

IN MEMORIAM: 5/01/1938 - 5/18/2018

## Industry mourns passing of Samuel Kauffmann



I am so terribly sad to have to report that Samuel Kauffmann, long-time Brasif executive, co-founder of South American Duty Free Association ASUTIL, and all – around gentleman, passed away last Friday, May 18, at the age of 80.

My first introduction to the industry in South America came through Samuel. I clearly recall attending the IAADFS convention with trade editor Linda Hopkins in 1996, when Samuel told us that a group of airport operators were establishing an association and asked if Linda would be interested in organizing a regional conference for them. Earlier that year, Linda's company had worked with Brasif to organize a very successful industry round-table in Brazil to examine the whiskey market in Latin America. It had gone so well, the operators decided to expand the scope of the conference, and the rest is history.

Samuel Kauffmann was not only a driving force behind the formation of ASUTIL, for many years he was the soul and guiding spirit that helped it reach the level of success that we see today.

“Samuel is a friend from all battles; a great person. I consider myself lucky, I saw him last year in ASUTIL and we had dinner together,” commented Erasmo A. Orillac, Chief Executive Officer at Motta Internacional and chairman of the International Association of Airport and Duty Free Shops, when notified of the news that Samuel had passed away.

Michael Payne, IAADFS President & CEO added: “It is sad but I’m so happy I got to visit with him in Rio at last ASUTIL. Samuel was a terrific personality and a very effective Board member for IAADFS when he served.”

ASUTIL Secretary General Jose Luis Donagaray, speaking on behalf of the Association, posted the following thoughts:

“In early 1994 a group of Duty Free operators of South America met in Rio de Janeiro and started the first step on the foundation of ASUTIL.

“In that meeting Samuel Kauffmann and Santos de Araujo Fagundes were representing Brasif, the main operator of Duty Free in Brazil.

“The Mercosur was starting and the idea was to create this Association to interact, support, promote and defend the industry with this new idea of a common market between Argentina Brazil, Paraguay Uruguay and Chile.

“The 29th September 1995 the first formal assembly was held in Buenos Aires and the



signature of Samuel Kauffmann in representation of Brasif was stamped on the paper with the signature of others.

“Samuel from the beginning was the delegate of Brasif in ASUTIL and was President from 1/2003 to 12/2005 and I would say he never missed one board meeting, at the same time he was a member of the Board of IAADFS.”

The 2014 ASUTIL Conference in Mexico honored Samuel when it presented special recognition to the founders and last year at the conference in Rio de Janeiro, Samuel was an honored guest at the Conference and the Gala Dinner hosted by Dufry.

“Duty Free in the Americas loses one of the iconic promoters and defenders. ASUTIL loses one of his founders, President and a great support for us in every time. We all lose a friend and an excellent person who was always open for a chat and to give all advice,” concluded Donagaray.

*Travel Markets Insider* sends its deepest condolences to Samuel's wife Patricia, and his sons and daughter. Condolences may be sent to the family at:

Avenida Lineu de Paula Machado 851,  
1002 Jardim Botânico,  
Rio de Janeiro, Brazil.

Lois Pasternak



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## DFS & Estée Lauder create essential travel beauty campaign with “Chic Never Sleeps”



DFS Group and Estée Lauder have invited fans throughout its Asian markets to travel beautifully this May with the launch of the exclusive Chic Never Sleeps campaign.

The campaign—which tells the story of two young friends, Natalie and Elise, who use the Estée Lauder “Beautiful Skin Travel Collection” to stay rehydrated and refreshed when they travel—also features three stunning pop-ups located in T Galleria by DFS, Hong Kong, Canton Road, T Galleria by DFS, Macau, City of Dreams and T Galleria by DFS, Hawaii.

Designed to mirror a luxury in-flight experience, the Chic Never Sleeps pop-ups feature a suite of beauty essential skincare and makeup services. Shoppers can also immerse themselves in the campaign with a 360-degree localized photo booth so they can share their Chic Never Sleeps look on social media from each destination.

The Chic Never Sleeps campaign is available exclusively at DFS stores until May 31. It features the “Beautiful Skin Travel Collection,” Estée Lauder’s beauty essentials created especially for traveling millennials.

The new collection of

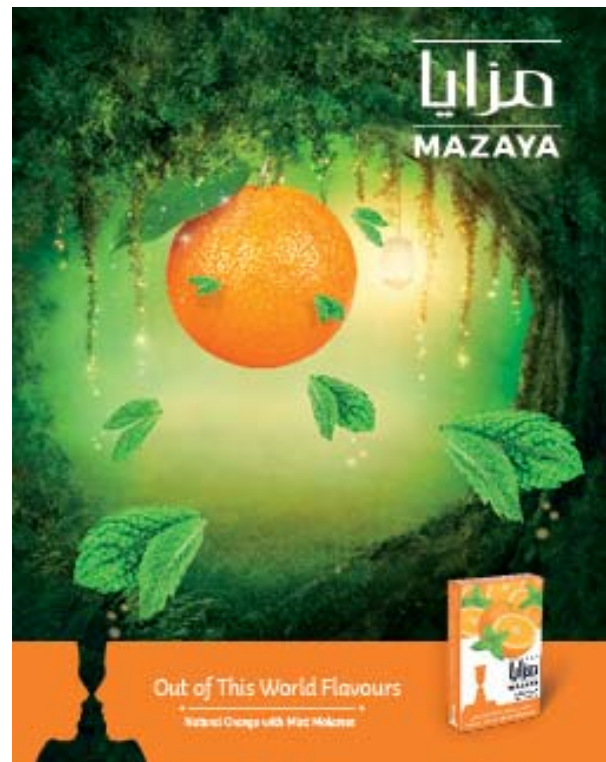
Estée Lauder’s best sellers includes Advanced Night Repair Synchronized Recovery Complex II, the Advanced Night Repair Eye Synchronized Complex II and the Revitalizing Supreme + Global Anti-Aging Cell Power Soft Crème, all now available as a DFS travel set.

For added digital fun in store, at T Galleria by DFS, Hawaii, T Galleria by DFS, Hong Kong, Canton Road, T Galleria Beauty by DFS Hong Kong, Causeway Bay, T Galleria by DFS, Singapore, and DFS, Los Angeles International Airport, fans can virtually try-on their favorite Pure Color Love lipstick or discover the best shade for that destination using Estée Lauder’s augmented reality program, YouCam Makeup X Estée Lauder.

The campaign has been running all month in 13 T Galleria by DFS stores as well as at the DFS stores in San Francisco and Los Angeles International Airports.



Estée Lauder’s “Chic Never Sleeps” pop-up at T Galleria by DFS at Waikiki, Hawaii, has been active throughout the month of May.



## Record number of international travelers to Mexico in first quarter

Mexico welcomed a record number of international tourists in the first quarter, reaching 10.6 million visitors, up by 12.6% year-on-year, said Mexico’s Ministry of Tourism (Sectur).

In March alone, 4 million people visited the country, an increase of 14.6% over the same month of 2017, said the ministry.

Tourism revenue reached US\$ 6.217 billion in the January-March period, up 7.2% over the US\$ 5.801 billion recorded in the same period last year.

However, the average expenditure of international tourists decreased by 4.4% in the first quarter, to \$533 from \$558.

In 2017, Mexico was ranked as the sixth most visited country in the world, with 39.3 million visitors, surpassing nations such as Germany, Britain and Turkey, according to Mexico’s government statistics.




**HURRICANE RECOVERY UPDATE:**
**Hurricanes cost Caribbean tourism more than US\$700m**

The tourism industry in the Caribbean region attracted almost one million fewer visitors after hurricanes Irma and Maria hit last year, costing it over \$700 million, according to an industry study released Monday, reports news agency AFP.

“The hurricane season resulted in an estimated (loss) in 2017 of 826,100 visitors to the Caribbean, compared to pre-hurricane forecasts,” said the report by the London-based World Travel & Tourism Council.

Those tourists could have spent

\$741 million and sustained more than 11,000 jobs, it said.

Caribbean destinations rely heavily on tourism, which provides 15.2% of the region's gross domestic product and sustains 14% of its labor force, according to the report.

Worldwide, the average contribution of tourism to GDP is 10.4%.

In August and September of 2017, hurricanes Irma and Maria left a trail of destruction in Barbuda, St. Martin/Sint Maarten, St Barts, Anguilla, Cuba, Dominica

and the US territories of Puerto Rico and the Virgin Islands.

Barbuda, Dominica and Puerto Rico were among the worst hit and are still recovering, but the loss of tourism in the Caribbean also affected islands that were not hit directly by the hurricanes.

That is because there is “a misconception on the part of the public that the entire Caribbean was hit by storms,” the report said.

Even though more than two thirds of the destinations in the Caribbean were not physically affected, recovery of the tourism

sector to pre-hurricane levels could take four years, the group warned.

The Atlantic hurricane season starts June 1 and stretches through November 30.

With the 2018 hurricane season due to start in just a few days, the Caribbean Tourism Organization will release an island by island update on the status of the recovery at the end of this month.

See *TMI* for more details as they become available.

**Turkey-based Global Ports Holding wins 15-year Havana cruise port deal**

Turkey-based Global Ports Holding Plc has signed a 15-year management agreement with the Cuban company Aries S.A. to operate the cruise port in Havana, Cuba.

As of June 21, 2018, GPH, which is the world's largest independent cruise port operator, will manage all of the cruise port operations in Havana.

The company will be paid a management fee based on a number of factors including passenger numbers. The fee also includes growth based incentives.

In addition to operating the cruise port, GPH will handle marketing and commercialization, and will assist its Cuban partners on the design and technical specifications of the port investment program,

including proposed new terminals.

The deal is part of significant investment by Cuba into the port area and the tourism infrastructure in Havana, and represents GPH's first incursion into the Americas.

The port currently has two berths and plans call for increasing the number of berths to six by 2024, significantly increasing the passenger capacity of the Havana port.

Cuba's cruise market is booming. The island welcomed 328,000 cruise passengers in 2017, up by an astounding 156% over 2016, and GHP reports that more than 500,000 passengers are expected in 2018.

The port is only a 30-minute drive from Jose Marti International Airport, making it an ideal home

porting destination situated at the heart of Havana.

Global Ports Holding Chairman and Co-Founder Mehmet Kutman commented: “I am very happy that we have signed an agreement for Havana Cruise Port, the first step in the Group's growth strategy for the Americas. ... We very much look forward to working with our Cuban partners to deliver a fantastic cruise port experience.”

Global Ports Holding CEO Emre Sayin said that this first in the Caribbean is in line with the company's strategy of expansion into the Americas cruise port market and marks an important step in the development of Global Ports Holding.

“The GPH team looks forward to working with our local partners and local staff to drive continued growth in cruise passenger

volumes at Havana Port and deliver both world class cruise port facilities and a great cruise experience for all passengers visiting Havana,” he said.

**Caribbean cruise market still growing**

The Caribbean, with 9.6 million passengers in 2017, is the largest cruise market in the world, representing a global market share of 35%. It has continued to grow strongly in recent years, with passenger volumes rising at CAGR of 4.5% since 2012, reports GPH.

The Cruise Lines International Association (CLIA) is currently forecasting capacity in the Caribbean to grow at a CAGR of over 6% out to 2020, which is above the long term CAGR of 5.4% that has been experienced globally since 2001.



Left: Cuba's booming cruise traffic is straining port facilities. Photo by Larry Luxner. Above. View of Havana's current cruise port.

## Behn DANZKA/Pallini Family Brands Alliance welcomes Bache-Gabrielsen Cognac to partnership

Bache-Gabrielsen, a family-owned and operated artisanal Cognac, has become the third brand to join the Family Brands Alliance.

The Family Brands Alliance was announced at the TFWA World Exhibition last year in Cannes by founding members Behn DANZKA and Pallini Limoncello as a way to strengthen both companies in the changing travel retail world, and help them optimize logistics, marketing and service.

Behn DANZKA, the family-run producer of DANZKA Vodka which celebrated its 125th anniversary in 2017, and Pallini Limoncello, the family-owned company and producer of the N° 1 Limoncello brand in Duty Free & Travel Retail, say Bache-Gabrielsen is a good fit as the third partner in the alliance.

“The alliance has already shown a very positive impact for both founder companies Behn/DANZKA and Pallini. The idea of joining forces and keeping the high service level middle-sized family-managed and owned companies are known for has worked out,” says Waldemar Behn CEO Rüdiger Behn. “When meeting with Hervé Bache [the great-grandson of founder Thomas Bache-Gabrielsen] I knew from the very beginning we have found the perfect third partner to go further on the successful path for the future of travel retail.”

“In the last months, we already experienced the benefits of the Family Brands Alliance. The idea of sharing logistic, sales, and marketing costs on a global base pays out. We are prepared for the future of travel retail,” says Micaela Pallini, CEO of Pallini S.p.A.

Bache-Gabrielsen was established in 1905 by Thomas Bache-Gabrielsen. The brand is recognized for its innovation within the cognac category, including

its unique eaux de vies as well as its sleek packaging.

“When Rüdiger Behn and I met I realized the potential for us as a family-owned and run company. We share the same values, dreams and passion and the synergies within this partnership which allows us to stay fully independent but better serve the travel retail world on a global level,” comments Hervé Bache.

The three alliance partners made their debut in Singapore at TFWA Asia Pacific.

### Diageo Global Travel adds Tanqueray Flor de Sevilla

Diageo Global Travel has added a new flavor for Tanqueray gin: Tanqueray Flor de Sevilla. Crafted from Seville oranges, Tanqueray Flor de Sevilla has a tangy sweet profile, tangerine notes and coriander.

“The gin category continues to thrive,” says Dayalan Nayager, Managing Director of Diageo Global Travel. “In fact, it’s the fastest growing category in global travel today, which is why we are so thrilled to extend the footprint of Tanqueray Flor de Sevilla to offer more consumers the opportunity to experience this exciting new flavor. From July, airports across the globe will see Tanqueray Flor de Sevilla appear on shelves with a number of inspiring retail activations and sampling opportunities for travelers to enjoy.”

The use of Seville oranges goes back to Tanqueray’s origins when founder Charles Tanqueray used the oranges in his original 1830s recipes.

Tanqueray Flor de Sevilla will be available in Global Travel beginning July in 1 Liter bottles with an ABV of 41.3%.



*DANZKA Vodka is conducting tastings at Lima airport with Dufry this month.*

*Waldemar Behn’s Americas Regional Director Tito Gonzalez tells TMI that the tastings are the latest step in DANZKA’s long history in Peru.*

*“As part of our strategy in South America, we recently launched DANZKA in Lima Airport with Dufry. DANZKA has been present in Peru since the late 90’s. It was one of the first Premium vodka brands in the Region, so it is well known in Peru. By expanding our distribution, we continue to develop the brand throughout the Region, both domestic as well as Travel Retail. You will continue to read more about DANZKA and the Americas in the coming months. This is all very exciting!”*

### Pre-registration opens for TFWA World Exhibition & Conference 2018 and TFWA Digital Village

Pre-registration for the TFWA World Exhibition & Conference 2018 and TFWA Digital Village has opened. This year’s event will run between September 30 and October 5 at the Palais des Festivals in Cannes.

Following the success of the first TFWA Digital Village in Cannes in 2017, the event will return this year, and run between Oct. 2 -5

TFWA is also again offering the ONE2ONE meeting service. In 2017, there were 302 pre-arranged meetings via the ONE2ONE service, plus another 163 pre-arranged meetings for exhibitors at the TFWA Digital Village.

Last year, over 6,800 visitors attended the TFWA World Exhibition & Conference, an increase of 6% from the previous year, with 514 exhibiting companies across 490 stands and 16 official boats in the Harbour Village.

To register, please visit: [www.tfw.com](http://www.tfw.com).



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**(Boutiques)**  
**Miami Office**

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Solid experience in managing a luxury goods brand. Ability to effectively communicate effectively across the levels of the organization (written and oral) in English and Spanish. Business acumen combined with strong analytical and organizational skills. Very good interpersonal skills and flexibility. Ability to travel 40-50%. Please send resumes to: [info@breitling.bs](mailto:info@breitling.bs)

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**Miami Office**

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\*Extracting and interpreting data.  
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\*Creating budget modeling through sales analysis, interpretation of future forecasting variables.

\*Build reporting structures on SKU, category and whole business performance.  
\*Prepare key weekly, monthly and quarterly reports via PowerPoint presentations, conference call and or meetings.

**Other functions:**

\*Developing databases, data collection systems, and other strategies for statistical efficiency.  
\*Research, evaluate, and implement new analytic techniques or technologies.  
\*Providing support and training to other analytics staff. \*Analyze customer sales databases, tabulating sales reports for contest results.

**Position Requirements:**

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\*Minimum 3 years of relevant professional experience.  
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Minimum 3 year experience in a commercial or similar role in a multinational FMCG or Luxury company within TR Business Degree. Fluent in English and other languages as required by the region. Knowledge of MS Office. Strong negotiation skills. Understanding business dynamics and sensitive to premium market brands. Ability to build relationships and sensitivity to multicultural environment. Good planning & organization skills. Customer focused and results oriented. Strong communication and training skills. Ability to deal with ambiguity. Must be able to travel up to 50%.

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The Cruise Associate Manager role provides support to the Global Cruise Manager with the strategy, development and execution of cruise line activations. With a focus on training and implementation of various brand concepts, he/she is instrumental in driving the success of the portfolio in both on premise and the retail stores on board the ships.

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**Responsibilities:**

Assist in creating new cruise concepts, manage/create new concepts, lead implementation of concepts onboard cruiselines, etc.

**Requirement:**

Bachelor's Degree, 2-3+ years of relevant experience, with cruise and/or spirits background preferred. Willing to travel 50% of the time to cruise ships and key destinations in the World. Strong proficiency with Microsoft Excel and PowerPoint with the ability to work with data from multiple data sources for reporting and analysis. Flexible approach to work in a cross-functional team. Must have excellent interpersonal and written/verbal communication skills. 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.

<https://usajobs.edrington.com/job/cruise-associate-manager-americas-travel-retail-us-miami-fl-177.aspx>



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**Contact Information:**

[gcamplani@sac.shiseido.com](mailto:gcamplani@sac.shiseido.com)

Ref : MCCOSM