

DFA opens first U.S. Polo Ralph Lauren airport shop at Miami International Airport

Duty Free Americas opened the first Polo Ralph Lauren Duty Free shop in an airport in the United States at Miami International Airport North Terminal D last week.

The 920 sqf store offers a range of apparel and accessories from the World of Polo for both men and women, including Polo shirts, oxfords, chinos, crisp shirting and cable sweaters as well as travel essentials such as relaxed linen separates, shorts, tees, seasonless sweaters and small leather goods.

“Welcome to the official grand opening of our Ralph Lauren store at Miami International Airport.

We are proud to tell everybody this is the first Ralph Lauren shop in any airport in the U.S. and we are very glad to bring it here to Miami,” DFA CEO Jerome Falic said at the opening attended by *TMI*.

“On behalf of our new Aviation Director Lester Sola and the Miami-Dade Aviation Department, I want to be the first to congratulate DFA for bringing in such a great brand in Ralph Lauren that is well known. We are happy to have you here. I can tell that it is going to be a resounding success and that just reinforces why DFA is one of the highest grossing concessionaires in this airport,”



Ralph Lauren’s Polo Bear makes a stylish appearance at the opening at MIA on Feb. 22, 2018. More photos [here](#).

said Ken Pyatt, Miami-Dade Aviation Department Deputy Director.

The shop is designed to create a warm and inviting shopping environment that “captures the timeless heritage and iconic sophistication of Polo Ralph Lauren,” says the company. The Ralph Lauren image is enhanced with design features such as leather trunks, blue and white porcelain, black and white photography and modern equestrian props.

The MIA shop is just the first Polo Ralph Lauren store DFA is opening in the region.

“We already have agreed upon plans and locations to open several more in the U.S., and beyond. In a

couple of weeks we are also opening Polo Ralph Lauren in Panama,” Falic told *TMI*.

“We opened up Johnnie Walker in Miami and now Ralph Lauren. We are looking at a few other new brands that we want to bring into the airport as well. We are also working on plans this year to remodel many of the existing duty free shops at MIA. Hopefully by the end of the year they will be ready. It has been really exciting,” he said.

Hudson Group opened the first Polo Ralph Lauren shop in North America in Canada’s Toronto Pearson International Airport Terminal 3 in May 2017.

PEOPLE



The Miami-Dade Aviation Department (MDAD) has named **Lester Sola** as its new Director and Chief Executive Officer. Sola will oversee operations at Miami International Airport (MIA) and four general aviation airports in Miami-Dade County. Together these airports generate \$33.7 billion in business revenue and support more than 280,000 direct and indirect jobs. MIA itself handles more than 44 million passengers and more than two million tons of cargo annually, placing it among America’s busiest international passenger and cargo airports.

Sola replaces **Emilio T. González**, who stepped down as Director at the end of last year after a four-year tenure that resulted in higher revenues and new airlines, as he converted MIA from the gateway to Latin America to a more global hub.

Sola has served Miami-Dade County for more than 26 years, most recently as Director of the Miami-Dade Water and Sewer Department, the largest utility in the southeastern United States. During Sola’s tenure at the department from 2015 to 2017, nearly 1,000 projects worth more than \$1.1 billion were completed.

Throughout more than two decades of public service, Sola has been responsible for projects at Miami International Airport and agencies such as Aviation, Sea-port, Beacon Council, the Performing Arts Center and the American Airlines Arena, among others.



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

Breitling launches new Navitimer 8 watch collection in North America

World-renowned Swiss watch brand Breitling celebrated the launch of its new Navitimer 8 collection and exhibited 60 vintage watches for the first time ever in North America at a star-studded red-carpet event in New York City on Thursday, Feb. 22, followed the next day by detailed presentations and workshops for retailers, distributors and media.

More than 300 guests from Australia, Latin America, Canada, and the United States were welcomed on Thursday night by Breitling's new global CEO, Georges Kern, who introduced his vision for the brand's latest chapter against the back-drop of the iconic New York City skyline.

The New York event was the third such Roadshow, following similar events in Shanghai and Zurich.

Breitling had been one of the last independent, family-owned

premium watch brands when it was acquired by CVC Capital Partners, one of the biggest private equity firms in Europe, in April 2017. CVC purchased an 80% stake in the company, while previous owner and CEO, Théodore (Teddy) Schneider, retained 20%. At the time of the purchase, CVC noted that it would use its network and expertise to make "this global, iconic brand even more renowned," and that it saw great growth potential for Breitling in both existing and new geographies.

Alexander Dibelius, Managing Partner and Head of Germany at CVC, had commented: "Breitling has a proud heritage, high brand awareness, and enjoys an excellent reputation as one of the finest watchmakers in the world. We very much look forward to working with Théodore Schneider as we embark on Breitling's next chapter of growth."

The launch of the Navitimer 8, a new pilot's watch collection, is positioned to represent both the past and the future under the theme of #LegendaryFuture, and is the first new collection since CVC acquired the company.

Breitling, famous for its chronographs and its strong link to aviation, is featuring the "8" in its name as a nod to the Huit Aviation Department, which was set up in 1938 to produce cockpit instruments as well as classic pilot's watches for civilian and military use.

At the time, Willy Breitling chose the name "Huit," the French word for "eight," as a reference to the eight-day power reserve offered by its storied cockpit instruments.

New CEO Georges Kern, who was named CEO of Breitling in the summer of 2017 after previous positions as a top executive at the Richemont Group and head of IWC, recounted the brand's rich

heritage to the assembled guests at the seated dinner, and committed himself to taking Breitling into what he described as "a legendary future."

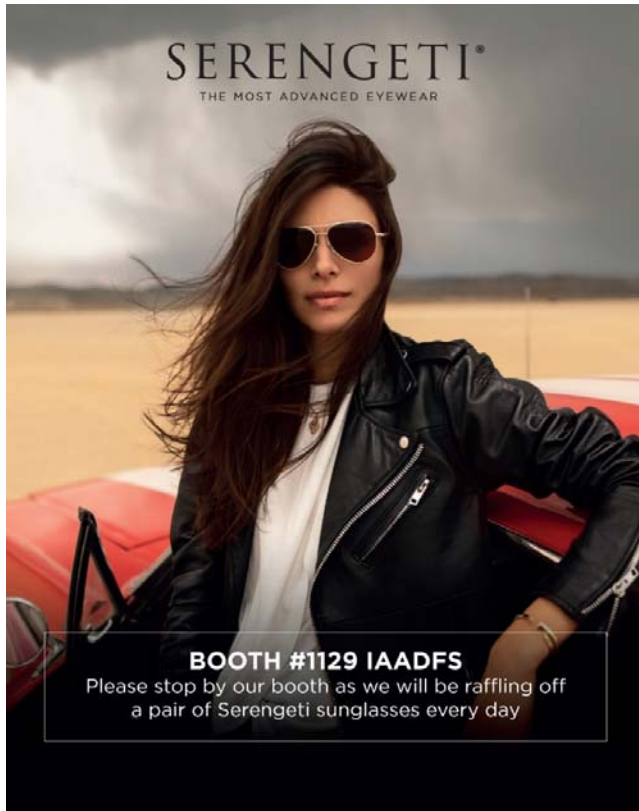
"I am very proud that tonight we will unveil the new Navitimer 8 collection," he said, "which is a salute to the brand's innovations and accomplishments in the pioneering days of aviation."

Another highlight of the evening was an exhibition of 60 classic vintage Breitling watches, which were displayed by chronograph collector Fred Mandelbaum.

The combination of the debut of the Navitimer 8 collection and the display of Fred Mandelbaum's 60 timeless masterpieces allowed guests to not only gain a glimpse into the rich history and heritage of Breitling, but also into the brand's promising possibilities for the future.



Clockwise from left: Navitimer 8 B01 with blue dial and black alligator leather strap. Navitimer 8 Unitime with silver dial and stainless steel bracelet. Navitimer 8 B01 with black dial and stainless steel bracelet.

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Diageo Global Travel opens luxury spirits shop at DFW with DFASS

Diageo Global Travel opened a new luxury store in partnership with DFASS Group and its partners CBI Retail Venture (CBIRV), MDT Strategic Ventures and Charles Bush Consulting in Dallas Fort Worth International Airport earlier this month.

The 400 sq.ft store is the first Diageo retail space to open in Dallas Fort Worth Airport and is designed to offer a luxurious interactive spirits experience for travelers. Miami-based design agency Bloommiami designed, produced and implemented the store.

Located in Terminal D between gates D22 and D23, the store features a central sampling station, interactive video screens and wall displays. For whisk(e)y drinkers, a feature wall displays

a range of variants from the Scotch and American whiskey categories.

Marcos Bibas, Commercial Director, Diageo Global Travel Americas, said:

"We are delighted to offer travelers in Dallas an interactive shopping experience that explores the rich history and pioneering spirit behind our much-loved brands.

"I would like to thank our partners at DFASS Group, CBI Retail Venture (CBIRV), MDT Strategic Ventures and Charles Bush Consulting for their help in making this collaboration a reality. Dallas Fort Worth is an integral international travel hub in North America with 67 million passengers traveling through the airport last year alone.

Bibas continues: "This demand of passengers has welcomed new investment in the airport's systems and construction, making it a prime



location for the first Diageo airport retail experience in North America. The store's luxury features are designed to offer new and existing passengers the opportunity to discover and try our award-winning spirits, so they have all of the information they need to purchase the right brand for them."

Jon Potash, President The DFASS Group, added:

"We have enjoyed a strategic relationship with Diageo which has reached its most recent pinnacle with the realization of this tremendous project.

"As such, we are extremely

proud to partner with Diageo Global Travel to open the first Diageo airport retail experience in Dallas Fort Worth International Airport.

"We are dedicated to providing our consumers with engaging shopping experiences in a luxury environment and this stunning retail space in Dallas Fort Worth realizes this aspiration. It's a fantastic addition to the airport's concourse."

The luxury store offers key variants from Johnnie Walker, as well as a range of Single Malts and spirits from Bulleit, Baileys, Ciroc, Tanqueray and Zacapa.

DANZKA Vodka makes inroads in Latam TR with Dufry; next up: DANZKA THE SPIRIT in US duty free

Waldemar Behn reports great success with the rollout of its DANZKA Vodka in South America, where the company has been running high-profile promotions with Dufry since the start of the year.

"We have achieved excellent results from our exciting and high-profile POS activations with Dufry in Uruguay in January, in Rio de Janeiro and Sao Paulo, Brazil, during January and March, and in Ezeiza and Aeroparque airports in Buenos Aires, Argentina in February," says Tito Gonzalez, Regional Director Americas. "We are looking forward to similar success in May when we launch activations with Dufry in Lima, Peru and Santiago, Chile," he adds.

The company is also preparing for the launch of its premium superior vodka DANZKA THE SPIRIT in the region at the Summit of the Americas, where it be exhibiting its full portfolio of premium spirits (Booth 223). Since its introduction at the TFWA World Exhibition in Cannes in 2016, DANZKA THE SPIRIT has rolled out to markets in Europe, Russia, the Middle East, and Asia and had a great start in Australia with Sydney Heinemann last November, says the company.

DANZKA THE SPIRIT will launch first in the US duty free market, as the brand kicks off with Dufry US in the second quarter of the year. Behn will also be working with Chase International to support the launch of DANZKA THE SPIRIT in the US travel retail channel.



DANZKA held a high-profile promotion with Dufry in Rio de Janeiro.





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Latest DFWC Monitor integrates IATA data in traffic benchmark; Asia Pacific leads international growth



The Duty Free World Council's (DFWC) quarterly KPI Monitor, produced by Swiss research and consultancy agency mind-set, integrates for the first time an air traffic benchmark from IATA, mind-set's traffic forecast partner.

This new element shows year-on-year traffic growth during the fourth quarter of 2017 in each region.

Encompassing inbound, outbound and intra-regional traffic, Asia Pacific shows the strongest international traffic growth, four points above average at 12%; Europe saw on average growth of 8% compared to Q4 2016; Middle East traffic was the most sluggish in Q4 2017 with growth of only 2%, behind North America (7%), Latin America and Africa, both with 6%.

The KPI monitor shows that the overall satisfaction level among global shoppers had increased moderately in Q4 2017 compared to the previous quarter. The one percent overall increase is driven by Asia Pacific, Europe and the Middle East.

Both North and South America saw satisfaction levels remain stagnant in the fourth quarter of

last year.

The key satisfaction drivers in the KPI Monitor among global shoppers have seen consistent growth over the past few quarters. These include duty free shopping as an important "part of the travel experience" expressed by 46% of shoppers, "a great place to purchase gifts" cited by 41% of travelers, "a great place to buy

new brands" mentioned by 30% of travelers and an environment for "exclusive and unique products" expressed by 29%. The percentage of shoppers purchasing for gifting rose 3% on the previous quarter due to seasonal factors.

TMI will run more findings from the latest DFWC Monitor in our March Summit of the Americas magazine

MIA opens first U.S. passport clearance facility with facial recognition



Photo at left: Facial recognition booths inside the new Concourse E passport control hall.

The facility will also provide photo opportunities of the facial recognition screening process.

The re-designed, technology-driven facility also offers passport clearance via Global Entry kiosks and the Mobile Passport Control (MPC) app for select flights arriving at concourses E and F.

In addition to providing the latest in expedited passport screening technology, the new facility reduces the walking distance for Concourse E and F passengers who previously only had access to the Concourse D passport hall - decongesting one of the country's busiest arrivals facilities.

"Improving customer service through technology and innovation is our highest priority at MIA," said Miami-Dade Aviation Director Lester Sola. "We are proud to partner with CBP on this new technology, which has significantly reduced wait times for our international passengers."

On February 27, officials from the Miami Dade Aviation Department and U.S. Customs and Border Protection (CBP) inaugurated Miami International Airport's newly renovated Concourse E federal inspection facility for international arrivals.

The facility is the first in the country completely dedicated to providing expedited passport screening via facial recognition technology, which verifies a travelers' identity by matching them to the document they are presenting. Since the pilot program began in November, the facility has been able to screen as many as 10 passengers per minute.

Paint Monkey invites travelers to create their own masterpieces at PIT



The new Paint Monkey studio at PIT is a big hit with families. Right: Owner Joe Groom sets up shop.

Fraport USA announces the arrival of Paint Monkey at Pittsburgh International Airport.

The local do-it-yourself paint studio is the latest pop-up to open through Airmall Pittsburgh's POP-OPPs program. Paint Monkey's new art kiosk on Concourse B adapts the brand's unique studio space to an airport setting.

With Paint Monkey, travelers have an opportunity to paint their own masterpieces on pre-sketched canvases in a range of sizes designed to fit into carry-on baggage. The artists' creations can also be shipped to their home or destination. For time-pressed travelers, Paint Monkey offers spin art, and pre-painted merchandise featuring iconic Pittsburgh imagery are also available for purchase. Prices for the colorful do-it-yourself creations start at \$10 and range from cupcakes, robots and unicorns to Pittsburgh skylines and abstract art.

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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



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>