

ARI North America beautifies The Loop Montreal Duty Free with a suite of new skincare and fragrance brands

The Loop Duty Free in Montreal-Trudeau International Airport, part of Aer Rianta International (ARI), has just added six new luxury brands to its already extensive line-up of skincare, perfume and cosmetics. Kiehl's, Shiseido, Jo Malone, Tom Ford Cosmetics, Atelier Cologne, Armani Privé and Maison Margiela have brand new personalized spaces within the beauty hall in the International terminal.

Jackie McDonagh, General Manager of ARI North America commented "We are delighted to expand our offering of skincare and fragrances and we are committed to constantly updating our portfolio to match the trends, needs and wants of our passengers. The Montreal airport has added many new international flights to Asia and Europe that have brought us new passenger profiles therefore we are adapting our beauty offer in response and anticipation of customer needs."

Jo Malone's British bespoke fragrances for him, for her and for the home are set up in a beautiful back wall.

Kiehl's offers highly efficacious skin and haircare preparations to its valued customers from a shop-in-shop concept that truly highlights its expertise in nature, science, and service.

Shiseido, one of the most requested brands by the new wave of Montreal passengers offers the highest quality products in brightening and anti-aging skincare, makeup and fragrances with 145 years of technology.



Adding to its existing Armani Fragrance and Cosmetics lines in Montreal, Armani Privé is haute couture unisex fragrances that showcase the natural beauty of a single precious ingredient.

High-end Tom Ford products are also now available at The Loop cosmetics counter. Among these you will find Soleil, Black Beauty and Soleil Blanc in addition to other fragrances and cosmetics.



McDonagh adds "The beautiful new personalised units are the latest design to enhance the customer experience and fit in very well with our other perfume and cosmetics houses. There really is something for everyone in our shop and we have experienced, knowledgeable and friendly staff who will help you find whatever you are looking for."

See more photos on page 2.

ELC ANNOUNCES NEW TRAVEL RETAIL DISTRIBUTION CENTER IN SWITZERLAND

Estée Lauder Lachen AG, a subsidiary of The Estée Lauder Companies, broke ground on July 6 on a new distribution center in Galgenen, Switzerland. Dedicated to ELC's Travel Retail channel, the state-of-the-art distribution center expands the Company's existing supply chain presence in Switzerland, creating a modular distribution network built to react rapidly to the dynamic retail environment.

Designed in partnership with New York-based architect Richard Dattner, the three story, 20,000-plus square meter facility features the latest in automated supply chain mechanics and will be The Estée Lauder Companies' third wholly owned and operated distribution center in Switzerland. It will complement the Company's existing site in Lachen, the two distribution centers will work in partnership based on business demand.

The Galgenen site is expected to be completed by the end of 2021, with the Lachen facility slated for a similar modular and automated upgrade following the completion of the Galgenen site.

Operating in Switzerland since the establishment of a manufacturing plant over 40 years ago, The Estée Lauder Companies' presence has continued to expand and today Switzerland serves as the global distribution hub for the Company's high growth Travel Retail channel, supplying duty free environments in airports, airlines, cruises, downtown locations and border shops in more than 120 countries. Most recently, the Company opened a new supply chain hub in 2017 in Wollerau, Switzerland to service the Europe, Middle East and Africa region.

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Global TR contact: Zack Boiko, zboiko@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us

Polo Ultra Blue follows the wave over Travel Retail Americas

Polo Ultra Blue, the new fragrance for men from Ralph Lauren, is an ultra-fresh and ultra-long-lasting interpretation of the iconic Polo Blue.

Launched in March in Travel Retail Americas, Ultra Blue evokes the refined, yet sporty lifestyle of the Polo Blue Man. This concept is embodied in the new campaign featuring MMA fighter and model Luke Rockhold, the new face of Polo Blue fragrances. Rockhold is also an avid surfer and kiteboarder.

In July 2018, Polo Ultra Blue took over Travel Retail Americas across 16 different cities. The retailtainment concept was inspired by the surf-globetrotter who travels to all the hot surf destinations in search of the most thrilling wave. Buenos Aires, Rio de Janeiro, Miami... an exclusive city stamp was created for each city explored.

During the month, passengers buying the Polo Ultra Blue fragrance received a great sense of place souvenir gift of a complimentary personalized Sport Bag with name initials and city stamp.

The scenery for this event included an experiential Polo Beach Bar, where passengers were invited to discover the fragrance tailored to their lifestyle through their usual après-work cocktail recipes. The experience expanded to a surfboard photo booth with waves crashing in the background for sharable selfies. The Polo Ultra Blue event in Travel Retail Americas was a great success, and is the best expression of retailtainment and sense of place enhancement that allowed travelers to live a one-of-a-kind experience they could enjoy at the point of sales and also take back home.

The Polo Ultra Blue fragrance is an energizing blend of sparkling cedrat lemon, bergamot and a salty mineral accord.



The Loop Montreal Duty Free enhances its beauty offer with 6 new luxury brands

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Ralph Lauren held surfer inspired travel retail HPP activations across 16 cities in the Americas in July for the new Polo Ultra Blue fragrance for men, as shown in Buenos Aires Ezeiza International Airport, top, and in Rio de Janeiro Airport, above.



Aer Rianta International's The Loop Duty Free in Montreal-Trudeau International Airport has added six new luxury brands to its already extensive line-up of skincare, perfume and cosmetics. Kiehl's, Shiseido, Jo Malone, Tom Ford Cosmetics, Atelier Cologne, Armani Privé and Maison Margiela have brand new personalized spaces within the beauty hall in the International terminal.

Norman Bonchick, Chairman and CEO of 375 Park Avenue Spirits announces retirement

Beverage industry legend Norman Bonchick, Chairman and CEO of 375 Park Avenue Spirits is retiring August 1 from active management of the company, it was announced today, although he will continue working with the privately-owned import firm in a limited capacity as a consultant.

Current President and COO Jason Schladenhauffen has been named to assume Bonchick's duties as CEO.

"Norman's influence on the industry throughout his storied career is unparalleled. The relationships he's built as a result of his people first approach will leave a legacy well beyond his years," commented Schladenhauffen. "His steady hand has ably guided this company for almost 15 years and I look forward to building on those many successes in the years ahead."

Bonchick's career in the industry spans nearly 50 years. He got his start in 1971 at Joseph E. Seagram, where he served as the Assistant Division Manager before becoming

the President of South Shore Liquors in Chicago. In 1986, Bonchick relocated to Florida where he joined National Distributing Company of South Florida and was later named Managing Director, a role he held for seven years.

In 2004, Bonchick made a major career change by joining a small importer, Van Gogh Imports, as National Sales Manager then President. At the time, the company was dedicated to a single brand, Van Gogh Vodka. In 2008, Bonchick assumed the duties of Chairman and CEO. Under his leadership the company steadily expanded by diversifying the portfolio and adding personnel.

In 2015, Bonchick brokered a deal in which Van Gogh Imports changed its company name to 375 Park Avenue Spirits, becoming an independent, yet fully integrated sales company within the Sazerac Company.

This decision allowed 375 Park Avenue to benefit from Sazerac's full array of resources and growing



Beverage industry legend Norman Bonchick grew Van Gogh Vodka into an independent, diversified spirits sales company with Sazerac.

reach in a competitive market, thus meeting Bonchick's goal of ensuring 375 Park Avenue Spirits would be large enough to guarantee its longevity after his retirement.

About the same time, Bonchick decided it was time to re-launch and refresh the Van Gogh Vodka brand in 2016. As part of the rebirth, Bonchick introduced a new visual identity designed to contemporize the brand and capture new consumers, while taking measures to ensure the trade dress reflected the quality of liquid on the inside.

Bonchick says he is most proud of "putting together a team of highly skilled and motivated people that has allowed the company to flourish. I didn't want to just

build a company," he says, "I wanted to build a family, and one of the things I most look forward to in my retirement is keeping in touch with all the great people I've met along this journey."

Based in South Florida, Bonchick plans to spend more time with his family and friends, traveling, and continuing his work with United Community Options (UCO) of South Florida, formerly known as United Cerebral Palsy of South Florida.

In addition to the Van Gogh Vodka brand, 375 Park Avenue Spirits also represents a large variety of other imported spirits.

Michael Barrett to depart APTRA



Michael Barrett has announced that he is leaving his position as Executive Officer of the Asia Pacific Travel Retail Association (APTRA).

Barrett was appointed to the APTRA role in July 2010 and in the intervening years has helped to build the Association into a dynamic organization that supports and nurtures the duty free & travel retail industry in Asia Pacific.

Andrew Ford, President APTRA, commented: "On behalf of the Board I would like to thank Michael for all he has done to build APTRA and take it from its infant stage to its maturity as a strong regional duty free association. His energy, dedication and resourcefulness have contributed enormously to the co-ordination of APTRA's advocacy campaigns, the management of a wide-ranging research program and the development of respected seminars and training initiatives. We wish him well in his future endeavors."

APTRA has embarked already on the process of recruiting a suitable candidate to replace Barrett and continue the valuable work of the Association.

Interested candidates are invited to send their CV with a covering email to info@aptra.asia.

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Nestlé ITR relaunches premium SWISS chocolate range exclusively in travel retail

Following a 12-month program of brand redevelopment, Nestlé International Travel Retail (NITR) has successfully relaunched its Nestlé SWISS range. The premium Nestlé SWISS chocolate is a travel retail exclusive.

The new visual identity of Nestlé SWISS is inspired by the natural and rugged landscapes of Switzerland, says the company, explaining that it is a contemporary take on Swiss chocolate, contrasting raw and natural materials with considered Swiss design. The new design blends a cool granite canvas with warm vibrant accents of color.

The bars are made using only Swiss milk and selected natural ingredients, including cocoa that is 100% sustainably sourced from the Nestlé Cocoa Plan. The bars are “conched” for 24 hours in the Nestlé factory at the foot of the Fribourg Alps.

Nestlé says that the re-launch of Nestlé SWISS taps into the brand’s commitment to provide exclusive confectionery innovations to Millennial travelers seeking discovery and adventure. In addition to improving in-store experience through its eye-catching merchandising, the relaunch has expanded NITR’s offering via unique and exclusive innovations from Nestlé’s Broc Factory in Switzerland.

The Nestlé SWISS portfolio includes tablets and chocolate chunks for gifting, sharing and self-treat. The 300g tablets are available in 6 varieties, including Dark Chocolate, Milk Chocolate, White Chocolate, Milk Chocolate with Fruit & Nuts, Milk Chocolate with Hazelnuts and Milk Chocolate with Almonds & Honey.

For sharing, Nestlé SWISS offers Chocolate Chunks sharing bag (470g), and 3 new mini boxes of 10 chunks available in dark, milk and milk hazelnut (94-96g). The assorted chunk tower comes with a mix of 38 chocolate chunks with 3 different flavors: milk, milk hazelnut and dark (360g).

Stewart Dryburgh, General Manager, Nestlé International Travel Retail comments:

“We are delighted that the relaunch of NESTLÉ SWISS has been so well received, firstly by our customers and then in turn by our millennial consumers. We are confident that NESTLÉ SWISS will continue to drive category growth by adding real value to the tablets and informal gifting segments. At NITR the whole team is dedicated to providing not only the best quality chocolate, but also delivering a unique range of brand experiences. NESTLÉ SWISS really delivers on both counts.”



CiR Report: Watches and Jewelry shine bright as opportunity to trading up shoppers

Duty free and travel retail analyst Counter Intelligence Retail’s latest category research indicates that more than half of shoppers in the Watches & Jewelry category are purchasing more expensive items than at home, and that gifting is a key driver, but under-exploited by retailers.

The study – *The Watches & Jewelry Shopper Review 2018* – surveyed the buying habits of 4,800 traveling shoppers visiting the Watches & Jewelry area.

Among the top-line conclusions of the study, 59% of shoppers are choosing to buy more expensive items from duty free, which is +12% ahead of the global benchmark.

“This opens up a clear opportunity to drive engagement and incremental purchasing by delivering a value-added experience,” comments Garry Stasiulevicus, Founder and President of CiR.

Some 62% are also purchasing a non-regular brand (+15% versus the global benchmark) which suggests that shoppers are open to experimentation in this category. Females (at 59%) are more likely to purchase watches on impulse than males (55%) but some sub-categories are more pre-planned such as necklaces (60%) and rings (54%).

“Gifting is an under-utilized aspect of the Watches & Jewelry experience, despite it being a driver of shopper visits,” notes Stasiulevicus.

CiR says that 26% of visitors head to the Watches & Jewelry section for gift inspiration – and that this is +9% over-indexed versus the global average. Yet, 65% of purchasing is still driven by self-consumption, suggesting that retailers are missing out on converting potential gift buyers.

The category can do more about this, says Stasiulevicus, such as using more attractive displays and knowledgeable staff to increase conversion rates, he adds.

The report results suggest that Watches and Jewelry as a category “lends itself to the experimental and indulgent shopper looking to treat themselves or others close to them.” Capitalizing on this requires attention in the following areas, says CiR:

- Emphasize visual merchandising of key sub-categories
- Understand the purchase motivator to each sub-category in turn
- Use highly-visible fixtures to encourage gifting

Eye-catching front-of-store fixtures are of paramount importance in gaining the attention of these shoppers.

“The battlefield is in engagement before duty free visitors have entered the retail space,” says Stasiulevicus. “This can be done by leveraging the power of visual attraction using supporting ad campaigns for example, or by introducing multi-category displays or full brand sets to showcase complementary products alongside one another.”

According to the report, brands that have greater resonance with shoppers across the sub-categories include Calvin Klein, Cartier, Bvlgari, Chanel, and Fossil.

For further information please contact StephenH@counterintelligenceretail.com

TMI will be running a full section on watches and jewelry in our 2018 TFWA Cannes magazine issue, with trend reports from the recent JCK Show and much more. Please contact Lois Pasternak at editor@travelmarketsinsider.net for information about how to be part of this coverage.

**BREITLING**
1884**BREITLING CARIBBEAN**
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Assistant Retail Manager
(Boutiques)
Miami Office

We are looking for an Assistant Retail Coordinator/Manager for the growth in the Caribbean Latin American Market. He/she will be responsible in assisting the Retail Manager in developing the Boutique sales team, to ensure customer experience, enhance loyalty to the Breitling brand name, with the end goal of achieving the Business and sales objectives.

MAIN RESPONSIBILITIES

Lead the team and drive sales performance to consistently achieve sales budget objectives while ensuring operational integrity

Communicate, support and monitor company KPI's and proactively identify strategies to ensure performance standards are met

Implement all Boutique brand guidelines and procedures.

Promote brand awareness, establish store presence, and capture competitive market share through company events

Ensure the implementation, execution, and measurement of company CRM initiatives through team action plans

Lead Boutique operations (stock management, reporting, expenses, etc.)

REQUIRED QUALIFICATIONS, EXPERIENCE AND SKILLS

Solid experience in managing a luxury goods brand

Ability to effectively communicate effectively across the levels of the organization (written and oral) in English and Spanish

Business acumen combined with strong analytical and organizational skills

Very good interpersonal skills and flexibility.

Ability to travel 40-50%

Please send resumes to:
info@breitling.bs

**BREITLING**
1884**BREITLING CARIBBEAN**
/LATAM
Sell-In Sell-Out Analyst
Miami Office

Using proprietary analysis and reporting tools, position will monitor and access performance and support management decision making.

Specific responsibilities**include but are not limited to:**

- *Extracting and interpreting data.
- *Updating and running statistical models, tracking results against forecasts, and fine-tuning future Forecasting.
- *Creating budget modeling through sales analysis, interpretation of future forecasting variables.
- *Build reporting structures on SKU, category and whole business performance.
- *Prepare key weekly, monthly and quarterly reports via PowerPoint presentations, conference call and or meetings.

Other functions:

- *Developing databases, data collection systems, and other strategies for statistical efficiency.
- *Research, evaluate, and implement new analytic techniques or technologies.
- *Providing support and training to other analytics staff. *Analyze customer sales databases, tabulating sales reports for contest results.

Position Requirements:

- *Full Time, Miami based office local candidates.
- *Minimum 3 years of relevant professional experience.
- *Exceptional analytical and MS office skills.
- *Strong attention to detail.

Please send resumes to:info@breitling.bs**EDRINGTON AMERICAS TRAVEL RETAIL**
Associate Manager – Cruise

The Cruise Associate Manager role provides support to the Global Cruise Manager with the strategy, development and execution of cruise line activations. With a focus on training and implementation of various brand concepts, he/she is instrumental in driving the success of the portfolio in both on premise and the retail stores on board the ships.

Brands:

The Macallan, Highland Park, Glenrothes, Famous Grouse, Cutty Sark and Brugal
Tito's Handmade Vodka, Disaronno, Tia Maria, Buffalo Trace, Blantons, Fireball, Southern Comfort amongst others

Responsibilities:

Assist in creating new cruise concepts, manage/create new concepts, lead implementation of concepts onboard cruiselines, etc.

Requirement:

Bachelor's Degree, 2-3+ years of relevant experience, with cruise and/or spirits background preferred. Willing to travel 50% of the time to cruise ships and key destinations in the World.

Strong proficiency with Microsoft Excel and PowerPoint with the ability to work with data from multiple data sources for reporting and analysis. Flexible approach to work in a cross-functional team.

Must have excellent interpersonal and written/verbal communication skills. Strong project management skills, attention to detail and the ability to meet aggressive deadlines and manage multiple projects simultaneously.

Willingness to roll up your sleeves and do whatever it takes to help your team win.

Ability to multi-task and effectively prioritize efforts in a fast-paced, change oriented environment where continuous innovation is required.

<https://usajobs.edrington.com/job/cruise-associate-manager-americas-travel-retail-us-miami-fl-177.aspx>

CLARINS, a luxury beauty brand, is seeking an
Area Manager, based out of Miami, FL.

The position will be responsible for the development of brand equity, sales, profit and market share in the territory within Company guidelines and strategies, will ensure effective communication to obtain the information for an adequate development of the brands of Clarins Group in the assigned area, will adapt marketing, investment, HR and distribution strategy to local needs, and will assure the achievement of the growth and profitability objectives fixed by the Company.

Responsibilities include, but are not limited to:

Budget, Sales, A&P, Marketing, Training, Reporting, Strategy, Finance, Travel, Communication, Forecasts and orders.

Essential Skills and Abilities

Bachelor's degree in business, marketing or related field.

At least three to five years related experience (sales and marketing)

Good Negotiation skills, Strong interpersonal skills

Ability to adapt to diverse markets according to business needs and strategies. Willingness to travel internationally: 40-50% of the time.

Strong analytical skills.

English & Spanish (Read, Write, and Speak) required.

Computer literate in Microsoft Word, Excel, PowerPoint

Please send resume to Amanda.Brinkerhoff@clarins.com
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SHISEIDO

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has immediate openings for the following positions based in Miami:

International Trainer

Responsible for training sales staff on brand, product, and sales techniques. Must have a dynamic personality and excellent interpersonal and presentation skills in English and Spanish, Portuguese is a plus. Must be available to travel 60-70% throughout the Americas. 2-3 years Travel Retail luxury industry is a must.

Retail Manager/Account Executive for North America - Southeast region

Ideal candidate will have a minimum of 2-3 years' experience in the Travel Retail luxury goods industry. Responsibilities include developing sell-out figures through supervision of salespeople, implementation of the brands' merchandising and promotion guidelines. Experience in retail sales is a plus. Must be able to travel 40 to 50% of the time.

Operations Analyst – Cosmetics Division

Responsible for managing the new launch order process for the Cosmetics Division. This position is vital in contributing to the integration and delivery of all launches. Acts as a liaison between internal departments and our headquarters to streamline the procedure and communications throughout the item creation and ordering process. This position will also support key forecasting analysis and is responsible for managing the Travel Retail allocation. Demand planning experience is ideal for this position. Candidate must possess strong organizational and analytical skills.

Sales/Market Coordinator

The ideal candidate is highly proficient in Microsoft Office and possesses strong organizational and customer service skills. Must be a team player as this position will support management and the sales team with various projects and sales analysis. Experience in Travel Retail industry is a plus.

Please submit resumes to

gcamplani@sac.shiseido.com

and/or mfernandez@sac.shiseido.com.

Please refer to the job title on the subject line when sending your resumes.



2018 AWARDS ENTRIES OPEN Sunglasses Workshop in Cannes

Eight sunglasses suppliers have announced the scheduling of the 10th annual Sunglasses Workshop and Awards at TFWA World Exhibition in Cannes on **Tuesday, October 2, 2018**.

A unique initiative in the brand-owner community, the eight companies are uniting to put on the tenth successive Sunglasses Workshop and eighth Sunglasses Award, with entries for the awards by retailers and airport authorities officially open today.

The seven sunglasses companies that hosted the event last year -- De Rigo, Essilor, Kering Eyewear, Luxottica Group, Marchon, Marcolin and Maui Jim -- are joined by new partner Safilo Group in 2018, to co-sponsor and co-host the event in Cannes.

Parties interested in attending the **"By invitation only"** event can contact the organizers - integrated retail marketing and design agency FILTR - at awards@sunglassescategory.com.

Following the workshop session, the sponsors/hosts will present awards for eight award categories:

1. Best Marketing Activity for the Sunglasses Category
2. Best New Sunglasses Environment
3. Best Dedicated Sunglasses Sales Team
4. Best Off-Airport Sunglasses Retailer
5. Best Digital Initiative for the Sunglasses Category
6. Most Supportive Airport Authority for the Sunglasses Category
7. Sunglasses Retailer of the Year (turnover under US\$2bn)
8. Sunglasses Retailer of the Year (turnover over US\$2bn)

The deadline for entries is **Friday, 7 September 2018**, with submissions to be made via sunglassescategory.com. In a new development for 2018, the 2017 winners of each category will not be able to enter the same award but will be invited to pass the baton to the new 2018 winner.

The judging panel comprises: Alessandra Piccin, Duty Free & Licensor Boutiques Sales Manager, De Rigo; Francesco Leccisi, Head of Asia Pacific & Global Duty Free, Essilor; Omar Hagi, Global Head of Travel Retail & International Key Accounts, Kering Eyewear; Alessandro Pozzi, Global Channels Director, Luxottica Group; Erwan Le Guennec, International Travel Retail Director, Marchon; Lucilla Tremonti, Duty Free & Travel Retail Sales Manager, Marcolin; Giles Marks, Director Duty Free Sales, Maui Jim; Frederic Laffort, Head of North of Europe, Global channels (Travel Retail, Dept stores) & Global accounts, Safilo Group.