

Top Brands International enters St. Thomas market with duty free concession at the historic A.H. Riise Mall

Panamanian company Top Brands International announces an important new retail concession contract with the owners of the A.H. Riise Mall in St. Thomas, U.S. Virgin Islands.

Danny Yohoros, President of Top Brands International, tells *TMI* that his company will be operating more than 6,000 sq. feet of retail space in St. Thomas' iconic A.H. Riise Mall beginning in April.

"Top Brands continues its expansion into the Caribbean, and is now taking over the duty free business in St. Thomas on Main Street in the historic A.H. Riise Mall. We are in a wonderful location right next to the Rolex Boutique and will be opening five stores," says Yohoros.

Two of the stores are duty free, one exclusively for fragrance and cosmetics and the other a multi-category store carrying liquor, tobacco, accessories, etc. The third store is a Swarovski Boutique, and the fourth is a Chanel Beauty Boutique. The product category for the fifth store is still under negotiation, says Yohoros.

Filippo Cassinelli, one of the owners of the A.H. Riise Mall said: "We look forward to welcoming Danny Yohoros and his dynamic company into our duty free market! In addition to the categories of liquor, tobacco, fragrance and cosmetics, Mr. Yohoros will bring other merchandise categories not currently represented in the market to the historic and heavily trafficked A.H. Riise Mall."

The Mall – which is located in a series of restored 19th century Danish warehouses in downtown Charlotte Amalie – is "very beautiful and a destination in itself. We are very excited to be entering this market," says Yohoros.

Other tenants in the Mall include the A. H.

Riise Rolex boutique, Diamonds International, Little Switzerland, Fresh Produce, Belgian Chocolate, Cafe Amici and Hot Look Sunglasses.

Yohoros plans to open the stores for business in April.

Top Brands International may be entering the USVI market at a very opportune time, as Cassinelli tells *TMI* that a number of significant infrastructure developments have been approved that spell good news ahead for St. Thomas as it recovers from the devastating impact of two category 5 hurricanes that hit the Virgin Islands in September of 2017.

Work has begun on a \$12 million Main Street Renovation infrastructure project; Water Taxi service has been approved, and the Virgin Islands Port Authority confirmed during Sea-Trade that it intends to build a third dock in Crown Bay to berth an additional Oasis class vessel, among several other major investments on the island. (See full story here).

Underlining the confidence that retailers have in the island, Rouge Duty Free also opened a new and expanded 1,200 sq. ft. perfumery store on the waterfront in St. Thomas on Dec. 20.

Family-owned Top Brands International, a mainstay in Panama and Colombia, has been marketing and managing prestigious international brands for over 40 years, and currently operates in locations across 14 countries in the Americas. The company acquired Image Duty Free in 2016, giving it perfume stores in the Bahamas and Tortolla, and then acquired the the duty free operations of Paraguayan travel retailer Bright Star, the main duty free retailer at Aeropuerto Internacional Silvio Pettirossi in



Asuncion, and won the 10-year concession contract to operate 10 duty free and specialty retail stores at El Salvador's San Salvador International Airport. For full story go here.

Dufry's strong full year 2017 results pass \$1 billion

Reporting its final 2017 results, Dufry says that earnings before interest, taxes, depreciation and amortization -- EBITDA -- crossed the one billion mark for the first time and amounted to CHF 1,007.1 million (US\$1.058 billion).

The strong results confirm its profitable growth strategy, says the company. Turn-over grew by 7.0% and reached CHF 8,377.4 million with strong organic growth of 7.4%. Cash earnings per share increased by 14% to CHF 6.84.

Gross profit grew by 8.6% to CHF 4,978.6 million in 2017 versus CHF 4,584.1 million in 2016. Gross margin improved by 80 basis points, fully reflecting the synergies achieved from the World Duty Free integration, which was completed at the end of 2016. The synergies from the acquisition were fully reflected for the first time in the 2017 results, amounting to CHF 125 million, and considerably exceeded the original estimates of CHF 105 million.

Continued on next page.



MATCHA

A healthful collection of Japanese tea powder



Global TR contact: Zack Boiko, zboiko@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us

Dufry's strong full year 2017 results pass one billion mark for first time

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Dufry expanded gross retail space in 2017 by 30,000 sqm, with North and Latin America accounting for the largest part, followed by Asia, Middle East and Australia, Southern Europe and Africa. Additionally, Dufry has signed for 15,500 sqm of space to be opened in 2018 and 2019.

Latin America

Turnover reached CHF 1,694.0 million in 2017 reflecting organic growth of 10.8%. Brazil, Uruguay, Chile and Peru performed well. The

Dominican Republic led the Caribbean operations. Dufry Cruise Services also posted strong growth driven by the start of operations on a number of new ships.

North America

Turnover reached CHF 1,771.5 million in 2017 with organic growth of 6.5%, supported by the resilient duty-paid business and good performance of the duty free operations.

Southern Europe & Africa

Turnover reached CHF 1,857.8 million,


with organic growth of 6.8%. In S. Europe, Turkey grew strongly, driven by the return of Russian tourists, while France, Greece, Italy, Malta and Spain also posted positive growth. Africa saw even stronger performance with most operations growing high double digits in the year, also benefiting from the opening of new locations, expansions and refurbished shops.

UK, Central and Eastern Europe

Turnover grew to CHF 2,147.4 million in the year, with organic growth of 6.3%. The UK benefited from the annualization of the positive impact seen by the devaluation of the British Pound in June 2016. Russia, Eastern Europe, and Finland were other highlights.

Asia, Middle East and Australia

Turnover amounted to CHF 809.1 million with organic growth for the full year up 5.4%. In the Middle East, Sharjah, Kuwait and Jordan were positive. In Asia, South Korea saw sales growing, despite a reduction of Chinese travelers to the country. Both Hong Kong and Macau had a comeback and grew double digits in the second semester. Other operations including Cambodia and Bali also performed well, while Melbourne recovered in the second semester, after the implementation of the New Generation Store and the comprehensive refurbishment undergone in the first half year.



Keys To Puerto Rico

Please support our 100 mile Charity Bike Ride to help build homes for families in need in Puerto Rico!

The 2017 hurricane season had catastrophic impact on Puerto Rico that resulted in more than a thousand deaths, left most of the island without power, lots of homes destroyed or under water and families struggling to find basic food and water. Today, 6 months later some parts of the island are still without power and many families are without homes.


Help us raise funds in support of Techo to help rebuild homes for the families that need it the most!

We are hoping for \$100k for 100miles. For every \$ raised Edrington will double match the donation.

TECHO
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How: 100 miles Bike Relay
When: 6th of April, 2018
Where: Key Largo to Key West
Teams: Join our team, create your own team or dare to bike the 100miles alone!
Registration: \$150 by 23rd of March, or \$200 by 2nd of April
Celebrate: After party in Key West!
Contact: Andrea.Pelaez@edrington.com

Bring a team and participate in the race or simply donate on the link below.
<https://give.classy.org/KeysToPuertoRico>




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George Sternberg to retire as Torben Andersen – Mr. DANZKA - bids farewell to Orlando



Waldemar Behn has announced that George Sternberg, its U.S. broker for almost a decade, has decided to retire. “We thank George and Katrin for their invaluable support and friendship and wish them all the best for the future,” says Torben V. Vedel Andersen, Global Sales Director.

George’s extensive career included long stints at Seagram, Bacardi and Belvedere, as well as receiving a Lifetime Achieve-

ment Award from ASUTIL. We wish him and his wife Katrin a wonderful time in the next phase of their lives.

This will also be the last Orlando show for the indomitable Torben V. Andersen himself – who will be focusing on markets other than the Americas for the next three years before he thinks about his own retirement. Torben has been a regular IAADFS participant since 1989 – and over the past 29 years has made long and lasting friendships that go beyond the workplace.

Torben has written a wonderful recap of his career as he bids a fond farewell to his many friends and colleagues in the industry from Canada to Tierra del Fuego! Please click here for a sneak peek of the story!

Left: George and Katrin Sternberg with Torben – Mr. DANZKA – Andersen.

ALFA Brands adds three new lines to portfolio

Duty free company ALFA Brands just added three new product lines to its portfolio.

ALFA was named the exclusive agent to represent C.P.G.’s products for its **Armagnac de MONTAL, Gascony and Côtes de Gascogne Rieurtort Wines**, in the North American Duty Free markets, and also to represent **Chabot Armagnac** in Duty Free. It also announced a new partnership with gourmet **Newby Teas**, an International Tea company with numerous offices around Europe, Asia and the Middle East.

In addition, ALFA’s long-time client in business, **Pillitteri Estates Winery** celebrates 25 since their family winery opened its doors in June of 1993. Pillitteri has issued a 25th Silver Anniversary Collection of wines that will be available to ship in April. ALFA is exhibiting at Booth #526

Altimetre highlights cool new beauty brand “Merci Handy” and Mustela for babies and mothers

Altimetre has just signed a distribution contract for a very young beauty brand “**Merci Handy**” that company founder Arnaud de Volontat says has already proven to be a great success in a very short time in travel retail and with famous selective retailers in Europe.

Described as fun, colorful and sensorial, the “cool” collection of beauty products include hand care, body care, oral care (ie. A smile detox teeth brightener), hair care and candles for the home.

“In three years, 1800 points of sales have been opened with key retailers including Sephora, Marionnaud, Lagardère, Heineman, and another 300 point of sales with cool retailers such as Selfridges, Galeries Lafayette, Printemps, the Conran shop, Feelunique, etc,” says de Volontat.

Offering very affordable prices, Merci Handy has been ranked the #2 product in market share within the Grab & Go section (or in areas closed to the cashiers), he adds.

Altimetre will also be showcasing its Mustela brand, which de Volontat says recently began shipping. The premium dermo-cosmetic brand for

new mothers, newborns and children is ranked #1 in this segment in Europe, #3 in the U.S., #2 in Brazil and #1 in Mexico, he reports.

“The brand’s focus on clinically proven efficiency and commitment to research in dermatology make it a remarkable product,” he says.

Altimetre has distribution rights for all TR Americas and all the Caribbean Islands local markets.

Altimetre will be showing both brands at Booth #423.






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MBWS building Americas business

Marie Brizard Wines & Spirits, now represented in U.S. and Caribbean Duty Free markets by Chase International, is poised for major expansion during 2017 for all its brands, including Marie Brizard liqueurs, Gautier Cognac, Sobieski Vodka, William Peel Blended Scotch Whisky and, new to travel retail, Fruits & Wine by Moncigale, says MBWS Global Travel Retail Director Kevin Baker.

“Now that we are in the hands of the very experienced and knowledgeable team at Chase International, I am even more convinced that 2018 will see us making significant inroads into the region’s airport and border shop businesses.”

Marie Brizard liqueurs relaunched in the U.S. in 2017 with a contemporary new brand identity and more and bold packaging supported by a new “Are you liqueurious?” activation campaign.

At the end of 2017, six new flavors were added, including Elderflower, Yuzu, Jolie Cherry, Pink Grapefruit,

followed in 2018 by Finesse Orange and Banana.

To take advantage of the growing popularity of the cocktail trend in the U.S., Marie Brizard is teaming up with the U.S. Bartenders Guild to educate bartenders on the brand in eight key states throughout 2018.

Baker says that MBWS brands William Peel Scotch Whisky is proving to be a star performer, and has seen substantial growth of 80% in sales in Shopping China, while Sobieski Vodka and Marie Brizard liqueurs are both up by 20%. William Peel Double maturation, William Peel Honey and William Peel Spicy Shot all launched in 2017 and are enjoying great momentum on the borders.

Fruits & Wine by Moncigale is a new line for MBWS in the Americas. This 11 flavor range of fruit infused wines sells over a million cases in France and, with fewer calories and a lower alcohol content than Rosé Champagne or traditional wines, is carving a niche.

Norwegian Cruise Line unveils design of new terminal at PortMiami

Norwegian Cruise Line Holdings Ltd. unveiled the design of its new dedicated 166,000-square-foot terminal Norwegian Cruise Line terminal at PortMiami, during SeaTrade last week.

The cruise company, which has been based in Miami since 1966, is working with Miami-Dade County in a public-private partnership to construct the facility. Miami-Dade County will invest \$100 million to build a new terminal, with Norwegian Cruise Line Holdings Ltd. augmenting the county’s allocated funds with its own contribution to PortMiami.

The terminal will be able to accommodate ships with up to 5,000 passengers.

New guest-centric elements include, innovative lighting, indoor and outdoor waiting areas, more efficient embarkation and disembarkation, expedited security screening and luggage check-in, and a dedicated lounge for large groups and charters, as well as a new parking garage, a valet area and lounge.

Designed by Miami-based Bermello Ajamil & Partners, the new pearl-shaped terminal draws its inspiration from a nautilus, with its spiraled and multi-level façade, opening up to grand ocean views, says the company.

Pending the final approval by the Miami-Dade County Board of County Commissioners, the project will commence in May 2018, and is scheduled for completion by the fall of 2019. The opening will coincide with the launch of the *Norwegian Encore*, the newest ship of the Breakaway Plus class, as it makes her debut in Miami with seasonal cruises to the Caribbean.



Halewood to show Whitley Neil Gin flavors & Dead Man’s Fingers Rum at Haleybrooke stand

Halewood Wines & Spirits will be showcasing new flavors of Whitley Neil Handcrafted Dry Gin at the Haleybrooke stand in Orlando: Whitley Neill Blood Orange Gin and Whitley Neill Raspberry Gin will be showcased alongside the full-strength Rhubarb & Ginger and Quince gins.

Launched in 2015, Whitley Neill Gin is now sold in over 80 countries and is already the second best-selling premium gin in the UK off-trade. In duty free it was ranked among the fastest growing gin brands of 2017.

Simon Roffe, Managing Director Global Travel Retail, Halewood Wines & Spirits said: “In the two years since Whitley Neill Gin was launched in global travel retail, it has achieved a stellar performance with successful launches in Canadian border stores and elsewhere in North America as well as major listings in airports, airlines, cruise and border operators across Europe, Africa and Asia.

“Given the vibrant bar and cocktail culture in North America, we see a bright and flavorful future for Whitley Neill Gin.”

Dead Man’s Fingers Rum

Halewood Wines & Spirits will also show the small batch spiced rum brand Dead Man’s Fingers.

The founders of the Rum & Crab Shack in the British seaside town of St. Ives, Cornwall created the Dead Man’s Fingers Spiced Cornish Rum in 2015 and immediately began to build a cult following.

Neythan Hayes, the founder of Dead Man’s Fingers, says that Halewood’s distribution structure will drive growth.

With the modern Tiki cocktail trend flourishing in the global bar scene and consumers experimenting with higher quality rums, Halewood says the acquisition of Dead Man’s Fingers is a timely move by the company.

Dead Man’s Fingers (ABV 37.5%) becomes the fourth brand in Halewood’s premium rum portfolio, which also includes the award-winning Rum Sixty-Six, Liverpool Rum and Sadler’s Peaky Blinder Spiced Rum.

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**EDRINGTON AMERICAS
TRAVEL RETAIL
has an opening for a
Marketing Associate**

Objective

The Marketing Associate role provides support to the Regional Marketing Manager with the strategy, planning and developing of consumer and trade marketing programs as well as monitoring competitive activity.

The Regional Marketing Manager provides relevant metrics and qualitative feedback from the sales team to assist with program evaluation and implications for future investment.

These responsibilities include Marketing Management, Public and Press Relations and Digital Marketing.

Requirements

Bachelor's Degree
(MS is a plus).

2-3+ years of relevant experience preferred.

Strong proficiency with Microsoft Excel skills, PowerPoint and Photoshop with the ability to work with data from multiple data sources.

Must be able to work and develop relationships in a cross-functional team.

Must have excellent interpersonal and written/verbal communication skills.

Fluent written and spoken English and Spanish is required.

Strong project management skills, attention to detail and the ability to meet aggressive deadlines and manage multiple projects simultaneously.

Willingness to roll up your sleeves and do whatever it takes to help your team win.

Ability to multi-task and effectively prioritize efforts in a fast-paced, change oriented environment where continuous innovation is required.

Demonstrate a proactive approach and drive to improve current procedures and processes.

Must be eligible to work in the US.
Must be at least 21 years of age.

Please send resume to

Lilian.Sanchez@edrington.com



COTY
Is looking for an
Area Sales Manager
to join our

Travel Retail Americas Team.

This position will be responsible for achieving Sales and Profit Plan, account management on the North America territory (including negotiating/ implementing marketing plans & supervising in-store execution) and managing a team of Retail Specialists.

Qualifications:

Minimum 3-5 years' experience in sales in an International environment
Excellent written and spoken communication.

Strong Analytical skills
Fluent in English.

Spanish and/or French a plus.
Industry knowledge and Travel Retail experience a plus.

Must be able to travel up to 50% of the time.

Position is based in Miami.

Please apply at:

www.coty.com



WEBB Banks

has an opening in Miami for a
Finance Manager
to join its Caribbean and Latin American domestic business and its Global Travel Retail Division.

You will have an active role in ensuring financial stability of the business, managing cash flow, budgeting, pricing and reporting.

Responsibilities include:

Oversee operations of the finance department, set goals and objectives; Analyze cost, pricing, variable contributions, sales results; Develop finance trends and projections, review and evaluate cost reduction opportunities, Manage preparations of the company's budget, Liaise with outside accounting firm, etc.

Required Experience

Bachelor's degree in finance, accounting or economics (Master's degree not required but is a plus).
Proven experience as a Finance Manager.

Proficient use of prevalent financial software.

Strong interpersonal, communication and presentation skills required.

Able to manage, guide and lead employees to ensure appropriate financial processes are utilized. A solid understanding of financial statistics and accounting principles is required.

Professional qualification such as CFA/CPA is not required but is a major plus.

Please send resumes to

sandy@webbbanks.com



Belgium 1926

NEW
GODIVA GTR

has a position available for an
Account Manager
in Fort Lauderdale, FL

PURPOSE

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

Must be able to travel up to 50%

Please apply to req# 3371
www.godiva.com or directly at
<https://corporate-godiva.icims.com/jobs/3371/gtr-account-manager/job>

HERMES PARFUMS

has openings for an
AREA SALES MANAGER – US TRAVEL RETAIL

Miami office
The Area Sales Manager will be in charge of managing East and West Coast of US Travel retail and Inflight accounts to develop the Hermès Parfums business in this high-potential area.

Our client portfolio is composed of 10 DF accounts, 2 Inflight clients - 69 Duty Free doors / 5 airlines

Requirements

4 to 6 year experience in luxury fragrances and/or cosmetics, ideally in North America Travel Retail – Bilingual English/Spanish. –

US citizenship or green card if possible. Visa will be considered for strong candidates –

Excellent with MS Office, Excel in particular –

Very open to travel extensively and work extended hours –

Ready to work in a small, multi-task and fast-growing team environment
Excellent organization, analytical and human skills

ACCOUNT EXECUTIVE – US TR

General role: In coordination with the US Travel Retail Area Manager, the account executive will be in charge of animating and developing the fragrance activity business within Travel Retail stores, to ensure and develop sell out in the territory, in respect to the strategy – Improve image and visibility

JUNIOR BUSINESS CONTROLLER

Reports to Business and Operations Manager

The Operations Coordinator will be directly reporting to the Business and Operations Manager and will be responsible for forecasting, sales operations, pricing, accounting and administrative topics.

Minimum Education Required:
Master degree

Minimum 1 year experience. Luxury goods or fragrance is a plus.

Fluency in English, Spanish (and French a plus) –

Excellent computer skills and software skills: excellent with MS Office, Excel and Powerpoint – Excellent organizational, analytical and interpersonal skills –

Able to find solutions or come up with recommendations - Strong interest in Fragrances and Hermes core values.

Please send resumes to
emmanuelle.refalo-lopez@hermes.com

Clarins Americas Export & Travel Retail

has an immediate opening for a
Brand Manager

in our corporate office in Miami
Responsibilities include, but are not limited to:

This position will maintain the flow of information regarding new Export developments, launches and promotional activities, coordinate and implement marketing projects with responsibilities that include forecasting and ordering, budgeting, promotional activities coordination, special events, communication and merchandising.

Marketing, Launches & Promotional Activities:

Collaborate closely with the Area Managers on the implementation of monthly launches (products + all the related supportive tools) And Specific promotional activities (GWPS / SPP / HPP / SPECIAL SPACES / etc.)

Responsible for A&Ps:

Collaborate to the A&P construction based on bespoke marketing plans by client; Work closely with Area Managers and Finance in order to get all the necessary information

Merchandising:

Work to have the best merchandising possible in each TR POS.

Reporting & Data Management:

Management of the Order Flow (recap of sales forecasts, with valorization and split by month). Monthly stock analysis and discontinuation lists update. Regular check of novelties' performances.

Special Events:

Attend and present at the yearly Export Seminar and any other Internal Seminar.

Attend and present to the main clients (DFA, ISHOPPES, DUFY, DFS, etc.)-more

Requirements:

Good academic background with tertiary education
Relevant skin care/export industry experience in marketing management

Successful track record of managing a Brand

Able to formulate business strategy and carry out implementation plans

Good communication and presentation skills

Fluency in English and French will be an advantage.

Equal Opportunity Employer
Please send resumes to:

Amanda.Brinkerhoff@Clarins.com

ACTIUM

has an opening in Miami for a
Customer Service Specialist

for distributor of luxury goods representing the 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 being followed.

Responsible for maintaining and updating internal reports and systems by direct contact with clients, warehouse and brand. MUST be able to work with little to no supervision; strong follow-up and organizational skills are a must.

Bachelor's degree in related field 1-3 years of relevant professional experience

Bilingual English - Spanish.

French is a plus

Excellent written and verbal communication skills

Attention to detail/ accuracy

Time management and sense of urgency

Proficiency in Excel

Proficiency in Quickbooks

Please send your CV to:

prodriques@actium.us

THE SHISEIDO GROUP COMMERCIAL ASSISTANT/MARKET COORDINATOR

The Shiseido Group has an immediate opening for a full-time Commercial Assistant/Market Coordinator position in the Miami office.

The ideal candidate must possess exceptional customer service skills.

This position will be responsible for processing orders, serve as support to the sales, marketing and operations departments, as well as act as main liaison with logistics.

This position calls for knowledge of all MS Office applications (with strong proficiency in Excel) and ability to learn new programs/systems.

Contact Information:

gcamplani@sac.shiseido.com

Ref : MCCOSM



TAG Heuer

Caribbean & Latin America has an immediate opening for the following position:

Trainer – Merchandiser Coral Gables, FL

Reporting to the Director of Marketing, this position is responsible for delivering product and merchandising training programs in the CLA / Caribbean & Latin America region (includes Travel Retail doors in North and Latin America, Caribbean, as well as Cruise Ships) to create a fleet of TAG Heuer "experts" at the retail level and to deliver perfect merchandising execution in all stores.

Knowledge, Skills & Abilities

- Excellent Presentation Skills (to represent TAG Heuer as a subject matter expert)
- Must be fluent in English and Spanish. Portuguese is a plus.
- Expertise with MS Office Suite – Excel, Power Point, Word.
- Ability to work effectively in a fast-paced and dynamic environment.
- Ability to work independently with minimal supervision.
- Ability to manage multiple projects simultaneously with strong attention to detail and follow-through.
- Good understanding of the luxury environment and of the Caribbean & Latin America culture.
- Ability to travel up to 70%

Education and Experience

- Bachelor Degree
- Minimum 4 years' experience in retail and training
- Project management experience is a plus.

To apply, please go to:

<http://human-resources.tagheuer.com/en/job-offers/job-details.php?jobId=113175>