

ASUTIL and IAADFS open registration for 2018 Summit of the Americas

Registration is now officially open for the 2018 Duty Free & Travel Retail Summit of the Americas. The joint event between ASUTIL and IAADFS will take place March 18–21, 2018, at the Orlando World Center Marriott, in Florida.

Please note: The 2018 discount registration deadline is **Friday, January 26, 2018**, after which the registration fee will increase by \$150 per attendee.

This coming year will be the event's last time at the Orlando World Center Marriott, say the organizers.

Beginning in 2019 there will be a new location for the Summit, reports IAADFS president and CEO Michael Payne.

"A new location will provide more flexibility for the event including expanded private meeting rooms, a more intimate exhibit area, and better options for educational sessions. The new location also provides easy access to nearby restaurants, shopping, and other entertainment options," says ASUTIL secretary general José Luis Donagaray.

The two organizations went through a very thoughtful and extended look at other locations for the Summit of the Americas. They worked in close coordination and consultation with supplier members.

"After evaluating a number of factors including exhibit and labor rates, other fees associated with the event, and convenience for travel and proximity to the rest of the Americas and Europe, Orlando is the best choice for

now," says Payne. "Both organizations will continue to assess other venues, including locations outside of the United States as appropriate," he adds.

Exhibit space request fulfillment for the 2018 Summit of the Americas is well underway. The Executive Conference Sessions are being finalized, and will take place on Monday, Tuesday, and Wednesday mornings.

"The planning for the Executive Conference Session presenters and topics is well developed, and we hope to be able to announce speakers and topics soon," says Donagaray.

In a new element, Wednesday will include networking time, with opportunities for one-on-one meetings between member buyers and suppliers who were unable to obtain exhibit space.

"It is very important that everyone look at this as a full three-day event given the programming and opportunities provided," said Donagaray.

Additional details about the Executive Conference Sessions for the 2018 Duty Free & Travel Retail Summit of the Americas will be available in the coming weeks. Please visit <http://www.2018summitoftheamericas.org> for information about registration and room reservations.

For more information, contact IAADFS president and CEO Michael Payne at +1-202-367-1184 or ASUTIL secretary general José Luis Donagaray at +598-2-623-1842.



Miami-Dade overhauls airport concession process

Miami-Dade Mayor Carlos Gimenez has taken over the leasing function from Miami Dade Airport Aviation Department, the authority that oversees concessions at Miami International Airport.

In a memorandum issued to Miami-Dade Aviation Director Emilio Gonzalez on October 30, Mayor Gimenez said that he had decided to make "certain strategic changes in the operation of the landside business operations structure and management oversight."

Gimenez announced that effective immediately, one of his top aides, Leland Salomon, will supervise the leasing and purchasing functions of the airport, reporting directly to the mayor.

"All procurement related agenda items relating to Miami Dade Aviation Department shall require the recommendation of the Chief Procurement Officer for the Internal Services Department (ISD) and the Mayor's Special Assistant for MDAD Landside Business Operations before being presented to the Board of County Commissioners (BCC) for final approval. There will be no exceptions." [underline in original document]

Continued on page 2.



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

Miami-Dade overhauls airport concession procurement process

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Under the section entitled "Organizational Changes," the memo says: "As my Special Assistant, Leland will provide management oversight for all action items involving MDAD's Airport Concession Business Development, Real Estate Management and Development, and Hospitality and Transportation Services.

Gimenez's MIA reorganization also calls for ending bidding out individual retail and restaurant spaces, to be replaced by a master concessionaire system. These master concessionaires would be responsible for subleasing space without county involvement.

New RFQ, RFPs

Within the next three months, the Mayor's Procurement Manager

will issue a Request for Qualifications for developers or commercial manager concessionaire(s). A Request for Proposals (RFP) will be sent immediately after to those developers who are qualified, for Terminals E (and E Satellite), F and G (Central Terminal) and H and J (South Terminal) at MIA.

A second solicitation will be issued from those qualified through the RFQ process for Terminal D (North Terminal), since the concession contracts there do not expire until 2024.

This process will allow "sufficient time for transition" before the contracts expire, says Gimenez.

The memo also says that a separate simplified solicitation shall be issued every 12 months for pop-up business ventures in Terminals D, E, F, G, H and J.

These contacts will be for two-year terms. The memo spells out additional details.

Retailers request hurricane rent break

The reorganization reportedly follows discontent among certain airport concessionaires who are complaining of lower passenger numbers. In the latest clash, MIA's concessionaires asked for a year-long break in their MAG payments through 2018 to recover revenue lost from Hurricane Irma. The airport was closed or offered reduced operations for about 5.5 days during and following Hurricane Irma in September, and with lower overall traffic for the month, some concessionaires estimated their sales could be down as much as 30%.

The mayor's office, after reviewing all documentation, denied the concessionaire's request to waive their minimum rent requirements for a year. Instead, his office calculated the percentage of operational impact on all concessionaires, and agreed to credit the MAG payments for those days. The refund equals about \$1.1 million.

According to an article in the *Miami Herald* on Nov. 1, the Hurricane Irma shutdown is just the latest tension between the airport operators and the concessionaires.

Companies such as Newslink, among others, are complaining that American Airlines has decreased layovers, shortening the time that passengers have to shop, a situation that has also cut into sales.

Traffic for all of September was also down significantly as bad weather swept the region.

MIA Director González resigns

Emilio González – who has been considered a superb manager over his four years at the helm of MIA – announced that he will be resigning as director and CEO of the Miami-Dade Aviation Department on Feb. 1, 2018. He submitted his resignation on Nov. 1.

González led the completion of MIA's \$6.5 billion capital improvement program and transformed the airport into a global gateway.

He insists that his resignation is completely separate from the reorganization announced by Mayor Gimenez.

MIA wins ACI-NA top award for airport marketing, communications and service

Continuing its run of winning accolades in all facets of its operation, Miami International Airport this year was the recipient of the coveted Peggy G. Hereford award bestowed by Airports Council International – North America for Excellence in Airport Marketing, Communications and Customer Service.

The awards ceremony took place on Nov. 8 in St. Louis, Mo.

MIA came away with awards in six categories: Miami International Airport placed in the following six categories, winning First Place in the categories of Responsive Communications, Websites, Partnering with Concessionaires/Service Providers, and Customer Service Campaigns-Large Airports. MIA also won Honorable Mention in the Brand Identity and Community Education and Outreach categories.

For a full list of winners, please click [here](#).

Genting sells off shares in NCL as it christens second Dream Cruises ship

Asian Cruise operator Genting Hong Kong announced on Nov. 15 that it has entered an agreement with shareholders to sell 5 million shares of its stake in Norwegian Cruise Line Holdings (NCLH) worth about US\$275.4 million. The underwriter is Morgan Stanley.

In the offering, the 5,000,000 NCLH Shares are said to represent approximately 2.19% of the total issued and outstanding NCLH Shares.

Upon completion of the offering, the percentage of the NCLH Shares held by Star NCLC will decrease from approximately 7.83% to approximately 5.64% which will be an 'available-for-sale investment' to interested parties.

In related news, Genting christened the 3,400 passenger *World Dream* last week in Hong Kong. The *World Dream* is Genting's second ship in its luxury cruise line purpose built for the Asian market.

World Dream will sail on six-day voyages to the Philippines calling at Manila and Boracay, and to Vietnam's Ho Chi Minh and Nha Trang.



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Dufry opens 7 stores in Cancun Airport's new T4; unveils first New Generation store in Latin America

Dufry has inaugurated seven new stores in Cancun International Airport's newly-opened Terminal 4 in Mexico.

The stores cover 2,540 sq meters of retail space and include a 1,900-sqm New Generation Store, which Dufry presents for the first time in Latin America.

Dufry's New Generation Store is its retail concept that innovatively features extensive use of digital applications to increase passenger communication and drive sales. New Generation Stores are already in operation in Melbourne, Australia, and Madrid, Spain, with more to come.

Dufry (or one of its predecessor companies) has been working with Cancun airport operator Aeropuertos del Sureste (ASUR) since 2001. The concession contract was originally signed with Aldeasa at that time, and then operated under World Duty Free Group, which itself has been acquired by Dufry.

Following the 10-year contract renewal signed last year, and with the inauguration of the new Terminal 4, Dufry has expanded its operation in Cancun Airport now to 16 stores and almost 6,300 sq. meters of retail space.

Dufry's seven new shops in Terminal 4 carry a full range of

luxury products in both the duty free and duty-paid segments, complementing Dufry's existing presence in Terminals 2 and 3.

The highlight of the new retail is the New Generation Store, which Dufry says will allow it to better interact with passengers and increase the number of customers attracted to the store. Digital communication will also allow the store to offer passengers a more personalized shopping experience. Tablets and digital screens provide flexibility and permit Dufry to adapt its messages and offer to different nationalities according to arrival and departure flights.

By better tailoring messaging to specific passenger profiles, the company says it can increase the impact of the communication, with the ultimate goal of increasing sales. This high degree of digital customization also allows the store to connect with the customer through integrated audio and advertising (for example, 6 brands will have the opportunity to broadcast their advertising throughout the store using the digital screens for 30 seconds each).

In addition to the duty free New Generation Store in the international area of the newly-opened Terminal 4, Dufry also operates a 119 sqm duty free Last Minute

store in the departures area, and a 162 sqm general duty free shop in arrivals.

The duty-paid segment is also presented in the domestic area with retail formats that allow Dufry to offer domestic travelers a high-quality shopping experience with a similar environment to that in duty free. Dufry also opened four boutiques in the departure side: a perfumery; a Last Minute shop; a MAC store, and a Victoria's Secret store.

The T4 duty free shop is a walk-through concept featuring a strong sense of place using design elements of the Mexican culture such as wrestling "*lucha libre*," tiles and tequila. (see next page)

LVMH acquires 60% of Napa Valley Winery Colgin Cellars

LVMH has announced that it is partnering with Napa Valley-based Colgin Cellars, producer of quality Cabernet and Syrah wines.

Under the terms of the agreement, founder Ann Colgin and her husband Joe Wender will sell a 60% stake to the LVMH Group while continuing to hold 40% equity in the business and maintaining their leadership functions.

Colgin Cellars has four wines – "Tychson Hill" Cabernet Sauvignon, "Cariad" Napa Valley Red Wine, "IX Estate" Napa Valley Red Wine and "IX Estate" Syrah – which have developed an iconic status among wine collectors.

The store is divided into two main theme areas: The "Essence of Mexico," located in a premium position in the store center, offers a selection of local tequila, mezcal, wines and other Mexican alcoholic drinks; and the "Taste of Mexico," featuring local chocolates, natural vanilla, gourmet coffee, hot sauces like habanero, jalapeño and chipotle, salt worms, biscuits and Mexican 'dulce de leche' among other specialties.

René Riedi, CEO of Dufry's Division 4 of, comments: "We are very pleased with Dufry's partnership with ASUR and the inauguration of this new terminal at Cancun International Airport. As we are expanding our operation, customers will enjoy the world-class shopping experience of Dufry in the innovative environment of the New Generation Store.

"This is the first store of this concept launched in Latin America with Mexico being chosen due its importance as one of the most touristic destinations in the world and also due to the support received from our partner. Our team is ready and willing to provide innovative retail solutions and looking forward to develop more incredible stores at this airport."

Cancun International Airport is the second busiest airport in Mexico, welcoming more than 21 million passengers in 2016, up 9.3% over the previous year.

Visuals and design concepts of the new Cancun stores on next page.

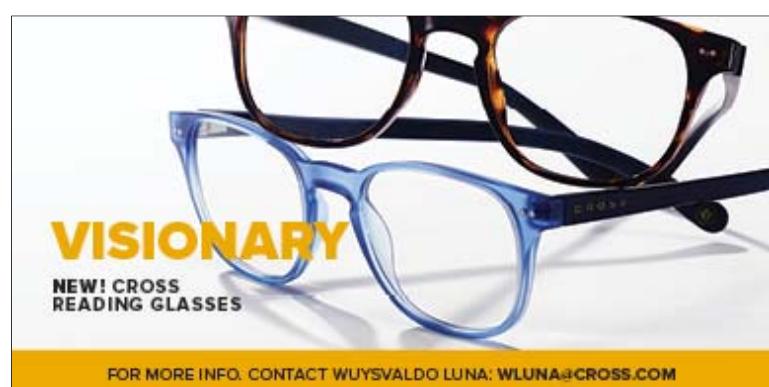
Dufry's Hudson Ltd. files registration for proposed Initial Public Offering

Dufry announced on Nov. 14, 2017 that its wholly-owned subsidiary, Hudson Ltd., has publicly filed a registration statement on Form F-1 with the U.S. Securities and Exchange Commission (SEC) relating to a proposed initial public offering (IPO) of Hudson Ltd.'s Class A common shares.

The number of shares to be offered and the price range for the offering have not yet been determined, although Dufry intends to retain majority ownership of Hudson Ltd.

Dufry expects the offering to occur in 2018, subject to market conditions.

Credit Suisse, Morgan Stanley and UBS Investment Bank are acting as joint book-running managers for the proposed offering.



The Design Solution's Nick Taylor: Colorful Cancun elements create unique sense of place in Dufry's new T4 retail space



London-based The Design Solution created Dufry Group's stylish new retail space (2,540sqm) at Cancún International Airport, which features the innovative 'New Generation' store concept that projects an extraordinary and colorful sense of location.

Nick Taylor, Director, The Design Solution, outlines the design concept for the Cancun stores and the commercial drivers behind it:

"The Cancun store designs are strongly focused on a mixture of key elements of local culture, particularly on the heritage and craftsmanship of the Mayans, the vibrant local markets, pulsating nightlife and the natural beauty of the coastline. These local themes are blended with a strong focus on leading-edge digital technology, including large-scale digital screens that not only enhance customization but can also be used to consolidate the local spirit of the spaces.

"In T4, the store concept is a fusion of color, pattern and form and the first and unmistakable impression is the explosion of Mexican color and energy that greets the visitor, drawn to the store by a series of color cables set in front of contrasting charcoal grey walls flanking the entrance to the store. The color cables have accent sections of color led neon that form letters spelling out welcoming messages.

"Stepping into the retail area the key focus is the centrally-positioned Tequileria, reflecting the spirit's importance both in Mexico's heritage and its role as a key sales driver. In design terms, the Tequileria canopy was our start point and it subtly influences the whole space. It's an eye-catching centerpiece formed from a series of undulating, vertical printed fabric banners in vibrant colors and it also incorporates Mayan symbols to celebrate the height of the space.

"Positioned below the fabric banners, the blend of ancient and modern Mexico is neatly expressed by a stunning digital ribbon screen for advertising and promotion that encircles the Tequileria.

"The emphasis on color throughout the space is partly inspired by the iconic 'CANCUN' beach sign but more so by over 3,000 years of the traditional Mexican weaving looms and their beautiful textiles. We use vibrant local colors to create focus over the key feature areas whilst more subtle patterning, derived from Mayan textiles, feature on decorative screens, banners and walls.

"The design seeks to echo different local themes within each product category, creating a truly distinct identity for each while con-

experience that resonates. By engaging them in authentic local storytelling we can use design to create great retail experiences that influence their shopping behavior, drive revenue and enhance the whole airport experience.

"The Design Solution was delighted to support Dufry and ASUR in designing the new space in T3 and T4. Cancun is a dynamic and innovative location where Dufry and the airport's management have grasped the need for travel retail to move beyond creating a basic Sense of Place to developing a genuine and engaging expression of local life, culture and heritage."

Please note: These visuals are renderings.



solidating the cohesion across the whole space.

For example, confectionery is obviously a key local category. The space has a high-level bulkhead formed from terracotta tile sets arranged in a bookend format and the ceiling features a Mayan pattern motif in inlaid gold, creating a bold statement.

"It's crucial that the design adopts local themes with sincerity and respect. Modern travelers are not fools, they instinctively know when they're encountering simplistic touristic clichés and they're eager to discover an authentic local



*Nick Taylor,
The Design Solution*



1947 — 2017



Breitling Caribbean
Has immediate opening for the following position

Marketing Coordinator:**Responsibilities Include**

- *Process Co-op submissions, invoices and coordinate end of year reports.
- *Update daily advertising budgets.
- *Facilitate in-store visual/transparency merchandising requests from POS in keeping with corporate guidelines.
- *Order creative for print media and approve tag lines.
- *Fulfill outdoor creative needs
- *Coordinate media agency requests
- *Liaise closely with marketing director on other marketing initiatives and events as needed.

Position Requirements:

- *Full Time, Miami based office local candidates.
- *Minimum 3 years of relevant professional experience.
- *Exceptional MS office skills.
- *English a must, Spanish and other foreign languages a plus.
- *Outstanding organizational, communication and presentation skills.
- *Strong attention to detail.

Please send resumes to
Heidi.dettinger@breitling.bs

**Executive Assistant to the President BREITLING Caribbean****Specific responsibilities include but are not limited to:**

- *Type letters, reports, e mails from electronic Dictaphone. *Reformat documents drafted by executives and send out.
- *Work multiple priority activities that require considerable coordination and follow through to meet deadlines and requests. *Maintains President's highly active calendar by setting, monitoring, and confirming appointments; reminding President of schedules; preparing visitors material reports and developing itineraries-travel plans.
- *Work independently and/or within a team on special projects as assigned.
- *Liaise with clients/partners.
- *Utilizes knowledge of company culture, operations, policies, procedures in performing duties with minimal direction/supervision.
- *Keeps copious notes at all meetings, attends meetings president is unable to attend. Manages and orders office supplies.

Position Requirements:

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

Please send resumes to
info@breitling.bs

**Sell-In Sell-Out Analyst for the Miami Office of BREITLING Caribbean**

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.

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Ability to travel 50%.
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Experience: Minimum 1 year experience in a commercial or similar role.
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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

ACTIUM

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(Beverages Division)**

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Requirements

- 3 years of relevant professional experience
- Travel 25% minimum
- English and Spanish (French is a plus)
- Excellent communication and presentation skills
 - Results oriented
 - MS office skills

Please send your CV to:
Dflores@actium.us


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Americas, Inc.**

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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

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