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TRAVEL MARKETS INSIDER

Vol.18-20

UNWTO tracks nearly one billion international tourists in the first nine months of 2016

Destinations around the world welcomed 956 million international tourists between January and September 2016, according to the latest UNWTO World Tourism Barometer. This is up 4%, totaling 34 million more than in the same period of 2015.

Demand for international tourism remained robust in the first nine months of 2016, though growing at a somewhat more moderate pace, says UNWTO Secretary-General, Taleb Rifai.

After a strong start of the year, growth was slower in the second quarter of 2016 but rebounded in

the third quarter of the year. While most destinations report encouraging results, others continue to struggle with the impact of negative events, either in their country or in their region.

Regional results

International tourist arrivals in the Americas increased by 4% through September. South America (+7%) and Central America (+6%) led results, followed closely by the Caribbean and North America (both +4%).

Asia and the Pacific led growth across world regions, with inter-

national tourist arrivals (overnight visitors) up 9% through September. All four sub-regions shared in this growth. Many destinations reported double-digit growth, with South Korea (+34%), Vietnam (+36%), Japan (+24%) and Sri Lanka (+15%) in the lead.

In Europe, international arrivals grew by 2% between January and September 2016. Double-digit increases in Spain, Hungary, Portugal and Ireland were offset by "feeble" results in France, Belgium and Turkey.

Continued on page 2.

PEOPLE

Canada's Frontier Duty Free Association, which is holding its annual trade show and convention this week in Toronto, has elected its new Board of Directors for 2016-2018. The new board and officers are:

Abe Taqtaq, President
Windsor Detroit-Tunnel Duty Free
Tania Lee, Vice President
Blue Water Bridge Duty Free
Simon Resch, Treasurer
DFS Ventures (Emerson Duty Free)
Cam Bissonnette, Secretary
Osyoos & Kingsgate Duty Free
Philippe Bachand, Director
Boutique Hors Taxes de Philipsburg



FDFA Board, top row from left: Abe Taqtaq, Cam Bissonnette, Philippe Bachand, Simon Resch; seated, Tania Lee and FDFA Executive Director Laurie Karson.

Martin Eurnekian takes top post at ACI-LAC



Martin Eurnekian, AA2000 and president elect ACI-LAC; Hector Navarrete Muñoz, ASUR and retiring president ACI-LAC; Angela Gittens, and Javier Martinez Botacio, executive director of ACI-LAC.

Martin Eurnekian, executive director of Aeropuertos Argentina 2000 (AA2000) and its holding company Corporacion America, was unanimously elected as the new chairman of ACI - LAC (Airports Council International - Latin America & Caribbean) at the council's 25th annual conference held last week in Brasilia.

ACI-LAC is the airport association that represents more than 260 airports in 33 countries throughout Latin America and the Caribbean. Eurnekian takes over the chairman's role from Hector Navarrete,

Regional Airports Director at Mexican airport manager ASUR.

Eurnekian said, "It's a great honor that my colleagues in Latin America have elected me to represent their interests. Today airports play a central role in the social and economic development of all countries. Our mission as airport operators is to keep working to modernize infrastructure, increasing operational safety and improving levels of service for all airport users."

Eurnekian will be joined on the ACI - LAC board by Andrew O'Brian, of Corporación Quipoit from Ecuador, Ezequiel Barrenechea from Aeropuertos Andinos del Perú, Fernando Bosque, from Grupo Aeroportuario del Pacífico de México, Joseph Napoli of Miami Dade County Aviation, and Evans Aveldaño of Aeropuertos del Perú and Rafael Franco of ECASA of Cuba.

Eurnekian is a well-known figure to the travel retail trade from his time as CEO of Puerta del Sur, the managing company of Montevideo's Carrasco Airport. ASUTIL Secretary General Jose Luis Donagary told *Insider*, "The ACI-LAC members have made a great appointment with Martin. He understands all aspects of the airport business and he will be of immense value to the Council. He has also been involved with ASUTIL at different times in the past. He served as a board member and knows us well. We will be meeting shortly to look at ways of how ASUTIL and ACI-LAC can work together for the mutual benefit of members of both organizations."

John Gallagher

Louise Higgins has been promoted to vice president marketing & innovation CCA (Central America, Caribbean, FTZ/Border) at **Diageo**. Higgins was regional marketing director global travel Western Region for Diageo from 2013-2015 and then vice president innovation – WestLac (Central America, Caribbean, Southern Cone Latin America).

Generation Research announces that Professor **Alex Seret** has joined the company as managing and technical director, effective Nov. 21. Dr. Seret, a specialist in applied aspects of data analytics, recently collaborated with Generation on a major data and methodology analysis project. Seret is keeping his network and collaboration with different leading international research centers, states the company.



Contact Bob Syner, for Caribbean/C & S. America/
DF Americas export markets info@specialtybrands.net

UNWTO World Tourism Barometer 9 month report

Continued from page 1.

Northern Europe grew by 6% and Central and Eastern Europe by 5% but results were weaker in Western Europe (-1%) and Southern Mediterranean Europe (+0%).

In Africa (+8%), sub-Saharan destinations rebounded strongly throughout the year, while North Africa picked up in the third quar-

ter. Available data for the Middle East points to a 6% decrease in arrivals, though results vary from destination to destination. Results started to gradually improve in the second half of the year in both North Africa and the Middle East.

Strong outbound demand

The great majority of leading

source markets in the world reported increases in international tourism expenditure during the first three to nine months of 2016.

Among the top five source markets, #1 China continues to drive demand, reporting double-digit growth in spending (+19%). Likewise, robust results come from the United States (+9%), which benefited many destinations in the Americas and beyond. Germany reported a 5% increase in expenditure, the UK was up by 10%, and France had 3% growth.

Among the rest of the top ten, tourism spending grew notably in Australia and the Republic of Korea (both +9%), and moderately in Italy (+3%).

By contrast, expenditure from the Russian Federation declined 37% and from Canada fell a slight 2%.

Beyond the top 10, eight other markets reported double-digit growth: Egypt (+38%), Argentina (+27%), Spain (+19%), India (+16%), Thailand (+15%), Ukraine (+15%), Ireland (+12%) and Norway (+11%).

Prospects remain positive

Prospects remain positive for the remaining quarter of 2016, according to the UNWTO Confidence Index.

The members of the UNWTO Panel of Tourism Experts are confident about the September-December period, mostly in Africa, the Americas and Asia and the Pacific.

Experts in Europe and the Middle East are somewhat more cautious.

Dufry executives meet with Brazilian president



Meeting in Brasilia: Dufry CEO Julian Diaz, Brazil President Michel Temer, Dufry Chairman Juan Carlos Torres and Dufry Brasil President Humberto Mota. Photo: Beto Barata/PR

High level executives from leading travel retail group Dufry recently met with Brazilian President Michel Temer, according to a report on President Temer's BrazilGovNews website.

A comment from Rio de Janeiro-based TR Retail & Operations Consultant Marcos Reis noted that topics under discussion may have ranged from duty free border shops and duty free allowances for arriving passengers and travelers to Brazil, to new airport privatizations and travel retail regulations, among other areas of interest.

LVMH announces €300m share buyback program

French luxury firm LVMH Moët Hennessy Louis Vuitton has announced a share buyback program worth 300 million euros (\$321 million) that will run from Nov. 17 until the end of the year.

"LVMH has committed to buy each day a variable number of shares at market price, for an aggregate amount of 300 million euros..." the group said in a statement. The acquired shares will be cancelled, said the company.

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Shiseido Travel Retail unveils dedicated Global Design Center

Shiseido Travel Retail has opened a dedicated Global Design Center, located in its headquarters in Singapore, to serve all its design and creative needs in-house.

Unveiled on October 1, the design hub will centralize the development of creative assets and brand collateral, with an aim towards delivering and maintaining a strong and consistent expression of Shiseido's brands across the duty free & travel retail channel worldwide.

The Global Design Center will lead Shiseido Travel Retail's development in three main areas:

Retail Design & Project Management – Create inspiring store counter designs that are tailored to the needs of the global shopper, and implemented in a standardized fashion worldwide to enhance the retail experience and facilitate sell-through;

Visual Merchandising – Manage and provide impactful visual merchandising toolkits and point-of-sale materials;

Creative Studio – Advise, adapt and develop visual, digital and packaging assets to support Travel Retail specific needs.

"At Shiseido, we strive to nurture

strong brands, and key to this is maintaining brand consistency across all consumer touch points," Shiseido Travel Retail Vice-President Marketing Elisabeth Jouguelet emphasized.

"We want traveling consumers to have the same outstanding retail experience across all our locations globally, and this starts with ensuring that the right visual elements are in place. With the Global Design Center, we will be able to fully express the individual brand identities within our portfolio in an aesthetically coherent manner that stays true to their unique DNA and positioning, while optimizing the way travelers shop in-store," she added.

For the TFWA World Exhibition in Cannes last month, the Global Design Center spearheaded the conceptualization of two of Shiseido's booths, and the result was a minimalist design that expressed the essence of Shiseido, using traditional Japanese washi paper in homage to its origins.

The name 'Shiseido' (資生堂) originated from a passage in the Chinese Confucian classic *Yi Jing* (Book of Changes) which says:



Shiseido and BPI stands in Cannes 2016.

"Praise the virtues of the Earth, which nurtures new life and brings forth significant values."

This naturality is represented by the washi paper, a key material in traditional Japanese interior architecture, and often used in religious rituals at the Shintō shrines, explains Jouguelet.

The TFWA World Exhibition marked a new stage of growth for Shiseido as it unveiled an expanded presence with three booths, including one for Dolce & Gabbana – the latest prestige brand to join the company's fast-growing portfolio.

"This year's TFWA Cannes show was a tremendous opportunity for Shiseido Travel Retail to showcase the progress we have made in 2016 so far. The opening of the Global Design Center is another milestone in our Vision 2020 roadmap and we look forward to unveiling more exciting projects in the future, beginning with a new travel retail counter design for Shiseido in 2017," Jouguelet concluded.

Bacardi names finalists for 2017 Bacardi Legacy Cruise Competition

Bacardi Global Travel Retail has announced the three finalists for the **2017 Bacardi Legacy Cruise Competition**.

Each entrant was required to create their own cocktail using Bacardi Superior, Bacardi Gold, or Bacardi Ocho (8) Anos. The judges looked at the inspiration and story behind the recipe as well as the technical and taste aspects of the creation.

Zachary Sulkes, International Account Manager (Cruise), Bacardi Global Travel Retail comments: "There's so much talent out there in the cruise and ferry bartender community and every year we see more of it coming through at higher levels than before. The quality of the bar experience for cruise guests goes from strength to strength driven by the passion for professional development amongst the crew themselves and the commitment from cruise lines to invest in their teams.

"Our ambition is for the Bacardi Legacy Cruise Competition to continue its role as a platform for professional growth in the cruise industry," says Sulkes.

The three finalists are:
Miroslav Kljajic (Carnival Cruises), who won the Bacardi Legacy Cruise Competition last year, returns with his creation 'Artista Mundano' - a twist on the Bacardi Old Fashioned - featuring Bacardi Ocho (8) Anos, Bacardi Coconut, Acacia honey water, fresh lemon juice and almond oil, served with lemon zest.

Pedro Pascual Roasario (Celebrity Cruises) created 'La Romana No. 8', which is based on the umami that comes from pairing coffee and rum and features Bacardi Ocho (8) Anos, velvet falernum, sweet vermouth, fresh brewed coffee and angostura bitters.

Wade Cleophas (Norwegian Cruise Line) created the 'Legend Reviver' featuring Bacardi Ocho (8) Anos, mixed with star anise infused sweet vermouth, caramel/cinnamon syrup with drops of whiskey barrel aged bitters and finished with a mist of Absinthe.

In the next stage of the competition the finalists embark on a three-month promotional campaign to publicize and build support for their drink ahead of the cruise finals in Miami in February 2017.

The winner will then go on to compete in the global finals in Berlin in May 2017. Each of the three finalists receives \$1000 and a trip to Miami for the cruise finals.

The winner in Miami will receive a further \$4000 and a trip to Berlin for the global finals.

Cabeau awarded for products and service

California-based travel accessories company Cabeau has enjoyed a very successful year in 2016, accumulating awards and accolades for its range of travel products, as well as its dedication to local communities.

Among Cabeau's 2016 product award wins was the **Frontier Awards Buyers' Forum Gold Medal for the 2016 Product of the Year (Evolution Pillow)** and the **Buzz Award winner at the International Travel Goods Show (Evolution Cool Pillow)**. Cabeau also won the **Silver Edison Award in the Sports & Travel category (Evolution Cool Pillow)**. The Edison Awards is a program run by Edison Universe, a non-profit organization dedicated to fostering future innovators.

Giving back to the community

Since inception, Cabeau has given more than 3,500 hours of time to local charities and organizations in the Los Angeles area.

"Travel Made Better" with Cabeau

Cabeau showcased a brand new look and expanded product line of its expertly crafted travel accessories in Cannes. The brand refresh gives Cabeau an updated logo, a new strapline – Travel Made Better and a new color palette – moving from blue to purple.

David Sternlight, CEO and Founder of Cabeau, comments, "The last few years have seen Cabeau record monumental growth in the travel retail channel. Like most companies, our brand is key to our success, so we thought giving it a fresh look and feel would better reflect who we are and connect with our customers."

The new branding will be rolled out across all Cabeau products in Q1 and Q2 of 2017, and will include new promotional and marketing material to ensure potential customers understand the unique benefits of each Cabeau product.

In 2016 Cabeau employees have participated in hand-delivering personally prepared food bags to local families in need alongside DreamCenter, preparing and serving a hearty brunch to the resident families at Ronald McDonald House, visiting residents at the Holiday Manor Assisted Living Community and packaging food supplies/care packages for the elderly and homeless at the Los Angeles Regional Food Bank.

Cabeau's dedication to inspiring a spirit of charity amongst its team and enriching the communities around them was recognized by the **Community Service Award** it won for its monthly service days within its local community.

Along with partnering with large philanthropic organizations, Cabeau also shuts down its office one day each month so that Team Cabeau can give time to a local charity or organization.

Notable new additions to Cabeau's 2017 product line will be available in January and include: Travel Locks, Luggage Straps, Luggage Tags, Travel Adapters, Eye Masks, Ear Phones, and Ear Plugs.

"Cabeau is fueled by innovation and our team creates solution-driven products designed by travelers for travelers. We don't want to just make great things; we want to make a difference. Every product we create provides smarter, easier solutions for a passenger's travel experience, and we are determined to become the leading supplier of travel products in travel retail," said Sternlight.



Cabeau's Evolution Cool Pillows and Midnight Magic Sleep Mask.

TFWA reports: Confectionery a key driver of footfall and conversion

The TFWA Category Report on confectionery highlights the important role that confectionery plays in attracting customers to duty free and travel retail across all categories.

Part of the TFWA Category series produced by Counter Intelligence Retail, the report was based on about 1,000 shopper interviews conducted at four key airports across the globe. A minimum of 50% of the sample were duty free buyers.

Confectionery is a major lure to shoppers and provides a welcome element of theater within the channel, concludes the Report.

Confectionery has one of the highest levels of conversion, with nearly half (49%) of all visitors to the sector going on to make a purchase, putting it on par with alcohol. Confectionery buying is also the most impulse driven, with almost 2/3 buying on impulse, significantly higher than all buyers (41%).

The survey also confirmed the appeal of confectionery in gifting. Over 1/3 of respondents bought confectionery as a gift, higher than any category other than watches and jewelry. In addition, 54% of travelers in the study said they would be tempted to buy a product that was a souvenir or was unique to the country they visited, highlighting the role confectionery can play in creating a 'sense of place.' Travel retail exclusives are also popular, often because they are perceived as offering good value.

Quality was the top driver of purchase. One in four of those buying confectionery choose a particular product because of its quality; one in five select an item 'as a treat or reward' or because it is 'a well-known brand.'

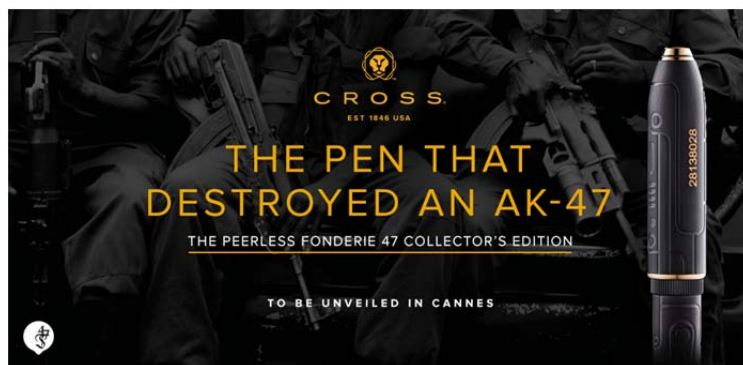
With 53% of confectionery buyers knowing the brand or the product they would buy for their main confectionery item, half of them bought something other than their regular product and of these, a third bought an occasional product and 17% bought a product for the first time.

The price picture is mixed. A quarter of shoppers check prices before they arrive in store, and only 30% believe confectionery at the airport is cheaper than on the high street, the lowest of all categories. And 18% of non-buyers in confectionery did not buy because they thought airport prices were more expensive.

"A great confectionery offer is the perfect way to catch the attention of shoppers, and appeal to the gift buyer as well as those looking to treat themselves," says TFWA President Erik Juul-Mortensen.

"Brands, retailers and airports could consider how they engage the customer and raise the perceived value of the category exclusive products or attention-grabbing promotions – if they are to continue to drive sales in this core category."

The full report is available as an exclusive benefit to TFWA members at www.tfw.com.



David Ferreira dferreira@cross.com

FDFA Gold Standard winners - 2016

The winners of the annual Canadian duty free awards were announced last night at the Gala dinner concluding the Frontier Duty Free Association's 2016 Convention and Trade Exhibition, held at the Hyatt Regency Hotel in Toronto, Canada.

BEST MARKETING AWARD	West Coast Duty Free	Sponsor: FDFA
NEW IDEA AWARD	Niagara Duty Free	Sponsor: FDFA
NATIONAL BRAND INTEGRATION AWARD	Sault Ste. Marie Duty Free	Sponsor: FDFA
BEST CANADIAN AIRPORT DUTY FREE COMPANY	AirRianta International (North America)	Sponsor: FDFA
SUPPLIER OF THE YEAR - LARGE	JTI-Macdonald Corp.	Sponsor: FDFA
SUPPLIER OF THE YEAR - SMALL	Michel Germain Parfums Ltd.	Sponsor: FDFA
DUTY FREE DISTRIBUTOR/	Distribution Fontaine Inc.	Sponsor: FDFA
AGENT OF THE YEAR		
PLATINUM AWARD – CATEGORY A	Abbotsford Duty Free	Sponsor: Americas Duty Free Magazine
PLATINUM AWARD – CATEGORY B	Importations Guay Ltée	Sponsor: Americas Duty Free Magazine
BEST NEW FRAGRANCE/COSMETIC	Dior SAUVAGE	Distributed by: DFX Distribution/BHI
BEST NEW SPIRITS/TOBACCO/BEER	Crown Royal Northern Harvest	Sponsor: TMI & The Moodie Report
PRODUCT		Distributed by: Diageo GTME
BEST SPECIALTY PRODUCT	Maple Cream Cookies	Sponsor: TMI & The Moodie Report
- Confectionary, Food & Souvenirs		Distributed by: Turkey Hill Sugarbush Ltd.
BEST SPECIALTY PRODUCT - Jewelry, Watches,	Relic Handbags	Sponsor: TMI & The Moodie Report
Handbags & Accessories		Distributed by: Fossil Group
OUTSTANDING LAND BORDER DUTY FREE	Carolyn Schwark	Sponsor: Retail Council of Canada
EMPLOYEE AWARD	DFS Ventures (Emerson Duty Free)	
OUTSTANDING AIRPORT DUTY FREE	Gus Kalaidopoulos	Sponsor: Retail Council of Canada
EMPLOYEE AWARD	Nuance Duty Free	

Former TR exec Saul Hyatt pleads guilty to tax evasion from sale of duty free tobacco and alcohol; will be sentenced in January

The United States Department of Justice (USDOJ) issued a report on Sept. 21 announcing that former duty free executive Saul Hyatt has pleaded guilty to conspiring to conceal assets and income from the sale of duty free alcohol and tobacco worth more than \$1.5m from the Internal Revenue Service (IRS).

Hyatt, 53, pleaded guilty before U.S. District Judge Freda L. Wolfson of the District of New Jersey to concealing assets in an undeclared bank account held in Panama for his benefit. Hyatt will be sentenced on Jan. 6 and has been ordered to pay full restitution to the IRS and civil penalties of more than \$850,000.

According to documents filed

with the court, Hyatt conspired with another individual in the United States and others to conceal his assets and income derived from the sale of duty free alcohol and tobacco products. The charge covers the period between 2006 to 2012.

Hyatt was formerly president and COO of DFASS Group, but there is no mention of DFASS anywhere in the DOJ statement.

According to the DOJ, Hyatt used a registered Panamanian corporation, Centennial Group, to buy and sell the duty free products.

The alcohol shipped through a customs-bonded warehouse in the Foreign Trade Zone in Fort Lauderdale, Florida.

The tobacco products, Chinese-brand cigarettes sold under the names "Chung Hwa" and "Double Happiness," passed through a customs-bonded warehouse in North Bergen, New Jersey.

From 2006 to 2012, Hyatt directed that \$1,627,832 in profits from the sale of duty free alcohol and tobacco products be wired to his undeclared bank account in Panama. Hyatt has been accused of repatriating money from the Panamanian bank account to buy a Mercedes Benz SL 550R automobile and to pay for \$19,000 in interior design goods and services.

"The facts in this case are clear. Mr. Hyatt earned income through the sale of duty free

alcohol and tobacco products and intentionally had over \$1.6 million of profits wired into an undeclared offshore bank account in Panama," said Special Agent in Charge Jonathan D. Larsen of IRS-Criminal Investigation, Newark Field Office.

Judge Wolfson set sentencing for Jan. 6, 2017. Hyatt faces a statutory maximum sentence of five years in prison, as well as a term of supervised release and monetary penalties.

Hyatt has agreed to file true and accurate tax returns and to pay the IRS all taxes and penalties owed, in addition to paying an \$854,465.50 penalty for failure to disclose his foreign accounts, says the DOJ..



LINDT and Dufry join forces for an exclusive launch

THE SHISEIDO GROUP
has several positions available immediately:

**AREA SALES MANAGER
SOUTH AMERICA TR /
SKINCARE & COSMETICS**

Responsible for the development of the Group's skincare & cosmetics brands and achievement of sales; implementation of global strategies and marketing plan; management of P&L; negotiation of spaces with major retailers; supervision of field retail managers. Reports to Regional TR Sales Director.

Qualifications: Bachelor degree or above in Business Administration; minimum 3 years' experience in sales in the luxury industry; excellent communication skills (English/Spanish); strong management and analytical skills; 50% travel.

**MARKETING MANAGER TR
& LAT. AM. LOCAL MARKETS
/ SKINCARE & COSMETICS**

Responsible for development and implementation of Marketing plans and communication of brand objectives and strategies for all skincare and cosmetics brands; management of portfolio category and building brand equity and gaining of market share by leveraging innovation and creativity. Must have 5 years in the industry. Position reports to Marketing Director for the Americas. 30% travel. Degree in Marketing with 5 years' experience in the industry preferred

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

Responsible for implementation of trade marketing strategy, development of media plans, forecasting, and advertising. Will work closely with brand holder to assure brand image across region. Travel Retail and Local Market experience is ideal. Reports to Marketing Director for the Americas. 20% travel.

Marketing or Business degree required with strong analytical skills and excellent oral and written communication skills in English and Spanish. 3-5 years marketing experience is a must -MORE-

Lindt & Sprüngli and Dufry at TFWA Cannes.
Florian Gattiker, Regional Sales Manager Europe
& Markus Suter, Regional Sales Manager The Americas, Lindt & Sprüngli, Julian Diaz, CEO Dufry, Patrick Fuchs, Maitre Chocolatier, Peter Zehnder, Head of Division Duty Free, Lindt & Sprüngli, Antonio Gea, Dufry Global COO, Manuela Facheris, Dufry Global Category Head – Confectionery, & Eduardo Heusi, Dufry Global Category Director Confectionery

LINDT & Sprüngli is teaming up with Dufry for the exclusive launch of a new and exclusive Stracciatella flavor especially developed for Dufry.



**THE SHISEIDO GROUP
(CONTINUED)**

**PRODUCT MANAGER
/ SKINCARE & COSMETICS**

Contributes to the execution of marketing strategies, coordination of launches, promotions, implementation of marketing plan, forecasting, product launches, animations, ordering of media and PR images. Reports to Marketing Manager

Knowledge of Photoshop preferred: strong knowledge of MS Office a must. Degree in Marketing/Business field preferred. A minimum of 3 years' experience in the industry (in skincare & make-up is a must)

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

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

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

Applicants please send resumes to:
gcamplani@bpi-sa.com

The new flavor will be available in two bestselling ranges: LINDOR balls with *Heavenly Lindor* and LINDT's individually-wrapped assorted Napolitains with *Heavenly Naps*.

This is the first global Dufry campaign by LINDT.

COTY

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

Mission

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

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

Requirements

University Commercial/Finance degree
 Fluent English (Spanish & French a plus)
 At least 3 years of relevant work experience in an international environment
 Industry knowledge a plus
 Excellent knowledge of Excel

Please send resumes to
Andres_Romero@cotyinc.com

These exclusive to Dufry products will be promoted together at airports all around the globe, including Zurich, London, Madrid, Barcelona, Milan, Stockholm, Brazil and Argentina. Each airport will feature unique POS displays with the LINDT Master Chocolatier plus location-specific tailor made POS communication material.

In addition, a Mix & Match Bag has been developed to drive ticket value. The concept will run for one year.

The campaign is supported by a Dufry staff reward program in which the best performing Dufry sales team will be given the opportunity to travel to 'Chocolate Heaven' at the Jungfrauoch in Switzerland. This is the world's highest LINDT Chocolate shop, located 3,454m above sea-level.

Other prizes can be won on a monthly basis. Find more information at <http://www.lindt.com>

Estée Lauder to acquire Too Faced make-up brand

The Estée Lauder Companies Inc. has signed an agreement to acquire Too Faced, the feminine, playful makeup brand renowned for high-quality, stylish cosmetics. One of the fastest growing makeup brands in specialty-multi and online, Too Faced is expected to strengthen the Company's leadership position in the fast-growing prestige makeup category globally, increase the Company's consumer reach in the specialty-multi channel, and win with millennials – all in strong alignment with the Company's strategy.