



## Duty Free Americas Brazil opens second store in Manaus International Airport

Duty Free Americas Brazil (DFA) has further reinforced its presence in Brazil by opening a 2,400 sq. foot duty free store in the departures area at Manaus International Airport. This is DFA's second store at the airport.

This past September, DFA opened a 5,000 sq. foot duty paid store in the airport's public hall, and the company is scheduled to open another duty free store measuring 4,750 square feet in the arrivals area of the airport in early 2017.



## Erik Juul-Mortensen re-elected TFWA president

Erik Juul-Mortensen has been re-elected president of Tax Free World Association for a further year. The election, which took place during the quarterly meeting of the TFWA Management Committee on December 9, in Lisbon, was unanimous.

Juul-Mortensen said: "This is an exciting time for the industry and for TFWA. In 2017, we will be progressing the review of our strategy to ensure that we continue to meet the needs of our members and the wider duty free and travel retail sector. I am honored to be asked to continue in the role of president of TFWA for a further year. I look forward to working alongside the TFWA Board, Management Committee and executive team."

Juul-Mortensen has been a member of the TFWA Management Committee since the association was founded in 1984. He was elected to the board in 1986, serving as vice president marketing and communications for ten years with a further year as VP special projects.

He has been president since September 1999.



*DFA Brazil's new 2,400 sq. foot duty free store in Manaus International Airport.*

The 10-year contract signed with Infraero, the Brazilian government corporation that manages many of Brazil's largest airports, grants DFA the right to operate at the airport until 2026.

Manaus International Airport is the major international airport serving Northern Brazil and the busiest in the region in terms of the number of international passengers. In 2016, over 3 million passengers visited the airport, of which more than 200,000 were international.

DFA's Jerome Falic commented, "We are proud to announce the opening of our newest airport stores in Brazil, particularly since they represent the very first duty free stores ever at Manaus International Airport. Our duty paid store at the airport will also allow us to tap the important domestic traffic there."

Falic added, "With 18 travel retail stores currently open or under construction in Brazil, DFA is committed to remaining the largest duty free operator in the Western Hemisphere. We look forward to a successful partnership with Infraero, and commend Michael Dinar and his team for yet another fantastic job getting these beautiful stores open."

## PEOPLE

**Brown-Forman names new customer marketing mgr GTR**



*Colton Payne*

Eric Helms, marketing director for Brown-Forman Global Travel Retail, has announced that Colton Payne is the new customer marketing manager for Global Travel Retail. Payne takes over from Jeannine Wise, who recently joined the Brown-Forman Herradura and el Jimador Tequila team.

In his new role, Payne will be responsible for implementing the strategic vision for Brown-Forman's travel retail business and the global travel retail portfolio. His appointment became effective on December 16, 2016.

Since 2014, Payne has served as associate brand manager – wines for the North America Region. He joined Brown-Forman in 2012 as global digital manager for Modern Liqueurs. Helms stated that Payne will be a terrific addition to the Brown-Forman Global Travel Retail team.

"Colton's background and expertise will prove to be a great asset in his interaction with key travel retail customers as well as his responsibilities in the management of the Brown-Forman GTR trade marketing group. We look forward to his contributions in maintaining the progress and success enjoyed by Brown-Forman Global Travel Retail over the past two decades," Helms said.

Payne will report to Helms, and will continue to reside in Louisville, Kentucky.



Contact Bob Syner, for Caribbean/C & S. America/  
DF Americas export markets [info@specialtybrands.net](mailto:info@specialtybrands.net)

## OAG Megahubs report shows U.S. airports most connected in the world

U.S. airports are the most connected in the world, reports a new analysis by the air travel intelligence firm OAG.

According to the 2016 edition of the OAG Megahub Index, nine of the Top 10 Megahubs are located in the U.S., one more than in 2015.

In order the Top 10 megahubs include U.S.-based Chicago O'Hare International, Atlanta Hartsfield-Jackson International, Dallas/Fort Worth International, Denver International Airport, Charlotte Douglas International, Los Angeles International, Seattle Tacoma, San Francisco and Phoenix International.

Overall, there are 22 U.S. airports among the Top 50 Megahubs. Rounding out North America, Canada's Toronto Pearson and Vancouver took 19<sup>th</sup> and 30<sup>th</sup> places, respectively.

The highest ranking Megahub outside of the U.S. is Jakarta's Soekarno-Hatta International Airport (CGK) in Indonesia, which is ranked in 7<sup>th</sup> place.

Chicago O'Hare International Airport (ORD) is the largest Megahub in the world. On a single day in August, there were over

270,000 possible connections between flights arriving at ORD and flights departing within a six-hour window, said OAG.

London Heathrow Airport (LHR) is the highest-ranked Megahub in Europe, ranked 15<sup>th</sup> overall. Last year it was placed well ahead of other European rivals but the gap appears to be closing with Frankfurt (FRA) ranked 20<sup>th</sup> and Amsterdam (AMS) ranked 21<sup>st</sup>.

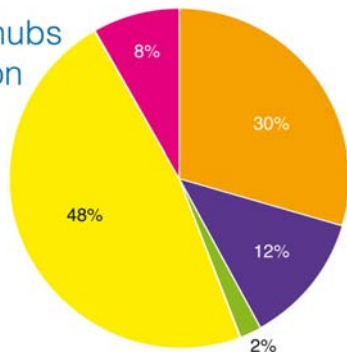
Sao Paulo Congonhas Airport (CGH) is the largest Megahub in Latin America but its ranking has fallen since the 2015 edition, from 7<sup>th</sup> place to 23<sup>rd</sup>. Mexico City came in at 25<sup>th</sup> place, Bogota, Colombia, was #39 and Sao Paulo Guarulhos was #41.

China had three airports ranked in the top 50 Megahubs, Beijing at #40, Shanghai at #44 and Guangzhou at #45.

OAG defines Megahubs as those airports with the highest ratio of possible scheduled connections to the number of destinations served by the airport. OAG includes online and interline connections as well as low-cost carriers' (LCC) connections in compiling its data.

### Top 50 Megahubs share by region

- Asia Pacific
- Europe
- Middle East and Africa
- North America
- Latin America



Source: OAG 2016 Megahub Index

## Cruise numbers continue to surge

An estimated 25.3 million passengers expected to sail in 2017, a strong surge from 15.8 million just 10 years prior (2007), says Cruise Lines International Association (CLIA) in its *2017 State of the Cruise Industry Outlook* released last week.

The report details a steady pace of cruise travel interest and significant investment in the industry.

More ships will set sail in 2017. CLIA reports that cruise lines are scheduled to debut 26 new ocean, river and specialty ships in 2017 for a total investment of more than \$6.8 billion in new vessels. From 2017-2026 the industry is expected to introduce a total of 97 new cruise ships totaling an estimated investment of \$53 billion through 2026 (Note: Figures represent the entire cruise industry, not only CLIA cruise line members).

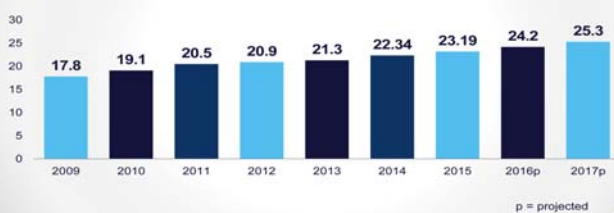
"The cruise industry is responding to global demand and we are highly encouraged by both the short-term and long-term outlook," said Cindy D'Aoust, president and CEO, CLIA. "From technological advancements and deployment of new ships to new ports and destinations around the world, the industry continues to respond to desires of today's travelers resulting in steady growth and strong economic impact around the world."

Cruise industry expenditures generated \$117 billion in total output worldwide, supporting 956,597 full-time equivalent employees who earned \$38 billion in income in 2015.

### 2017 PASSENGER CAPACITY SNAPSHOT

2017 = 25.3 Million Passengers Expected to Cruise

CLIA Global Ocean Cruise Passengers (In Millions)



Travel Markets Insider 255 NE 3<sup>rd</sup> Ave., #312,  
Delray Beach Florida USA 33444  
[parsnip5@aol.com](mailto:parsnip5@aol.com) [www.travelmarketsinsider.net](http://www.travelmarketsinsider.net)



## Hong Kong's Chow Tai Fook Enterprises buys bankrupt Baha Mar Resort; phased opening planned to begin in April 2017

After nearly two years of being stalled by bankruptcy proceedings, the \$3.5 billion Baha Mar Resort project in the Bahamas has finally been sold and can proceed with its development.

Hong Kong-based conglomerate Chow Tai Fook Enterprises Limited, or CTFE, has signed an agreement to own and operate the resort, which had initially been scheduled to open in late 2014 before declaring bankruptcy due to construction delays. Terms of the deal were not disclosed.

"CTFE will dedicate significant, ongoing investment and resources towards the pre-opening and opening of Baha Mar Resort," said Graeme Davis, the president of CTFE's Bahamas subsidiary. "We will also ensure that the Bahamian people and the region benefit fully from the project, which will create tremendous job and economic stimulus opportunities. Further, by combining our global hospitality expertise with the vibrant and authentic Bahamian culture, we will create a memorable, unmatched experience for guests of which all Bahamians can be proud."

CTFE, which owns the global Rosewood Hotel Group, said it was committed to a phased opening of the Baha Mar in April 2017.

The first phase will include the casino hotel, casino, convention center and golf course, according to the company.

CTFE plans to invest an additional \$200 million in the project to support reopening and redevelopment of the beachfront Crystal Palace Casino Hotel site.

Davis continued, "The Bahamas is one of the most iconic and popular destinations in the Caribbean. As we build on the foundation that has been established thus far, a critical part of our vision for Baha Mar Resort is to showcase the extraordinary beauty of the island in addition to its culture. In partnership with the Bahamian people, we look forward to delivering future guests a resort that is distinctive not only for the Bahamas but for the entire Caribbean."

CTFE said that it is in discussions with several global hospitality brands to be luxury hotel operators at Baha Mar including Grand Hyatt, SLS Hotels, and CTFE subsidiary, Rosewood Hotel Group.

CTFE's Rosewood Hotel Group owns and/or operates 55 hotels in 18 countries including three Caribbean resorts: Jumbay Bay, A Rosewood Resort in Antigua, Rosewood Tucker's Point in Bermuda, and Rosewood Little Dix Bay in the British Virgin Islands (re-opening 2017).

To prepare for the opening of the casino hotel and casino, CTFE also said that it is onboarding a leadership team of executives from international brands and will begin recruiting casino employees in the New Year.



*Under new owner, Hong Kong-based conglomerate Chow Tai Fook Enterprises Limited, or CTFE, the Baha Mar Resort could finally open its doors in April.*

It is also in discussions to form marketing alliances with global gaming companies.

"We are delighted to have CTFE join Baha Mar Resort as the owner and developer, leveraging its expansive network and resources to open new markets and opportunities for The Bahamas that will deliver great benefits to the island and our people," said Prime Minister Perry G. Christie.

"The Government is confident that CTFE has the precise capabilities and track record to successfully complete and operate Baha Mar Resort from both a lodging and casino perspective. We look forward to having such a renowned and experienced company turn the vision for Baha Mar Resort into reality."

## New printing/display company services TR industry

Springs Creative Products Group LLC, a global leader in innovations in textiles and printing, has launched a new business unit, Springs Creative Imaging Services, based in Rock Hill, South Carolina.

The new company was formed when Springs Creative Products Group acquired Florida-based Tanis Imaging Services, whose owner, Scott Tanis, has been creating display visuals for the travel retail/luxury goods industries since the early 90's.

Using a complete line of high-resolution printing, Springs Creative Imaging Service provides an expanded range of finished products for a variety of applications and industries. The company says that its products include, but are not limited to, window graphics, lamination, floor graphics, canvas printing, custom wall covering, soft signage, posters, banners and POP / POS displays.

The company's services include consultation, design, proofing, prototyping and providing production samples for final preview. This new branch of Springs Creative Products Group specializes in taking printing jobs from idea to finished product, as efficiently and exceptionally as possible, notes the company.

For more information, call 803-324-6300 or visit <http://springscreative.com/contact>.

## Reports hint Mondelez could be acquired by Kraft Heinz

Is Mondelez going back to its Kraft roots?

*Bloomberg News* and *Ad Age*, citing unnamed sources, reported last week that food company Kraft Heinz Co. is rumored to be taking over the confectionery company that once belonged to its Kraft side of the business.

Shares of Mondelez International spiked as much as 12% last Wednesday after a report surfaced.

Kraft Heinz is owned by Warren Buffett's Berkshire Hathaway and Jorge Paulo Lemann's 3G Capital.

According to *Bloomberg*, Kraft Foods Inc. changed its name to Mondelez International Inc. in 2012 after the spin-off of its North American grocery business, which was then known as Kraft Foods Group Inc.

In 2013, Berkshire and 3G took ketchup maker H.J. Heinz private. In 2015, Berkshire and 3G merged Heinz with Kraft Foods Group. The combined company has gained in market value as 3G slashed costs by cutting jobs and shutting factories.

In June, Mondelez attempted to acquire chocolate maker Hershey, but that offer was unanimously rejected by the Hershey board. At the time, observers speculated that Mondelez was seeking the merger in order to not become a target for acquisition itself.

*Bloomberg News* cited Swiss economic magazine *Bilanz* for the information. There have been no comments from the parties involved.

## DANZKA goes Blue Chip: The travel retail favorite premium vodka sponsors exclusive FWA event at NASDAQ's New York headquarters

The launch of DANZKA Vodka in the United States received a prominent boost this month, when the brand sponsored the annual charity holiday benefit for the prestigious Financial Women's Association (FWA) in New York City on Dec. 5.

There DANZKA held an exclusive tasting event with two DANZKA cocktails specially created for the occasion. The event took place at the NASDAQ MarketSite in Times Square, one of the most important financial venues in the world, and home to the CNBC broadcast studios, the major US financial television network.

The event was sponsored by DANZKA brand-owner Waldemar Behn, and CIL US Wines & Spirits (a division of Camus International), the company distributing DANZKA in North America. Members and guests of the FWA enjoyed an exclusive cocktail reception where they got to enjoy the DANZKA Blue Chip and the DANZKA Ticker Tape.

"These drinks were specially developed for this event and got their names because we are here in NASDAQ," comments Rüdiger Behn, Managing Director, Waldemar Behn, GmbH. "What a nice way to spread the message of DANZKA Vodka before the exactly right target audience."

DANZKA enjoyed prominent signage and promotional support at the event.

"I am so proud and thankful to have the chance to sponsor this great event here in NASDAQ, which is a very exclusive venue in the middle of Manhattan, and before this audience of opinion leaders," said Behn. "We had done a similar event in Berlin a few years ago with the same association and the outcome was excellent. We now hope that these industry-leading women in US finance joining us here this evening will recognize DANZKA and spread the message of DANZKA Vodka out to their network of

friends and colleagues."

The NASDAQ launch should also benefit DANZKA's travel retail business, notes Rüdiger Behn.

"DANZKA's debut at the NASDAQ MarketSite sends a huge message for our premium vodkas in the duty free world as well, as no other vodka can make this claim. Furthermore, the women joining this event are all frequent fliers so they will recognize the brand in airport stores wherever they travel worldwide."

The Financial Women's Association is a non-profit professional organization that acts as a voice for women in the financial community across all industries. Established by a group of Wall Street women to support the role and development of women in the financial services industry 60 years ago, FWA now numbers more than 1000 members worldwide. Some 85% of the memberships hold senior positions of power and influence within their companies, which range in size from very large to small firms.

"It was a great event and we were thrilled to have DANZKA drinks specifically crafted and named to go with the theme and locale. You might say that DANZKA Blue Chip and DANZKA Ticker Tape were born on the floor of the NASDAQ. Fabulous fun!!!" said FWA President, Katrin Dambrot.

Alexandra Albu, Sales and Marketing Director of CIL US Wines & Spirits, adds: "It is an absolute pleasure to be here in New York and have the opportunity to work with NASDAQ and this incredible group of professionals. We are delighted to welcome them and present our portfolio of brands which includes not only DANZKA Vodka, but also our mother brand Camus Cognac and a few of our wines and sparkling wines.

"This is a unique opportunity to



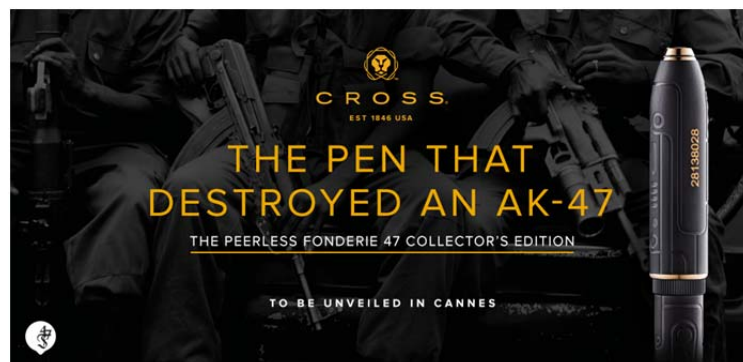
*Top: Waldemar Behn, Managing Director Rüdiger Behn, Alexandra Albu, Sales and Marketing Director of CIL US Wines & Spirits and FWA President Katrin Dambrot admire the prominent DANZKA signage and welcome guests to the FWA holiday benefit event at the NASDAQ MarketSite in Times Square, NYC, where CNBC broadcasts the financial news.*

be in front of such a crowd of New Yorkers, one of our primary markets. New York dictates trends worldwide for both on-premise and mixology, as well as what goes on in the industry worldwide.

"It is also a pleasure to be in front of an audience of such professionals, who travel and will see our brands in duty free and duty paid shops, and restaurants, all over the world."

The two DANZKA Vodka Cocktails created especially for

the FWA Holiday Benefit at the NASDAQ Marketplace by the mixologists at CIL US Wines & Spirits, include DANZKA Blue Chip, a slightly sweet cocktail made with DANZKA Vodka, Blue Curacao, Orange Bitters and Sparkling wine and DANZKA Ticker Tape, a refreshing, holiday forward cocktail combining DANZKA Vodka, St. Germain, Sparkling Wine and Grapefruit Bitters.






**CLARINS GROUPE**

has an opening for an  
**East Coast Sales Coordinator**  
 based in Miami.

The ideal candidate is highly organized, dynamic, self-motivated and with strong sales, analytical and managerial skills. Responsible to develop the sellout in his/her territory, implementation of merchandising, stock level follow-up, retail sales analysis, promotion set-up and management of the beauty advisors team. Ability to travel 50%. Fluent in English and Spanish. Proficient in MS Office. Education: Bachelor's degree. Experience: minimum 1 year experience in a commercial or similar role. Experience in Luxury Company within TR a plus.

Please send resumes to:

Samira Fayad

[samira.fayad@clarins.com](mailto:samira.fayad@clarins.com)

**COTY**  
 BEAUTY. LIBERATED



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](mailto:Andres_Romero@cotyinc.com)

**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-

**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](mailto:gcamplani@bpi-sa.com)

**OTIS McALLISTER, INC**  
 has an opening for an  
**Assistant Trade Marketing  
 Manager**

The full-time position is based in  
 Fort Lauderdale, FL 3312

The position will be responsible for managing and executing the marketing plan for Otis McAllister's Travel Retail division, implementing brand activities specific to the customers, retailers and suppliers, while ensuring execution of trade marketing strategies to successfully position the following brands.

**Confectionery Companies:**

*Ferrero Travel Market, Ghirardelli Chocolate Company, Haribo, Lindt Duty Free, Mars ITR, Mondelez International, Perfetti van Melle, Turin*

**Tobacco Companies:** *General Cigar Company, Toscano Cigars, Scandinavian Tobacco Group, Swedish Match*

**Responsibilities will include;  
 but not limited to:**

Supports the sales and marketing team.  
 Promotional Execution  
 Collaborate with retailer, supplier, and printer for retail artwork  
 Prepare customer and vendor meeting presentations  
 Minimal travel to attend trade shows is required.  
 Complete call reports

**Skills and Experience:**

Proficient in Microsoft Office (specifically Power Point) and Adobe Creative Suite (Photoshop and In-Design). Strong project management skills. Strong communication skills, both written and verbal. Excellent interpersonal/communication skills. Able to work well with a wide range of people. Bachelor's Degree in marketing or comparable discipline. Bi-lingual in English & Spanish preferred but not required.

**Required experience:**  
 Marketing: 2 years

Please send resume to:

[Rmerisier@otismcallister.com](mailto:Rmerisier@otismcallister.com)