

US Aviation industry applauds Trump administration's actions and urges reforms

While the first month of the Trump administration has been characterized as chaotic and contentious at best, the U.S. aviation industry has generally welcomed the new government with open arms.

Elaine Chao approved head of DOT

First, the new Secretary of Transportation, Elaine Chao, sailed through the confirmation process, winning full Senate approval by a vote of 93-6. The six negative votes were more in protest to a lack of response to the Senator's questions regarding the "Muslim ban" imposed by President Trump than lack of confidence in Chao's qualifications.

On the contrary, Chao served as Secretary of Labor under George W. Bush and as Deputy Secretary of Transportation under George H.W. Bush, and is one of the most qualified of the new administration's Cabinet picks.

Chao is a popular choice among executives across the aviation industry. Delta Airline's comment: "She brings extensive experience and a strong record of policy leadership to the role, and we are looking forward to working with her on the important policies that affect the airline industry, our 80,000 employees, and the more than 180 million customers who choose to fly with Delta each year," and Hawaiian's "On behalf of Hawaiian's 6,000 employees... We look forward to working with her on aviation policies that will prioritize infrastructure investment, foster competition, and spur economic growth," are typical of the responses to her appointment.

White House meeting

On February 9, trade groups representing U.S. airports and U.S. airlines participated in a "productive" meeting with President Donald

Trump and senior White House officials to discuss a range of topics, from the critical role that U.S. airlines play as drivers of the economy and job growth across the country to modernizing airport infrastructure. The industry, which has been chafing under regulations imposed by the last administration, welcomed the opportunity to meet with the White House so early in the administration.

"During the meeting, the President stated four times that America must modernize and rebuild our airports," said ACI-NA President and CEO Kevin M. Burke, who was lobbying for removing federal limits on the local user fee known as the Passenger Facility Charge and giving airports more control of local investment decisions.

Burke was joined by ACI-NA members including directors and commissioners of Buffalo Niagara International Airport, Chicago Department of Aviation; Los Angeles World Airports; Port Authority of New York and New Jersey; Tampa International Airport; Metropolitan Washington Airports Authority and Metropolitan Nashville Airport Authority.

"We are grateful to President Trump for hosting this meeting and were encouraged by his in-depth understanding of our industry and the need to reform our air traffic control system," said Nicholas E. Calio, president and CEO of industry trade group Airlines for America (A4A). Calio participated with members from Alaska Air Group; Atlas Air Worldwide Holdings, Inc.; JetBlue Airways, Southwest Airlines; United Continental Holdings, Inc.; and UPS.

According to both groups, their policy priorities are: jobs and economic impact, air traffic control modernization, regulatory reform and taxation issues (A4A);

and airport infrastructure and security, air traffic control reform and air service flexibility (ACI-NA).

"America First"

Some airlines are demanding additional reforms as well. Southwest Airlines made headlines when it used President Trump's "America First" slogan urging the DOT to "grant MEX slots to US carriers before Mexican airlines."

On January 23, 2017 five carriers, including Southwest and JetBlue, filed applications for an allocation of slots at Mexico City International Airport (MEX), after Delta Airlines and AeroMexico were directed to divest 24 MEX slot pairs to eligible carriers to enable their proposed alliance agreement to go forward.

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Registration opens for TFWA Asia Pacific

Registration for the 2017 TFWA Asia Pacific Exhibition & Conference has opened.

There are already 275 exhibitors signed up, 42 of which are new or returning. Both regional brands and prominent international players are expected to attend, says TFWA.

Last year over 2,900 people attended the exhibition, up 12% from 2,591 the previous year, and over a third of these were key buyers. The ONE2ONE meeting service organized 360 meetings.

TFWA Asia Pacific Exhibition & Conference will be held at the Marina Bay Sands Expo and Convention Centre in Singapore from May 7-11, 2017. Registration will remain open until April 6, 2017.

For more information please go to www.TFWA.com.



Hats off to Duty Free Americas and the travel retail industry in the U.S. who raised \$250,000 for the Nicklaus Children's Hospital (formerly the Miami Children's Hospital) on Feb. 9. The 3rd annual DFA Charity Golf Tournament at the Weston Hills Country Club was attended by hundreds of industry suppliers. From left: Jerome Falic, Dr. Narendra Kini, CEO of Nicklaus Children's Hospital, with Leon, Joseph, Dov and Miro Falic.



NCL bartender scoops 2017 Bacardi Legacy Cruise competition win

Norwegian Cruise Line's Wade Cleophas, of Cape Town, South Africa, has scooped the title of 2017 Bacardi Legacy Cruise Competition Bartender of the Year. The finals took place in Miami on Monday, February 13, in a live competition judged by a panel of experts from the drinks industry.

The winning creation, 'Legend Reviver,' was inspired by classic cocktails with spices reminiscent of traveling to exotic places. It featured Bacardi Ocho (8) Anos, mixed with star anise infused sweet vermouth,

caramel /cinnamon syrup with drops of whisky barrel aged bitters and finished with a mist of Absinthe. His perfectly presented cocktail was artistically finished off with a garnish resembling the sails of a merchant ship and the wings of the Bacardi bat.

Cleophas won out over competition from more than 2500 entries from 13 different cruise lines.



Zachary Sulkes International Key Account Manager (Cruise), Bacardi Global Travel Retail comments: "Wade's overall presentation and cocktail execution on the night were absolutely on point and he delivered a compelling story of reviving the legend of Don Facundo Bacardi. He cleverly connected it to his own personal story of traveling from port to port to find new ingredients to enhance the key ingredient of Bacardi Ocho (8) Anos.

"Wade is a perfect example of the acceleration of standards in cruise ship bar-tending over recent years and he truly deserves his place on the world stage, sharing his creation at the global finals of the Bacardi Legacy Global Cocktail Competition in Berlin in May."

A key element of the competition was the requirement for finalists to promote their cocktail around the world. In the three months that Wade was promoting Legend River Reviver, NCL sold almost 2000 serves.

"We are incredibly proud of Norwegian Cruise Line assistant beverage manager Wade Cleophas for winning the 2017 Bacardi Legacy Cruise Competition," said Karl Muhlberger Vice President, Food and Beverage for Norwegian Cruise Line. "To be deemed the very best amongst 2500 cruise line applicants is a testament to Wade's dedication to his craft and the entire beverage team at Norwegian. We are thrilled he will be representing not just Norwegian, but the entire cruise industry at the Global Finals in Berlin."

Paradies Lagardère opens three new retail concepts at JFK T4

Paradies Lagardère opened three new fashion and accessories retail offerings at John F. Kennedy International Airport Terminal 4 last week. The three brands, PANDORA, Brooks Brothers and CORSA Collections, are located in an elegant, 4,000 square-foot store walk-through space in the main part of the terminal.

PANDORA features a wide selection of hand-finished and contemporary jewelry. Brooks Brothers, the country's oldest clothing retailer, offers a variety of men's, women's and kids clothing. Multi-brand designer boutique, CORSA Collections, offers a variety of upscale branded accessories, including Kate Spade, Lolë, Tory Burch and Calvin Klein.

"The addition of these stores will fit nicely with our existing retail space in order to create a truly superior passenger experience," said Gert-Jan de Graaff, President & CEO of T4 operator JFKIAT, LLC.

"We're thrilled and appreciative to grow our partnership with Terminal 4 at John F. Kennedy International Airport, and debut PANDORA, Brooks Brothers and CORSA Collections," said Gregg Paradies, President and CEO of Paradies Lagardère.

"Terminal 4 is truly a world class terminal and we believe that our brands are a nice complement to the overall concessions program," he said.

The new retail offerings join Terminal 4's expansive retail lounge – with more than 122,200 square feet devoted to shopping and dining that features 49 retail shops and 28 restaurants.

Among the other retail brands present in T4 are Coach, Guess, Hugo Boss, Kiehl's, Michael Kors, Swarovski, Thomas Pink, Victoria's Secret, Hudson News, XpresSpa and The Metropolitan Museum of Art Store. Restaurants include The Palm, Danny Meyer's Blue Smoke and Shake Shack. Uptown Brasserie by Marcus Samuelsson and innovative, original food and beverage concepts line the terminal's retail lounge.

JFK Terminal 4 served 33 international and domestic airlines with an annual passenger volume of 20.6 million travelers in 2016.

Travel retailer and restaurateur Paradies Lagardère operates more than 850 stores and restaurants in 98 airports.



Tito's Handmade Vodka builds presence in US duty free

Tito's Handmade Vodka, distributed in North America Duty Free by EWTRA, is increasing its footprint in airports and cruise lines across the region.

EWTRA has launched a program of high impact activations that celebrate Tito's American heritage and craft credentials at Boston Logan International Airport, and JFK International and LaGuardia airports in New York. The initiative will roll out to Dallas International Airport in April.

The retail installations feature branding across the store entrance as well as branded wall bays and gondolas, all of which highlight Tito's origins in Austin, Texas and showcase its status as the number one original craft vodka. Shoppers are also invited to try Tito's neat or mixed in cocktails at a branded tasting bar.

Tito's Handmade Vodka is now available in North American Duty Free in an extended range of sizes including 1.75 liter, 375ml, alongside 1 liter bottles.

International Shoppes vice president, Scott Halpern says: "We are delighted to see one of our favorite home-grown spirits brands expand its presence in store. Tito's Handmade Vodka is a highly sought-after American brand

among US and foreign travelers.

"By making it more visible in store we will attract impulse shoppers as well as those who seek out Tito's. Additional sizes and price points will also broaden appeal."

Tito's Handmade Vodka's presence in bars & restaurants on cruise ships is also expanding. To offer guests unique craft cocktails, Tito's is now featured on menus on board Celebrity Cruise ships and as the cocktail of the day on Carnival ships, with more programs to come.

Tito's International Managing Director John McDonnell says: "As word spreads, more and more people are discovering Tito's and are inspired by the story behind it. Its quality and craft credentials appeal to our core millennial shopper audience, not only attracting loyal fans to pick up a bottle but also introducing new drinkers. This high impact presence will further heighten interest in the brand."

Copper distilled Tito's Handmade Vodka is made from corn and is the world's fastest growing vodka. Today the brand is sold in 100 markets around the world including the US, Canada, Europe, the Middle East and Asia.



The high-impact activations for Tito's Handmade Vodka at one of International Shoppe's duty free stores at Boston Logan airport, above, and at JFK Terminal 8 in New York.



Dufry debuts its Hudson concept in China at Chengdu Airport



Dufry continues its global expansion, most recently opening eight Hudson Travel Essentials Convenience Bookstores in China, at Terminal 2 of Chengdu Airport in partnership with Bright Power Beijing.

The shops at Chengdu airport will be operated by Hudson Bright Power (Beijing) Commercial Company, a joint-venture between Dufry and Bright Power Beijing, a company which operates bookstores throughout China. In 2016, Chengdu airport welcomed over 44 million passengers and ranked as the fourth most important Chinese airport behind Beijing, Shanghai Pudong and Guangzhou.

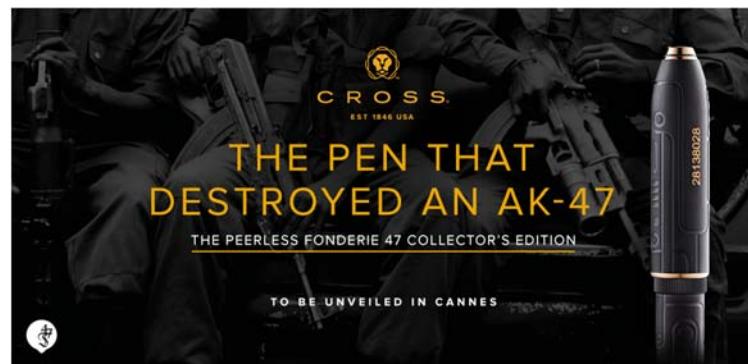
The new Hudson Travel Essentials Convenience Bookstores, which opened for Chinese New Year, offer one-stop shopping with an international ambiance, says the company. The product range includes international snacks and soft drinks,

Chinese cultural and destination souvenir items, magazines, books and travel convenience products, as well as digital and electronics accessories.

The opening of the shops in Chengdu is part of Dufry's initiative to introduce the Hudson brand in China and to further expand the successful retail concept globally.

China is poised to experience significant growth in passenger numbers both at airports and railway stations.

According to the National Civil Aviation Authority, Chinese Civil Aviation is expected to transport more than 500 million passengers in 2016, resulting in a year-on-year growth of 13%. This high volume of domestic passengers is a perfect environment to offer Hudson's travel convenience products, says Dufry. The same applies for other Asian markets with similar passenger profiles.



WUYVALDO LUNA wluna@cross.com



IAADFS education sessions focus on trends, techniques and border opportunities

As it transitions into a new more service-driven format for its annual Duty Free Show of the Americas, the International Association of Airport and Duty Free Stores (IAADFS) has revealed the list of speakers presenting in the two education sessions being held on Monday and Tuesday mornings, March 27 and 28, 2017.

The IAADFS website reports that representatives from ASUTIL and FDFA will be taking part in the education program, which begins on Monday morning with a panel discussing present and future growth opportunities for duty free and travel retail in the Americas.

Under the theme of **Growth Opportunities in the Americas**, the panel will be moderated by

Martin Moodie of *The Moodie Davitt Report*, and includes Gustavo Fagundes, ASUTIL president and COO of Dufry Brasil; Abe Taqtaq, FDFA president and vice president of Windsor-Detroit Tunnel Duty Free Shop, Inc.; and Erasmo Orillac, IAADFS chairman of the board and CEO of Motta Internacional, SA.

This panel session is followed by a presentation from Peter Mohn, owner and CEO of m1nd-set, and Christine Martin, managing director of Travel Retail Training. In **Sales and Customer Insights – Maximizing Your Potential**, Mohn and Martin will share their insights about techniques to increase sales volume and customer penetration, focusing on employee

engagement in the duty free and travel retail channel. The presenters will also discuss how to attract and engage the millennial shopper and how to use social media more effectively.

Tuesday morning's education session, **Border Duty Free – Crossing the Frontier**, features a discussion about the special challenges and tremendous opportunities for duty free border store operators. Simon Falic, Chairman of Duty Free Americas, Inc.; Abe Taqtaq, vice president of Windsor-Detroit Tunnel Duty Free Shop, Inc.; and Enrique Urioste, CEO of Neutral Duty Free will discuss border duty free stores from their unique geographic perspectives in this session, moderated by m1nd-set's Peter Mohn.

Canadian land border and airport duty free sales gain in 2016

Canada's duty free sales were up in both airport and land border stores in 2016, according to the latest figures from the Canadian Border Services Agency (CBSA).

Airport duty free sales were \$407 million in 2016, rising approximately 8% versus 2015 sales. December sales increased 15%.

Perfume, Cosmetics, Skincare, the number one category in Canada's airports (35.37% of sales) increased 9.84% in 2016. Number two category Alcohol (20.45%) rose 11.78%. Tobacco, the third biggest category in Canada's airports (11.69%) dropped 2.67% for the year.

Land border sales were up 4.93% in 2016 to \$156.4 million. December sales slipped 1.34%.

Alcohol, which accounts for more than 40% of Canadian land border sales, increased 12.11% in 2016. However, tobacco (24.25% of sales) dropped 6.26%, with Perfume, Cosmetics, Skincare (15.13%) falling 1.09%.

Ontario, the largest land border region with sales of \$90 million, saw sales increase 6.43% in 2016.

The Atlantic/Quebec region's sales rose 4.80% to \$33 million. Pacific sales were up 3.76% to \$24 million, while Prairie sales dropped 5% to \$8.8 million.

FDFA Executive Director Laurie Karson spoke with *TMI* about the positive sales increases:

"We have seen, and Destination Canada confirms, that we are getting more Americans coming back- probably as a result of the dollar and more confidence in the economy – and this is reflected in the higher sales numbers.

"And certainly the higher sales are a 'hats-off' to some of our

stores, which have really been working hard to create a better customer experience, and using much better marketing locally. Some of the renovations are fantastic and some of our stores have really been attracting consumers.

"In addition, many of the stores work closely with the border communities and we are starting to see the results of their labor coming to fruition.

"Canada's 150th anniversary is being celebrated throughout the year, and I am hopeful that we will be seeing even better numbers in 2017," concluded Karson.

Beam Suntory returns to age statements with GTR Bowmore range

Beam Suntory GTR is set to launch a brand new global travel retail exclusive range in April 2017, inspired by Bowmore distillery's No.1 Vaults, the world's oldest Scotch maturation warehouse.

The new range, a return to age statements for the first time in five years, features Bowmore 10 YO, 1 Liter Bowmore 15 YO, and 1 Liter Bowmore 18 YO.

Michael Cockram, Global Marketing Director, Travel Retail at Beam Suntory, comments:

"We continue to innovate and find new ways to delight our consumers in travel retail via exceptional product quality and investment in our liquids. We are pleased to present this exceptional new Bowmore range, exclusively to travel retail.

"Matured in the finest oak casks, these age statement whiskies have been selected for their unique character, allowing us to bring Bowmore's legendary No.1 Vaults to life for the discerning traveler around the world," commented Cockram.

US Aviation industry

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According to the filing, three U.S. carriers requested 14 MEX slot pairs, while two Mexican carriers requested 17 slot pairs, or over 70% of the total available slots (8 pairs in Phase One and 9 in Phase Two).

Southwest went on to say: "Southwest urges the Department to grant all U.S. carrier requests in full before allocating any MEX slots to Mexican carriers. Not only would this be consistent with the Trump Administration's clearly stated goal to put America's interests first, but there is no basis for depriving U.S. carriers of scarce MEX slots in order to increase the holdings of Mexican carriers that already have vastly more slots than all eligible U.S. carriers combined."

Urge China to open slots

In another incident, American Airlines filed a complaint at the end of January with the US DOT accusing Chinese regulators of dragging their feet over the granting of landing slots at Beijing Airport. In the filing, American objects to the "failure of the Civil Aviation Administration of China to make commercially viable slots at Chinese airports available to American and other US carriers on a reciprocal basis."

The DOT had granted approval for the daily Los Angeles-Beijing route three months ago. American is urging authorities to block Air China's renewal application to fly from Beijing to Houston until the issue is resolved.

HEINEMANN AMERICAS INC

Has a 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

SFO breaks traffic record with gains in international pax

San Francisco International Airport (SFO) served a record 53,106,505 passengers in 2016, eclipsing the milestone of 50 million passengers set in 2015. This is the seventh straight year of passenger traffic growth at SFO. Overall traffic grew by 6.1% year-over-year, which included double-digit growth in international passenger traffic.

SFO posted a 10% increase in international traffic in 2016. Gains included new international airlines at SFO: Icelandic low-cost airline WOW, Fiji Airways, and Volaris, the second-largest airline in Mexico.

In addition, United Airlines launched three new international destinations from SFO in 2016, including first-ever

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

nonstop flights from SFO to Tel Aviv and two new cities in China: X'ian and Hangzhou. China Eastern also added the first nonstop service to Qingdao. With these gains, SFO now serves more cities in China than any other airport in the Americas.

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 in Miami

Please send resumes to:

Dflores@actium.us

THE SHISEIDO GROUP
has the following positions available:

INTERNATIONAL TRAINER / MAKE-UP AND SKINCARE

“ A minimum of two years' experience in the luxury goods industry in cosmetics preferred.
“ Bilingual in English and Spanish (Portuguese a plus); good knowledge of Powerpoint needed. Must be able to travel internationally throughout the Americas. Travel required 50-60%.

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