

## Munich Airport International to manage new \$2.7 billion EWR Terminal 1

The Port Authority of New York and New Jersey announced this week that it has reached agreement with Munich Airport International GmbH (MAI) to operate the \$2.7 billion Terminal One now under construction at Newark Liberty International Airport (EWR).

EWR Terminal One LLC, a 100% subsidiary of MAI, will oversee operations, maintenance and concession functions once the terminal is completed.

Terminal One is replacing the outmoded Terminal A and is scheduled to be fully operational by 2022. MAI will also be making short-term customer enhancements in Terminal A until that terminal is closed.

Munich Airport, operated by MAI's parent company Flughafen München GmbH (FMG), has been awarded the title "Europe's Best Airport" by Skytrax in 12 of the past 14 years.

"We wanted to bring a world leader in customer service and concession management to Newark Liberty, and MAI fits the bill," said Port Authority Chairman Kevin O'Toole.

"The Port Authority is committed to moving our airports from back of the pack to best-in-class facility standards and to a level of global best practices that our passengers demand," Executive Director Rick Cotton said. "Our partnership with Munich Airport

International allows us to deliver on our twin promises of operational excellence and customer service based on global, 21st century standards."

"We look forward to working with the Port Authority on this exciting project, and to bringing world-class operations, services and amenities to the new Terminal One," said Dr. Ralf Gaffal, Managing Director of Munich Airport International.

Terminal One is a key element in the ongoing \$28 billion transformation of Newark Liberty, JFK and LaGuardia airports.

*In addition to the Newark project, MAI is involved locally with a joint venture (Reach Airports) that will manage the new Terminal One project at John F. Kennedy International Airport.*

### EWR Terminal 1 and other PANYNJ projects

Terminal One at EWR will feature cutting-edge digital technology and superior dining and retail options in about one million square feet of space, about 20% larger than Terminal A. It will accommodate an estimated 13.6 million passengers annually on three levels.

The new terminal will have 33 common-use gates – five more than at Terminal A -- to handle larger aircraft and modernized check-in, security and baggage claim areas.

Terminal One is the state's largest design-build project, expected to generate more than \$4.6 billion in regional economic activity, create more than 23,000 job years and provide more than \$1.9 billion in wages.

In addition to Terminal One, major Port Authority modernization projects are under way at LaGuardia and John F. Kennedy International airports, with the total investment in the three airports at about \$28 billion through private and public financing sources. *See page 2 for more details.*



Conceptual rendering of Newark International Airport's new Terminal One.

### PEOPLE

**Richard Bush** has been promoted to Senior Regional Manager, EMEA at **William Grant & Sons** and has relocated to London. Bush joined WGS Global Travel Retail team in 2016 as Regional Marketing Manager for the Americas, following 7 years with Cognac Camus.

**Andre Mouche**, producer of Swiss made & hand-made watches, has appointed **Hany Selwanis** to the position of Global Travel Retail Manager. The Andre Mouche brand is best known for its handmade jewel watches for women, many of which feature beautiful enameling. It is targeting travel retail destinations globally.

"I am pleased to announce that after an extensive consideration, Andre Mouche has appointed Hany Selwanis to the position of Global Travel Retail Manager... and we feel that Hany will bring the level of commitment and strategic thinking that we are looking for," said **Ali Zommordian**, Andre Mouche director, in a statement.

Selwanis has worked at business development in travel retail for many years overseeing channel management including high level strategic planning. He was most recently with Tossw Australia, responsible for the Middle East, Americas and Europe.



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## LaGuardia: Delta's first new concourse to open this fall with OTG and Stellar Partners

The \$8 billion construction of an entirely new LaGuardia Airport in Queens, New York – the first new airport in the U.S. in 25 years – achieved a major milestone with the opening of its first new concourse in Terminal B last December. The concourse features light-filled and spacious gate areas, locally inspired dining and retail, and other modern amenities.

Work by Delta Air Lines on a new Terminal C to replace C and D is currently underway and is on schedule to open its first new concourse in the fall.

Delta recently unveiled new renderings showcasing the spacious 105,000-square-foot light-filled, environmentally sustainable concourse that will feature floor-to-ceiling views of Citi Field and Flushing Bay, gates that can accommodate a range of aircraft types, and dining options from favorite New York chefs and eateries.

Among the concessionaires announced to date, **Stellar Partners, Inc.**, a wholly-owned subsidiary of HMSHost, will design retail options for the new

facility that provide a wide selection of travel essentials.

"We are very pleased to be part of Delta's elevated and differentiated concessions program at LaGuardia Airport," said Padraig Drennan, Stellar President & CEO. "This is truly a visionary program that will change the airport experience for New Yorkers and visitors to the city, and we could not be more excited to partner with Delta in making this vision a reality."

### New dining options

Delta has partnered with airport hospitality group OTG to bring chef-driven dining options and local flavors to the new concourse. Among the five new NY favorites from OTG are the Flatiron Tavern & Provisions; Juice Press; and Birch Coffee - H&H Bagels will serve breakfast classics in the morning and transition to Neapolitan-style Rossi Pizzeria in the afternoon and evening.

Each full-service concept will feature tableside charging ports/tablets so guest can track flights, browse online and order food.



This is the first of four concourses that will comprise Delta's new state-of-the-art terminal at LGA.

Delta operates more than 275 peak-day departures from its LGA hub and began construction of a \$3.9 billion replacement of Terminals C and D in 2017.

When complete, the new terminal will feature 37 gates across four concourses connected by a centralized check-in lobby, security checkpoint, and baggage claim; dual taxiways; a new, larger Delta Sky Club with a Sky Deck;

larger gate areas and more concessions space; and more efficient airport roadways.

The opening of Delta's first new gates represents another step forward in the comprehensive \$8 billion redevelopment of LGA announced in 2015.

Under the plan, old facilities are being demolished only as new facilities are completed, enabling the airport – which services 30 million passengers each year – to remain fully operational as the multi-phased construction project continues.

## Paradies Lagardère expands retail offers at Phoenix-Mesa Gateway Airport

Paradies Lagardère has partnered with Phoenix-Mesa Gateway Airport (AZA) in Arizona to offer three new retail concepts that address traffic growth at the airport and meet traveler and airport employee needs.

The new stores have been inspired by the beauty, culture and history of the region, says the company.

"Paradies Lagardère has been a long-time partner with Phoenix-Mesa Gateway Airport," said Gregg Paradies, president and CEO, Paradies Lagardère. "We're excited to continue this relationship with new, innovative concepts designed to enhance the customer experience. The stores will not only offer travel basics, but cutting-edge technology, local gifts, food items and souvenirs, as well as showcase the work of Arizona artists."

In addition to its proprietary TripAdvisor travel essentials store, the new concepts include First Jet Market, a tribute to AZA's historic distinction as the country's first pilot training ground and some of the earliest jet test flights. This store will offer convenience items, locally-sourced grab and go foods, and feature an assortment of pre-packaged food offerings from local chef Aaron Chamberlin, owner of Phoenix Public Market Café.

The third new venue is Saguaro Mercantile travel essentials store that will offer an expanded assortment of regional and local gifts reflecting the southern Arizona landscape and the surrounding region.

The concepts also allow customers the convenience of easy pay options such as Apple Pay, Samsung Pay and Mobile POS.

### JFK Update:

In October 2018, New York Governor Andrew Cuomo announced a \$13 billion plan to transform the John F. Kennedy International Airport into a 21st century gateway, starting with two major new international terminals on the airport's south and north sides that will add more than four million square feet of space and is expected to increase the airport's capacity by at least 15 million passengers a year.



As part of the airport's transformation, the TWA Flight Center Hotel has transformed the historic Saarinen terminal at JFK into a world-class 512-room hotel with best-in-class services. The Hotel opened in May.

## City of Chicago selects firm to design new, state-of-the-art satellite concourses as part of historic \$8.5 billion O'Hare 21 expansion



Renderings of modernization plans for Chicago O'Hare International Airport

The City of Chicago last week selected architecture firm Skidmore, Owings & Merrill, LLP (SOM) to lead the design of two new satellite concourses at O'Hare International Airport – an integral part of the airport's \$8.5 billion Terminal Area Plan expansion.

Following a competitive process, SOM was selected to design Satellite Concourse 1 and Satellite Concourse 2, which will be built west of the main terminal core. The City will now enter into contract negotiations with SOM. Upon award, SOM will begin working with the City of Chicago and O'Hare 21 stakeholders on the modernization and expansion of the airport.

With more than 80 million passengers a year, Chicago O'Hare

is the #1 airport in the U.S. for connectivity. Mayor Lori E. Lightfoot says that the City and its airline partners "are making necessary investments today to keep O'Hare #1 ... and a competitive global hub for the future."

With approximately 1.2 million new square feet of total building space, Satellites 1 and 2 will feature concourses that are double the width of those currently in use at O'Hare. When completed, the Global Terminal and Concourse and satellites will provide 70% more passenger space and a 75% increase of commercial space at O'Hare. This means more passenger amenities, doubled airline lounge space, and the potential for more than 50 unique new dining and retail brands.

The modern, light-filled satellite concourses will be designed with flexible gates to accommodate both narrow and wide-body airplanes, increasing connectivity for passengers heading to domestic and international destinations.

Satellite 1 will support international arrivals and departures as well as domestic arrivals and departures.

Satellite 2 will support domestic arrivals and departures with international arrivals for pre-cleared markets, where passengers have already gone through U.S. Customs Border Protection before boarding their flight to the U.S.

The satellite concourses are valued at \$1.4 billion and are slated to break ground in 2022.

The City says that the entire \$8.5 billion O'Hare project will be paid for by airport revenues, not taxpayer dollars.

The joint venture of Studio Gang, SCB, Corgan, Milhouse, and STLArchitects received the highest overall score and entered into a contract with the City in May, 2019 to design the Global Concourse and Global Terminal, and to set the tone and palette for the satellite concourses.

In accordance with the RFP, SOM – the second-highest scoring bid – has been selected to lead the design of Satellite 1 and Satellite 2. Should the City of Chicago and SOM fail to enter into a contract, the third-highest scoring bid will be selected.

## Ottawa International Airport names SSP Canada and Paradies Lagardère Master Concessionaires

The Ottawa International Airport Authority has named SSP Canada and Paradies Lagardère the Master Concessionaires for food, beverage, and retail.

The YOW airport authority said that a key consideration in the decision was that Ottawa-Gatineau is reflected in the terminal offers.

SSP Canada will add local Canadian brands Big Rig Brewery, Bridgehead Coffee, La Bottega Nicastro, and Zak's Diner along with SSP Canada proprietary brands including Tim Hortons, Canal Market Hall, and Urban Crave.

Paradies Lagardère will add

local flair with Bee Savvy, Hummingbird Chocolate, Low Poly Crafts, Purple Urchin, Split Tree Cocktail, Strut Jewelry, and Top Shelf Preserves as well as internationally known brands Dylan's Candy Bar, Maison de la Presse, TripAdvisor, Relay, No Boundaries, and The Locks.

Subway was also assigned an independent contract.

Gary A. Jacobus, SVP of Business Development SSP Canada, said, "Currently a leading example of how a gateway can serve as a major economic driver for a region while leading the way in world-class, multi ASQ award-winning

customer service, YOW continues to succeed because of its focus on its local and regional communities. SSP Canada is delighted to bring a portfolio filled with local, regional and national brands that showcase the outstanding food and drink of this region. SSP Canada is proud to deliver a unique taste of place to the Canadian capital's hometown airport."

"Paradies Lagardère is thrilled at the opportunity to continue its long-standing relationship with the Ottawa International Airport, and work with the airport as it moves into its next exciting phase," said

Gregg Paradies, president and CEO, Paradies Lagardère.

"Paradies Lagardère is confident that the retail program we've put together, including an outstanding selection of authentic merchandise from local vendors, will offer travelers an enhanced customer experience unlike any other."

The concession program is a key pillar in the YOW+ airport enhancement program, along with the pre-board screening checkpoint move from Level 2 to Level 3, Group Germain Hotels construction of the Alt Hotel Ottawa Airport, and construction of the light rail transit station.



## DFS presents “Your One-Stop Beauty Destination” at 6<sup>th</sup> annual First Class Beauty campaign in August

DFS Group will transform 25 of its DFS and T Galleria by DFS stores into a whimsical wonderland of beauty treats this August during its sixth annual First Class Beauty campaign.

The luxury travel retailer will bring the best of beauty to traveling customers and feature exclusive products and POS experiences from more than 40 leading brands.

This year’s edition of First Class Beauty, themed “Your One-Stop Beauty Destination” offers an expertly curated selection of brands offering an assortment of make-up, skincare and fragrance products grouped into three beauty moods: City Nights, Beach Getaway and Nature Escapes.

“The possibilities are endless for the world traveler to discover new beauty items as well as must-have favorites, guided by globe-trotting trends. First Class Beauty 2019 represents a dazzling array of makeup, skincare and fragrances that will satisfy and delight even the most seasoned voyager,” says the company.

The First Class Beauty campaigns will take place in DFS stores worldwide

through an ongoing localized calendar of experiences from August 1 to 31.

“With the discerning traveler at the heart of all we do, we have put all our efforts into developing experiences and products that respond to their needs with creativity and flair. This year’s First Class Beauty reflects three travel moods that inspire a wide spectrum of make-up looks and beauty regimes,” said Christophe Marque, Senior Vice President Beauty, DFS Group.

“We are immensely proud to partner with more brands than ever before to create these exclusive pop ups, all dedicated to first-class beauty,” he added.

### Branded Pop-ups dedicated to First Class Beauty

DFS’ 2019 First Class Beauty campaign will also feature seven brands in 22 pop-ups at T Galleria by DFS stores globally.

In the Americas, these will include pop-ups for Clinique – Travel Happy; Dior Summer Party; A Galaxy of Gifts – Jo Malone London; and Kiehl’s Loves Adventure, all in Hawaii.



## Diageo unveils £2,600 Talisker 41 YO

Diageo Global Travel has announced the second release from the Talisker Bodega Series, which will be available to travelers beginning in August 2019.

Talisker 41-Year-Old, a 1978 Vintage, is the oldest official Single Malt to date from Skye’s oldest distillery and will be offered at selected global travel outlets, in both airports and cruise lines, retailing at RRSP of £2,600 per 70cl bottle. Only 2,000 bottles will be available globally.

The 41 YO has been finished in Manzanilla Sherry casks from Delgado Zuleta.

“This Talisker Bodega Series launch brings luxury and adventure in equal measure with this exclusive sherry cask finished 41-year-old liquid, retaining the unmistakable quality and character of Talisker and its appeal to wild spirits everywhere,” says Anna MacDonald, Marketing and Innovation Director, Diageo Global Travel.

“As a limited edition, this is a unique and rare offering for the travelers who enjoy the finer things in life. We look forward to beautifully showcasing this exclusive liquid through a range of bespoke in-store displays, with the whisky available in selected global travel retail stores across the world,” she says.

Talisker’s Master Blender, Dr Craig Wilson helped to craft the spirit alongside the Sherry Masters at Bodega Delgado Zuleta. They hand-picked only six exceptional casks for finishing, that once held the Bodega’s flagship wine La Goya, a very fine Manzanilla aged in casks more than a century old.

Like the 40-year-old first release in the Talisker Bodega series, the latest edition lies in a hand-crafted bottle that comes housed in a special Sherry-oak casing designed to evoke the many stages of the whisky’s history and journey.



## Bacardi creates “Hacienda Patrón” with signature Tasting Bar at Cancun airport

*“Largest brand activation undertaken since Patrón Tequila joined the Bacardi portfolio in 2018”*

Bacardi Global Travel Retail has launched a Patrón Tequila tasting bar at Cancun International Airport designed to create a “home away from home” experience reminiscent of Hacienda Patrón in Jalisco, Mexico.

The signature bar is the centerpiece of a 5-year collaboration between Bacardi Global Travel Retail, ASUR Cancun Airport Authority and Dufry.

In May 2019, its first full month of operation, the Patrón Tequila bar showed strong growth across several key Patrón Tequila lines, reports the company.

The activation is strategically located on the main concourse of Terminal 3 immediately outside the Dufry store and guests are welcomed to the bar by a professional Patrón Tequila mixologist and a team of retail ambassadors. The tasting experience is centered around crafting the perfect cocktail.

The bar is wholly focused on sampling and encouraging sales in the adjacent Dufry store.

The airport bar is designed to provide guests with an insight to Hacienda Patrón, located in the Highlands (Los Altos) of Jalisco.

It is a blend of classic and modern; the clean white-walled, arched structure of the bar topped with ironworks echoes the 18<sup>th</sup>-century Spanish Colonial style of the brand’s home.

Digital screens show imagery of the traditional, handcrafted Patrón Tequila production process while the wooden flooring and the carved bar, with a hand-hewn copper top, celebrate the interior style of Patrón Hacienda.

Geoff Biggs, Regional Director Americas, Bacardi Global Travel Retail, outlines the strategy behind the new bar:

“The Patrón Tequila Bar at Cancun International Airport is the largest brand activation undertaken since Patrón Tequila joined the Bacardi portfolio in 2018.

“This five-year contract is a powerful demonstration of our long-term strategic commitment to highlight and accelerate the global iconic status of Patrón Tequila and to drive growth for the brand, the category and our partners.”

“Bacardi is wholly committed to the delivery of experiences that engage, excite and convince the shopper,” he continues.

“A key element of the bar at Cancun is to increase consumer understanding of the unique quality and craftsmanship behind the Patrón Tequila portfolio and show-

case the versatility of the brand, inspiring consumers with new ways to enjoy craft cocktails. We also support that strategy through our ongoing commitment to creating travel retail exclusives, such as Patrón Añejo Lot 221, launched in October 2018.”

“The depth of partnership between Bacardi, Dufry and ASUR and the length of our mutual commitment is a powerful statement of confidence in Patrón Tequila as the category leader and in our shared ability to drive unique experiences for the shopper that deliver category growth.”

Among the new featured products in-store at Dufry in Cancun is the new limited-edition Silver Patrón gift tin, featuring a vibrant design that celebrates the Mexican heritage and home of Patrón, RRSP US\$ 50 (1 liter).



Dufry is highlighting the new limited-edition Silver Patrón gift tins in Cancun.



## EMPLOYMENT OPPORTUNITIES



**ACCUR Recruiting Services**  
(leading recruitment firm for the Travel Retail industry) has an opening for a **Jr Area Sales Manager in NYC**

**Our Client is a large international beauty company.**

**Objective**

This position will report to the company's Regional Sales Director in charge of the Americas. You will assist him and work alongside two senior area managers in overseeing distribution of the company's diversified fragrance brand portfolio in over 20 countries of the Americas.

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Our ideal candidate is a passionate, multicultural individual with a background of relevant academic and professional experiences in sales, marketing or beauty.

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**Essence Corp.**  
is looking for an  
**Advertising & Promotions Intern.**

This position reports to the Senior Advertising and Promotions Manager and works closely with several internal and external stakeholders.

**Responsibilities:**

Acting as key liaison between brands and vendors for production and installation of launch materials for fragrances and cosmetics. Assisting on simulations, coordination, development and implementation of advertising material in stores, following brand's guidelines. Overseeing installation until completion and preparing internal presentations with promotions for Brands and Management.

**Requirements:**

This is a 12-month paid internship. The ideal candidate will have the ability to think quickly and problem solve. Eager to learn and be proactive with new tasks. Must be able to handle a fast-paced environment and maintain exceptional work ethic. Must be organized, detail oriented with the ability to shift priorities in workload. Strong knowledge and experience in using Photo shop (renderings), Ai, PP, IMovie, Prezi, Sage, Prism. Must be fluent written and orally in English and Spanish, French is a plus.

More details can be found at  
<https://www.ziprecruiter.com/job/56faf954>

**Essence Corp.**

is looking for an

**Account Executive and Trainer**

to join our team! This position reports to the Area Director and works closely with several internal and external stakeholders.

**Responsibilities:**

- Sell-in and sell-out of assigned territories.
- Sales, training, POS visits, support and animation participation.
- Update and monitor advertising and promotion expenses (A&P) in accordance to clients purchases and brands guidelines.
- Responsible for counter events, animations and sell-thru results.
- Follow up on shipping and installation of the transparencies for the Point of Sales.
- In charge of proposing and implementing sell-out activities, promotional events and animation as per the Marketing Plan.
- Prepare presentations for training sessions.
- Booking of training location and organization of the training events.
- Educate participants on novelties, discontinued products, upcoming promotions, incentives, merchandising guidelines and sales techniques.
- Ensure portfolio brands spaces are respected at the points of sales and look for potential spaces to improve visibility.
- Implement brand merchandising guidelines as well as incentives and promotion.
- Transparencies & Logos: update brand visuals and logos before expiration as per brand guidelines.
- Monitor store inventory levels at each point of sale.

The ideal candidate is Highly-driven, self-motivated and thrives in a fast-paced environment. Possess excellent communication and presentation skills with a high level of analytical skills using Excel, PowerPoint, and MS Office applications. 50% - 60% travel required.

Fluent in English & Spanish both written and oral is a MUST.

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