



## IS completes renovation of JFK T8 stores, unveils three new designer boutiques

International Shoppes unveiled its latest designer boutiques at JFK International Airport T8 this month, completing the New York-based retailer's renovation and expansion in the terminal.

A joint Tag Heuer/ Mont Blanc boutique (around 350 sq feet) opened mid-December, joining the Hugo Boss and Michael Kors boutiques (each about 800 sq feet), which debuted earlier this month.

The opening of the three stand-alone boutiques follows the earlier opening of boutiques for Bulgari and Ferragamo, all of which are located across from the renovated duty free store.

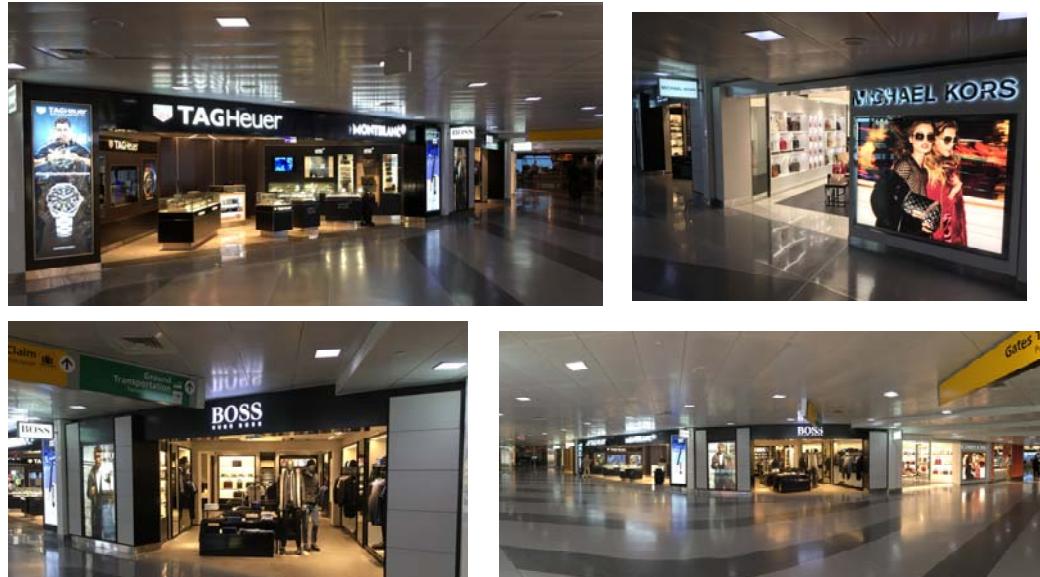
"We are very excited and pleased with the opening of our newest boutiques at JFK Terminal 8," says Matt Greenbaum, Vice President of independent and family-owned International Shoppes.

"This is a milestone for us and for the terminal, as it represents the end of a multi-year renovation and expansion project that significantly enhances the duty free and retail offering in this premier facility. The project is a result of a collaboration with Westfield and American Airlines," he says.

"JFK T8 is a premier gateway to the New York metropolitan area and is the home of American Airlines at JFK. The new offering will result in a better travel experience for all of T8's customers. This duty free/retail environment will put us in a great position to capitalize on the upcoming Cathay Pacific flights, which will be moving into T8 in January of 2017," added Greenbaum.

"The renovated duty free store opened in late summer and includes boutique spaces from Dior, Chanel, MAC, the Estée Lauder group, as well as Kiehl's and Lancôme. We are enjoying the results of this renovation by way of significantly increased revenues and significantly happier customers. The opening of the balance of our fashion boutiques this month greatly complements the renovated duty free store, and we are quite optimistic about the potential of this updated environment."

Greenbaum says IS is also beginning its construction at JFK T1 this month and in Boston in early 2017.



*With the opening this month of the TAG Heuer/Montblanc, Hugo Boss and Michael Kors boutiques, International Shoppes has completed its multi-year renovation at JFK T8.*

## Sacyr-Agunsa favorites to control Asuncion airport

The Hispano – Chilean consortium Sacyr – Agunsa seems to be the favorite to win the tender to manage the concession to control Silvio Pettirossi International Airport in Asuncion, Paraguay for the next 30 years. Agunsa is best known as the former operator of Arturo Merino Benitez International Airport in Santiago, Chile.

The economic proposals were opened last Friday in the offices of DINAC, the Paraguayan civil aviation authority. Just prior to the opening of the financial bids, news broke that the Cedicor / Corporacion America bid, the owner of AA2000 (Buenos Aires Ezeiza and Aeroparque) and Puerta del Sur (Montevideo)), had been disqualified as it did not fulfil the technical requirements.

Sacyr – Agunsa will pay 32.06% of net monthly revenues to the Paraguayan government, if its bid is finally successful. Cedicor has threatened to take legal action to support its bid but local sources indicated to TMI that the group had not followed due process and legal action will not be possible.

The eventual winner will be expected to invest \$160m to build a new passenger terminal.

A Sacyr-Agunsa victory could mean that current duty free operators Bright Star, Mannah Duty Free and GDF secure a temporary reprieve to keep operating their stores until the new terminal is completed.

*John Gallagher*

### ACI: Robust – but slower -- passenger traffic gains in October

Airports Council International reports that global passenger traffic at the world's major airports rose 5.1% year-over-year. International and domestic traffic grew 6.1% and 4.4% respectively, a rate below the twelve-month average trends of 5.7%, 6.3% and 5.3%.

With the exception of Africa, which experienced a drop of 4.3%, all regions posted gains in passenger traffic: Asia-Pacific, +7.35%; Europe, +6.7%; Latam-Caribbean, +6.6%, North America, +6.0% and the Middle East, +4.2%.

Asia Pacific airports reported the greatest increase in total passenger traffic with gains of 8.4%. Major hubs Guangzhou, Incheon, New Delhi and Kuala Lumpur grew 11.8%, 12.6%, 19.2% and 14.6% respectively.

In Europe, overall passenger traffic grew 5.8%. Amsterdam (AMS) and Barcelona (BCN) grew 8.7% and 10.9% respectively.



Contact Bob Syner, for Caribbean/C & S. America/  
DF Americas export markets [info@specialtybrands.net](mailto:info@specialtybrands.net)



L to R. The stunning BMW-flanked entrance to the Cartier event at the Shoppes at Rosehall in Montego Bay, Jamaica. Jamaica Senator Noel Sloley, Casa de Oro owners Indru, Aroon and Jyoti Dadlani, Sharron Sloley, and Emmanuel Pedron, Cartier Sales Agent; Pedron, and the Dadlanis with Jamaica's Minister of Tourism Edmund Bartlett and his wife, Carmen. Below: the staff and management of Casa de Oro with Cartier's Pedron.

## Casa de Oro - Jamaica and Sandals/BMW host Cartier event



### Actium adds Q Drinks mixers

Miami-based travel retail company Actium has added a new category to its portfolio with Q Drinks mixers.

Q Drinks is a full range of all natural and low calorie premium mixers crafted with real ingredients (quinine, ginger root, etc), that is lightly sweetened with organic agave instead of sugar, and packaged in a silkscreened bottle.

Actium became the broker for Q Drinks for all Latin America (except Mexico) in October 2016.

Daniel Bras, Actium's Beverage Division director, says the mixer category has become more important recently with the incredible growth of high-end spirits.

"The best spirits deserve the best mixers," says Bras. "Consumers don't want to mix their premium gin, vodka, rum or tequila with cheap mixers, full of sugar and served in unattractive packaging."

Q Drinks was created by its founder, Jordan Silbert, in Brooklyn, and has since been growing exponentially in the US, with strong distribution in key off-trade chains (Whole Foods, Bevmo, Total Wine, etc) and in many of the most high-end on-trade venues in the country such as Soho House, Conrad's and Waldorf Astoria.

Bras told *TMI* that Actium has been generating interest for Q Drinks from the top distributors in each market, as this is a "new" category for them, and is totally complementary to their sales (same points of sale in on and off trade, and zero cannibalization).

Aroon Dadlani of duty free retailer Casa de Oro in Jamaica teamed up with Cartier and local businessman Adam Stewart to hold a magnificent sales event held at the Shoppes at Rosehall in Montego Bay on Dec. 10.

Stewart is Deputy Chairman and CEO at Sandals Resorts International, and The ATL Group, which is the agent for BMW in the Caribbean.

Cartier Latin America & Caribbean worked hand in hand with BMW to put on the magnificent event, which was attended by more than 500 people, said Indru Dadlani of Casa de Oro.

*Sandals International's Adam Stewart with Casa de Oro's Aroon Dadlani and his wife, Raquel.*

Among the guests were several dignitaries, including Edmund Bartlett, Jamaica's Minister of Tourism and his wife Carmen, as well as Jamaica Senator Noel Sloley and his wife, Sharron. The event received extensive press coverage, said the company.



LET DESIRE LEAD THE WAY

**MICHAEL KORS**  
**WONDERLOST**  
THE NEW FRAGRANCE FOR WOMEN

## Pernod-Ricard creates the 'Garden of Wonder by Perrier-Jouët' at Miami International Airport

Travelers to Miami International Airport are discovering the Garden of Wonder by Perrier-Jouët, a whimsical immersive pop-up experience exploring the connection between the environment and art.

The Garden of Wonder by Perrier-Jouët currently inhabits a circular podium space in Miami International Airport, where it remains through Jan. 2, 2017. This is the latest installment of an ongoing collaboration with Miguel Chevalier, and displays the French digital artist's "enchanting" virtual garden, "Extra Natural", across digital screens around the pop-up.

A series of stylized, luminescent flowers spring into bloom as guests enjoy Perrier-Jouët's range of luxurious Belle Epoque champagnes from flutes perched in golden reeds.

Visitors are also invited to have their photograph taken in front of an immersive neon floral screen with the option of sharing the captivating experience via social media.

The Garden of Wonder by Perrier-Jouët was a prelude to Perrier-Jouët's contribution to Design Miami/ 2016.

The immersive experience that evoked Perrier-Jouët's unique story took place on Nov. 29-Dec. 1, at the Faena District's Casa Claridge's in Miami. The official opening gala evening on November 29 drew such celebrities as Sarah Jessica Parker, Katie Holmes, Lady Victoria Hervey and Sasha Lane.

L'Eden by Perrier-Jouët is an exclusive partnership with celebrated San Francisco based designer Andrew Kudless, who revealed a large-scale installation at the global design forum that reflects the organic, natural process of wine-making using digital craftsmanship.

The creation of the MIA space marks a cele-bration of Perrier-Jouët's long-standing association with art and the inspiration that the luxury champagne house finds from nature.

Born in 1811 from the passion of two fervent botanists, Pierre-Nicolas Perrier and Rose-Adélaïde Jouët, Perrier-Jouët embraces the harmony and beauty of the natural world to create delicate, floral champagnes. To see the digital virtual garden, please, click here: <https://vimeo.com/188186638/688a7c54b2>



### BY THE NUMBERS

## U.S. visitation reports: more Americans travel overseas, but inbound traffic flat

Spurred by the strong US dollar, Americans took advantage of their increased purchasing power to take more international trips during the first half of the year.

Figures released by the U.S. Department of Commerce's National Travel and Tourism Office (NTTO) in November, report that U.S. travel to overseas markets January to August totaled 24.3 million, up 7% over the same period last year. Some three million Americans traveled in August alone, up 5% compared to August of 2015.

International travel to the U.S. is taking a hit from many markets, however. The DOC reported this week that international visitation to the U.S. was flat in June (6.2 million, +2,300 over June 2015), and down by nearly 6% in May.

In June 2016 the top inbound markets continued to be Mexico and Canada. Non-resident visits from Mexico were up 9% while visits from Canada declined 8%. The United Kingdom (-9%), Japan (-6%) and the People's Republic of China (excluding Hong Kong) (+18%) rounded out the top five. Six of the inbound overseas regional markets posted increases in non-resident visits in June 2016, with Western Europe, South America, and Oceania posting declines.

For the first six months of 2016, international visits (35.2 million) were down 2% (-2.4%) when compared to the same period in 2015.

In other recent highlights, the DOC says that International air traffic to/from the U.S. totaled 186.0 million passengers through October 2016, up 6% over the October 2015 year-to-date period.

Arrivals from China were up 31% in October. Chinese carriers increased average weekly frequencies from 151 to 190, up 26%. U.S. carriers increased average weekly frequencies from 131 to 137, up 5%.

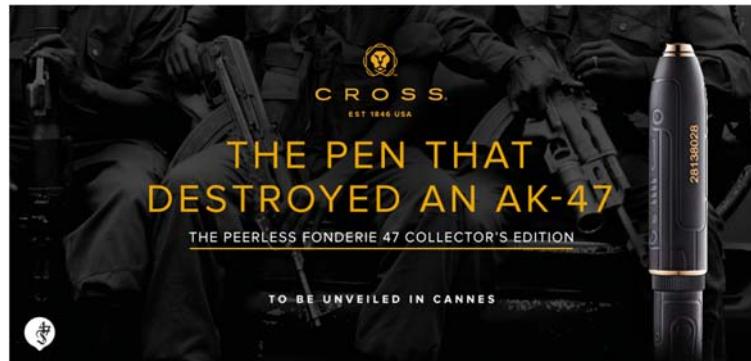
U.S. air traffic to Cuba doubled for the month in October.

North American markets accounted for 26% of U.S. international air traffic flows.

Canadian air traffic accounted for 24.6 million passengers, 13% of all international traffic, and increased by 3%.

Mexico air traffic accounted for 23.4 million passengers, 13% of all international traffic, and was up 8%.

Overseas air traffic accounted for 138.3 million passengers, 74% of all international, and grew by 6%.



David Ferreira dferreira@cross.com

**COTY**  
BEAUTY, LIBERATED



has an opening for a Travel Retail Business Analyst position based in Miami:

**Mission**

This position will provide analytical support to the TR Americas region. Key responsibilities will be to support the sales team in terms negotiations and provide business insight driven by detailed sales, financial and market analysis.

The ideal candidate will be a self-starter with a detail oriented approach, an astute commercial sense and great interpersonal skills.

**Requirements**

University Commercial/Finance degree

Fluent English (Spanish & French a plus)

At least 3 years of relevant work experience in an international environment

Industry knowledge a plus

Excellent knowledge of Excel

Please send resumes to  
[Andres\\_Romero@cotyinc.com](mailto:Andres_Romero@cotyinc.com)

**THE SHISEIDO GROUP**  
has several positions available immediately:

**AREA SALES MANAGER  
SOUTH AMERICA TR /  
SKINCARE & COSMETICS**

**Responsible** for the development of the Group's skincare & cosmetics brands and achievement of sales; implementation of global strategies and marketing plan; management of P&L; negotiation of spaces with major retailers; supervision of field retail managers. Reports to Regional TR Sales Director.

**Qualifications:** Bachelor degree or above in Business Administration; minimum 3 years' experience in sales in the luxury industry; excellent communication skills (English/Spanish); strong management and analytical skills; 50% travel.

**MARKETING MANAGER TR & LAT. AM. LOCAL MARKETS / SKINCARE & COSMETICS**

Responsible for development and implementation of Marketing plans and communication of brand objectives and strategies for all skincare and cosmetics brands; management of portfolio category and building brand equity and gaining of market share by leveraging innovation and creativity. Must have 5 years in the industry. Position reports to Marketing Director for the Americas. 30% travel. Degree in Marketing with 5 years' experience in the industry preferred

**BRAND MANAGER TR & LAT. AM. LOCAL MARKETS  
DOLCE & GABBANA  
(Fragrance)**

Responsible for implementation of trade marketing strategy, development of media plans, forecasting, and advertising. Will work closely with brand holder to assure brand image across region. Travel Retail and Local Market experience is ideal. Reports to Marketing Director for the Americas. 20% travel.

Marketing or Business degree required with strong analytical skills and excellent oral and written communication skills in English and Spanish. 3-5 years marketing experience is a must  
-MORE-

**THE SHISEIDO GROUP  
(CONTINUED)**

**PRODUCT MANAGER / SKINCARE & COSMETICS**

Contributes to the execution of marketing strategies, coordination of launches, promotions, implementation of marketing plan, forecasting, product launches, animations, ordering of media and PR images. Reports to Marketing Manager

Knowledge of Photoshop preferred: strong knowledge of MS Office a must. Degree in Marketing/Business field preferred. A minimum of 3 years' experience in the industry (in skincare & make-up is a must)

**MARKETING ASSISTANT / DOLCE & GABBANA  
(Fragrances)**

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 Photoshop and MS Office needed.

**FINANCIAL ANALYST**

As the primary support for the Finance Director, will handle monthly reporting, A/R and A/P, T&E reporting/audit/analysis, provisions follow-up, vendor payments, purchasing, and IT. Degree in Accounting and excellent knowledge of Excel and accounting software

**Applicants please send resumes to:**  
[gcamplani@bpi-sa.com](mailto:gcamplani@bpi-sa.com)

**OTIS McALLISTER, INC**  
has an opening for an Assistant Trade Marketing Manager

The full-time position is based in Fort Lauderdale, FL 33312

The position will be responsible for managing and executing the marketing plan for Otis McAllister's Travel Retail division, implementing brand activities specific to the customers, retailers and suppliers, while ensuring execution of trade marketing strategies to successfully position the following brands.

**Confectionery Companies:**  
Ferrero Travel Market, Ghirardelli Chocolate Company, Haribo, Lindt Duty Free, Mars ITR, Mondelez International, Perfetti van Melle, Turin

**Tobacco Companies:** General Cigar Company, Toscano Cigars, Scandinavian Tobacco Group, Swedish Match

**Responsibilities will include; but not limited to:**

Supports the sales and marketing team.  
Promotional Execution  
Collaborate with retailer, supplier, and printer for retail artwork  
Prepare customer and vendor meeting presentations  
Minimal travel to attend trade shows is required.  
Complete call reports

**Skills and Experience:**

Proficient in Microsoft Office (specifically Power Point) and Adobe Creative Suite (Photoshop and In-Design).

Strong project management skills. Strong communication skills, both written and verbal.

Excellent interpersonal/communication skills.  
Able to work well with a wide range of people.  
Bachelor's Degree in marketing or comparable discipline.  
Bi-lingual in English & Spanish preferred but not required.

**Required experience:**  
Marketing: 2 years

Please send resume to:  
[Rmerisier@otismcallister.com](mailto:Rmerisier@otismcallister.com)