

Duty Free Partners opens MAC boutique in San Diego airport

Miami-based Duty Free Partners officially opened a stand-alone MAC boutique in San Diego International Airport on April 4.

The official ribbon-cutting was attended by airport and MAC executives, and DFP CEO Fabiano Vivacqua, and was broadcast by local news stations.

The 400-sqf shop is located in Terminal 2, and is the airport's only stand-alone high-end cosmetics boutique.

"DFP is always striving to bring to its clients the best brands in the market and is very proud to bring MAC cosmetics to the San Diego International Airport," Vivacqua tells *TMI*.

Duty Free Partners (DFP)/ Sky Free Shop has a global footprint in five continents.

In the Americas, DFP currently operates stores in airports, cruise ports and border crossings, located in the US, Mexico, Venezuela, Colombia, Canada and Grenada. This includes a Cross Border Express store in San Diego in what the company says is the first Bi-National airport in the US.

"The CBX is very innovative and a great asset to travelers in the region. The terminal uses the

infrastructure of Tijuana International Airport; the passenger checks in at San Diego, passes through our store and crosses a bridge to Mexico. It is an easy cross," explains Solange Spetseri, DFP Purchasing Director.

The company also operates Inflight Duty Free onboard some of the main airlines in the world, with bases in the US, Canada, Venezuela, India, Sri Lanka, Indonesia, Thailand, Malaysia and Singapore.



Carefully selected and beautifully packaged in keepsake boxes, our gift set collections of the complete Tea Forté experience are a most welcomed gift.



Global TR: Hanan Fraysse, hfraysse@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us



*Tito's Handmade Vodka
wishes everyone
the world over a very
Happy Easter.*



CLIA and MHA sign collaboration MOU

Cruise Lines International Association (CLIA) and The Marine Hotel Association (MHA) have signed a Memorandum of Understanding (MOU) to explore a collaboration between the two organizations.

The collaboration would bring MHA into CLIA and offer one cohesive membership to cruise lines and suppliers within the cruise industry, utilizing MHA's experience and resources within the marine hotel segment and furthering CLIA's objective to unify the industry.

"MHA has proven themselves to be a key player within the cruise industry and I look forward to building this new relationship to offer greater value to our joint members," said Cindy D'Aoust, president and CEO, CLIA.

"As both organization's mission has evolved over the years, coming together to work as one is a natural fit."

TMI looks forward to seeing cruise industry readers at Cruise360.



Molton Brown: 57% TR growth in 2016



Tim Pluess, Molton Brown
Associate Director, Export Sales.

Molton Brown reports a strong 57% increase in its travel retail business in 2016 and overall global growth of +9%.

The London-based beauty company is known for its iconic collection of signature fragrances, bath and shower gels and home and hand care luxuries.

The travel retail results are driven by strong organic growth (+23%LFL), and the addition of new business with partners Zainab and Ambassadors Choice.

Molton Brown has grown +31% over the past three years, "showing the brand's fantastic momentum, especially in the travel retail and duty free channel," said the company.

"Shoppers in every channel and region of Molton Brown's business are embracing the brand more than ever, and it is a really exciting time of sustained growth," says Tim Pluess, Associate Director, Export Sales Molton Brown.

One of the key focuses last year for the Molton Brown team was the improvement of its in-store execution. Pluess says that the company has also been looking at ways to align the customer experience in travel retail with that of its stand-alone stores (SAS): "We are now able to offer our signature hand and arm massages in more locations in travel retail thanks to the sinks we have introduced as part of our refit program.

"We've been able to create exciting in-store theatre in key locations by investing in the same visual merchandising props and decoration as our SAS to bring to life our beautiful and compelling stories of exploration.

"This created a very positive environment for our products to perform with all our key categories and core blends being on a plus, and our new product development being very well received by our customers," adds Pluess, citing the record-breaking launches for Molton Brown's Dewy Lily of the Valley & Star Anise and Rosa Absolute collections last year.

Molton Brown will continue to pursue its strategy of international travel retail and duty free expansion, with a particular interest in looking at opportunities to strengthen its collaboration with key partners such as Dufry and Lagardere to meet its objective to be featured in the top 20 airports by 2020.

The company will also be looking to expand its business in North America, Pluess told *TMI* during a meeting in Cannes.



Comice Pear & Wild Honey is one of two new Molton Brown Limited Edition Gourmand collections launched as of March 1 in select travel retail locations.

Craigellachie named the World's Best Single Malt Whisky

John Dewar & Sons Ltd's Craigellachie 31 Years Old has been awarded the World's Best Single Malt at the World Whiskies Awards 2017 presented by *Whisky Magazine* at an awards ceremony held at the Waldorf Hotel in London on March 30.

"An esteemed panel of internationally recognized whisky experts deemed Craigellachie 31 Years Old as THE best single malt whisky in the world, beating competition from hundreds of entries from across the world," said the company announcement.

Craigellachie Single Malt originally launched into Global Travel Retail in September 2014, making this a highly notable accolade for a whisky which has only been available in market for less than three years.

Georgie Bell, Global Malts Ambassador comments "Since launching, Craigellachie has built up a huge reputation in the on-trade and with whisky connoisseurs – it's sought out and admired – and the accolade is true testimony to this."

"It shows how far the Craigellachie brand has come in the last three years, and how from a production, maturation and blending perspective we really are second to none," he added.

Craigellachie 23 Years Old was also crowned as 'Best in Show' at the San Francisco World's Spirits Competition in 2015.

Global Travel Retail is still the principal market for Craigellachie Single Malt, which is available in only limited outlets in a few domestic markets.

MIX. REMIX. CREATE YOUR LOOK.

NEW
PURE
COLOR
LOVE

Ultra Mattes,
Shimmer Pearls,
Edgy Cremes.
Give Lips Love.
estee lauder.com

© 2017 Estee Lauder Inc. All Rights Reserved. Estee Lauder, Pure Color Love, and the Estee Lauder logo are trademarks of Estee Lauder Inc.



WorldConnect and Design Go sign agreement for US distribution



Executives of WorldConnect and Design Go attended the International Travel Goods Show in Las Vegas in early April, to present the SKROSS products and explain the benefits of the agreement to customers.

Express your soul with Rituals Summer Limited Edition Collection

In a unique creative co-operation with the street artist MadC, Rituals has produced a range of seven products for the body and home in a limited edition summer collection called "Express your Soul."

The German-born artist, who has transitioned from graffiti to gallery work, has made expressing her true self her life's passion.

The collection's fragrance combines the invigorating properties of verbena with the floral and citrus scent of petit-grain, creating a refreshing, feeling.



The range includes Sugar Body Scrub, Caring Shower Oil, Foaming Shower Gel, Shimmering Body Cream, Refreshing Bed & Body Mist as well as Cold Brew Iced-Tea and a Sketchbook/journal designed by MadC.

"We have created a unique connection between the contemporary street artist, MadC, whose art is a way of expressing her soul, and the name of this limited edition, *Express your Soul*, which fits perfectly. It's also a Collection designed to strengthen our reputation for bringing limited editions to the travel retail customer," commented Neil Ebbutt, Director Wholesale for Rituals.

The full range of seven products and MadC's Sketchbook is available in Rituals airport standalone stores and a selection from the range is going into Rituals travel retail shop-in-shop locations. A bespoke merchandising unit has also been produced to enhance instore visibility for this Collection.

The collection launched on April 3.

Swiss company WorldConnect AG, brand owner of SKROSS electronic travel accessories, and UK travel accessories company Design Go Ltd, with its Go Travel brand, have signed a strategic agreement for the US market.

Under the deal, Design Go will be the exclusive distributor of SKROSS products across the United States, allowing US retailers to incorporate the SKROSS high-end adapter assortment into Go Travel's extensive product range of travel accessories.

The primary goal of the agreement is to offer US retailers access to one single source of travel related products from two global leading complementary brands by simplifying the buying and logistic process while ensuring effective channel management, said the companies.

SKROSS says the deal will immediately allow it to leverage the strength and infrastructure of Go Travel's US distribution network.

Design Go says that the agreement emphasizes its commitment to provide retailers with a "one-stop shop" solution.

The partnership launched at the International Travel Goods Show in Las Vegas, April 5-7, where SKROSS products were presented at the Design Go booth for the first time.

Executives of both companies attended the show to explain the benefits of the agreement to customers.

SKROSS products – world travel adapters, USB chargers for car and home, power banks and charge & sync cables for travelers -- are designed in Switzerland and available in more than 100 countries around the world.

UK family business Go Travel, established in 1978, is a market leader for travel accessories, offering over 300 accessories designed in-house at its London headquarters. The product range can be found in more than 12,000 retail locations across the UK and more than 100 countries globally.

Cross debuts Peerless TrackR in TR

Cross introduced its ground-breaking new Peerless TrackR Quartz writing instruments – the first pen in the world with tracking technology -- at the Duty Free show in Orlando. The TrackR works when paired with a state-of-the-art app, using Bluetooth* and Crowd Locate technology. For more information, contact wluna@cross.com



LVMH reports strong revenue growth in 1Q 2017 across all business units

LVMH Moët Hennessy Louis Vuitton reported strong revenue growth for the first quarter of 2017, with double digit growth across all of its business groups.

Revenue reached 9.9 billion Euros, an increase of 15%. Organic revenue growth was 13% compared to the same period of 2016.

Positive growth was achieved in Asia, Europe and the US, although LVMH cautions that some of this comparative gain may be impacted from the aftermath of the November 2015 attacks in Paris, particularly in Europe.

"The trend currently observed cannot reasonably be extrapolated for the full year," explains the company.

In **Selective Retailing**, Sephora gained market share around the world and momentum at DFS in Asia improved while the *T Gallerias* opened in Cambodia and Italy in 2016 continued their development. Revenue was 3,154 million Euros, with organic growth up 11% in the first quarter of 2017.

The **Wines & Spirits** business group reported organic revenue up 13% with good volume in champagne and Hennessy cognac.

The **Fashion & Leather Goods** business group achieved organic growth of 15%; **Perfumes & Cosmetics** organic revenue growth was 12%; and the **Watches & Jewelry** business group showed organic revenue growth of 11%.

"In a particularly uncertain environment, LVMH will continue to focus its efforts on developing its brands, maintain strict control over costs and target its investments on the quality, excellence and innovation of its products and their distribution.

"The Group will rely on the talent and motivation of its teams, diversification of its businesses and good geographical balance of its revenue to reinforce, once again in 2017, its global leadership position in luxury goods," said the company earnings release.

In million euros	Q1 2017	Q1 2016	% Change	
			Q1 2017 / Q1 2016	Reported Organic*
Wines & Spirits	1 196	1 033	+16%	+13%
Fashion & Leather Goods	3 405	2 965	+15%	+15%
Perfumes & Cosmetics	1 395	1 213	+15%	+12%
Watches & Jewelry	879	774	+14%	+11%
Selective Retailing	3 154	2 747	+15%	+11%
Other activities and eliminations	(145)	(112)	-	-
Total	9 884	8 620	+15%	+13%

* with comparable structure and constant exchange rates.

SFO duty free tender draws strong interest

San Francisco International Airport has received significant interest from the duty free industry for the upcoming Request for Proposals (RFP) process for the International Terminal Duty Free and Luxury Stores Lease.

Many of the leading duty free operators in the Americas, as well as several Asian and European groups, attended the informational conference held at the airport on April 4.

The Lease is for the operation of 10 Duty Free and Luxury

Stores locations post-security in the International Terminal, and one location in Terminal 1, totaling 45,943 square feet.

The concepts sought are duty free core category shops and high-end luxury boutiques. The Lease term is fourteen years.

The proposed minimum annual guarantee is \$42,000,000.00, and the Minimum Acceptable Percentage Rent Offer is 30% of Gross Revenues.

Continued on next page.

MONARQ takes on super-premium Compass Box Scotch

Alcoholic beverage distribution and marketing company MONARQ Group has added Compass Box Scotch Whisky to its spirits portfolio.

As of April 1, MONARQ is representing the award-winning scotches in the Central and South America domestic and duty free markets, the Caribbean domestic and duty free market, and in U.S. duty free.

MONARQ Managing Director/Owner Robert de Monchy says his company used the IAADFS Show in Orlando as a platform to kick off the brands.

"I think Compass Box fits super well within our portfolio. First of all, it is a super-premium brand. Secondly, it is super innovative, which is what we are looking for as a company: leading and/or innovative brands. Thirdly, because it includes whiskies that are basically a new category with some blended malts. People who like whiskies are always looking for new things and I think blended malts such as Compass Box will be the next big thing."

Actium adds Amaro Montenegro and Aperitivo Select to Beverage Division

Miami-based Actium Group has expanded its Beverage Division by adding the Gruppo Montenegro brands Amaro Montenegro and Aperitivo Select to its portfolio.

The company will represent the brands for the domestic and travel retail channels in Latin America and the Caribbean, and in North America Travel Retail.

"Amaro Montenegro and Aperitivo Select are high-quality products with compelling stories to tell. Both brands are growing fast within their dynamic categories, and complement Actium's Beverage high-end portfolio. We are excited to start this partnership with Gruppo Montenegro," says Daniel Bras, director of Actium's Beverage Division.

Established in Italy in 1885, Amaro Montenegro is the first player within its category in Italy,

and has experienced rapid growth in the U.S. in recent years, fueled by the growth of the high-end cocktail trends.

Aperitivo Select, created in Venice in 1920, was the base liquor used for the original "Spritz."

In more Actium news, the company has opened an office for its Beverage Division in Mexico City, led by Louis Chaignaud (ex-Pernod Ricard) as Mexico Country Manager with full responsibility for the development of the company's Beverage portfolio in this market.

Actium's structure in Mexico also includes Alexis Uribe (Ex-Diageo) as Brand Manager for Rare Whiskies, and Paula Cerdeira (Ex-Brown Forman) as Brand Ambassador for RumChata. Both Uribe and Cerdeira report to Louis Chaignaud.

EMPLOYMENT OPPORTUNITIES

SFO duty free tender

Continued from page 4.

According to the sign-in sheets posted on the SFO Concessions opportunities website, representatives from Dufry and Hudson Group, Duty Free Americas, DFASS JV Partners, Heinemann Americas, ATU America, Pacific Gateway Concessions and Paradies Lagardère attended, along with representatives from incumbent concessionaire DFS Group.

South Korea's Lotte Duty Free and Hotel Shilla Co., as well as Istanbul-based Setur Servis Turistik also attended.

Small, local and disadvantaged businesses were encouraged to participate. Among the ACDBE companies attending were representatives from San Francisco-based Skyline Concessions, and Palazzo Concessions, who partners with Hudson Group and HMSHost with operations in Los Angeles and San Francisco.

Casino-resort/airport specialty retailer Marshall Retail Group was also on the list, as was luggage and travel accessories specialist RDG Concessions, among a number of airport, business development and capital projects consultants.

The informational meeting allows the airport staff to discuss concepts, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants.

For more information, go to <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11775>.

SFO duty free tender

Continued from page 4.

According to the sign-in sheets posted on the SFO Concessions opportunities website, representatives from Dufry and Hudson Group, Duty Free Americas, DFASS JV Partners, Heinemann Americas, ATU America, Pacific Gateway Concessions and Paradies Lagardère attended, along with representatives from incumbent concessionaire DFS Group.

South Korea's Lotte Duty Free and Hotel Shilla Co., as well as Istanbul-based Setur Servis Turistik also attended.

Small, local and disadvantaged businesses were encouraged to participate. Among the ACDBE companies attending were representatives from San Francisco-based Skyline Concessions, and Palazzo Concessions, who partners with Hudson Group and HMSHost with operations in Los Angeles and San Francisco.

Casino-resort/airport specialty retailer Marshall Retail Group was also on the list, as was luggage and travel accessories specialist RDG Concessions, among a number of airport, business development and capital projects consultants.

The informational meeting allows the airport staff to discuss concepts, minimum qualification requirements, address any questions relating to the Lease and receive comments from participants.

For more information, go to <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=11775>.

L'OREAL TR Americas

has openings 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>

Account Coordinator

Responsible for maximizing sales and market share for multi-brands through building partnership with Area Sales Managers and other internal stakeholders.

At least 2 years of experience in business analytics/sales.

Must be bilingual in Spanish and English.

Strong follow up, negotiation, and analytical skills.

Must be advanced Excel, PowerPoint (SAP a plus).

Must be able to travel 5-10% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=32009>

* 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.

ACTIUM

has an opening for an
Area Sales Manager TR
- Tea Forte

Position overview:

Will be responsible for managing the brand and its full mix from sales, marketing, merchandising, animations, new product launches, training of sales associates to business development

Region:

Travel Retail Worldwide all channels (airports, cruises, border stores, airlines etc)

Qualification:

- Minimum Bachelor's degree
- 3 years of experience in Travel Retail
- Bilingual English - Spanish

This position is based in Miami

Please send resumes to:
Dflores@actium.us



SISLEY

is looking for a
Marketing Manager
for Export Latam and TR Americas.

Bilingual in Spanish and English a must. French would be considered an advantage.

5 years minimum experience in the Luxury business, ideally in fragrance/cosmetics.

Please send resume to
kally.hudson@sisley.fr

COTY

Is looking for a
Key Account Manager
To join our Travel Retail Americas Team.

Responsible for achieving Sales and Profit Plan, Key Account management (including driving commercial negotiations at HQ level, forecasting and managing a team of Retail Specialists), implementation of the marketing and promotional plans, and merchandising (negotiating and implementing Coty Brand Image).

Qualifications:

University graduate (MBA preferred).

At least 3-5 years' experience in sales. International exposure. Excellent written and spoken communication. Fluent in English and Spanish. Industry knowledge and Travel Retail experience a plus. Must be able to travel 50% of the time. Position is based in Miami.

Please send resumes to:
Sandra.schmidt@cotyinc.com

HEINEMANN AMERICAS INC

has a position available for a
Supply Chain Manager/ Demand Planner

- o Reach purchasing targets, Supply Chain KPIs
- o Optimization of the Supply Chain to increase efficiency
- o Optimize stock level/prevent out of stock
- o Review, manage, identify seasonal trends.
- o Forecasting future demand

Requirements:

Minimum 3 years of experience Bachelor's degree in Business Administration or comparable level of education

Experience in the field of international luxury good/ and or consumer goods

Advanced Microsoft programs Excel, Word, Power Point

Advanced experience with SAP R/3 ERP

Excellent data evaluation and analytical skills

Pls send resume to
info@heinemann-americas.com

I SEE
GREAT BUSINESSES
IN YOUR FUTURE



asutil
Asociación Sudamericana
de Tiendas Líneas

The 2018 SUMMIT OF THE AMERICAS

will take place
March 18-21
at the

Orlando World Center

Marriott

in Orlando, Florida.

IAADFS and ASUTIL will partner to bring together the best of their respective events.

