Corrigan leads new WEBB GTR

Stephen Corrigan has been named managing director of the recently launched company, WEBB Global Travel Retail (WEBB GTR). Corrigan teamed up with industry veteran Andy Consuegra and others to launch WEBB GTR on July 1, 2017.

WEBB GTR will distribute its portfolio of premium spirits and wines for the travel retail markets in the Americas, Europe, Middle East and Asia.

“It’s a privilege to launch WEBB GTR with Andy Consuegra and our team of talented industry veterans. Our objective is to pioneer a consumer-centric distribution company — one whose expanding portfolio targets the traveling consumer who demands authenticity and discovery in all aspects of life. To achieve this, we’re championing spirits brands, many of which deliver on the true meaning of “craft,” as we build the most respected craft portfolio in this advancing segment of the industry,” says Corrigan.

“Spirits and wines purchase decisions increasingly are driven by an emphasis on substance over mere style. Built on a strong foundation with partners such as Tito’s Handmade Vodka and a growing portfolio of inspired spirits, we will offer the trade unique and unparalleled value through brands that deliver the legitimacy demanded by today’s consumers.”

In Europe, the Middle East and Asia, the WEBB GTR portfolio comprises authentic, award-winning spirits, with a mission to deliver the “brands superlative exposure and scale,” say the company executives.

These include Tito’s Handmade Vodka, Sazerac brands Buffalo Trace bourbon, Southern Comfort, Fireball Cinnamon Whisky and Paddy Irish Whiskey, among others. Rebecca Creek Distillery, Molly’s Irish Cream and Bumbu craft rum round out the portfolio.

WEBB GTR also will distribute its well-established wine collection of Luc Belaire, Mionetto, The Wine Group and Cape Classics wines.

In the Americas, WEBB GTR launches with Rebecca Creek Distillery and Terra Spirits & Liqueurs, along with the wine portfolio.

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Olivier Bottrie takes expanded global retail role at Estée Lauder Companies

Olivier Bottrie will be taking an expanded role at The Estée Lauder Companies effective Oct. 1, assuming the responsibility of strategic development of the company’s retail stores globally, along with his travel retail position.

Under the title of Global President, Travel Retail and Retail Development, Bottrie will continue to report directly to Cedric Prouvé, Group President, International and with an added matrix line to Chris Good, President, North America for his new Retail responsibilities.

Bottrie will also continue to serve as a member of the Company’s Executive Leadership Team.

Bottrie has been President, Travel Retail Worldwide since 2004. His extensive global retail expertise is expected to help further diversify and profitably grow the Company’s freestanding store portfolio which includes more than 1,400 directly operated retail stores around the world.

In this new role, he is well positioned to further strengthen retail operational excellence and efficiency, drive increased consumer coverage and strategic expansion of freestanding stores, enable enhanced omnichannel experiences, and imagine and develop future retail store models, says the company announcement.

“Retail Development is central to our growth strategy, and Olivier’s extensive background in retail will help our company continue creating new, innovative and elevated prestige retail experiences for our global consumers,” said Cedric Prouvé, Group President, International. “Olivier’s deep understanding of the consumer journey will help inspire new omnichannel opportunities and accelerate growth in retail stores.”

Bottrie and his global team tripled sales over the past ten years in this highly competitive and volatile channel, ending FY17 with its best growth in five years. This success reflects Bottrie’s ability to expand the Company’s brand portfolio by continually making the right strategic choices to bring the Company’s products and services to traveling consumers, says the company.

Chris Good, President, North America, added, “Olivier is recognized as a strong and agile leader who swiftly adapts to changing demands and who focuses his team on the areas of highest potential to drive success. He develops talent and builds high performance teams to achieve business goals.”

Bottrie received the National Order of Merit of France and the National Order of Honor and Merit of Haiti.

Global TR contact: Zack Boiko, zboiko@Actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us
Godiva makes senior executive appointments: names Young-Scrivner as new CEO; Cockerham to top TR marketing role

Premium chocolatier Godiva has appointed Annie Young-Scrivner as its new Chief Executive Officer. The appointment became effective on September 14.

Young-Scrivner joins Godiva from Starbucks where she served as Global CMO, Starbucks Coffee Company and President, Tazo Tea, and previously was the president of its Canada business. She also served as President of Teavana Teas. Before that, she spent 20 years in senior leadership roles at PepsiCo including as President and Chairman of PepsiCo Food in China.

Young-Scrivner will be based in Godiva’s New York office and will lead the continued development of markets including Japan, China and North America as well as Godiva’s successful Global Travel Retail business.

Young-Scrivner succeeds Mohamed Elsarky, who held the positions of CEO and President of Godiva Inc for the past seven years. Elsarky has decided to step down from his current role to focus on new projects he wishes to undertake and will continue to be part of the Group, working closely with the chairman and as a member of the Yildiz Holding Leadership Team.

Murat Ulker, Chairman of Godiva, said: “I would like to take this opportunity to personally thank Mohamed Elsarky for his strong contribution and commitment to Godiva since 2010. During his tenure, we have built a truly global brand with a world-class pool of talent, creating a solid foundation for continued growth. Mohamed will continue to be an integral part of the leadership team within Yildiz Holding and I look forward to working with him and continuing to benefit from his considerable experience and deep industry knowledge.”

In more new appointments, Godiva has named Suzanne Cockerham to the role of Marketing Director, Global Travel Retail and Continental Europe Retail.

Reporting to Matthew Hodges, General Manager Global Travel Retail, Cockerham is charged with driving the global travel retail and European domestic retail marketing strategy for Godiva from new product development through to in-store activation.

Cockerham has worked in the luxury sector for over 15 years, working with such brands/companies as Parfums Christian Dior, Jean Paul Gaultier fragrances, Beauté Prestige International and the Estee Lauder Companies.

Cockerham’s predecessor Leen Baeten has been appointed to lead Godiva’s marketing team in the Americas domestic market from the company’s base in New York.

Corrigan to head up WEBB’s new TR division

Continued from page 1.

In addition, the company’s U.S. Military Division manages a strong craft-driven portfolio including Ghost Tequila, Rebecca Creek Distillery, WhistlePig Rye Whiskey and Egan’s Irish Whiskey. In the Americas Travel Retail channel, it is important to note that Tito’s and Sazerac remain partners of The Edrington Group.

WEBB GTR was formed shortly after the highly profitable joint venture known as Edrington WEBB Travel Retail Americas (EWTRA) was purchased by The Edrington Group on June 1, 2017, as part of its plan to consolidate all global travel retail operations.

Aside from the travel retail channel, the WEBB name has been a presence on behalf of leading brands in the Caribbean and select Central American domestic markets since 2007.

WEBB GTR Managing Director Stephen Corrigan will be at the TFWA Show in Cannes, beginning Sunday, October 1, to further share plans for WEBB GTR. He can be reached at stephen@webbmiami.com.

In addition, WEBB GTR is sharing space with Duty Buddy, a leading digital retail partner, at Booth #DB9 in the Digital Village, Wednesday, October 4.
Swarovski shines up its sparkle in TR

With more than 270 sales locations across the travel retail channel in the U.S. – including 16 licensed self-standing mono-boutiques, Swarovski has a strong presence in the airport and cruise sectors across the region. Nevertheless, the producer of premium jewelry, watches, decorative objects and accessories – not to mention the maker of the most famous crystals in the world – has been intently polishing up its image to assure the same sparkle shines in all locations.

“We have opened 3 new travel retail airport locations in the past year alone with more in the pipeline,” Paul Collica, Swarovski Director of Travel Retail tells TMI.

Among the key new boutiques that debuted recently are one New York’s LaGuardia Airport in Terminal C, with operating partner St. Croix Airport Retail, which opened in June; another one in Houston IAH in the new Terminal C North, also with St. Croix; and a very innovative side by side co-branded concept with Swarovski and Tumi in Tampa International Airport with Stellar Partners that opened in last September. Stellar received ARN’s first place award as Best New Retail Concept for this shop.

Collica says that Swarovski and its airport partners plan several additional new stores from recent RFPs. These include a new location in Seattle, operated by Pacific Gateway Concessions, which is part of the redevelopment of Sea-Tac’s Airport Dining & Retail (ADR) program plus another new location in Raleigh-Durham, to be operated by Paradies Lagardère, which is projected to open in Spring 2018.

All the new airport boutiques feature Swarovski’s Crystal Forest store design concept.

The Crystal Forest retail design concept was created in collaboration with Tokujin Yoshioka, a Design Miami Designer of the Year award winner, and debuted in Tokyo’s Ginza district in March 2008. It has been rolling out ever since.

The last Swarovski travel retail store in the U.S. that carried the old red and blue design – a boutique in Philadelphia operated by Stellar--went dark in August, says Collica, adding that the company has an RFP in for new space in the terminal.

Designed as an environment to reflect the beauty of the Swarovski product offerings, Crystal Forest features stainless steel prisms on the exterior, crystal strand panels at the store entrance, and textured walls featuring reflective white prisms to create the illusion of a crystal forest. The play of light on the different materials enhance the sparkle of the store, says the company.

This image is being reflected in both Swarovski’s airport and cruise locations, says Collica.

“Travel retail has become much more of a focus for the company over the past three years. We are making sure that all our travel retail stores in the U.S. and on all of our cruise ships represent the brand in the best of light to make sure that they look like one of our company-owned stores.

“Now the philosophy is that when someone gets on that ship – whether it be here in the U.S. or in Europe or Asia -- the Swarovski store they saw onboard represents what they will see on the mainland. We have done a lot of work to remodel and update and upgrade on all of the cruise ships,” he confirms.

Swarovski is seeing the results of the investment – and a new structure –over the past three years. All of the licensed airports, malls and casino boutiques had formerly been handled together. But now travel retail is separate: “Each of these catered to a very different customer,” says Collica.

“I think that in travel retail we are gaining momentum back. People are seeing all these new TR stores opening and it is really enhancing the image.

With much of Swarovski’s travel retail sales being Asian driven, Collica says his team has taken a close look at its assortment to make sure that it appeals to its Asian customers.

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**Strong sales surge at B+D**

Argentina-based eyewear manufacturer B+D reports sales rose 27% in the first eight months of 2017, compared to the same period the previous year.

Sales came from all geographical areas, says B+D CEO Roberto Crom, growing well in Europe and the Americas with Dufry. The company signed a global distribution contract with WH Smith which has been significant in B+D’s first half sales growth in the Middle East, and the brand also launched in Australia and New Zealand with partner AWPL, says Crom.

In addition, B+D reports strong growth with London Supply in their stores in Puerto Iguazu and Tierra del Fuego.”

The company will be showing its new readers and sunglasses collections in Cannes at the B+D stand (A21) in Yellow Village.

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**Swarovski continued from page 3.**

“These grab-and-go carrousels have significantly increased sales. The airport customer sometimes only has three minutes to make a purchase. The units also help with the main clientele, who often do not want to interact with the sales associates. They would rather look at the goods themselves,” says Collica.

The bottom line is that Swarovski’s travel retail business in the U.S. airports and cruise lines is growing and the company is expanding the team. Collica now has three district managers under him, one in Miami, one based in Chicago and one in Los Angeles.

“The Swarovski brand is sparking in travel retail; our crystals are unique to the industry. The customer knows our brand; it has been around since 1895,” concludes Collica.

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**Hurricane Maria pummels St. Croix and Puerto Rico; damage is described as “apocalyptic”**

Two weeks after Hurricane Irma tore through the Caribbean the week of Sept. 6, causing catastrophic destruction and killing more than 33 people, another Category 5 storm, Hurricane Maria, caused more destruction, especially on St. Croix and Puerto Rico.

St. Croix and Puerto Rico – both of which had escaped the brunt of Hurricane Irma, were being used as staging areas from which to launch rescue and recovery efforts after Irma. Both major islands were devastated by the second storm, magnifying the difficulty of the rescue efforts dramatically.

The Cyril E. King Airport on St. Thomas is expected to reopen for commercial flights on Thursday, Sept. 28, USVI Governor Kenneth E. Mapp announced Monday.

Governor Mapp said that flight schedules are to be determined by the airlines, and travelers will clear U.S. Customs on arrival and not in the U.S. Virgin Islands this week. Plans are underway to open the Henry E. Rohlsen Airport on St. Croix next week.

Mapp met with the officials of FEMA and TSA on St. Croix to discuss reconstruction and recovery efforts. The Governor has made a formal request to FEMA and President Trump for support for a special community disaster relief loan.

Updates on the Virgin Islands can be found at the Virgin Islands Consortium Facebook page, and daily restoration updates are available on the WAPA website: www.viwapa.vi and the VI Facebook page.

**Puerto Rico**

There are 3.4 million residents living in Puerto Rico. Puerto Rico’s Governor, Ricardo Rosselló, is describing the damage there as “apocalyptic.” Residents do not have access to water, power or roads. Communications are still down. It is reported that more than 95% of the cell phone towers are inoperable.

Puerto Rico has suffered a major blow to its agricultural industry as well, says The New York Times, reporting that more than 80 percent of the island’s crops have been destroyed by the historic storm.

Governor Rosselló said in media reports that the Guajataca dam in the western part of the island is in danger of collapsing, which could impact 70,000 people.

In its latest update, the Caribbean Tourism organization quoted Jose Izquierdo, executive director of the Puerto Rico Tourism Company, reporting that the Luis Muñoz Marin International Airport is now open to commercial flight traffic and that some operations began on Sept. 23. Cruise ports remain closed at this time.

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**HMSHost awarded new F&B contract at Minneapolis-St. Paul International Airport**

HMSHost has been awarded a 10-year Food & Beverage contract at Minneapolis-St. Paul International Airport to operate 12 dining spaces. The contract, valued at $367 million, was approved by the Metropolitan Airports Commission (MAC) on September 25.

HMSHost will be working in partnership with St. Croix Airport Retail, Inc. and Be Graceful Bakery and Catering, LLC. to open the new local and national brands.

Construction of the new locations is expected to be completed by the end of 2019. HMSHost has operated restaurants at Minneapolis-Saint Paul International Airport for many years.

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**EMPLOYMENT OPPORTUNITIES**

**ACTIUM**

Has immediate openings for the following positions based in Miami:

- **NEW**
  - **Customer Service Representative for Caribbean.**

  Responsible for providing exceptional customer service to clients and processing all orders. Position serves as a liaison between distribution team and 3rd party warehouse ensuring logistics procedures are followed. Responsible for maintaining and updating internal reports and systems by direct contact with clients, warehouse and brand.

  **Desired Skills and Experience**
  - *Bachelor’s degree in related field*
  - *1-3 years of relevant professional experience; Bilingual English - Spanish; French is a +; Excellent written and verbal communication skills; Attention to detail/ accuracy; Time management and sense of urgency; Proficiency in Excel & Quickbooks*

  Send resume to: prodrigues@actium.us

**Brand Manager - Fragrances**

The Brand Manager is responsible for developing and implementing tools to support the growth of the brand’s portfolio, including distribution organization, merchandising, marketing plans, new product launches, animations, and training of sales associates and negotiating business development opportunities in the cruise industry and US Travel Retail and Caribbean Local Market and airports.

- **Requirements**
  - *US TR Experience*
  - *Bachelor's degree in business administration, sales and marketing*
  - *5 years min. of relevant professional experience in travel retail channel either cruises is a must and a plus is US Travel Retail*
  - *Travel 30%*
  - *English speaking – Spanish and French are a plus but not a must*
  - *Excellent communication and presentation skills*
  - *MS Office skills (Excel and PowerPoint mainly) – High expertise in Excel is a must.*

Send Resume to: hfraysse@actium.us
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.

https://career4.successfactors.com/career?career_ns=job_listing&company=Hershey&selected_lang=en_US&jobAlertController_jobAlertId=&jobAlertController_jobAlertName=&s_crb=HSDtuwTVWQOSvHl%2byhu4SY0%3d

The Hershey Company is an Equal Opportunity Employer - Minority/ Female/Disabled/Protected Veterans

Kate Spade Fragrances

The Premiere Group

has an opening for an
International Trade Marketing Manager

Reporting to Sr. VP International Bachelor in Marketing, International Trade or equivalent
New York based – No relocation package

The ideal candidate must have excellent communication and presentation skills
3 to 5 years’ experience, Well-travelled and multilingual.

Responsibilities include:
Adapt Global Marketing presentation to international needs at country level;
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
- Validates and delivers the product orders
- Other duties as required.

Please send resumes to HR@tpgbeauty.com

ESSENCE CORP.

has an immediate opening for a
Trainer – In Store Promoter Caribbean Territory

• Knowledge and understanding of retail environment to organize promotions and Sell-out Actions at Point of sale; Ability to work independently; prioritize and handle multiple deadlines; Expert knowledge on makeup, skincare and fragrances; Extraordinary level of attention to detail; Excellent organization
• Must be able to travel 50% of the time; Fluent English and Spanish
• 3+ years in retail sales, training/ education
• Experience in luxury beauty related industry

Accounts Receivable Clerk

The Premiere Group is currently seeking to fill the position of an Accounts Receivable Clerk reporting to the Controller.
The candidate must have excellent communication skills verbal and written in English and Spanish.
Customer service orientation and negotiation skills with a high degree of accuracy. Advanced knowledge of Excel with hands on experience in operating spreadsheets. Knowledge of SAGE software is a plus.
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 musallan@essence-corp.com

ALTIMETRE GROUP

has an immediate opening for an:
Account Coordinator Caribbean Territory

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

See us in Cannes at Yellow Village, B 19