

CALVIN KLEIN

TFWA toasts a record-breaking year for Cannes as visitor numbers top 7,000 for first time

By all indications, TFWA organized another highly successful TFWA World Exhibition & Conference, with attendance numbers reflecting the “buoyant mood” across the conference and exhibition halls.

The “buoyancy” comes from the latest confirmed Generation Research figures, showing that the global travel retail industry reported sales of US\$69.3 billion in 2017, up +9.5% over the year earlier. Sales also reached US\$19.8 billion in Q1 2018, up 10.7% on the same period in 2017.

As a result, TFWA reports that a record 7,015 visitors attended the event, an increase of 3% from 2017. They represented 3,088 companies, up 2% from last year. The number of visiting landlords also grew by 15%.

Space-wise, the Beach Village was extended, resulting in slightly more exhibition space, and the number of exhibitors also grew slightly with 516, across 496 stands. Of these, 50 exhibitors were new or returning to the event. In addition, 14 official boats were moored in Harbour Village.

The opening conference also took place before a full house, and the Digital Focus and Inflight



The bittersweet highlight of the week in Cannes was recognition that this would be Erik Juul-Mortensen's last year as president of the Association he has helmed since 1999. Erik was greeted with a standing ovation during the Monday morning conference in Cannes.

Workshops attracted significantly larger audiences than in the past.

The TFWA Digital Village, with 32 exhibitors, attracted 1,349 visitors and the Digital Village Pitch Corner – a new addition to the show – allowed delegates to hear more about the latest technological advances directly from exhibitors.

The ONE2ONE meeting service helped schedule 346 pre-arranged meetings for the main event, and 168 meetings at the TFWA Digital Village.

The new TFWA app, designed

to support and inform delegates both on site and throughout the year, was downloaded by 3,276 delegates and is still available for download now.

The social events, including the Opening cocktail and Le Premium Evening, were also declared outstanding successes.

The TFWA Product Showcase, containing press information on brands exhibiting at TFWA World Exhibition & Conference, will remain live for one month after the show, and can be accessed at www.tfwaproductshowcase.com

TFWA announces new Board and Management Committee

Following elections last week in Cannes, the new members of the TFWA Board include **Moët Hennessy's Donatienne de Fontaines-Guillaume** - Vice-President Commercial, **Nadia Skouri Garcia-Pelayo** from **Buying The Sky** - Vice-President Marketing, **Priscilla Beaulieu** from **Kaloo, Clayeux, Kokeshi** by **Millennium Fragrances** - Vice-President Corporate, and **Estée Lauder Companies' Patrick Bouchard** - Vice-President Conferences & Research. **Frédéric Garcia-Pelayo** from **Interparfums** was re-elected to his position as Vice-President Finance.

TFWA President Erik Juul-Mortensen expressed his gratitude to the members of the Board and Management Committee who are moving on this year, in particular **Gerry Munday, Alessandra Visconti** and **Philip Geeraert**. “TFWA cannot achieve all that it does for our industry without the leadership of a strong and dedicated board and management committee. I would like to offer my personal thanks to all for their hard work and commitment to our industry,” he said.

Commenting on the new team, he said: “Our new Management Committee and Board will bring new expertise and fresh perspectives to our association. I’m certain that the new team will be very well placed to take the association to the next successful chapter in its history.”

The election of the 40 members of the Management Committee took place last week at the TFWA World Exhibition & Conference, and was approved at the Annual General Meeting on Oct. 4.

The new Board and Management Committee will hold their positions for two years from October 2018 to October 2020.



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

DFASS Group acquires majority ownership and becomes sole managing partner of TRG Joint Venture at DFW Duty Free concession

DFASS Group has purchased the ownership interests held by its former joint venture partners in the Dallas Fort Worth International Airport (DFW) duty free concession.

The purchase, announced on Oct. 2, gives privately held DFASS Group full majority interest in the TRG Joint Venture (TRG), with no change in the ACDBE partners.

The company says that the purchase indicates the Group's strong commitment to invest in airport retail in the Americas to become an industry leader in the region, complementing their ongoing global leadership in inflight duty free retailing.

The DFW Duty Free concession, won by the DFASS-led partnership TRG Joint Venture in

2015, has won several industry awards for the main duty free store's impressive layout, brand lineup and use of technology to attract the modern traveler. The facility, the largest duty free store in the Americas, offers travelers an experiential shopping environment that integrates world class retail, exclusive high-end local brands, excellent service, innovative technology and world-renowned art in one location.

"DFASS, via the TRG Joint Venture, is proud to operate the duty free concession in Dallas Fort Worth International Airport, one of the world's premier airports, and we are glad to solidify our long term strategy in DFW through our ongoing investments, including the purchase of original TRG joint venture partners' shares," said Vice Chairman Roberto Graziani.

"DFASS is committed to ongoing investments in airport retailing in the Americas to regularly update the shopping experience for the traveler through retail innovation and customer service."

For over 30 years, DFASS Group has been a pioneer and leader in inflight duty free retailing, and in recent years has grown their footprint in ground store duty free and specialty shops in airports throughout the Americas, giving DFASS a growing impact in global travel retail.

This announcement confirms the company's commitment to invest and expand their business in airport retail, making use of the most innovative technologies and retail activities to surprise, pamper, and best serve their customers, said the company in its official statement.



WHO Illicit Trade Protocol countries postpone research into duty free until 2020

In a welcome move for the global duty free industry, the World Health Organization has agreed to postpone its research into the extent to which duty free contributes to the illicit trade of tobacco products for at least another two years.

Earlier proposals from the WHO Secretariat had suggested that the research should commence immediately. (Article 13.2 of the ITP states that this research must take place within 5 years of the Protocol entering into force – which happened in September of this year.)

The delayed implementation of the research was decided Oct. 11, at the first official WHO meeting of the countries (Meeting of the Parties) that have ratified the Illicit Trade Protocol.

The 48 participating countries agreed that the WHO should "produce a roadmap in November 2020, for the carrying out of the evidence-based research," reports the Duty Free World Council.

The decision is very much in line with the policy and approach of the Duty Free World Council (DFWC) and the regional duty free associations. Over the last year all have worked with governments and customs authorities across the world to explain that the duty free retail channel is one of the most tightly controlled in the world.

"In the years ahead, the Protocol will be implemented across the world and the provisions in it, such as track and trace, will allow us to show clearly that our channel is not being abused for criminal purposes," said the official DFWC statement.

DFWC President Frank O'Connell said: "This decision is to be welcomed by the duty free industry worldwide. The purpose of this Protocol is to tackle the illicit trade in tobacco products.

"By postponing the research, the countries that have ratified the ITP have agreed that duty free is not a priority for them because it is not a source of illicit trade.

"Over the coming years, the implementation of the Illicit Trade Protocol will bring changes to how tobacco is distributed across the globe. We are confident that will show how tightly controlled our duty free industry actually is," said O'Connell.



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The 2018 Estée Lauder Companies Breast Cancer Campaign is message of urgency

To mark the start of Breast Cancer Awareness Month this October, The Estée Lauder Companies' Breast Cancer Campaign is releasing a video series entitled, "Seconds Matter."

The 2018 Breast Cancer Campaign focuses on the concept of time and the effect that breast cancer has from both a personal and universal perspective.

In long and short form videos, it shows life through the eyes of people faced with breast cancer. The videos are narrated by longtime Global Ambassador for The Campaign Elizabeth Hurley, who states, "Every 19 sec-

onds, somewhere in the world, a woman is diagnosed with breast cancer," and ends with an urgent call-to-action that "It's time to end breast cancer."

Since the campaign was started by Evelyn Lauder in 1992, it has raised more than \$76 million globally, funding 250 medical research grants through the Breast Cancer Research Foundation (\$62 million from total funds raised) and is active in more than 70 countries around the world.

This year the fundraising goal is \$8 million, and ELC is launching efforts worldwide to inspire action, increase education and awareness and raise funds.



Each of the above brands will contribute to the campaign by selling Pink Ribbon Products or making donations to BCRF and/or other charitable organizations around the world. The assortment differs by country and organization.

SFO unveils designs for Terminal 1: The Harvey B. Milk Terminal

San Francisco International Airport (SFO) unveiled its designs to honor civil rights leader Harvey Milk in the new Terminal 1 facility, scheduled to open in phases beginning July 2019. The unveiling will include both interior and exterior treatments, threshold areas, and exhibits. With the unveiling, the new facility will be referred to as Terminal 1: The Harvey B. Milk Terminal.

As part of the design reveal, SFO announced plans for an exhibit within the new terminal to celebrate Harvey Milk, utilizing photographs sourced from the public.

SFO is inviting the public to contribute photo content for consideration in this exhibit.

Submissions will be welcome through December 14, 2018.

SFO also outlined the timeline for the rollout of designs honoring Milk. The first section of the new terminal, opening in July 2019, will include a 400-foot temporary construction wall featuring an exhibit of images honoring Harvey Milk, including those sourced from the public. Selected images from this exhibit will then go into the long-term central inglenook design, slated to open in February 2020 along with the exterior terminal treatment.

The full terminal opening is expected by the end of 2022.

To submit photos, go to: <http://www.flysfo.com/harveymilk/exhibition>.



The focal point of designs for Terminal 1: The Harvey B. Milk Terminal is a central inglenook area, which will feature a photo exhibit honoring the civil rights leader and his impact on LGBTQ rights in San Francisco and around the world.

UNWTO: International tourism remains strong

International tourist arrivals are maintaining their strong momentum, growing 6% in the first six months of 2018 after a record year of growth in 2017, reports the World Tourism Organization (UNWTO)'s latest barometer.

The increase was fueled by strong demand from major source markets, supported by an upswing in the global economy. It comes after record year-round growth of 7% in 2017.

By region, Europe and Asia and the Pacific led growth with a 7% increase in arrivals each. Southern Mediterranean Europe and South-East Asia had the strongest results in these regions, both welcoming 9% more international tourists.

The Middle East and Africa also recorded sound results with arrivals growing at 5% and 4%, respectively, according to still-limited information available for destinations in these regions. The Americas saw 3% growth in arrivals over the six-month period, driven by South America (+7%) and North America (+5%). The United States continued to fuel much growth in the region and beyond.

Against a strong first semester, growth prospects for the remainder of 2018 remain positive overall, though at a slower pace, according to the latest UNWTO Confidence Index survey.



Winter is Coming with Johnnie Walker White Walker Edition

Diageo has unveiled a new White Walker edition of Johnnie Walker inspired by the hit HBO TV series Game of Thrones.

The limited-edition release is just the first part of a wider partnership with HBO and Diageo which also includes the launch of the Game of Thrones Single Malt Scotch Whisky Collection available starting in February 2019 until supplies last.

The collection features eight scotches that are each paired with one of the iconic Houses of Westeros and the Night's Watch.

The White Walker edition, created by whisky specialist George Harper alongside the small team of expert blenders at Johnnie Walker, is best served directly from the freezer. It is inspired by the white walkers, the most enigmatic and feared characters on the hit show, and is designed to evoke their icy world.

The bottle has an icy white and blue design and features the Johnnie Walker Striding Man now fashioned in armor. Utilizing temperature-sensitive ink technology, fans will be reminded that "Winter is Here" from an unexpected graphic icy reveal on the bottle when frozen.

The Scotch features Single Malts from Cardhu and Clynelish.

"Whiskies from Clynelish have endured long, Scottish winters, not dissimilar to the long periods endured by the Night's Watch who have ventured north of the wall - so it was the perfect place to start when creating this unique whisky," says George Harper.

"We knew there was fan appetite for a Game of Thrones whisky and once we saw the vision from Johnnie Walker for a way to collaborate we knew the idea was perfect and the time was now. From the beginning, they understood that we wanted to create something special, and they've accomplished that with White Walker by Johnnie Walker. We're confident fans will enjoy sipping this delicious whisky as they wait for season eight and beyond," said Jeff Peters, Vice President, Licensing & Retail at HBO.

White Walker by Johnnie Walker will be available globally, including in leading airports, starting October 2018 until supplies last with a RRP of \$50.90 / £31.50 for 1L bottle (41.7% ABV).



Old Pulteney launches new TR collection

International Beverage Ltd. launched a new Old Pulteney travel retail collection at an exclusive tasting event at the TFWA World Exhibition in Cannes.

The new travel retail exclusive collection features a 10 Year Old, a 2006 Vintage and a 16 Year Old, and includes a return to age statements. The company also evolved its packaging to evoke a contemporary and modern appeal.

Old Pulteney 10 Years Old, matured for 10 years in second-fill American oak, ex-bourbon barrels, is the entry point into the travel retail collection for the "Maritime Malt," with a RRP of £40 and an ABV of 40%.

The 2006 Vintage is the only expression held over from Old Pulteney's previous travel retail collection, although its packaging has evolved in line with the other two new expressions. This small-batch whisky is matured in hand-selected first fill ex-bourbon American oak barrels. 2006 Vintage is non-chill filtered with natural color, and offered at an RRP of £50.

Old Pulteney 16 Years Old is matured in American oak ex-bourbon barrels and then matured in Spanish oak casks that have been seasoned with Oloroso sherry.

Non-chill filtered and with natural amber color, it is offered at an RRP of £80 for a 70cl bottle. This exclusive selection is available only where the additional two travel retail SKUs are stocked and allocated.

James Bateman, Global Travel Retail Director, said of the new collection: "International Beverage is pleased and excited to be unveiling the new Traveller's Collection for Old Pulteney. This range is a clear and confident statement of our commitment to build quality, premium brands in travel retail and duty free. The beautifully detailed packaging and introduction of an age statement for each expression clearly redefines what is now a very strong brand offer for the channel, remaining true to Old Pulteney's history, distinctive maritime provenance and proven judgement as one of the world's great malt whiskies."

Local Quantum Spirits pops-up at PIT

Pittsburgh's local craft distillery Quantum Spirits is being featured as part of Pittsburgh International Airport's sense of place program focusing on local food and beverage options, in Fraport Pittsburgh's successful Pop-Opps program.

The company set out to make a new class using science and technology, exploring new technology, new methods and new ingredients in an effort to create the best spirits possible.

Quantum's rye-based spirits are crafted in a former bakery in historic Carnegie, using a scientific process involving dozens of parameters unique to every product. The result is a new American style of spirit, in a portfolio that includes rye vodka, citrus vodka and gin made from a signature rye/rye malt blend.

With its new pop-up now open in Concourse B, Quantum Spirits offers exclusive, locally made spirits to go, branded merchandise and special tastings.

"Quantum Spirits is a unique addition to our program," said Eric Sprys, Chief Commercial Officer, Allegheny County Airport Authority. "We are focused on bringing more local offerings to the airport to delight passengers with new discoveries and deliver something you simply can't find anywhere else."





TPR Holdings introduces Badgley Mischka signature fragrance

Fashion designers Badgley Mischka, known for epitomizing glamour, introduced its namesake fragrance in tandem with the brand's 30th anniversary in New York City during Fashion Week. Developed in collaboration with TPR Holdings LLC., **Badgley Mischka Eau de Parfum** will launch on the brand's website in October 2018 with an exclusive premiere at US department store Dillard's in December. TPR also presented the fragrance in Cannes for international distribution.

The new fragrance is a reflection of Mark Badgley and James Mischka's design philosophy that echoes the glamorous Hollywood of the Forties coupled with modern luxury and sophistication.

*TPR Holdings also introduced the first fragrance for designer Elie Tahari in Cannes. See TMI's interview with TPR Holdings President and Managing Partner **Brian Robinson** on our website here.*

The Fragrance

Created by Perfumer Richard Herpin, the fragrance opens with a magnolia heart, rounded out by warmer notes that reflect the embellished fabrics and jewels that line their runway fashions. The amber drydown with a touch of musk complement the draping and layers of Badgley Mischka's designs, says the company.

The brand has evolved from couture and evening gowns to now include day dresses and sportswear, as well as bridal, women's, men's and children's shoes, handbags, jewelry, fragrance, eyewear, timepieces, swimwear, children's formal wear, scarves cold weather accessories, outerwear, home furnishings and decorative accents.



Neuhaus debuts a coffee and pralines gift box that launches first with Heinemann in Hong Kong

Belgium chocolate company Neuhaus has launched Neuhaus Coffee & Pralines Collection, a praline and coffee food pairing that showcases six pralines and two unique types of coffee from Brazil and Colombia. Both the cocoa and coffee beans are from a single origin, guaranteeing a pure and authentic flavor.

Coffee ritual 2.0

Drawing inspiration from the Belgian practice of enjoying a praline with a cup of coffee, the three pralines are eaten one after the other in a specific order building from delicate to intense together with coffee from the same region.

Luxury box

The Coffee & Pralines Collection is available in two versions. The Experience Box contains 36 pralines and two 100-g packets of Brazil and Colombia single origin coffees – enough for 12 delicious coffee and praline rituals. The Origin Box contains 24 pralines, enough for eight indulgent coffee and praline rituals.

The collection is currently available in Asia in an exclusive Travel Retail partnership with Gebr. Heinemann, in selected SWEET DREAMS by Heinemann shops at Hong Kong International Airport.

The Macallan has turned whisky making upside down with its innovative, disruptive new Concept No. 1 unveiled at tastings in Cannes during the 2018 TFWA Exhibition. The GTR exclusive is launching in Dubai DF on Dec. 1 and rolling out in select markets worldwide early next year.

Photo by M. Pasternak



Edrington disrupts whisky-making process with The Macallan Concept No. 1

The Macallan has unveiled the first release in what it expects to be a highly collectable limited edition series that celebrates the world's visionaries. Exclusive to GTR, The Macallan Concept No. 1 is inspired by surreal art and incorporates innovative production techniques.

The visionary series begins with a version that disrupts the whiskey-making process. Instead of maturing the whisky first in a bourbon cask and then in a sherry cask as is traditional, The Macallan Concept No. 1 switches the process. The whisky is matured first in sherry-seasoned oak casks and then for an equal time in ex-bourbon casks.

Nick Savage, The Macallan Master Distiller, said: "The Macallan Concept No. 1 is whisky reimagined and offers a compelling new sensory experience that rewards with every sip."

Igor Boyadjian, Edrington Global Travel Retail Director, commented: "We're proud to unveil the first release in The Macallan's latest innovative travel retail-exclusive product range. By 'breaking the norm,' Concept No.1 reinforces our commitment to offering exciting products to travelers and we're confident this fresh innovation will prove attractive to travelers and collectors alike."

Bottled at an ABV of 40% Macallan Concept No. 1 is presented in exclusive packaging featuring a surrealist design of the Macallan Six Pillars. It will be available exclusively in Dubai Duty Free from December 1 and selected GTR outlets throughout Asia, Australia, the Middle East, Europe and the Americas from January 2019. Its recommend selling price is US\$125.

The whisky displays a warm golden hue and delivers sweet butterscotch tinged with almond and warming spices on the nose, says the company.





BREITLING 1884

NEW

Breitling has an immediate opening for an
Area Sales Manager

The Area Sales Manager is responsible for the development and improvement of Breitling business in the region Caribbean /LATAM ensuring that sales, visibility, quality of services and quality of customer's relationship is in line with the company guidelines.

**Key Responsibilities:
Development of the Business and our Commercial Partnership:**

- Reach the monthly budget by continuously monitoring account performance, tailoring account strategies & action plans, leading to maximizing retailers' sales.

Account Management:

- Maintain privileged contact with all clients in the market and ensure high levels of account satisfaction.
- Advice and plan the replenishment of watches with the retailers, ensuring optimal product mix / assortment policy.
- Monitor the stock as well as the sell-in/sell-out per POS and draw action plan to strengthen the sell-out.

Ideal Candidate:

- Position based in Miami office.
- Degree or equivalent experience
- Solid experience in wholesale of jewelry/watch or luxury goods brands.
- Strong communication and problem-solving skills.
- Excellent organizational skills.
- Proficiency with computer programs including MS Office Suite, Excel and Power Point
- Entrepreneurial spirit.
- Regional sales experience Caribbean/LATAM
- Ability to travel 40-50%
- Bi-lingual English/Spanish

Interested applicants email resume to:
info@breitling.bs



GROUPE CLARINS

NEW

Clarins, a luxury beauty brand, is seeking a Senior Brand Manager, based out of Miami, FL.

This position will maintain the flow of information regarding new Export developments, launches and promotional activities, coordinate and implement marketing projects with responsibilities that include Forecasts Management, A&P Management, Prices Analysis, Promotional activities coordination, PR Event Coordination, Media Strategy and Merchandising.

Responsibilities include, but are not limited to:

Forecast Management, Marketing, Launches & Promotional Activities, Responsible for A&Ps, Merchandising, Reporting & Data Management, Special Events

Essential Skills and Abilities

- *BA Degree in Marketing or equivalent
- *Relevant Skin care experience in Operational Marketing management
- *Successful track record of brand management
- *Able to formulate business strategy and carry out implementation plans
- *Strong communication and presentation skills
- *Fluency in Spanish and English: Portuguese or French will be an advantage
- *Advanced skills in Excel and PowerPoint
- *Travel required

Please send resume to
Amanda.Brinkerhoff@clarins.com

Equal opportunity Employer



SHISEIDO

THE SHISEIDO GROUP**Shiseido**

has immediate openings for the following positions based in Miami:

International Trainer

Responsible for training sales staff on brand, product, and sales techniques. Must have a dynamic personality and excellent interpersonal and presentation skills in English and Spanish, Portuguese is a plus. Must be available to travel 60-70% throughout the Americas. 2-3 years Travel Retail luxury industry is a must.

Retail Manager/Account Executive for North America - Southeast region

Ideal candidate will have a minimum of 2-3 years' experience in the Travel Retail luxury goods industry. Responsibilities include developing sell-out figures through supervision of salespeople, implementation of the brands' merchandising and promotion guidelines. Experience in retail sales is a plus. Must be able to travel 40 to 50% of the time.

Operations Analyst – Cosmetics Division

Responsible for managing the new launch order process for the Cosmetics Division. This position is vital in contributing to the integration and delivery of all launches. Acts as a liaison between internal departments and our headquarters to streamline the procedure and communications throughout the item creation and ordering process. This position will also support key forecasting analysis and is responsible for managing the Travel Retail allocation. Demand planning experience is ideal for this position. Candidate must possess strong organizational and analytical skills.

Sales/Market Coordinator

The ideal candidate is highly proficient in Microsoft Office and possesses strong organizational and customer service skills. Must be a team player as this position will support management and the sales team with various projects and sales analysis. Experience in Travel Retail industry is a plus.

Please submit resumes to

gcamplani@sac.shiseido.com

and/or mfernandez@sac.shiseido.com.

Please refer to the job title on the subject line when sending your resumes.

