

DFA Golf partners with Miami Dolphins to raise \$1 million to fight cancer

The 2023 DFA Charity Golf Tournament, partnering with the Miami Dolphins football team, scored a win in the fight against cancer by successfully raising a record \$1 million to support leading-edge research and treatments at Sylvester Comprehensive Cancer Center at the University of Miami Miller School of Medicine.

This year the monies raised by the event sponsors—the Falic Family Foundation and Duty Free Americas – were matched dollar for dollar by the Miami Dolphins football team, a long-time supporter of the Sylvester Center.

Several hundred of DFA's key friends, colleagues and suppliers from across the travel retail industry gathered February 8 at the Trump National Doral Golf Club in Miami for a sold-out 18-hole scramble golf tournament followed by an evening reception with cocktails, dinner, and a silent auction and raffle.

"We could not be more proud of this year's ambition to raise \$1 million in conjunction with the Miami Dolphins in support of the Sylvester Comprehensive Cancer Center," said **Jerome Falic**, Chief Executive Officer of Duty Free Americas and a principal of The Falic Family Foundation.

"Duty Free Americas' Annual Golf Charity Tournament is part of our ongoing commitment to give back to our community by funding initiatives such as those that seek to understand and overcome devastating diseases like cancer."

DFA worked closely with Dolphins Challenge Cancer (DCC), the fundraising initiative of the Miami Dolphins Foundation; each organization making a \$500,000 commitment to Sylvester.

The partnership between the DCC, Duty Free Americas, and The Falic Family Foundation was announced at the Miami Dolphins vs. Green Bay Packers football game on December 25, with an on-field presentation in anticipation of the \$1 million joint gift to be presented to Sylvester at the golf tournament.

Javier Sanchez, Dolphins Challenge Cancer Executive Director, and Dr. Stephen D. Nimer, Sylvester Director and Oscar de la Renta Endowed Chair in Cancer Research and executive dean for research at the University of Miami Miller School of Medicine, were guests of honor at the golf event, where they received the check before a standing room only crowd.

Miami's hometown football team has been a major donor to the Sylvester Comprehensive Cancer Center through the DCC since 2010, and has raised more than \$52.5 million for the hospital. Its main event is the annual Dolphin Challenge, which has become the #1 fundraising event in the NFL in support of local life-saving cancer research. This year's event, which is taking place on Feb. 25, has more than 5,000 registrants and is aiming to raise \$10 million, which



DFA CEO Jerome, and wife Debbie (from right) present the ceremonial check for \$1 million to Sylvester Director Dr. Stephen D. Nimer and Dolphins Challenge Cancer Executive Director Javier Sanchez, along with other members of the Falic family.

includes the donation from the DFA Golf Tournament.

Speaking eloquently from the heart, Jerome Falic thanked the industry for its participation, and talked about his personal long-time connection to the Miami Dolphins, and how important it is to fight against cancer, which has personally touched nearly everyone:

"Giving back to the community is very important to me, and my family and together with the DCC, we are part of the 'one team, one fight' changing the narrative of cancer," he said.

Now in its 8th year, the DFA Charity Golf Tournament has grown in scope and popularity each year it has been held.

The 2022 DFA Charity Golf Tournament raised \$375,000 for the Mourning Family Foundation and its Overtown Youth Center and Honey Shine initiatives, and attracted several hundred members of the duty free and travel retail industry.

Interest was so strong this year, DFA had to close registration for both the golf tournament and the dinner because they had reached capacity.

From left: Duty Free Americas VP Spirits & Wine Jonathan Bonchick, who has been a major force organizing the DFA Golf events since the beginning, with DFA CEO Jerome Falic; one of the branded Tournament Golf holes, this one sponsored by Tito's Handmade Vodka; and Essence Corp's Jean-Jacques and Antoine Bona, with Glorimar Figueroa, DFA Director of Marketing.





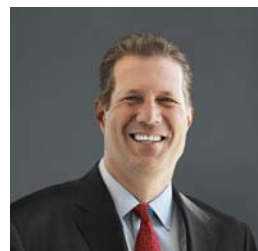
From top left: Jerome Falic; The DFA/Falic Family at the Miami Dolphins football game in December with an on-field presentation in anticipation of the \$1 million joint gift to be presented to Sylvester at the golf tournament; Dr. Stephen D. Nimer, Sylvester Director;

Row 2. The duty free industry came out in force to sponsor the event; the capacity crowd at the evening dinner; the very popular DFA silent auction with donations from across the industry.

Row 3. The Sazerac & Duty Free Global teams; Campari's Diego Lord, Flor de Cana's Rodrigo Bazan and DFG's Tito Gonzalez.

Above: Liz Taylor, representing sponsor Wella's Sebastian Haircare. Left: The ladies of the Beam Suntory team, the only all-female foursome in the tournament, with golf pro. The team included Simone Luke, Monica Fisher, Mercedes Chester and Catherine Restrepo.

Dufry announces new Global Executive Committee to drive its “Travel Experience Revolution”



Dufry's Global Executive Committee includes (above) Xavier Rossinyol, Yves Gerster, Freda Cheung and Steve Johnson.

Following the closing of the Dufry – Autogrill merger, Dufry announced its new organizational structure as it sets up a joint company with Autogrill to drive its “Travel Experience Revolution.”

Dufry announced changes to the Global Executive Committee (GEC) of the combined Group on February 7, 2023. The newly constituted GEC will be instrumental in delivering Dufry's long-term strategy “Destination 2027” including the full integration between Dufry and Autogrill.

The GEC now consists of:

Chief Executive Officer: Xavier Rossinyol retains the position he assumed on June 1, 2022 when he succeeded long-time Dufry CEO Julian Diaz, who retired.

Chief Financial Officer: Yves Gerster retains the position he has held since April 2019.

President and CEO Asia Pacific (APAC): Freda Cheung. From 2022-2023, Cheung was EVP & Country General Manager US/Canada Dufry.

President and CEO North America (NA): Steve Johnson. He was President HMS Host from 2014 – 2023.

President and CEO Europe, Middle East and Africa (EMEA) & Interim President and CEO Latin America (LATAM): Luis Marin. He has been Global Chief Corporate Officer at Dufry AG since 2018.

Group General Counsel & Chief Legal Officer: Pascal Duclos. He has been General Counsel and Secretary to the Board of Directors at Dufry AG since 2005.

Chief Public Affairs & ESG Officer: Camillo Rossotto. He comes from Autogrill, where he has been Chief Financial Officer & Chief Sustainability Officer from 2018-2023.

Chief Digital & Customer Officer: Vijay Talwar (as of March 1). Talwar is an experienced retail, ecommerce and consumer brand executive previously with such leading multi-national enterprises as Blue Nile and Footlocker and global e-commerce platform Wish.

Chief People & Culture Officer: Katrin Volery expands the CPO position she assumed with Dufry last September.

Among other changes, Dufry reports that Chief Executive Officer Operations **Eugenio Andrades**

will leave the GEC due to personal reasons. He will continue to play a leading role in the success of the Group upon his return from his current leave of absence, said the company.

Dufry thanked departing GEC members for their significant contributions. They are **Andrea Belardini**, who leaves to pursue new challenges, and **Sarah Branquinho**, who is retiring [ED.-from her Diversity & Inclusion role] and will keep her role with several global travel-related associations.

Xavier Rossinyol commented: “With the new organizational set-up we are best placed to drive the new strategy Destination 2027, with revolutionary travel experience and digitalization, focus on geographical diversification, and strong emphasis on our people and ESG.

“I am thanking all former members of the GEC for their tremendous work and commitment to Dufry, and welcome all new members. Together as one team we aim to shape the future of our joint company and our industry.

“... The new team reflects the competencies and experience we need for each new strategic priority and geographical focus area.”

PEOPLE

Congratulations to **Rene Riedi**, Executive Advisor at Dufry, who has been named **Honorary Swiss Consul in Miami** where he represents Switzerland in South Florida in the areas of business, culture, and science. Riedi's new role was announced by the Swiss-American Chamber of Commerce website, as well as on LinkedIn.

Karl Sutcliffe, who has been GM of DFS's San Francisco International Airport operations since 2018, has been appointed Vice President Store Operations Hawaii at DFS Group Limited.

Mark Mariani of 3Sixty Duty Free & More has been named to the **Board of Directors** of the **International Association of Airport and Duty Free Stores**, where he is filling the seat vacated by **Philip Hancock**.

Mariani has spent his entire professional career in the duty free industry, since starting in 1990 at Philip Morris International (PMI). Following 18 years with PMI, he went to work for Scorpio Distribution, heading up the Americas Division, then was brought in by Heinemann Americas to assist with opening up its Miami offices.

In 2020, Mark joined 3Sixty Duty Free & More, where he is currently Vice President of Business Development.

“We are delighted to have Mark join the IAADFS Board of Directors. He will bring considerable knowledge and experience from his many years in the industry, and it is important for us to have 3Sixty Duty Free involved as part of our Board deliberations,” said **Rene Riedi**, IAADFS Chairman.

“Mark has a tremendous amount of knowledge and a broad understanding of the duty free and travel retail business. His experience from both the supplier and buyer sides will bring a unique perspective and focus to the IAADFS Board as we all adjust to the constantly changing dynamics of our business,” said **Michael Payne**, IAADFS President and CEO. “Mark's personable style and many relationships throughout the industry will be huge assets for IAADFS.”



Dufry's new Global Executive Committee also consists of (from left) Luis Marin, Pascal Duclos, Camillo Rossotto, Vijay Talwar and Katrin Volery.



Brown-Forman reveals new GTR structure and leadership



Brown-Forman's Global Travel Retail leaders: (from left) David Rodiek, Monte Wilson (retiring), Dreamy Zhou, and Oscar Camargo. The Americas position has not yet been announced.

Montgomery (Monte) E. Wilson is leaving Brown-Forman Corporation after a career that spanned nearly 30 years, most recently holding the position of Vice President, Director GTR Americas, APAC, and IMENA.

Commenting on the impact that Wilson has had on the growth of Brown Forman's travel retail business, **David Rodiek**, Vice President, Managing Director, Global Travel Retail, Brown-Forman, said:

"Monte was part of the Brown-Forman team for nearly 30 years and was instrumental in the successful development of our GTR business. We sincerely thank him for his dedication and engagement and wish him the best in this new chapter of his life."

With the news of Wilson's retirement, Brown-Forman announced a new structure for its Global Travel Retail (GTR) organization and the appointment of new regional leadership positions, which went into effect the beginning of February.

The new structure consists of three geographic areas including the **AMERICAS**, **EMEI** (Europe, Middle East, Africa, India), and **APAC** (Asia, Australia, New Zealand, Pacific Islands) with a dedicated leader for each region.

"In line with our ambitious long-term growth targets, we are optimizing our GTR business structure by consolidating it to three geographic areas to better position us for future growth," said Rodiek.

The GTR Director, EMEAI, the second strongest travel retail region for Brown-Forman, will be led by **Oscar Camargo**, previously held Director GTR Europe. Camargo has been part of the Brown-Forman GTR team for more than five years.

Dreamy Zhou, who joined Brown-Forman seven years ago, will become Senior Manager GTR APAC. Zhou previously served as Manager GTR Southeast Asia, Australia & New Zealand.

The role of GTR Director, Americas has not yet been announced. This is the strongest travel retail region for Brown-Forman.

"We congratulate Oscar and Dreamy on their new roles and look forward to further grow our GTR portfolio and business together with the entire team," said Rodiek.

Perfumes y Diseño closes 2022 with record sales

Spanish perfume company Perfumes y Diseño, which is celebrating its 25th anniversary in 2023, reports that it achieved record sales of 92 million euros in 2022, up more than 42% over 2021. All of its brands grew more than 40% through both local and international market distribution, reports company founder Pedro Trolez.

Founded in 1998, PYD owns Tous Perfumes, Halloween Perfumes, and perfume brands El Ganso, Scalpers, Starck Paris and Nightology, and distributes perfume and cosmetics brands in a variety of markets for Goutal Paris, Juliette Has a Gun, Moschino, Missouini, Versace, Cartier and Ahava, among others.

Perfumes y Diseño, as a family business, became part of ADEFAM (Madrid Family Business Association) in 2019 and in 2021 joined the CRE100DO Foundation.



TOUS Perfumes launched LoveMe the Silver Parfum in the Caymans and Aruba in December and January, the third edition in the LoveMe series after LoveMe EDP and LoveMe Onyx. Shown above, the HPP at Kirk Freeport in Grand Cayman.

In Memoriam:

Industry pioneer George Mannina

Nov. 8, 1947 – Feb. 11, 2023



The duty free industry has lost another one of its early pioneers.

Long-time duty free executive, **George Mannina** passed away this weekend, reports his good friend, Al Bashian of AAMCO Duty Free.

Mannina started his career with World Tobacco Company, owned by Host International in the early 1970s. World Tobacco was the liquor and tobacco concessionaire at JFK.

He joined Marine Tobacco Company, also owned by Host, in the mid-70s and was the director of sales for the Marine division.

He held this title until Marine and World Tobacco were acquired by DFS in the early 1980s. DFS promoted him to Vice President, a position he held until he resigned a few years later.

Mannina next joined the J. Stanley Company and after several years became sole owner of J. Stanley. The company was a key distributor and supplier for Philip Morris products, servicing the many vessels in the ports of New York and New Jersey.

He has been retired for some time, but has been ill for the past several months, noted Bashian.

Mannina leaves behind his wife Connie, daughters Andrea and Renee, two beloved grandsons and a multitude of friends, many who have known him for over 50 years.

TMI adds its condolences to those of the industry on the passing of George Mannina.