

Dufry wins new cruise contract and important Mexico City T2 concession

Dufry has signed an agreement with Madrid-based Grupo Pullmantur to operate all gift shops onboard their fleet of four ships until 2022. The travel retailer also announces that it has won the concession contract to operate the very important duty free concession at Terminal 2 in Mexico City airport.

Dufry's contract with Grupo Pullmantur covers close to 2,000 square meters of retail space distributed across 4 ships and runs until 2022. The shops will offer a wide range of products from several different categories such as liquor, tobacco, perfumes, cosmetics, confectionery, watches as well as jewelry, fashion, accessories and sunglasses among others.

Grupo Pullmantur's main routes include some of the most important regions in terms of tourism: the Mediterranean, the seas of Northern Europe, the Caribbean, the coast of Brazil and the Canary Islands.

Dufry's cruise and seaports business currently accounts for only 2% of the company's turnover, according to the latest annual report, but cruise ships are considered one of the fastest growing tourism channels with huge room for future development.

In addition to the new Pullmantur contract, Dufry currently operates concessions on 20 ferries in Greece, and 14 cruise liners worldwide.

Mexico City T2

The duty free concession contract at Mexico City airport Terminal 2 with 400m² of retail space rounds out Dufry's operations at the airport which now accounts for close to 30 shops, showcasing all Dufry's shop concepts: general travel retail shops, brand boutiques, specialized shops and convenience stores.

The concession at Terminal 2 had previously been held by Grupo Wisa.

Mexico City airport is the

busiest airport in Latin America, handling 41 million passengers in 2016, of which 14 million were international passengers.

Julian Diaz, CEO of Dufry, commented:

"I am pleased with the new contracts in Mexico and with Grupo Pullmantur.

"The first confirms our leadership in Mexico and in Latin America, while the second illustrates our expertise and the strength of our portfolio with several different retail formats and will allow us to further extend our reach in relevant markets through the very interesting travel retail channel of cruise ships, which is one of our strategic growth areas."



With capacity for 2752 passengers the Monarch is the largest ship in Grupo Pullmantur's fleet.

DUFRY
WorldClass.WorldWide

Burberry licenses beauty business to Coty Inc.

In a strategic shift, British fashion house Burberry has entered into a long-term licensing agreement with Coty Inc. for its Burberry Beauty luxury fragrances, cosmetics and skincare. Under the agreement, Coty will develop, manufacture and distribute the full range of Burberry Beauty products globally.

Coty will pay £130M in cash for the long-term exclusive global license.

In FY 2015/16 Burberry Beauty revenue was £203M, as disclosed in Burberry's annual results.

The deal is expected to close in calendar Q4 2017, subject to customary regulatory approvals. Coty will buy approximately £50M of inventory from Burberry upon completion of the deal.

The Burberry Beauty business will be managed within Coty's Luxury division headquartered in Paris. Other brands in the division include *Gucci*, *Marc Jacobs*, *Hugo Boss*, *Calvin Klein*, *Alexander McQueen*, *Bottega Veneta* and *Balenciaga*, and the *philosophy*, *Lancaster* and *Gucci* cosmetics and skin care brands.

"This strategic partnership combines Burberry's British heritage of innovation, craftsmanship and design with Coty's expertise and leadership in luxury beauty products," said the companies in a statement.

In 2012, Burberry took its fragrance and cosmetics business in-house, after many years of working with Inter Parfums. Subsequently, Burberry partnered with Shiseido's Beauté Prestige International for distribution in France, Spain and the US, plus travel retail in Europe and select Asia Pacific markets.

"Working with a global partner of Coty's scale and expertise will help drive the next phase of Burberry Beauty's development and position this business for growth," said Christopher Bailey, Burberry CEO & Chief Creative.

Carefully selected and beautifully packaged in keepsake boxes, our gift set collections of the complete Tea Forté experience are a most welcomed gift.

Tea Forté
The Exceptional Tea Experience

Global TR: Hanan Fraysse, hfraysse@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us



Barry Geoghegan & Severino Pusic team up to make new Duty Free Global a force in TR wines and spirits distribution worldwide

Respected industry veterans Barry Geoghegan and Severino Pusic have joined forces to create a new specialized wines and spirits distribution company with the reach and relationships to cover the entire duty free world with a consolidated supply of premium wines and spirits.

The new company, Duty Free Global (DFG), which combines the duty free operations of the SEVA Group (currently run by Laura Klingeman) and Geoghegan's Travel Retail Brands, officially began operating on April 1 with offices in three countries in Europe and regional warehouses on three continents.

Co-owner and Commercial Director Geoghegan, who will focus on the Middle East and Asia for DFG out of his Ireland office, is well-known throughout the industry from his appearances at all the trade shows and his wine expertise. He started in the wine industry in 1989 and was one of only ten people in the world to study for the first ever Wine MBA in Bordeaux Business School.

"DFG will provide brand owners a route to market on a global

platform with specialists in different regions working with local partners. We have created a genuine route to market on a global context. There is probably nobody else that goes to every single trade show. We are unique in that we have listings in all the key regions in the world.

"Out of the top 25 operators in the world we deal with 23 on a regular basis. Basically, we are a genuine solution in terms of route to market for any aspiring brand owner who has duty free as a key target," Geoghegan tells *TMI*.

"DFG is a one-source global distributor that offers expertise and resources to develop and represent a carefully selected portfolio of outstanding brands in global Travel Retail and Duty Free. This is accomplished by providing an excellent logistical platform and an all-in consolidation solution to service world-wide international travel retail operators," he says.

Geoghegan's Travel Retail Brands had about 80% of its business in wines, while the SEVA Group had a spirits background. The new combined company will have a balance with wines and

spirits with more spirits as it goes forward.

"For wines we are working with Taylors wines from Australia and Craggy Range from New Zealand. From France we will continue to build Paul Sapin's strong wine footprint globally. These wines are currently in DFS, Dubai Duty Free, King Power Thailand, Lotte, Shilla in South Korea, Belgium Sky Shops etc.," says Geoghegan.

"We have just made an agreement to represent the superb portfolio of Les Grands Chais De France in the Asia Pacific duty free channel. This is France's number one global exporter. This portfolio will include some really exciting duty free exclusives while also accessing their superb contacts and ownership at the super premium high end of the wine market."

Geoghegan stresses that the portfolio comprises all family-owned companies which understand the needs of the duty free channel.

DFG's spirits portfolio includes the world's fastest growing vodka, Tito's Handmade Vodka, in Europe and Asia, and, on a global basis, Fraternity Spirits' Tequila Corralejo El Ron Prohibido. The Vermouths of Riserva Carlo Alberto on a global basis, and the Babco portfolio including Agwa de Bolivia round out the portfolio at this time, although DFG is currently finalizing agreements with some other top international spirits brands, says Geoghegan.

COO Laura Klingeman, with her Master's Degree in Latin American and Caribbean Studies, will cover the Americas for DFG out of the Netherlands.

Continued on page 4.



Duty Free Global's Severino Pusic, Barry Geoghegan and Laura Klingeman toast the success of their new venture.

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Godiva and Pernod Ricard partner for DFS-exclusive cross-category promotion at LAX



Premium Belgian chocolatier Godiva and Pernod Ricard teamed up with DFS Group to offer an exclusive cross-category tasting event promotion at Los Angeles International Airport in March.

Available exclusively at DFS at LAX' Tom Bradley International Terminal the tasting event, entitled *Embark on a Journey of Flavors*, paired Godiva's USA Souvenir Collection with three expressions of The Glenlivet Master Distiller's Reserve Range, all exclusive to travel retail.

The duty free exclusive promotion provided travelers passing through the retail area of TBIT with an exciting and indulgent experience during peak travel times throughout March 2017, said the company announcement.

A Mix-it Bar was staffed by experienced brand

ambassadors who had been trained to engage travel retail shoppers and present tag pairing notes that highlight how Godiva's iconic chocolate pieces complement one of the single malt whiskies.

The tasting experience was enhanced by a series of promotional offers for the two brands, including special discounts on individual and multiple purchases.

Shoppers who purchased products from The Glenlivet Master Distiller's Reserve and Godiva collections for a combined value of at least US\$115 during the *Embark on a Journey of Flavors* promotion also received a free premium travel bag and luggage tag.

Vangelisti to head up TR for Heidsieck champagnes

Cécile Vangelisti has been named as Director Global Travel Retail for Piper-Heidsieck and Charles Heidsieck, as the company "decided to manage directly this important channel [in] early 2017."

Vangelisti will work with the Executive Directors of the two Maisons to formulate and execute all elements of the strategic plans for Global Travel Retail, and will also be in charge of Airlines partners.

She brings 16 years of experience in wines & spirits, perfumes & cosmetics, including 9 years in Travel Retail with COTY, William Grant & Sons and Campari.

Damien Lafaurie, President & CEO Champagnes PIPER-HEIDSIECK et Charles Heidsieck, comments: "Historically our Maisons have always been committed to Travel Retail. More than ever, Travel Retail is a strategic channel enabling our brands to engage with targeted consumers and expose the unique know-how and heritage of both Piper-Heidsieck and Charles Heidsieck. I have great confidence that Cecile's experience of Travel Retail will be instrumental in accelerating the development of our brands in the most prestigious Airport/Airlines across the globe."

Marketplace PHL announces 2017 leasing outreach forum

MarketPlace PHL, LLC, in conjunction with the City of Philadelphia's Division of Aviation, will host its 2017 Leasing Outreach Forum on Tuesday, May 9 starting at 9 a.m. at the Airport Marriott. With an annual influx of 30.8 million travelers, Philadelphia International Airport (PHL) is a prime location for high passenger traffic, giving merchants access to a steady inflow of daily customers to increase brand awareness and revenue.

With more than 183,000 square feet of dedicated concession space and home to a robust roster of high-quality retailers including luxury name brands and high-end dining, MarketPlace PHL offers merchants premium opportunities to better service their customers. The leasing forum provides Philly favorites, as well as regional and national retailers, the opportunity to learn about the advantages of expanding their brands within the airport and the benefits of joining MarketPlace PHL's award-winning concessions program. The leasing forum also serves as a networking event to foster professional relationships with neighboring enterprises.

The Airport Marriott is located at Terminal B, 1 Arrivals Road, Philadelphia. To attend the forum, please register online. For more information, call 215-937-1200 or visit www.philamarketplace.com.



Mexicans flock to Canada while US visits decline

Mexicans are forsaking visits to the United States, many in favor of Canada where their money goes further and visa requirements have been scrapped, according to the latest data from industry booking analyst ForwardKeys.

While US President Trump has talked about building a wall on the Mexican border, Canada's new policy of visa-free travel for Mexicans, which had been announced in June, went into effect on Dec. 1, spurring an 82% increase in Mexicans traveling to Canada compared to the preceding year, says ForwardKeys.

Canadian tourism hit a 14-year high last year, welcoming nearly 20 million tourists. Destination Canada reports that tourist arrivals from Mexico reached 243,460, up +24% for the full year.

While Mexican travel to Canada is booming, the number of Mexicans traveling to the US began to decline even before the November 2016 US election. Before November 8, bookings from Mexico to the US were down 9%, reports ForwardKeys.

After the US presidential election, the decline persisted even as the US dollar weakened against the Mexican peso, which normally makes travel to the US more attractive.

Mexico is the United State's second-largest inbound tourism market (after Canada), accounting for some 12.3 million visits in 2016 (Department of Commerce preliminary figures). Forbes, quoting a study by research firm Tourism Economics, reports visits from Mexico to the US could drop 7% this year, which would represent a \$1.6 billion loss in direct economic spending by 2018.

ForwardKeys CEO Olivier Jager points out that the "setback" in travel between Mexico and the US was not "uniform" since they measured a 3% growth in business travel to the US during this time.

"Attributing the fall in Mexican visitors to the USA to Donald Trump's rhetoric is not proven. Currency concerns are a much more likely explanation, combined with the recent relative relaxation of entry restrictions to Canada," he commented.

Duty Free Global a new force in TR spirits distribution

Continued from page 2.

"The company is offering its services on a global level, but we will also have regional expertise. I will have the left side of the world," she tells *TMI*. "Our main focus is to build a long-term relationship with our partners, whether they are suppliers or customers. Our goal is to provide the best strategies, merchandising, brand visibility, promotional activities, sales reports, forecasting, product trainings and services."

SEVA's Severino Pusic will also be co-owner and director of DFG.

Nathalie Roelands will be DFG's key European point of contact as Sales Manager for the European market. Nathalie has many years' experience in the channel and has built up a very strong customer base over the years.

The company has also created a Millennial Marketing Managers position in Aleksander Miletic who will help create some exciting activations for DFG's operator partners.

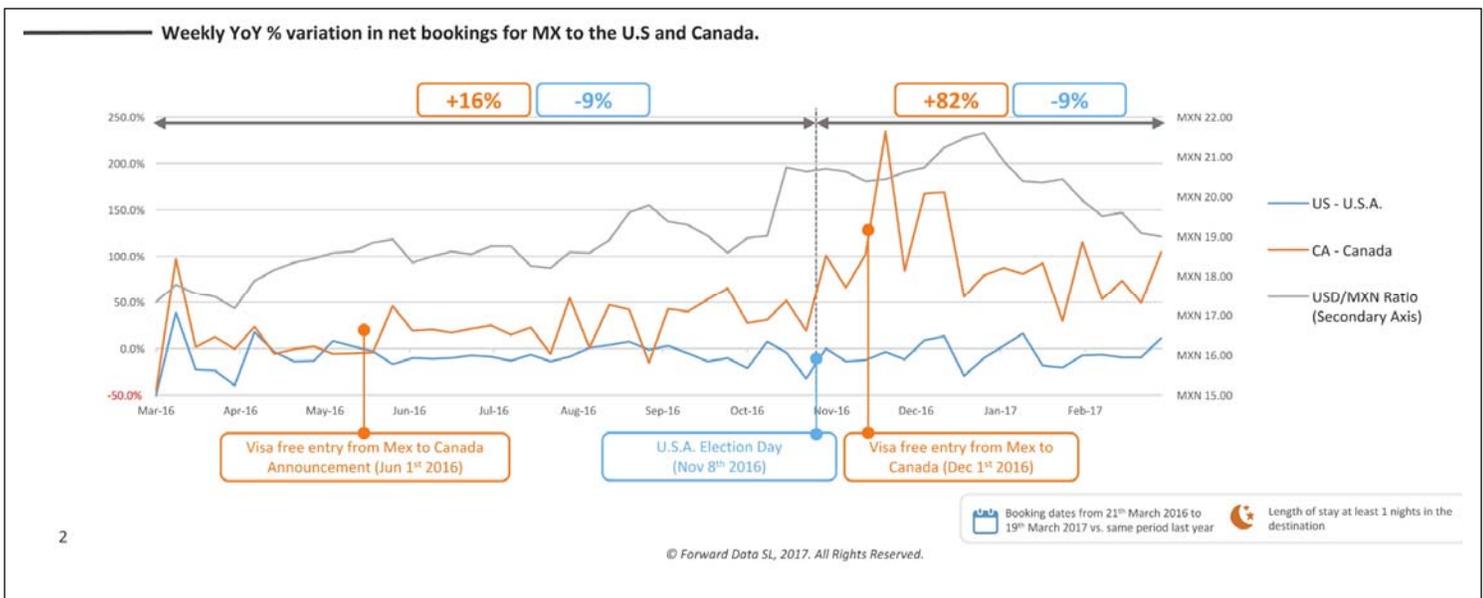
"We want to help our GTR operator partners find ways and brands that will increase the penetration rates in their stores by attracting 'new consumers' to our channel. This group -- the Millennials -- is the key," says Geoghegan.

The DFG team has the experience and regional specialization to fully understand the requirements of its customers wherever they are in the world, says Geoghegan.

"We really value personal relationships and work very closely and openly with our trade partners.

"We have more than 50 years of experience in the international Travel Retail environment. Each member of our team is specialized in his/her different regions. This ensures that all local factors, such as ranging and culture are considered to ensure a tailored offer by region for our brand partners."

DFG has three offices in Europe in Dublin, Ireland; Roermond, The Netherlands; and Belgrade, Serbia. The company has regional warehouse locations in Latin America in the Colon Free Zone in Panama; in Europe in Rotterdam, The Netherlands and Ploce, Croatia; and soon to be opened in Asia.



Duty Free World Council turns attention to the Americas

The Duty Free World Council is in the process of preparing an Economic Impact Study on the importance of the Duty Free & Travel Retail Industry in the Americas.

DFWC, which met in Orlando last week during the IAADFS Duty Free Show of the Americas, reports that significant progress has been made on the report. The Council says that the value of such studies has been demonstrated in Europe where a data-based economic report on the contribution of duty free and travel retail to employment, airport and maritime financing, and the overall economy, has been well received by regulators and governments.

The Economic Impact Study on the Americas region will encom-

pass North and Latin America and will cover airports, border shops and cruise ships.

Field work will be completed in Q2 and Q3 and the final report is expected to be published before the end of this year.

Once completed, the study will be made available for consultation in the DFWC library. The European Economic Impact Study can now be accessed, at www.dfworldcouncil.com/data-resources.

The Council also reports progress on the DFWC Academy where an industry-wide consultation to draft Professional Standards for frontline retail staff is drawing to a close.

In addition, DFWC says that discussions on a Professional De-

velopment Program for management levels within the industry continue with a number of academic institutes. The council agreed that the academy would proceed with the development of some initial online learning modules.

The agreed DFWC Code of Conduct for the Sale of Alcohol Products in Duty Free & Travel Retail has been distributed across all regions and a register of the companies who have signed the code is being drawn up.

The Council has also adopted the APTRA created training program for the Responsible Retailing of Alcohol products called RRTP and, where necessary, will adapt the program to the specific needs and requirements of the respective regions.

ARN awards best airport concessionaires

Among the many airports recognized by *Airport Revenue News* at its annual conference in March, **Pittsburgh International Airport's AirMall** was honored with the award for "Best Management Team" for its concessions program in the small airport category.

Miami-based airport travel company **NewsLink** was named the "Best Overall Retailer" and "Best Travel Convenience Operator" in the small retailer category by ARN for 2017.

NewsLink operates travel/convenience, specialty retail and food and beverage concessions at Miami, Boston Logan, Tampa and John F. Kennedy international airports. The company has close to 500 employees.

In the Large Airport category, **San Francisco International** was recognized as the "Airport with the Best Management Team" for creating a concession program which prominently features local and small San Francisco businesses.

Some 87% of SFO's food & beverage leases, and 57% of its retail leases have local San Francisco Bay Area owners. In January 2014, SFO launched an innovative "pop-up" concession concept in its newly-renovated Terminal 3, Boarding Area E, which gave small local businesses access to the airport, with move-in ready facilities designed to reduce the initial start-up costs that challenge many small businesses.

Los Angeles International Airport's (LAX) overall dining, retail, duty free shops, and passenger services was awarded by ARN with the Airport with The Best Overall Program and Best Program Design, Large Airport Division awards for its new Tom Bradley International Terminal (TBIT) and Terminals 2 and 6, part of the current \$14 billion modernization effort airport-wide.

New TBIT features 55 dining and retail concepts, 18 local L.A. brands, and 18 new airport concepts, unavailable anywhere else in the world. Terminal 2 features a brand new design inspired by "L.A. in Motion," along with 16 new dining and retail brands, seven of which are Southern California native and six new airport concepts. Terminal 6 also features a new design inspired by the drive along L.A.'s iconic Sunset Boulevard, along with 21 new dining and retail destinations, 14 L.A. brands, and 13 airport firms.

Record revenue for DEN as it nears 1 billion dollar mark

Denver International Airport (DEN) reports that total gross revenue reached \$976.4 million in 2016, up by an estimated 4.4%. This is a new all-time record for the airport.

DEN's total gross operating revenue in 2016 is estimated to be \$777.1 million, according to preliminary and unaudited figures. The airport's operating revenue has grown 21.1% since 2010, and non-airline revenue has grown an astounding 56.5% during that time.

The increase in 2016 revenue was primarily driven by growth in non-airline revenue of nearly 13% over the prior year, with concessions contributing \$65.4 million (#3 following parking fees and car rentals).

A record 58.3 million passengers used DEN in 2016, up 7.9%.

Avianca Brasil launches first US destination with new Miami- Sao Paulo service

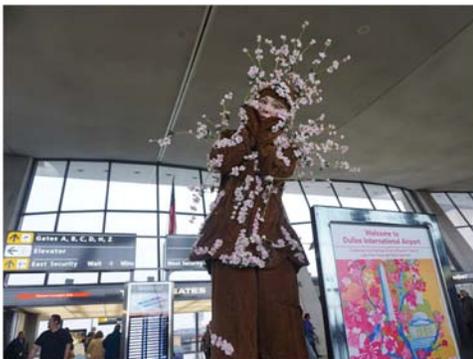
Oceanair Linhas Aéreas S.A. (Avianca Brasil) will launch daily passenger service between Miami International Airport and Sao Paulo on June 23, 2017.

Miami will be the first U.S. destination and only the second outside of Brazil for the airline, which has operated freighter service at MIA since 2015. Avianca Brasil, which has been a scheduled carrier since 2002, currently serves 22 destinations in Brazil and one in Colombia with 230 daily flights, carrying 9.4 million passengers in 2016.

MIA currently serves an average of 71 weekly non-stop passenger flights to 8 cities in Brazil, which is the most of any U.S. airport. Avianca Brasil will be the third airline serving Brazil, MIA's top international market in 2015 with more 2.1m total passengers.

In February, Mexican low-cost carrier Volaris began 4 weekly flights to Guadalajara and daily flights to Mexico City and Canadian airline First Air began charter flights from Ontario on behalf of Celebrity Cruises. In April, low-cost transatlantic airline WOW will launch thrice-weekly service to Reykjavik, Iceland and Aer Lingus will launch first-ever service from Dublin, Ireland in September.

Washington airports celebrate National Cherry Blossom Festival



Washington's Reagan National and Dulles International airports are celebrating the National Cherry Blossom Festival (through April 16), with cherry blossom themed gifts and souvenirs as well as Cherry blossom stilt walkers "strolling" the airports on March 31, April 7, and April 14, among other activities.

EMPLOYMENT OPPORTUNITIES**WEBB Banks**

has an opening for an Accounting Manager based out of Miami, FL

The Accounting Manager will have an active role in monthly account analysis, book close and for either supervising or performing the functions of Accounts Payable, Accounts Receivable, 401 (K) plan administration, and Payroll.

Region: Caribbean Domestic

Qualifications:

Bachelor's degree in accounting
3 to 5 years experience
Excellent communications skills required

Good computer skills including Microsoft Suite with emphasis on Excel, ADP or compatible payroll systems
Able to handle multiple tasks and stay organized

Please send resume to:
swelch@ewtra.com

REGISTRATION IS NOW OPEN FOR THE 21ST ASUTIL CONFERENCE – HILTON BARRA HOTEL

<http://conferencia2017.asutil.org/registration/>

The 2018 SUMMIT OF THE AMERICAS
will take place
March 18-21
at the
Orlando World Center Marriott
in Orlando, Florida.
IAADFS and ASUTIL will partner to bring together the best of their respective events.

**L'OREAL TR Americas**

has openings for a **Retail Education Manager (Kiehl's & Urban Decay)**

Responsible for delivering stellar training strategy, material, and vision to the field education executives and makeup artists. At least 4 years of experience in training/sales in luxury cosmetics and skincare.

Must be bilingual in English and Spanish (Portuguese a plus).

Strong communication and presentation skills required. Must have experience managing and coaching a team.

Must be able to travel 50% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=31070>

Account Coordinator

Responsible for maximizing sales and market share for multi-brands through building partnership with Area Sales Managers and other internal stakeholders.

At least 2 years of experience in business analytics/sales.

Must be bilingual in Spanish and English.

Strong follow up, negotiation, and analytical skills.

Must be advanced Excel, PowerPoint (SAP a plus).

Must be able to travel 5-10% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=32009>

* To be considered, candidates must be eligible to work in the United States. No visa sponsorships will be provided.

* To be considered, candidates must be able to work in Miami, FL. No relocation assistance will be provided.

***NEW* ACTIUM**

has an opening for an **Area Sales Manager TR - Tea Forte**

Position overview:

Will be responsible for managing the brand and its full mix from sales, marketing, merchandising, animations, new product launches, training of sales associates to business development

Region:

Travel Retail Worldwide all channels (airports, cruises, border stores, airlines etc)

Qualification:

- Minimum Bachelor's degree
- 3 years of experience in Travel Retail
- Bilingual English - Spanish

This position is based in Miami

Please send resumes to:
Dflores@actium.us

HEINEMANN AMERICAS INC

has a position available for a **Supply Chain Manager/ Demand Planner**

- o Reach purchasing targets, Supply Chain KPIs
- o Optimization of the Supply Chain to increase efficiency
- o Optimize stock level/prevent out of stock
- o Review, manage, identify seasonal trends.
- o Forecasting future demand

Requirements:

Minimum 3 years of experience
Bachelor's degree in Business Administration or comparable level of education
Experience in the field of international luxury good/ and or consumer goods
Advanced Microsoft programs Excel, Word, Power Point
Advanced experience with SAP R/3 ERP
Excellent data evaluation and analytical skills
Pls send resume to
info@heinemann-americas.com

***NEW* COTY**

Is looking for a **Key Account Manager**
To join our Travel Retail Americas Team.

Responsible for achieving Sales and Profit Plan, Key Account management (including driving commercial negotiations at HQ level, forecasting and managing a team of Retail Specialists), implementation of the marketing and promotional plans, and merchandising (negotiating and implementing Coty Brand Image).

Qualifications:

University graduate (MBA preferred).

At least 3-5 years' experience in sales. International exposure. Excellent written and spoken communication.

Fluent in English and Spanish. Industry knowledge and Travel Retail experience a plus. Must be able to travel 50% of the time.

Position is based in Miami.

Please send resumes to:
Sandra_schmidt@cotyinc.com

NEW**SISLEY**

is looking for a **Marketing Manager** for Export Latam and TR Americas. Bilingual in Spanish and English a must. French would be considered an advantage. 5 years minimum experience in the Luxury business, ideally in fragrance/cosmetics. Please send resume to
kally.hudson@sisley.fr