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## Erasmo Orillac: Motta prepared to defend its turf at Panama's Tocumen Airport "if it makes economic sense"

Following Albert "Pancho" Motta's tragic death last year, Motta Internacional has now re-assigned some roles within the company and in some of the businesses outside of Motta Internacional.

"We all miss Pancho terribly but we are organized to go forward," Motta Internacional CEO Erasmo Orillac tells *TMI*.

Under the Attenza Duty Free brand, Motta currently operates duty free stores and branded boutiques in Cali and El Dorado airports in Colombia, at San Salvador Airport in El Salvador, at Managua Augusto C. Sandino International Airport in Nicaragua, and Quito Airport in Ecuador.

But it is its stores at Tocumen International Airport in its home country of Panama, which are currently up for bid, that have traditionally defined the company.

### Panama airport duty free tender

The current duty free contract is shared by Motta Internacional and Grupo Wisa and runs until December 31, 2017. Ten years ago, Grupo Wisa paid \$116 million to manage two blocks of 500 sqm of retail space in the current terminal.

At the same time Motta bid just under \$58 million to manage the

remaining 500 sqm block. Bids for the new tender will be submitted early next month and the winner of the tender is expected to be announced by the end of August. Tocumen is tendering three 700 sqm spaces and is seeking two duty free retailers.

There will be a separate tender for the duty free concession for Tocumen's new South Terminal 2, which is due for completion in early 2018. That terminal will be bid out later this year or early 2018.

Orillac, speaking with *TMI* during the ASUTIL Conference last month, described his company's thoughts on the tender process.

"The bid papers for the duty free concession in the old (current) terminal came out on Friday afternoon, June 2. We read it and had a meeting on Tuesday about it, and we are prepared. The numbers are very tight because of the Minimum Guarantee on sales. On top of that you have the complication that there is a new terminal being built and some of the traffic now in Terminal 1 will go to Terminal 2.

"The MAG will be difficult, because we don't know what percentage of the traffic will be going through the new terminal

when it opens. Your guess is as good as mine, but if it is going to be 30% or more than 40%, we have to take that into consideration.

"Also, we need to make an initial payment of \$28 million, which acts as an advance on the rent. So it is a prepayment. The operator will draw rent from this payment. In effect, this is free money for the airport that we are paying in advance."

"The MAG – which is a minimum of \$600,000 a month – is on top of this payment," he says.

At the time of the interview, questions were due to be submitted to the airport authority by mid-June, followed a week later by an "obligation" meeting, where all parties were able to raise questions and comments. The actual bids were due to be submitted on July 10, but this date has since been postponed until Aug. 4.

"We planned to request a few changes at the obligation meeting to aspects that we feel are not fair. For example, we would like to see a financial clause that if passenger traffic drops 10%, the operator gets some recompense," explained Orillac.

"In the end, we will do what makes financial sense. If it does



Erasmo Orillac, CEO  
Motta Internacional

not make sense, we may have to walk away. It looks very tight, and we will be bidding against some top worldwide competitors, including DFS, Dufry, DFA and Top Brands Internacional." [Ed. Note: Representatives from Grupo Wisa also attended the meeting.]

### New stores in Trinidad & Colombia

While Panama is Motta Internacional's backyard, the company has airport and border stores in six other countries with its Attenza Duty Free stores and is expanding in other markets, especially Colombia and Trinidad.

Motta held a soft opening in early June of its first stores in Trinidad & Tobago's Piarco International Airport, covering one shop and two satellite shops. The company has a five-year, renewable contract there, which is its first Caribbean location.

Motta was also in the process of opening a store in Cuba and was ironing out details when US President Trump announced he was instituting new regulations, rolling back the ease in sanctions that President Barack Obama had introduced.

*Continued on next page.*



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## DFA pushes Brazil expansion with new duty free stores in Salvador airport

DFA's rapid expansion into Brazil continues with the recent opening of two duty free stores at Deputado Luís Eduardo Magalhães International Airport in Salvador. The stores cover 7,700 square feet, and occupy prime areas of the terminal.

The multi-category store design enhances DFA's core portfolio of traditional travel retail products, which includes perfumes and cosmetics, wine and spirits, confectionery, fashion and accessories.

The stores also feature a beautiful presentation of local liquors and arts and crafts products from the State of Bahia.

Each shop is served by a dedicated staff that have undergone extensive training to ensure they deliver the best standards of service and product knowledge, says the company.

Deputado Luís Eduardo Magalhães International Airport welcomed more than 7.5 million passengers in 2016. With traffic growing at an average of 14% per year, the airport now ranks as the ninth largest in Brazil.

It services both domestic flights, as well as flights to other countries in South America and Europe.

"We are excited about the opening of our latest airport stores in Brazil," said DFA CEO Jerome Falic.

"By expanding its presence in Brazil, DFA is consolidating its position as the largest duty free operator in the Western Hemisphere. We are always exploring potential opportunities in different channels, and we are pleased to add these stores to our growing list of Brazilian airport and border duty free stores.

"In a matter of less than two years, DFA has solidified its position as one of the leading duty free operators in Brazil, with approximately 50,000 square feet of duty free and duty paid retail space in major airports serving São Paulo-Congonhas, Porto Alegre, Curitiba, Manaus, Maceió and Salvador, as well as five coffee shops in Curitiba. These airports combined served more than 45 million passengers in 2016.



The new DFA departures stores in Brazil's Salvador airport offers a full range of core and destination products.

"[DFA Brazil President] Michael Dinar and his team have designed and developed a retail environment that showcases the stores' many luxury brands, and we are sure that this fresh and inviting retail look will appeal to the airport's international and domestic travelers alike," said Falic.

## Motta expands in Trinidad and Colombia

Continued from page 1.

"We are working through our US lawyers to see if this store will be allowed under President Trump's new regulations. So Cuba is on hold for now," confirms Orillac.

Motta is also expanding in Colombia. The company is constructing a 618 sqm store in the new arrivals area of Bogota's El Dorado International Airport that should be open by September 15 when the new part of the airport opens, says Orillac. "Our blueprints were approved and we were given access to the space on June 1, so we should be finished and open by September."

Motta currently operates two stores in arrivals in Bogota that cover about 700 sq. meters and a 1,050 sqm store in departures. These stores are also being remodeled and refreshed, says Orillac.

By Lois Pasternak



Motta International will be opening a new Attenza Duty Free arrivals store in Bogota's El Dorado International Airport in September. Shown: Motta's current Attenza Duty Free store in Bogota airport's arrivals area.

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## Delta gets approval for \$4 billion facility at LGA

The Port Authority of New York and New Jersey's Board of Commissioners have given final approval to a lease agreement with Delta Air Lines for its new \$4 billion, 37-gate facility at LaGuardia Airport. The new facility will be much more passenger friendly and provide 30% more concessions space than is currently available.

This is a revised proposal, with the airline funding most of the costs.

The Port Authority has committed \$600 million to the Delta project, with the airline providing \$3.4 billion and assuming responsibility for any cost overruns.

All of the new airport terminal facilities will be located closer to the Grand Central Parkway, which will provide significantly more airfield space.

The new facility will consist of 37 flexibly sized gates that can accommodate Delta's full fleet, four concourses connected by a centralized check-in lobby, security checkpoints and baggage claim areas.

It will also offer wider concourses, larger gate areas and more seating, as well as 30% more concessions space than its existing



facilities, as well as house a new Delta Sky Club.

The approval is the final component of the transformation of LaGuardia into a completely rebuilt, 21<sup>st</sup> century airport, says PANYNJ.

"This is an important step forward for our customers and employees at one of our most important hubs and builds on years of Delta's investment in New York," said Delta CEO Ed Bastian

The Delta work will begin later this summer.

The redevelopment of the Delta facilities is part of the overall LGA project that broke ground in June 2016 on the construction of the new roadway configuration and on the passenger terminal concourses on the western half of the new airport.

## DEN announces nonstop flights to Paris -- its 4th new international destination in 3 months

Denver International Airport (DEN) and Norwegian this week announced that the airline will begin offering nonstop service from Denver to Charles de Gaulle (CDG) beginning April 9, 2018.

The Paris route marks the fourth new international destination for DEN in three months, following the addition of Copa Airlines flights to Panama, Edelweiss/Swiss Air flights to Zurich, and Norwegian flights to London announced previously.

Currently, Paris is DEN's largest unserved market in the world and DEN has the largest unserved market to Paris in North America. A recent survey conducted by DEN in cooperation with the Rocky Mountain French-American Chamber of Commerce showed that 74% of those surveyed would travel more frequently to France if there were nonstop flights between Denver and Paris.

The new service will operate twice a week, on Mondays and Fridays using a Boeing 787-9 aircraft with 344 seats.

Nearly 200 people a day travel between Denver and Paris, ranking Paris as Denver's second-largest market in Europe behind only London. The demand for travel between Denver and Paris has grown by more than 20% over the past year and is today at all-time highs, reports the airport in its announcement.

Norwegian's flights to London -- also twice a week -- commence on Sept. 16, 2017.

## Detroit and Salt Lake City make ACI's 2017 Airport Service Quality Roll of Excellence

Two North American airports were among the five inductees in ACI's prestigious Director General's Roll of Excellence for 2017.

Detroit Metropolitan Airport and Salt Lake City received the latest honor, along with Munich, Jomo Kenyatta International Airport (Kenya), and Tianjin Binhai International Airport (China).

The ACI Director General's Roll of Excellence identifies airports that have been ranked in the top five airports by size or region for five of the last six years in the ASQ Survey.

The ACI ASQ Survey measures passengers' appraisal of 34 key performance indicators on the day they travel, allowing airports to get an accurate picture of traveler sentiment. ASQ works for airports of all sizes seeking to measure their passenger service performance and to benchmark it against other similarly sized airports.

The objective is to offer more effective, efficient and profitable ways to serve the flying public.

"Since 2011, 40 airports have been inducted onto the Roll of Excellence," said Angela Gittens, Director General, ACI World. "Airports understand that key to improving the customer experience is continually monitoring service quality through the ASQ program; involving the entire airport community; knowing who your customers are; and making the service quality improvements that are most important to your customers."

The induction ceremony will take place at the Gala Dinner of the 27th ACI Africa/World Annual General Assembly, Conference and Exhibition in Port Louis, Mauritius from 16–18 October 2017.

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## Sunglasses Awards 2017 opens for entries with new digital category

The seventh edition of the Sunglasses Awards is now open for entries by retailers and airport authorities. The winners of the awards are announced at the Sunglasses Workshop and Awards at the TFWA World Exhibition in Cannes each year.

The event is co-sponsored and hosted by sunglasses suppliers De Rigo, Essilor, Kering Eyewear, Luxottica, Marchon, Marcolin and Maui Jim.

Recognizing the importance and impact of going digital, this year the event has added a new category designed to recognize innovative and consumer-centric digital initiatives for the sunglasses category. This includes social media campaigns, cutting-edge E-commerce platforms or connected omni-channel activity.

There are 8 awards categories:

- Best Marketing Activity for the Sunglasses Category
- Best New Sunglasses Environment
- Best Dedicated Sunglasses Sales Team
- Best Digital Initiative for the Sunglasses Category (NEW)
- Most Supportive Airport Authority for the Sunglasses Category
- Best Off-Airport Sunglasses Retailer

- Sunglasses Retailer of the Year (turnover under US\$2bn)
- Sunglasses Retailer of the Year (turnover over US\$2bn)

The deadline for entry submission is Sept. 8, 2017. Submissions can be made online at [www.sunglassescategory.com](http://www.sunglassescategory.com), a platform which is a comprehensive source of information on the sunglasses category in Global Travel Retail and holds the content of the past eight Sunglasses Workshops dating back to 2009.

The awards judging panel comprises:  
• Alessandra Piccin, Duty Free & Licensee 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  
• Francis Gros, Head of Global Channels, Luxottica  
• Erwan Le Guennec, International Travel Retail Director, Marchon  
• Nina Pan, Worldwide Head of Duty Free & Travel Retail, Marcolin  
• Giles Marks, Director Duty Free Sales, Maui Jim

The Awards ceremony will be held at the annual Sunglasses Workshop in Cannes on Oct. 3, 2017.

### Michael Kors buys Jimmy Choo for \$1.2b

In the big news of the week, Michael Kors Holdings Ltd. agreed to buy Jimmy Choo Plc for about £896 million (\$1.2 billion), it was announced on Tuesday, July 25. The price represented a premium of 18% over Monday's stock close. The price is equal to about 17.5 times Jimmy Choo's adjusted Ebitda for 2016, reported the financial press.

The boards of both companies have approved the deal, they said in a statement Tuesday.

Michael Kors said it would keep Jimmy Choo's existing management team, led by chief executive officer Pierre Denis.

Michael Kors, Honorary Chairman and Chief Creative Officer of Michael Kors, said, "Jimmy Choo is a premier fashion luxury house that offers distinctive footwear, handbags and other accessories. We admire the glamorous style and trendsetting nature of Jimmy Choo designs. We look forward to welcoming Jimmy Choo to our luxury group."

Since its inception in 1996, the company has offered distinctive, glamorous and fashion-forward products, with luxury footwear at the heart of its unique brand DNA, said the Michael Kors statement, also citing Jimmy Choo's balanced distribution network and strong presence in Europe, the Middle East, the Americas and Asia and its online platform.

Kors also says it sees the acquisition as the opportunity to grow Jimmy Choo sales to \$1 billion.

"The longevity of the Sunglasses Awards is testament that the category continues to be an essential one in travel retail," say the sponsors.

"Now in its seventh year worldwide, the awards seek to recognize the efforts of retailers and airport authorities, which have generated growth in the category through proactive initiatives, investment and innovation. Big or small, far and wide, there have been many

great achievements in our category over the past 12 months to be showcased and celebrated. We encourage all retailers and airport authorities to back themselves and put their best case forward.

"Enter or not, we encourage all key stakeholders in our category to attend the event in Cannes and together we can start working on potential award-winning, growth-driving initiatives in sunglasses for next year!"

## LVMH delivers strong first half 2017, cautious outlook for rest of year

LVMH Moët Hennessy Louis Vuitton reported an excellent first half, with double-digit increases in revenue and profit from recurring operations and good growth in Europe, Asia and the United States

The luxury products group recorded revenue of €19.7 billion, an increase of 15% over 1H 2016, and organic revenue growth was 12%. All geographic areas continue to progress well, said the company.

Profit from recurring operations was €3 640 million for the first half of 2017, an increase of 23%.

The **Selective Retailing** business group was right in line, posting organic revenue growth of 12%. On a reported basis, sales growth was 15% and profit from recurring operations was up 8%, with DFS experiencing better momentum in Asia, while the T Galleria, which opened in 2016 in Cambodia and Italy, continued to develop.

LVMH's other retailing business, Sephora, continued to make progress and reinforced its omni-channel strategy.

"LVMH has enjoyed an excellent first half, to which all our businesses contributed," commented Bernard Arnault, Chairman and CEO of LVMH, in a statement.

Despite the strong results, Arnault is cautious about the rest of the year. "In an environment that remains uncertain, we approach the second half of the year with caution. We will remain vigilant and rely on the entrepreneurial spirit and talent of our teams to further increase our leadership in the world of high quality products in 2017," he said.

Highlights of the other groups include:

**Wines & Spirits:** good start to the year with solid growth in the United States, and improved momentum in China

**Fashion & Leather Goods:** good creative momentum at Louis Vuitton and further strengthening of other brands, with recorded organic revenue growth of 14%. On a reported basis, revenue increased 17% and profit from recurring operations was up 34%.

The **Perfumes & Cosmetics** business group posted organic revenue growth of 12%, reported revenue growth of 14% and profit from recurring operations was up 7%. Christian Dior showed strong growth momentum, Guerlain enjoyed a successful launch of its new perfume, *Mon Guerlain*, represented by Angelina Jolie, and Parfums Givenchy experienced rapid growth in makeup, especially its line of lipsticks. Benefit continued to roll out its *Brow Collection*.

The **Watches & Jewelry** business group recorded organic revenue growth of 13%. On a reported basis, revenue growth was 14% and profit from recurring operations was up 14%, with good growth at Bvlgari and an excellent response to TAG Heuer's new products.

**\*NEW\***
**The Hershey Company**

has a career opportunity for an **Associate Business Manager (81426)**  
Location: South Florida or Hershey, PA

**Summary:**

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

**Major Responsibilities include but are not limited to:**

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

**Minimum requirements:**

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

**Minimum Education and Experience Requirements:**

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

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

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

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A team player whom is motivated, proactive and a quick learner.

A multi-tasker with strong organizational skills.

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

Please email your resume to  
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