

Top Dufry and Carnival Cruise execs headline speaker lineup at ASUTIL/IAADFS Summit of the Americas

ASUTIL and IAADFS have now released the full slate of speakers for the Executive Conference Sessions at the 2018 Duty Free & Travel Retail Summit of the Americas to be held March 18-21, 2018, in Orlando, Florida.

Julían Díaz González, CEO, Dufry and **Gustavo Antorcha**, Chief Operating Officer, Carnival Cruise Lines will headline the Executive Conference Sessions, that will take place during the mornings of Monday, Tuesday, and Wednesday, March 19-21.

Among the other topics and speakers, **Kian T. Gould**, CEO / Founder, AOE GmbH, will talk about *Travel Retail 2020: Digitally Disrupted or Digitally Evolved?* AOE GmbH is a leading global provider of services for digital transformation and digital business models. The company has just opened its second office in the United States, located in Fort Lauderdale, to meet the rising demand on the East coast and in South America for its services.

Lewis Allen, Director, Environments, Portland Design will address *When Different Is Not Good Enough: Better Shopping for Tomorrow's Airports*, and

Peter Mohn, owner and CEO, MInd-set and **Charles de Gheldere**, Director Travel Intelligence, IATA will deliver a discussion entitled *In-depth Dive into the Air Traffic Evolution in the Americas 2018-2023*.

Participation in the Executive Conference Sessions is open to all registered attendees.

Summit welcomes back key suppliers

IAADFS and ASUTIL have confirmed the participation of several key suppliers for the 2018 Summit of the Americas that are returning after an absence.

Rejoining the event for 2018 in the category of fragrances and cosmetics are Bvlgari, Christian Dior, L'Occitane, Puig Panama, and Rituals Cosmetics, joining long-time supporters in the category such as Essence Corp, Estee Lauder, Euroitalia, and L'Oréal, among others.

Other exhibitors returning after an absence are Furla, Haribo, Misaki, and Philip Morris Duty Free, among others.

"We are excited to welcome back some of these major brands that are so important to the duty free and travel retail industry in

the Americas and the Caribbean," commented ASUTIL secretary general José Luis Donagary. IAADFS president and CEO Michael Payne added, "We are also grateful for the continued support of our many long-time exhibitors, and we are pleased that this year's supplier participation will be an even better reflection of the diversity offered by our many supplier partners."

The exhibitor list for the 2018 Summit of the Americas includes nearly 140 companies offering a vast array of products for the duty free and travel retail industry.

For the 2018 floorplan, go to: www.2018summitoftheamericas.org/Exhibitors

DEN sets new traffic record in 2017, welcomes one billionth passenger as international travelers surge

International traffic at Denver International Airport (DEN) grew by 12.5 % to 2.59 million international travelers in 2017, more than double the overall passenger traffic growth rate – which itself was up by 5.3% to reach a record high of nearly 61.4 million.

International traffic growth over the last year was driven in part by new service and new airlines, inclu-

ding Copa Airlines to Panama City, Panama; United to Cozumel, Mexico; Norwegian to London Gatwick; Air Canada to Vancouver; and Southwest to Belize City, Belize. Aeromexico, Icelandair and Lufthansa also contributed to the record-setting year.

July was the busiest month ever for DEN, tallying more than 5.8 million passengers. The airport also experienced the single busiest day in its history on June 30, 2017, with 197,276 passengers. And, in late May, DEN celebrated its billionth passenger since the facility opened on Feb. 28, 1995.

"2017 will be remembered as one of the most successful in Denver aviation history," said Denver Mayor Michael B. Hancock. "The coming year will find Denver connected with more long-haul international destinations than ever before, further strengthening Denver's position on the global stage."

December 2017 was the busiest month ever for international passengers at DEN, increasing nearly 17% over December 2016.



MATCHA

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Japanese tea powder



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

DFASS and partners inaugurate ground-breaking DFW duty free stores

DFASS Group with its partner CBI Retail Ventures (CBI) officially inaugurated the largest duty free store in the western hemisphere last week at Dallas Fort Worth International Airport's (DFW) Terminal D.

The 19,000-square-foot, two-level TRG Duty Free store, which has been open since December, offers passengers experiential shopping including two executive mezzanine lounges, \$2 million in dynamic digital displays, multiple tasting bars, and VIP concierge services.

One of the more unique aspects of the new concept is the airport lounge incorporated into the design.

The top level is split into two open lounge areas complete with comfortable seating pods, charging

stations, work stations, and more than 50 iPads with interactive apps. The second level features a view of the entire duty free store and two sculptures from famous artist James Surls.

Several Texas brands are also prominently featured in the store, including spirits from Fort Worth's TX Whiskey, Askinosie chocolate, and belt buckles from Dallas' Bohlin Company.

Luxury brands include Estée Lauder, La Mer, Dior, Armani, Lancôme, Prada, Hermes, Ralph Lauren, Carolina Herrera, Paco Robanne, Gucci, Marc Jacobs, Bvlgari, IWC, Tom Ford, Marc Jacobs, YSL, Chanel, Burberry, D&G, Omega, Tom Ford, Calvin Klein, and Hugo Boss, as well as a Diageo multi-brand store.



Kérastase opens 3rd TR store in São Paulo

Following its highly successful partnership with Dufry, L'Oréal-owned hair care brand Kérastase has opened a third store in Terminal 3 departures at São Paulo-Guarulhos International Airport.

Sales from this 14sqm outlet are already beating expectations, says the company, and the location which is frequented by Brazilian and Argentine travelers, enhances the brand's status, and reputation, while building its premium image.

The store is staging its three-step hair beauty rituals, in addition to travel retail exclusives, and offers expert hair and scalp diagnosis with a hair & scalp profiler by a dedicated Kérastase hairdresser. This develops the Beauty category by recruiting new consumers both for the shop and for the Brand.

The new Kérastase French counter expresses premium and highly differentiating hair salon codes and delivers the brand's professional know how and high quality haircare services.

U.S. CBP: Non-US citizen air travel to US up 4%

U.S. Customs and Border Protection (CBP) reports that it processed more than 397.2 million travelers at air, land, and sea ports of entry in FY2017, including more than 124.2 million travelers at air ports of entry. Over the last five years, international travel has grown approximately 9.7% overall and 21.6 % at airports, said the agency in its annual Trade and Travel Report released today.

International travel at U.S. air ports of entry has steadily increased since FY2009. In FY2017, arriving air travelers increased by 4.2% over FY2016. CBP officers welcomed home 7.6% more U.S. citizens traveling internationally and 4.0% more non-U.S. citizens at air ports of entry in FY2017, adding that programs like Global Entry, Automated Passport Control (APC) and Mobile Passport Control (MPC) have provided travelers user-friendly technology that enhances their inspection experience, while expediting the entry process.

Emily Ratajowski: new face of Kérastase

Beauty and social media icon Emily Ratajowski was revealed as the new face of Kérastase in January, and her image is currently rolling out in Kérastase Travel Retail shops.

Featured on the covers of major fashion magazines, and on Instagram where 16 million followers are inspired by her, Emily is a beauty icon, and the muse to some of the most influential hair-dressers, says the company.



Tea Forte's Matcha collections indulge with the experience of a relaxing ritual

Global luxury tea brand Tea Forte is upping the excitement factor for its giftable teas with the introduction of Tea Forte's Ceremonial Matcha Bowl Set and Matcha Single Steep collections.

The high quality organic matcha teas—shade grown, spring harvested and stone ground—come in pure matcha and four additional flavors, including ginger, coconut, chocolate and chai.

In addition to its distinctive taste, matcha is prized for its health benefits. Steeped green tea contains only the antioxidants that can be extracted in water; with matcha, the whole leaf is consumed. Tea Forte's high-grade matcha is

shaded in the weeks prior to harvest, increasing chlorophyll and encouraging the deep emerald hue. They are also Kosher and gluten-free.

"The launch of Tea Forte's Matcha collection represents our continued commitment to wellness and cultivating all the potential mental and physical health benefits of tea," says Tea Forte CEO Michael Gebrael.

"In addition to our high quality Pure Matcha, we've also blended four distinct flavored matcha varieties. Prepackaged in pouches measured out for a single serving, our Single Steeps Matcha is ideal for the office, travel, or to keep

with you for a boost anytime."

The two new Tea Forte options allow users to enjoy the traditional drink at home or on the road.

The Ceremonial Bowl Set includes a handcrafted ceremonial tea bowl, handmade bamboo whisk and measuring ladle, which allows users to prepare the premium matcha blends much like they were prepared in the centuries-old Japanese tea ceremony called chanoyu: a preparation technique known for its centering meditative qualities.

The Single Steeps comes in 15 single serving packages ideal for travel, three of each of the five varieties.

In travel retail, Tea Forte's Matcha collections launched with Lotte, International Shoppes at JFK and BOS airports and with NewsLink at MIA in January, rolling out this month with DFS, reports Zack Boiko of Actium, the agency which is exclusively representing the brand in Travel Retail worldwide and in Latin American and Caribbean domestic markets.

For more information about Tea Forte's new Matcha collections, along with several other new products including its first travel retail exclusive, please contact Zack Boiko at Actium at zboiko@actium.us

Royal Caribbean bartender wins 2018 Bacardi Legacy Cruise Competition

Shekhar Grover from Royal Caribbean International was awarded the 2018 Bacardi Legacy Cruise Bartender of the Year at the Bacardi Legacy cruise final held last week in Miami. Grover won with "The Royal Legacy", his own signature cocktail created especially for the competition.

Grover scooped the ultimate prize from thousands of entries in the cruise sector and qualified for the global finals that will take place in Mexico City in May 2018, where he will compete against winners from 38 different markets.



"Shekhar has been especially inspirational with his masterful creation, exceeding expectations to deliver a unique and truly world class cocktail. His care and professionalism throughout the process epitomize best in class bartending in any sector, and he is a fantastic ambassador for the cruise industry—an increasingly important channel for the premium drinks industry," says Zachary Sulkes, International Key Account Manager (Cruise), Bacardi Global Travel Retail.

Juan Coronado, Bacardi Brand Ambassador for the United States and a Bacardi Legacy competition judge comments:

"After seeing Shekhar's performance during the 2018 Global Travel Retail finals, I'm excited to say that he truly opened my eyes to the enormous hospitality, talent and level of skills required as a cruise ship bartender. The Royal Legacy conjures spices and stone fruit flavors that, together with the oak and vanilla notes of Bacardi Ocho (8) Años, create a succulent cocktail that you want to last forever."



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CiR: Airlift from India doubles to Americas with new routes to Canada

The Indian aviation industry is booming and capacity to the Americas is growing by double-digits, reports analysis from Business Lounge, the market data arm of CiR.

In the ten months to October 2017 total PAX at India's airports combined was up +14.9%, a growth second only to Russia among the top thirty markets globally, says CiR.

"India's rate of growth ... is certainly impressive considering its already significant scale," says Garry Stasiulevicius, Founder and President of CiR.

India is currently the fifth biggest market in terms of total PAX, positioned in between the UK and Spain, and behind the USA, China and Japan.

While much of the growth is being driven by domestic travel, which accounts for over three quarters of total PAX and has grown +17.0% year to date, the international market is recording robust growth, up +8.8% over the same period.

Half of India's outbound PAX travel is to the Middle East, but airlift to the Americas rose 22.1%.

Looking to the first six months of 2018, this trend is likely to continue, says CiR. Capacity to MEA is up only +5.5%, whereas seats to Europe and the Americas are currently +17.2% and +13.5% ahead of the same period last year.

Much of the growth to the Americas is being driven by capacity on flights into Canada, which is up +57.1%. Air Canada's Delhi-Toronto Pearson has historically been the sole link between India and Canada, however in October 2016 the Canadian national carrier launched a seasonal Vancouver-Delhi service, running through to April 2017. It proved to be such a popular route, the airline has scheduled the service to run again from October 2017, but has expanded the number of seats by +45.3% over the seven-month period.

More recently, in July last year, Air Canada also inaugurated a Toronto-Mumbai service, making it the first airline to operate a route between Mumbai and Canada.



"Air Canada is seemingly keen to invest heavily in what it must see as a lucrative Indian market," says Stasiulevicius, "and it appears that there will be a significant opportunity to target Indian shoppers in Canada throughout 2018. It is imperative for brands and retailers in these regions to understand how this key nationality behave in their airports in order to maximise the opportunity."

CiR's Indian Traveller Report, launched in 2017, provides a focus on attitudes towards travel and the airport environment, together with an in-depth study of shopping behavior in Duty Free.

For more information on the Indian Nationality Report, please contact CiR Research Director Stephen Hillam (stephenh@counterintelligen ceretail.com)

US Distilled Spirits Council reports record spirits sales

The US Distilled Spirits Council (DISCUS) has reported record sales in 2017, up \$1 billion (4%) to reach a total of \$26.2 billion in 2017. Volumes rose 2.6% to 226 million cases, an increase of 5.8 million cases.

DISCUS says the results reflect an "ongoing taste for higher-end distilled spirits" across most categories, with spirits gaining market share versus beer for an eighth consecutive year to reach 36.6% of the total US beverage alcohol market.

The trade association also projected a new export record of \$1.63 billion of US spirits sold around the globe in 2017, up 14.3%.

Consumer tastes for premium American spirits and favorable exchange rates drove global sales, especially to markets where US spirits enjoy duty free access. Volumes were up 5%.

"American spirits, particularly whiskeys, are the toast of the

global cocktail scene," said Council Senior Vice President for International Affairs Christine LoCascio. "International adult consumers are exploring more expensive US spirits driven by their fascination with American whiskey's heritage, as well as its mixability and versatility in cocktails."

The top five growth markets by dollar value included the United Kingdom, up \$55.7 million to \$177.9 million or 45.6%; Germany, up \$22.6 million to \$123.5 million or 22.4%; Brazil, up \$18.9 million to \$29.1 million or 186.5%; France, up \$15.7 million to \$114.1 million or 16%; and Spain, up \$14.5 million to \$117.1 million or 14.1%.

US growth drivers: High-End and Super Premium Spirits

DISCUS reported the strongest growth in high-end premium and super premium products across most categories. The revenue for those price points increased 7.1%

and 6.1%, respectively, and by 7.3% and 4.9% for volume.

Key drivers of growth included American Whiskey, up 8.1% or \$252 million to \$3.4 billion; Tequila, up 9.9% or \$246 million to \$2.7 billion; Cognac, up 13.8% or \$200 million to \$1.6 billion; and Irish Whiskey, up 12.8% or \$114.8 million to \$897 million.

Rye Whiskey was up 16.2% by volume to 900,000 cases, and is now worth \$175 million to suppliers. Mezcal has grown from less than 50,000 cases in 2009 to approximately 360,000 cases in 2017. Super premium Blended Scotch was up 13%, with super premium single malt sales up 8.8%. Volumes in 2017 for super-premium blended Scotch rose 11.8% to 466,000 cases (5.6 million bottles) and for single malts rose 9.3% to 752,000 cases (more than nine million bottles).

Super premium Gin increased 12.9%, and super premium Rum was up 8.3%.



**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

William Grant & Sons

has an opening for a
**Regional Marketing
Specialist, Americas**

to join its

Global Travel Retail team
in its Miami office.

You will work closely with the Regional Marketing Manager on the development and execution of all brand, category and new product development activations across North America, LATAM and the Caribbean regions, helping to promote William Grant & Sons brands within the channel.

This includes iconic Glenfiddich, unique Hendrick's Gin, fun Sailor Jerry, and many more.

Responsibilities include

Conducting product trainings; Analyse competitor activity;

Monitor promotional costs and identify new promotional opportunities;

Participate in the NPD agenda for the region;

Audit and direct retail outlets;

Provide regional team with the necessary materials and tools, and more.

Qualifications:

Must have previous experience in trade marketing (minimum 2-3 years);

Previous experience in Global Travel Retail channel or the Beverages / Spirits industry;

Strong communication skills;

Ability to multi task and meet deadlines;

Conversational level fluency (or better) in Spanish;

Culturally aware.

About William Grant & Sons

William Grant & Sons is an independent family-owned company, founded by William Grant in 1887. Today, it operates in over 130 countries.

Please send your resume and cover letter to

polina.sharova@wgrant.com

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:****Forecasting & Ordering:**

Avg.15 novelties forecasted per year: 10 Skincare+5 Make-Up) plus TR specific item (Sets/GWPs).

**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, ISHOPPEES, DUFY, DFS, etc.)-more

Requirements:

Good academic background with tertiary education

Relevant skin care/exporta 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>