



Dufry/Hudson Group extend Duty Free & Duty Paid contract at Las Vegas McCarran International Airport

Dufry, in partnership with Hudson Las Vegas JV and The Nuance Group (Las Vegas), LLC, this week announced that it has extended its duty free and duty-paid agreement with McCarran International Airport (LAS) by seven years.

The new contract includes over 18,000 square feet of retail space, including a new 6,000 sq. ft. duty free and duty-paid combination store, Las Vegas Dufry Shopping, in Terminal One D-Gates.

Dufry/Hudson is the exclusive operator of duty free retail at LAS.

Las Vegas Dufry Shopping will offer a broad product and brand assortment across all main duty free categories, including Perfumes & Cosmetics, Wine & Spirits, and Confection, as well as duty-paid categories such as Accessories, Essentials, Electronics, and Fashion.

Featured beauty brands include Chanel, Clinique and Dior, Estée Lauder, Lancôme, and Urban Decay. The high-end liquor assortment will feature an extensive collection of American Whiskies and Bourbons, and luxury Scotch Whiskies.

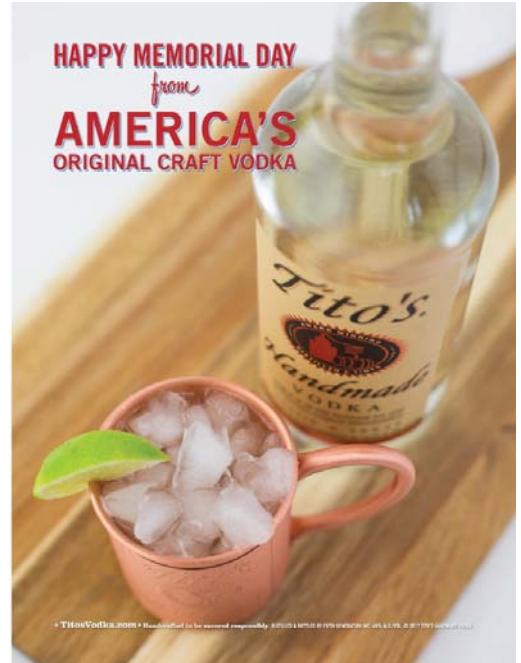
Hudson Group currently operates 32 stores throughout LAS, including three duty free shops under the Nuance banner in Terminal One and Terminal Three totaling 11,800 sq. feet.

“McCarran International Airport served 47.4 million passengers last year, making 2016 the second-busiest year in the airport’s 68-year history,” said Rosemary A. Vassiliadis, director of the Clark County Department of Aviation. “We are optimistic that this trend will continue, and we are proud to have the support of Hudson Group to bring business and leisure travelers a world class shopping experience.”

“Hudson Group has had the pleasure to serve McCarran International Airport travelers over many years, and we are very appreciative to have the opportunity to offer broader shopping options than ever before,” states Joseph DiDomizio, President & CEO of Hudson Group and Division CEO North America of Dufry.

“As the Traveler’s Best Friend, we look forward to maintaining and building on our strong relationship with the LAS management team through our shared exceptional commitment to travelers and customer service,” he added.

McCarran International just announced that last month was the first April ever to exceed 4 million passengers, setting another record for the airport. April delivered 4,062,190 passengers through the airport, up 3.8% from 3,912,116 in April last year.



 **DUFRY**

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Dufry opens refurbished arrivals store at Jamaica's Sangster International Airport



Dufry is also celebrating the recent inauguration of its newly refurbished 115 square meter **Montego Bay Duty Free** arrivals store at Sangster International Airport in Jamaica. The new store replaces a previous outlet that was only 10 square meters in size.

Designed as part of Dufry's global commitment to offer all of its customers a WorldClass experience, the new Montego Bay Duty Free arrivals store offers a specially chosen selection of products at attractive and competitive prices to arriving passengers as they exit the terminal.

The commercial offer in the new walkthrough-style store includes a wide range of international and local liquor, tobacco, international confectionery, fragrances and sunglasses, and offers customers important savings compared to the local market.

The renovations of the Montego Bay Duty Free arrival store at Sangster International Airport were carried out in close collaboration with MBJ Airport Limited (MBJ), a company which Dufry has worked in partnership with since 2012. The joint project has successfully created a unique environment for passengers that pass through this airport.

René Riedi, Division CEO for LATAM at Dufry, stated: “We are really pleased with the outcome of this new store. Jamaica is an important operation for the company and we are delighted to be making strides to pave the way for its continued success. We hope our customers enjoy shopping in this new store as much as we did creating it with our airport partners.”

Continued on next page.

The last formal ASUTIL Conference presents a world class line-up of knowledgeable speakers

The Speaker lineup at the 2017 ASUTIL Conference taking place in Rio de Janeiro June 6-9 is designed to give delegates a broad spectrum of information about the current state of the travel retail industry in Latin America.

As the last stand-alone ASUTIL Conference before the debut of next year's joint Summit of the Americas with IAADFS, registration has been running strong, says ASUTIL Secretary General José Luis Donagaray, and this should be an event to remember.

Wednesday morning will start off with a welcome by Donagaray and Gustavo Fagundes, COO, Dufry Brasil e Bolivia, and current president of ASUTIL. Fagundes will then present a business review of Dufry Brazil after the FIFA World Cup and the Olympic Games, and the impact the games had on travel retail at the time and in the future.

Donagaray will follow with an update on the affairs of the association and the industry in the region among the ASUTIL members.

ASUTIL welcomes a new speaker to the conference with Brazilian economist Murilo Portugal, Executive President of FEBRABANK (the Brazilian Federation of Banks). He will present an overview of the Brazilian economy and its challenges, especially as some indicators point to the beginning of a cyclical recovery.

The next speaker on Wednesday morning is an old favorite, Francisco "Paco" Heredia, one of the founders of the association who is now New Projects Development Manager at London Supply.

Paco, whose creative use of visuals made for the most enjoyable presentations, will give delegates a virtual ride in a DeLorean, as he travels back through time to remember the main topics of his speeches during the last two decades. Reaching the present, he will analyze the business of today.

Dufry Global COO José Antonio Gea will close out the first morning of the conference.

Following a morning of networking meetings on Day 2, Thursday's conference agenda begins with Ernesto Talvi, Academic Director of CERES, the Center for the Study of Economic & Social Affairs based in Montevideo, Uruguay. With a career that spans from the Brookings Institute to the Inter-American Development Bank, Dr. Talvi will discuss how the anemic global growth of the world's economies is affecting Latin America.

Next, Peter Mohn, Owner & CEO, m1nd-set, will present research on price perception in the travel retail channel versus the domestic market, followed by Martín Eurnekian, president, ACI-LAC and newly named president of airport operator Aeropuertos

Argentinas 2000 discussing the latest ACI report on the commercial evolution in Latin America's airports.

Looking at developments in the border business, Rafael Parodi, Commercial Department, Síñeriz Shopping, will talk about how his company transformed the traditional border duty free store into a one stop shopping experience.

Returning speaker Olga San Jacinto, Director of Google Latin America, will conclude the formal presentations by discussing digital in Latin America and how companies can best manage for results.

Donagaray tells *TMI* that ASUTIL is expecting between 6%-10% higher delegate attendance this year than last.

Sponsors

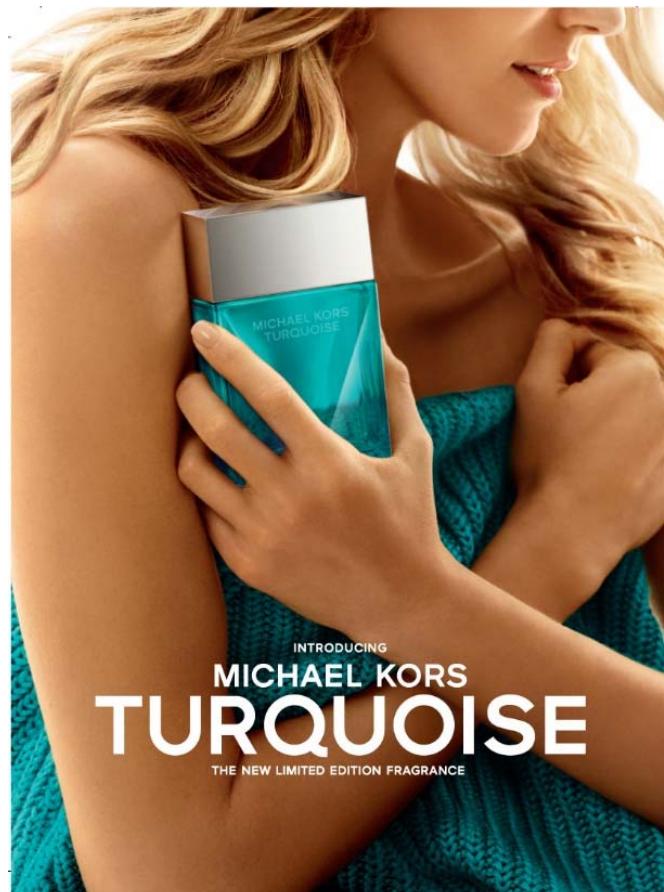
The ASUTIL luncheons are being sponsored this year by JTI and Philip Morris on June 7 and Philip Morris on June 8.

Networking time is hosted by Diageo on Day 1 and by Distrooper, Merba, Roka and Valor on Day 2.

The Opening Cocktail is sponsored by B+H, Campari and Pernod Ricard, with Dufry hosting the Gala dinner on Thursday evening.

Godiva and the Americas Duty Free are sponsoring the coffee breaks and ASUTIL is the sponsor of the Friday social event.

We at TMI look forward to seeing you in Rio!



Dufry expands and renovates Montego Bay arrivals store

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"We have seen continuous enhancement of Dufry's commercial offering at Sangster International Airport in recent years," commented MBJ Airports CEO Rafael Echevarne.

"Our strong relationship is ultimately delivering a refined offering for the benefit of our passengers. We are extremely happy with this latest development

and are convinced that our passengers will be pleased as well," Echevarne added.

The opening of the new store also created six new job posts, which Dufry says reinforces its commitment to the local area.

The next stage of Dufry's development plan in Jamaica is the opening of a store in Ocho Rios. The inauguration is planned for the second half of this year.

Heineken Global Duty Free builds Americas team for growth



Heineken Global Duty Free is focusing on premiumization and innovation in the Americas duty free channels, building distribution for a diverse portfolio, led by the Heineken brand.

Leading its innovation agenda in the region, Heineken is using its Mexican beers, which the company reports are out-performing other segments. Known for being light and refreshing, its Mexican brands Tecate, the super-premium Sol, and Dos Equis - one of the fastest growing import brands in the USA-- are appealing to more and more consumers, says the company.

The Americas Heineken portfolio also offers consumers a broader choice from ar, including Strongbow Apple Ciders from the UK, and Red Stripe, the multi-awarded Jamaican lager.

Heineken Americas boosted its team with the appointment of Enrique Santomé as Account Manager Border Retail Americas last February. Santomé, based in Monterrey, Mexico reports to Ernesto Milan, Global Account Manager Borders & Americas. He joins from Grupo Bimbo SA where he held several international sales, trade-marketing and marketing positions.

Koos Vrijlandt, Sales Manager Global Duty Free Heineken comments: "The Americas performance is driven by the relevance and popularity of our premium brand portfolio amongst consumers. With multiple routes to market in duty free we are accelerating our distribution across the Americas and the recent addition of Enrique Santomé to the team as Account Manager will help us deliver that strategy."



LVMH tops Deloitte's luxury brands list

LVMH Moët Hennessy-Louis Vuitton again tops the rankings in Deloitte's latest Global Powers of Luxury Goods report that lists the 100 largest luxury goods companies globally, based on the consolidated sales of luxury goods in FY2015.

LVMH was followed by Richemont, Estée Lauder Companies and Luxottica Group, with rankings the same as last year. French luxury group Kering advanced to fifth position from sixth place, and Swatch Group fell one spot to number six. L'Oréal Luxe and Ralph Lauren Corp. were seven and eight, each rising one place.

Hong Kong based jewelry company Chow Tai Fook (Hearts on Fire) fell two spots to number nine. Calvin Klein and Tommy Hilfiger parent company PVH stayed the same as last year, coming in at number ten.

Diageo launches experimental Johnnie Walker Blenders' Batch Bourbon Cask & Rye Finish

Diageo Global has launched a new addition to its Johnnie Walker Blenders' Batch series of experimental whiskies with Johnnie Walker Blenders' Batch Bourbon Cask & Rye Finish.

The limited edition Johnnie Walker Blenders' Batch is a blended Scotch that is only available in a small number of selected markets including Travel Retail.

Johnnie Walker Blenders' Batch Bourbon Cask & Rye Finish has been drawn from over 200 whisky samples and is aged in first-fill bourbon casks and finished for up to six months in former rye casks. Featuring whiskies from just five distilleries including Dufftown and the now closed Port Dundas, it is described as a rich and warming Scotch Whisky with an intense honeyed sweetness.

This limited edition whisky is the second release from the experimental Johnnie Walker Blenders' Batch portfolio, a series of limited edition Scotch Whiskies created as a result of hundreds of ongoing flavor experiments carried out by a small team of expert blenders at the brand's home in Scotland.

Johnnie Walker Blenders' Batch Bourbon Cask & Rye Finish is inspired by the time master blender Dr Jim Beveridge spent blending bourbons and ryes in Kentucky in the 1990s.

"The launch of Johnnie Walker Blenders' Batch Bourbon Cask & Rye Finish is a welcome addition to the Scotch Whisky category in travel retail, made possible by the hundreds

of ongoing flavor experiments and skill of the blending team at Johnnie Walker. This is an incredibly exciting time for Scotch Whisky and we believe the new blend will act as a signpost for those shoppers who want to explore the category,"

says Dayalan Nayager, Managing Director, Diageo Global Travel.

"Travelers are looking for brands that have discovery, authenticity, craftsmanship and real human stories behind them. Johnnie Walker has a truly unique story to tell and with the latest innovation in the Blenders' Batch series, we are excited to offer our customers and consumers a glimpse into the constantly shifting world of flavor exploration from the biggest spirits brand in the channel."

It is available now in selected travel retail outlets globally, retailing at \$52.50/£32.00 RRSP for a 1L bottle.



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Travel Retail helps propel Estee Lauder Companies to strong 3rd quarter results

The Estee Lauder Companies reported stronger than expected fiscal 2017 third quarter results this month. Reported net sales reached \$2.86 billion in the quarter ended March 31, 2017, an 8% increase compared with \$2.66 billion in the prior-year quarter.

Net earnings increased 12% to \$298 million, compared with \$265 million last year. Diluted net earnings per common share increased 13% to \$.80, including the effect of restructuring and other charges, compared with \$.71 in the prior year.

“Exceptionally strong double-digit sales growth” in Travel Retail, as well as strong performances from the company’s core Estee Lauder and Clinique brands, played an important part in the gains, says the company.

Growth was generated across all brands, led by Tom Ford, Jo Malone, La Mer, M•A•C and Estee Lauder. This increase, combined with global airline passenger traffic growth, solid new launch initiatives, and targeted expanded consumer reach, contributed sharply to the sales gains.

In the Americas, many of the company’s brands generated sales growth, led by double-digit gains from Tom Ford, Jo Malone, Smashbox and La Mer.

Sales in North America also benefitted from incremental sales from the recent acquisitions of Too Faced and BECCA and sales in the Company’s online and specialty-multi channels grew strong double-digits, although growth in these areas was partially offset by sales decreases due to the decline in retail traffic in U.S. brick-and-mortar stores, principally for M•A•C, Estee Lauder and Clinique. A decrease in tourist spending also adversely affected sales in certain U.S. M•A•C stores.

Sales in Canada were flat for the quarter, and in Latin America sales increased mid-single digits.

Fabrizio Freda, President and Chief Executive Officer, said, “We delivered an excellent third quarter performance. Sales accelerated across every geographic region and in our three largest product categories, reflecting the range and strength of our brand portfolio and product offerings.

“Our business in global travel retail and in China was exceptionally strong, driven by strong sales gains in virtually every brand. Our mid-sized and luxury brands, as well as online and specialty-multi retail channels, also led growth. Additionally, our recent acquisitions of Too Faced and BECCA performed above expectations.

“These elements contributed to stronger-than-expected constant currency sales growth that, combined with disciplined expense management, resulted in sharply higher earnings per share.

“By further penetrating the

specialty-multi channel globally and selectively opening free-standing stores in some key international markets, our brands made great progress reaching new consumers.

“Our strategy and financial performance continue to be powered by our ability to deploy our diverse brand portfolio into fast-growing channels and consumer segments.”

Freda says that the company will “continue to seize opportunities” in the most promising areas of prestige beauty, and he expects sales growth to continue to accelerate in the fourth quarter.



Argentina economy grows 0.8% in March from a year earlier

There are hints of recovery on the horizon for Argentina.

Argentina's Indec statistics agency reported this week that the economy grew 0.8% in March from a year earlier, according to Mercopress. The economy also grew 1.9% in March versus February. The Argentine central bank kept its benchmark interest rate at 26.25% and said it believes the country's inflation rate is easing in May.

The bank raised its key rate on April 11, warning at the time of higher inflation expectations.

Consumer prices rose 2.6% in April, up from 2.4% in March, the government's Indec statistics agency said earlier this month.

Twelve-month inflation through April was 27.5%, Indec said in its first 12-month reading since President Mauricio Macri took office in late 2015. Consumer price data published by the previous government was widely dismissed as inaccurate.

Mercopress reports that the bank is targeting 12-month inflation of 12% to 17% for the end of the year, though the latest central bank survey of economists puts it at 21%. In 2016 at 40%, Argentina had one of the world's highest inflation rates that year.

McGuire retakes the reins at inflight distributor Scorpio Worldwide

Stuart McGuire, Chairman of Scorpio Worldwide, is taking a more hands on role in the company by becoming CEO with immediate effect, the company announced in mid-May.

McGuire had taken on the role of Chairman of the company five years ago, after building a great business with Gebr Heinemann, with whom Scorpio had partnered since 2007.

This partnership has now transitioned to Heinemann, and McGuire is ready to step back in: “I have conducted a broad strategic review of Scorpio and the opportunities within the wider business. The result of this is an exciting new business plan, consolidating Scorpio’s position in the market, while also identifying further opportunities through diversification and potential acquisition,” he says.

With McGuire stepping into the CEO role, Ian Cowie, Managing Director, has decided to move on from the company to continue his career development. Ian joined the company from TUI UK 7 years ago as Operations Director, becoming MD when McGuire took the Chairmanship.

In a further development, Richard Kennedy, International Sales Director, will be retiring

from his role at the end of the financial year. Based in Dubai, Kennedy will hand over his accounts to existing Scorpio Sales Managers Chris Jennings and Nathalie Benham, depending on the territory.

Lance Hayward, former Strategy and Integration Director at Alpha LSG, joins Scorpio as Non-Executive Director. The well-respected Senior Executive will guide and advise Scorpio in its diversification/acquisition plans, as well as look at systems integration and synergies within the business.

Peter Irion from Scorpio major shareholder Gebr Heinemann comments, “Since our partnership agreement with Scorpio in 2007, we have developed a great business, securing all the goals that we set out together. We are delighted that Stuart is once again taking the role of CEO, and we support him and the company 100% into the future to deliver the new business plan... Stuart has a clear vision for the future, and we look forward to sharing in the next years of success.”

Irion sits on the Scorpio board together with Kay Spanger and John Baumgartner.

EMPLOYMENT OPPORTUNITIES

L'OREAL TR Americas

has an opening for a
Retail Education Manager
(Kiehl's & Urban Decay)
Responsible for delivering stellar training strategy, material, and vision to the field education executives and makeup artists. At least 4 years of experience in training/sales in luxury cosmetics and skincare.

Must be bilingual in English and Spanish (Portuguese a plus). Strong communication and presentation skills required. Must have experience managing and coaching a team. Must be able to travel 50% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=31070>

* To be considered, candidates must be eligible to work in the United States. No visa sponsorships will be provided.

* To be considered, candidates must be able to work in Miami, FL. No relocation assistance will be provided.

GODIVA GTR

Has a position available for an **Account Manager**

in Los Angeles

Responsibilities include delivering sell-out, sell-in and EBIT while respecting the brand equity by implementing the negotiated animation plans, seizing opportunities in the point of sales, undertaking regular field visit, training the sales staff, controlling the merchandising and developing a strong customer relationships.

POSITION REQUIREMENTS
Minimum 3 year experience in a commercial or similar role in a multinational FMCG or Luxury company within TR Business Degree

Fluent in English and other languages as required by the region

Knowledge of MS Office
Strong negotiation skills
Understanding business dynamics and sensitive to premium market brands

Ability to build relationships and sensitivity to multicultural environment

Good planning & organization skills

Customer focused and results oriented

Strong communication and training skills

Ability to deal with ambiguity

Please send resume to: [Requisition # 3062 at \[www.godiva.com\]\(http://www.godiva.com\)](#)

or directly to:
<https://corporate-godiva.icims.com/jobs/3062/godiva-gtr-account-manager/job>

NEW LUXOTTICA

a leader in premium, luxury and sports eyewear, both for prescription glasses and sunglasses, has an immediate opening for a

Key Accounts Manager for Americas Travel Retail
(reports into Director Global Key Accounts, Travel Retail)

Based in Miami

Position Requirements:

- Minimum 3-4 years of Commercial experience in similar role. TR experience preferred
- Bachelor's degree or equivalent qualification
- Excellent communication skills- verbal and written
- High level of autonomy. Ability to multi-task and prioritize work in a structured and organized manner
- Strong analytical skills with also strength in delivering against objectives ("go to" person)
- Customer focused and objective-oriented achiever. Committed team player
- Advanced Microsoft Office Skills/ SAP/ Business Object
- Bi-Lingual in Spanish is a plus; position may require Spanish proficiency.
- Travel approx. 35% required

Please send resumes to
Carolina Marini
cmarini@us.luxottica.com

HEINEMANN AMERICAS INC

has an opening for a
Freelance

Field Supervisor/ Trainer for Perfume & Cosmetics, and Liquor, Tobacco & Confectionery onboard 8 MSC and 11 Harding Cruise ships.

Candidate must have strong knowledge and experience in the P&C Category.

Responsibilities include, but are not limited to:

Conducting regular visits on cruise ship customers in the Americas (2 - 4 times per ship/ year) to implement promotions, check stock, testers, planno-grams, Visual Merchandising and communicate with Buyers/Shop managers/ Area Managers.

Writing detailed reports for each Heinemann category after every ship visit.

Performing training sessions for individual ships/crews.

Attending "Train the Trainer" vendor seminars.

Help organize an annual Beauty Expert Seminar.

Pls send resume to info@heinemann-americas.com