



Duty Free Americas, now second largest travel retailer in Brazil, opens store in São Paulo-Congonhas Airport



DFA Chairman Simon Falic (center) oversees the opening of the new Duty Free Americas store in São Paulo-Congonhas Airport in Brazil.

Duty Free Americas (DFA), which says it is now the second largest travel retailer in Brazil, has announced the opening of a 9,500 square foot travel retail store at São Paulo-Congonhas Airport.

DFA will operate the store under a 10-year concession with Infraero, the Brazilian government corporation responsible for managing Brazil's major airports.

São Paulo-Congonhas is a commercial airport in São Paulo that serves more than 18 million passengers per year.

The store is one of 18 retail

venues currently open or under construction by DFA throughout Brazil, including in Manaus, Porto Alegre, Curitiba, and Maceió. When completed, these points of sale will comprise approximately 45,000 square feet of duty free stores, luxury brand travel retail boutiques, and a chain of coffee shops, which will be serviced by DFA's 40,000 square foot state-of-the-art logistics facility located in Curitiba.

Jerome Falic, Chief Executive Officer of Duty Free Americas, commented:

"The triumphant and resilient spirit of Brazil was just showcased to the world in the Olympics. DFA has been investing heavily in Brazil over the past few years - with stores in five different Brazilian states from Manaus in the north to Porto Alegre in the south, and employing hundreds of Brazilians - because we are confident in the country's future potential growth.

"We are extremely pleased to partner with São Paulo-Congonhas Airport to build an outstanding shopping experience that will set a new standard for airport retail in Brazil, and we are honored to be able to serve the airport's 18+ million annual passengers."

Falic continued: "This concession is an extension of our ambition to further develop the DFA brand on an international level. We are now the second largest travel retailer in Brazil. Through our Brazilian stores, together with our stores in Uruguay, Colombia, Venezuela, Chile, Central America, and the Caribbean, we have achieved a solid platform in the region which will enable us to continue to grow our business throughout Latin America and beyond."

IN MEMORIAM: CTO'S Michael J. Youngman

The travel industry in the Americas has lost a revered pioneer. Michael J. Youngman, former Director of Marketing for the Caribbean Tourism Organization (CTO) and former airline executive for American Airlines, died in New York City on Aug. 13. He was 84.

In the late 1960s Youngman helped in the evolution of Trans Caribbean into American Airlines and in the 1970s returned to AA where he was responsible for strategic planning and route development, including conducting feasibility studies for Mexico and Caribbean routes.

He assumed the position as Director of Marketing for the Caribbean Tourism Organization in November 1991 and held this post until he retired in March 2002. He had previously served on the Board of the Caribbean Tourism Association (which preceded the CTO). He was also the first airline director on the Board of the Caribbean Hotel Association (CHA) and continued as a member of the CHA Board while with the CTO.

Youngman also designed the highly successful CTO/CHA Regional Marketing Program of 1993 that resulted in a 10.4% increase in visitor arrivals to the Caribbean in 1993 - 1994. The program was the first of its kind and has since been copied by other destinations.

Youngman received the CTO's Lifetime Achievement Award in 2002, the same year in which the region launched its *Life Needs the Caribbean* television campaign, which he had helped to develop.

Michael Youngman is survived by his wife of 57 years, Arline, a former editor on the New York Times book review.

Celebrity Cruises' bartender wins Diageo Global Travel final



Celebrity Cruises' Andrej Malic was crowned Diageo Global Travel's best bartender at the Diageo Reserve World Class final held last week in the Diageo 396 Bar in Miami.

Malic and bartenders Marc McArthur from Norwegian Cruise Line and Angelo Sinopen of Holland America were the three semi-finalists of this year's Diageo Global Travel Retail Americas World Class program. They were competing in Miami for the chance to represent Diageo GT at the World Class Bartender of the Year global final, which will be held in Miami in September.

There Malic will now compete against 58 of the world's best bartenders for the 'World Class Bartender of the Year' title.

The three bartenders were part of Diageo's fully integrated world class training program that has reached thousands of mixologists aboard the three cruise lines. The interactive program incorporated Diageo Bar Academy Essentials and World Class trainings followed by testing after every module.

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Celebrity Cruises' Andrej Malic creating one of his prize-winning cocktails.

Dufry renews and expands concession at Guadeloupe Pôle Caraïbes airport

Dufry has won the tender for the duty free retail operations at Guadeloupe Pôle Caraïbes Airport and will be extending its existing concession contract until 2026 for duty free activities and until 2021 for two convenience stores. Under the new contract, Dufry will develop 5 new shops and almost double its retail space for a total of over 1,100 sq. meters.

More than one million passengers depart Guadeloupe Pôle Caraïbes Airport each year.

Dufry has operated a 515 sqm walk-through duty free shop at the airport since 2000, and opened an additional 50 sqm duty free shop in 2014. Dufry's new shop development program, to begin in December 2016, comprises the total redesign of its main duty free shop in the International Terminal. When completed, the 783 sqm store will offer customers an extensive range of beauty, liquor, tobacco and confectionery items alongside clothing, watches and jewelry.

In the Regional Terminal, Dufry will operate a 180 sqm duty free and duty paid shop that will offer the core product categories as well as some clothing and luxury accessories.

It will also open a 35 sqm fashion shop selling beach and surf-wear in the International Terminal arrivals area as well as a 108 sqm Hudson news and convenience shop in the boarding area of the International Terminal. Another 12 sqm Hudson kiosk will be situated in the boarding area of the Regional Terminal.

The construction is expected to be completed in Summer 2017.

The main duty free shop will feature a contemporary design with materials such as wood and reflective surfaces to evoke elements of the locality and the Caribbean. It will also include a 'Thinking Guadeloupe' area in the main duty free shop that will offer local foods and gift items.



Alain Bievre, Chairman of Société Aéroportuaire Guadeloupe Pôle Caraïbes SA explains: "The airport of Pointe à Pitre/Le Raizet has been successfully operating the first walk-through duty free shop ever since the year 2000 and the first duty free shop for the region. With its decision to extend and expand the cooperation through the development of the new retail spaces, the Board of SA GPC not only renews its trust in the Dufry Group, but also supports the company in diversifying and increasing its operations at the Point à Pitre/Le Raizet airport and the region as a whole."

Julian Diaz, CEO of Dufry Group, comments: "We thank the Guadeloupe Airport Authorities for their ongoing trust and for appointing Dufry to extend this successful cooperation. By winning this important tender we foster our strong footprint in the Caribbean and underline our ability to develop competitive and attractive travel retail solutions for airports and their passengers across the world. Our dedicated shop design will make Guadeloupean citizens feel at home and help visitors experience the rich culture and tradition of this beautiful island."

DFASS wins PHL duty free concession, opens SkyMarket at DEN

As reported in the *MoodieDavitt Report*, DFASS has been awarded a 10-year duty free and specialty retail concession at Philadelphia International Airport following an open tender.

The contract includes five duty free and four specialty retail stores covering approximately 9,400 sq. ft. The stores will be located in Concourses A, D & E, and are expected to be operational by January 2017.

The contract had previously been held by International Shoppes.

Total passenger traffic at PHL for 2015 was 31.4 million, of which 4.56 million were international.

In related news, a DFASS joint venture with JAF Concessions opened SkyMarket, a 2,600-square-foot retail store at Denver International Airport (DEN) on Aug. 16. Skymarket, which offers healthy food and beverages, personal care products and artisan specialty retail products, is located on the mezzanine level of the B Concourse.

HMSHost completes acquisition of CMS

HMSHost announced today that it has finalized the acquisition of the airport restaurant assets of concessionaire Concession Management Services, Inc. (CMS).

HMSHost, part of Autogrill Group, will transition the operations of 12 dining locations at Los Angeles International Airport (LAX) and four restaurants at McCarran International Airport (Las Vegas) from CMS, effective August 20, 2016. The restaurant operations are projected to generate nearly \$50 million in sales for 2016.

The transaction aligns with HMSHost's goal to continue strengthening its position as the leader of food & beverage services in airports throughout North America, and was originally announced in June.

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Edrington WEBB TRA adds Sazerac spirits to its portfolio

Miami-based Edrington WEBB Travel Retail Americas (EWTRA) continues to expand, and has now added additional select brands from The Sazerac Company to its distribution and marketing portfolio in the Duty Free and Cruise Line sectors in the Americas.

Beginning October 1, 2016, EWTRA will directly manage key global brands in the Sazerac portfolio including Buffalo Trace Bourbon, Blanton's Bourbon, Eagle Rare Bourbon and Fireball Cinnamon Whisky.

Those brands join Sazerac's

Southern Comfort, which was awarded to EWTRA April 1, as well as Paddy's Irish Whiskey.

EWTRA also represents The Macallan, Tito's Handmade Vodka, Disaronno, Licor 43 and Highland Park Single Malt, making the company one of the strongest distributors of craft and premium wine and spirits in the duty free channel in the Americas.

Guy May, Sazerac global sales director, noted "We have had a long and productive relationship with our previous agent Chase International, who did a terrific

job getting our brands listed and well positioned in the North American Duty Free Channels. We look forward to working with EWTRA. The company has a proven track record of delivering marketing and distribution services to the entire Americas as well as global coordination on key accounts."

Andy Consuegra, chief executive officer of EWTRA, believes the new relationship will further position both companies as pre-eminent players in the travel retail channel in the Americas.

"The Sazerac brands are an excellent fit within the EWTRA portfolio, making our family of premium wines and spirits

among the best positioned to capitalize on the traveling consumer," said Consuegra.

"Beginning with Southern Comfort, the first Sazerac brand we championed, we have already delivered a genuine comfort level between our two entities, and we are delighted to now have additional brands from its core portfolio.

"Based on our passion and commitment to personal relationships and 'actual feet on the ground' in duty free, we are confident that our partnership with Sazerac will thrive for many years to come. And we look forward to building on the work that Chase International started."

Diageo Global Travel final *Continued from page 1*

In Miami, the three bartenders were judged by a panel of industry experts: Julio Cabrera, Master Mixologist; David Molina, Head Mixologist for Diageo Bar 396; and Marcy Rudershausen, Senior Master of Whisky for Diageo.

Malic and his fellow competing bartenders were judged on a range of elements of their craft, showmanship, creativity, bartending knowledge and the overall delivered drinking experience.

Tests included creating "Before and After" drinks of an aperitif and a digestif and fashioning unique special cocktails for imaginary celebrity couples (such as Brad and Angelina) complete with running commentary to entertain while explaining their process.

Describing the evolution of the cruise participation in the World Class program over the past five years, Sandra Vaucher, Director Global Cruise and Airlines at Diageo told *TMI*: "World Class fits so well with the vision that our cruise partners have of elevating and making a wonderful guest experience, and it fits our purpose of having our brands come to life in a way that creates that guest experience."

"As we have worked with our cruise partners over the years, World Class has evolved to what you have seen tonight—the mixology, the creativity, the showmanship, everything that goes into being a fantastic bartender and

delivering a wonderful drink was there tonight. We have seen this evolution over the last five years."

Lorenzo Davidoiu, Director, F&B Operations at Celebrity Cruises was thrilled with Malic's win, which came one year after Celebrity bartender Santos Mercedes Enriquez won the title.

"We will continue to do what we did last year, because it really worked," he told *TMI*.

"Diageo gets our bartenders excited and when you get the bartenders excited about the product, about the quality of the ingredients, they speak with passion, and this gives the guests a better experience. This year, with Andrej, we will build on what we did last year."

He added: "Our goal is to elevate our beverage program to be more experiential – to have our guests be involved in the creation of our drinks, so he gets that wow effect. We want to do more hands on mixology. We want to involve our guests in the experience because that will be how they remember it. That gives them the emotional connection that they seek."

Davidoiu also said Celebrity Cruises has completed installing the cocktail-oriented World Class Bars on its five Solstice-class ships, in partnership with Diageo.

EWTRA organization and board additions

To continue the organic growth of EWTRA as well as prepare for the new brands, EWTRA has made several organizational changes: Juan Carlos Rodriguez, former Director of Corporate Finance, Bacardi USA, joined EWTRA in July as group Finance Director. Jada Portela, former Director of Cruiseline Retail at Starboard Cruise Services, has been appointed Director of Sales, with responsibility for the EWTRA sales team. Anette Mourier, Director of Marketing for World Equity Brand Builders (WEBB), EWTRA's sister company, moves to Marketing Director, responsible for ILLVA, Zamora, Tito's and the wine portfolio of Mionetto, Belaire, The Wine Group and Cape Classics. Barry Geoghegan, based in Europe, will manage global key accounts on select brands for EWTRA.

EWTRA also announces the appointment of John McDonnell, Managing Director of Tito's International, to the EWTRA Board. John was formerly President International/Global Chief Operating Officer of Patron Spirits International A.G. and the former Chairman of DISCUS. In addition, Andy Consuegra announces the appointment of Michel Recalt, an industry veteran who was Global CMO of Bacardi and later Moet Hennessy and is currently a consultant, to the Board of WEBB, where he will act in an advisory role on strategy and business development and relationships.

"Both Michel and John provide immense value given their respective experiences and track records in the industry," added Consuegra.

ACI: Passenger traffic reported solid gains in first half of 2016

Airports Council International's latest PAX Flash reports that global passenger traffic grew 4.5% in June 2016 and 5.6% in the first half of 2016.

Even though airports reported an increase of 4.0% in international passenger traffic and an increase of 5.1% in domestic traffic in June 2016, ACI says that international passenger traffic grew faster than the domestic component during the first six months of 2016 (6.0% versus 5.4%).

The lower than expected growth rates during June 2016 in international traffic in Europe and the slowdown in the Middle East testified to the fragile and uncertain economic conditions, political instability and passenger sensitivity to the wave of terrorist attacks. These events weighed on travel confidence and air transport demand.

Nevertheless, except for Africa where the drop in passenger traffic was apparent and anticipated (-4.4% year-to-date), all regions posted growth in passenger volumes, ranging from 1.7% in the recessionary Latin America-Caribbean region to the buoyant Asia-Pacific and Middle East regions, which both grew strongly at 8.8% on a year-to-date basis. The mature markets of Europe and North America both grew 4.9% during the first half of the year.

Latin America-Caribbean

Taking a closer look at the regional markets, ACI notes that Latin America-Caribbean delivered a mixed picture. Brazil's deep recession continued to stunt air transport demand in the region's largest economy. At the same time, Colombia and Mexico experienced robust growth across their major airport hubs.

Mexican airports in particular benefitted immensely from the American economic recovery that coincided with the expansion of routes by airlines serving major destinations in Central America.

In Latin America-Caribbean, passenger traffic grew 1.9% in June 2016, consistent with the year-to-date figure of 1.7%. International passenger traffic outpaced domestic passenger traffic on a monthly and year-to-date basis (6.6% versus 0.3% in June and 6.3% versus 0% year-to-date).

In the first six months of 2016, major Brazilian airports recorded unprecedented traffic loss of 8.4%, which was barely offset by the strong passenger traffic growth in Mexico (+10.5%) and Colombia (+6.9%).

Both international and domestic passenger traffic growth was significant in Mexico at 8.5% and 11.8% respectively, as measured at 33 commercial airports. This made Mexico one of the most promising emerging aviation markets.

At the individual airport level, the highest growth in passenger volumes was recorded at Mexico City (MEX, +7.8% or +1.41 million passengers year-to-date), Santiago (SCL, +11.2% or +0.94 million passengers year-to-date) and Lima (LIM, +11.3% or +0.91 million passengers year-to-date).

The heaviest passenger traffic losses were observed at Salvador (SSA, -22.3% or -1.08 million passengers year-to-date), Rio de Janeiro (GIG, -12.1% or -1.05 million passengers year-to-date) and São Paulo-Guarulhos (GRU, -4.9% or -0.94 million passengers) in Brazil.

All major commercial airports in Brazil reported traffic losses, testifying to the severe nature of the economic crisis in the country. Brazilian GDP is projected to decrease 3.3% in 2016, according to the IMF.

North America

After years of consolidation and capacity discipline on the part of US-based airlines, North America experienced a resurgence in air transport demand, particularly at many of its mega hubs.

YVR on pace to break new passenger record for 2016

Vancouver International Airport's (YVR) passenger traffic is up in all sectors for the first half of 2016.

From January to June, YVR welcomed 10.5 million passengers, an increase of 8.1% versus the same period in 2015, and is on track to break another passenger record by the end of the year.

International traffic (excluding the U.S.) is up 13.7%, while Transborder traffic to the U.S. has risen 2.8%. Domestic traffic is up 7.6% for the first six months of 2016.

YVR's traffic to Latin America has increased 20% year-over-year, driven by Air Canada's service to Mexico City, as well as Aeromexico's new non-stop service to Mexico City, which started in December 2015.

YVR's European business is up 12.9%, driven by new WestJet's first wide-body international service to Gatwick, Air Transat's new seasonal service to Rome, Air Canada Rouge's service to Dublin, Air Canada's seasonal Double Daily service to Heathrow and British Airways' new Airbus A380 service on its YVR to London route.

YVR's Asia Pacific traffic was up 12.9%, with new services including Air Canada Rouge non-stop to Osaka and China Eastern direct to Kunming helping drive the growth.

Canada July duty free sales up

Canada's duty free sales were up at both airport and land border stores in July 2016, according to the latest numbers from the Canadian Border Services Agency (CBSA).

Airport sales were \$39 million for the month, rising 19% versus July 2015. Through the first seven months airport sales are \$220 million, an increase of 6.9%. Perfume, Cosmetics, Skincare, the number one category in Canada's airports with more than 37% of sales, rose 23.54% in July. Alcohol sales (20.58%) increased 21.83%. Tobacco sales were up 12.75% in July.

Land border sales were \$20 million in July 2016, up 7.63%. Through July land border sales are \$83 million, an increase of around 7%.

Alcohol, Canada's land border's number one category with 43.36% of sales, was up 14.91% in July. Tobacco (almost 19% of sales) fell 7.32%. Perfume, Cosmetics, Skincare (14.79%) increased 4.74%.

Ontario, the largest land border region with \$11 million July sales, rose 12% versus July 2015. Atlantic/Quebec sales were \$4.9 million, a slight increase of 1.46%. Pacific sales were \$3 million (up 6.59%), while Prairie region sales were \$992,000, down around 4%.

Growing 5.5% YOY in passenger traffic to a record-breaking total of over 100 million passengers in 2015, Hartsfield-Jackson Atlanta International Airport (ATL) benefitted tremendously from its strategic location as a major connecting hub and port of entry into North America.

In North America, passenger traffic grew 5.0% in June 2016 and 4.9% from January to June 2016, with international passenger traffic outpacing domestic

passenger traffic (5.6% versus 4.8% year-to-date).

The 5.0% growth rate in passenger volumes at major commercial airports in North America over the course of six months was equivalent to an additional estimated 43 million passengers, demonstrating the scale of air transport industry in the region.

The United States outperformed Canada in passenger traffic growth.

Continued on next page.



THE SHISEIDO GROUP

has the following open positions in Miami:

BRAND MANAGER

Ideal candidate has 3-5 years marketing experience in the luxury fragrance/skincare & makeup industry working with demanding brands in a mature market; must be experienced in developing media plans, implementation of trade marketing, forecasting, and advertising. Responsible for implementation of marketing strategy.

Travel Retail and Local Markets experience is ideal.

Degree in Marketing or Business Administration required and must possess strong analytical skills and excellent oral and written communication skills in English and Spanish. 20% Travel required.

PRODUCT MANAGER

A minimum of 3 years' experience in the luxury goods industry (in TR fragrance and/or skincare & make-up is preferred) to assist Marketing/Brand Manager with coordination of launches, promotions, implementation of marketing plan, forecasting, product launches, animations, ordering of media and PR images.

Knowledge of Photoshop preferred; strong knowledge of MS Office a must.

Degree in Marketing or related field preferred.

MARKETING ASSISTANT

A minimum of two years' experience in the luxury goods industry to assist the Brand Manager with various marketing responsibilities that include the coordination of product launches and animations, maintaining updated distribution database, ordering visuals, in addition to other administrative duties. Strong knowledge of MS Office needed.

Applicants please send resumes to: gcamplani@bpi-sa.com



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Has an immediate opening for a **Category Sales Manager**

Cruise

for **Liquor, Tobacco and Confectionery**

Tasks:

Category Management: Work in conjunction with Business Development to secure category information for the region, PAX, channel, or other market research that will assist in building more tailored customer assortments, pricing, and promotional programs; create customer price lists; manage category space responsibilities; track and measure sales results; help develop vendor supported promotional programs and new products; verify forecasts in the replenishment system.

Sales Coordination

Create new product offers & catalogues; communicate assortment updates; assure information entered in SAP matches information received from customers; maintain promotional calendars; create presentations; solicit customer feedback.

Position Requirements

Full Time, HQ based position (Coral Gables); Graduate degree (college); English a must, Spanish and other foreign languages a plus.

Pls. send resumes to info@heinemann-americas.com
With CC to:
m.mariani@heinemann-americas.com

ACI 1H 2016 passenger results

Continued from page 4.

This was consistent with the macroeconomic climate differences. According to the IMF, 2016 GDP growth is projected to be 2.2% in the United States and only 1.4% in Canada.

At the individual airport level, robust growth rates were recorded at Los Angeles (LAX, +7.9% or +2.82 million passengers year-to-date), Atlanta (+4.5% or +2.2 million passengers year-to-date), Orlando (MCO, +10.1% or +1.97 million passengers year-to-date) and Seattle (SEA, +10% or +1.96 million passengers year-to-date).

TABLE 2: PaxFlash summary – June 2016

Regions	JUNE 2016 % YOY	YTD JUNE 2016 % YOY	YE thru JUNE 2016 % YOY
International passengers			
Africa	-16.4	-8.4	-6.4
Asia-Pacific	10.8	10.1	9.5
Europe	1.8	4.5	5.0
Latin America-Caribbean	6.6	6.3	6.8
Middle East	3.6	9.3	11.8
North America	7.4	5.6	6.3
World	4.0	6.0	6.4
Domestic passengers			
Africa	-3.8	2.2	3.4
Asia-Pacific	9.5	8.2	7.7
Europe	3.4	6.1	6.0
Latin America-Caribbean	0.3	0.0	1.9
Middle East			
North America	4.6	4.8	5.6
World	5.1	5.4	5.8
Total passengers			
Africa	-11.8	-4.4	-2.9
Asia-Pacific	9.9	8.8	8.2
Europe	2.1	4.9	5.1
Latin America-Caribbean	1.9	1.7	3.2
Middle East	3.4	8.8	11.3
North America	5.0	4.9	5.7
World	4.5	5.6	5.9

OLUG 1



Strong response to Baylis & Harding's Miami "road show"

Leading ladies U.K. gift brand Baylis & Harding, which features affordable luxury beauty, is now launching its charming, appealing gift sets in the travel retail market in the Americas.

One of the fastest-growing, multi-channel bath, body and gift manufacturers in the world, the award-winning Baylis & Harding held a "road show" in Miami Beach earlier this month that attracted some 20 travel retailers throughout the region. Anyone interested in placing Holiday gift orders, please contact Katherine Sleipnes at katherine@internationalbrandbuilders.com as soon as possible since the company is soon closing the containers shipping to this region.

