domestic markets.

Bilingual English - Spanish

#### **Brand Manager Cruises & US TR**

(Multiple brands - Accessories)

**Position overview:** Responsible for the business development for multiple luxury brands within ACTIUM's Lifestyle and Beauty Division. Position includes sales (including sales analysis reporting, budgets, etc.), marketing, visual merchandising, training and brand management tasks at all levels to ensure brand growth within the US Travel Retail and Cruises' industry.

#### **Qualifications:**

Minimum Bachelor's degree 5 years of experience in Travel Retail and or cruise ships industry

Bilingual English - Spanish Proficiency in Excel and Power Point

Both positions are based out of Miami

#### **Please send resumes to:**

[Dflores@actium.us](mailto:Dflores@actium.us)

#### **OTIS McALLISTER, INC**

has an opening for an **Assistant Trade Marketing Manager**

The full-time position is based in Fort Lauderdale, FL 3312

The position will be responsible for managing and executing the marketing plan for Otis McAllister's Travel Retail division, implementing brand activities specific to the customers, retailers and suppliers, while ensuring execution of trade marketing strategies to successfully position the following brands.

#### **Confectionery Companies:**

*Ferrero Travel Market, Ghirardelli Chocolate Company, Haribo, Lindt Duty Free, Mars ITR, Mondelez International, Perfetti van Melle, Turin*

**Tobacco Companies:** General Cigar Company, Toscano Cigars, Scandinavian Tobacco Group, Swedish Match

#### **Responsibilities will include; but not limited to:**

Supports the sales and marketing team. Promotional Execution Collaborate with retailer, supplier, and printer for retail artwork Prepare customer and vendor meeting presentations Minimal travel to attend trade shows is required. Complete call reports

#### **Skills and Experience:**

Proficient in Microsoft Office (specifically Power Point) and Adobe Creative Suite (Photoshop and In-Design).

Strong project management skills. Strong communication skills, both written and verbal.

Excellent interpersonal/ communication skills.

Able to work well with a wide range of people

Bachelor's Degree in marketing or comparable discipline.

Bi-lingual in English & Spanish preferred but not required.

**Required experience:**  
Marketing: 2 years

Please send resume to:  
[Rmerisier@otismcallister.com](mailto:Rmerisier@otismcallister.com)