

## ASUTIL reveals details of upcoming events as LATAM business improves

As travel and the travel retail business begins to show signs of recovery in Latin America, ASUTIL, the Association of South American Duty Free Stores, has announced that it will be holding two gatherings over the next several months, a border conference in November, and a full return to the traditional ASUTIL Conference in June 2023.

### Expanded border conference

The Association will be holding a border conference in association with Camara de Empresarios de Free shops del Uruguay (CEFSU) in Montevideo, Uruguay on November 9 & 10, 2022.

Montevideo will be the host city because the country is celebrating the 35<sup>th</sup> anniversary of the implementation of duty free border shops in Uruguay, explained ASUTIL Executive Director Jose Luis Donagaray during a video press briefing earlier this week.

“Duty free has been very important for the country, for the region, so we chose Montevideo,” said Donagaray.

The event will take place at the Hyatt Centro and offer ample opportunities for networking in addition to two mornings of conference sessions and a gala dinner.

The conference sessions will be offering “the maximum amount of information” about what is happening now on the borders of Uruguay, Brazil and Argentina,” revealed Donagaray, adding that the Association’s goal is to keep costs as low as possible. (ie. The hotel will be offering a specially discounted rate of \$125 net a night for a single/\$140 net a night for a double room).

The Association is also working to provide translation services for non-Spanish speaking attendees.

The event will host an opening cocktail on Tuesday evening, Nov.

8<sup>th</sup>; a morning conference, afternoon networking time, and Gala Dinner on Wednesday, Nov. 9<sup>th</sup>; and a morning conference session, and mid-day luncheon on Thursday, Nov. 10<sup>th</sup>.

Among the topics on the agenda will be the development of the border business in Brazil.

“We have had some changes in Brazil since the pandemic, including an increase of the border shop allowances from \$300 to \$500, and also an increase of allowances for Brazilians from \$300 to \$500 to buy in their own stores,” said Donagaray.

“Brazil has been developing slowly but steadily during the pandemic and we expect that next year will see the development of many new stores,” he added.

All current border stores are now open, he said, with four more to open by the end of the year.

### June Conference

The traditional ASUTIL Conference will take place again during the first or second week in June 2023, at a Caribbean location to be announced. Donagaray said that the Association had looked into holding the event in Mexico—since that country had never closed during the pandemic—but costs were extremely expensive.

At this time, the organizers are scouting for a location in Aruba or the Dominican Republic, he noted.

### Business updates

Discussing a brief update of the current travel picture in South America, Donagaray said the big problem is still a lack of air flight frequencies in the region.

“We are missing pilots, we are missing planes. Planes are over-booked. But people want to fly.”

Some small airlines are offering more flights than the major legacy airlines, he noted.

“Travel is improving, however, as the world continues to adapt to COVID. But the industry is recovering.”

In other highlights, he said:

International flights to and from Brazil (up to February) were down 31% from 2019, but domestic traffic is strong and the duty paid stores are doing very well.

Chile is now open and benefiting from a lot of new investment in the airport in Santiago.

The Association was able to get approval for home delivery of duty free items in Brazil.

The approved mix of products sold at the duty free shops has been expanded to include more high-ticket items (ie TVs).

### U.S. travel figures continue to improve in June

Data recently released by the U.S. Department of Commerce’s National Travel and Tourism Office (NTTO) show that in **June 2022** U.S.-International air traffic passenger enplanements (arrivals + departures) continued to rise, reaching 19.087 million, up 107% compared to June 2021. Enplanements reached 80% of pre-pandemic June 2019 volume.

### Originating Non-Stop Air Travel in June 2022

*Non-U.S. Citizen Air Passenger Arrivals* to the United States from foreign countries, totaled 3.530 million, +111% compared to June 2021. Arrivals are still down by -33.0% compared to June 2019.

Overseas visitor arrivals totaled 2.065 million, the eighth consecutive month overseas visitor arrivals totaled more than 1.0 million and the third month exceeding 2.0 million since February 2020.

U.S. travel to foreign countries continues to improve, and in June was only 8% less than in June 2019.

*U.S. Citizen Air Passenger Departures* from the United States to foreign countries totaled 6.364 million, +108% compared to June 2021.

### World Region Highlights (arrivals + departures)

*Top countries* were Mexico 3.23m, Canada 2.1m, the UK 1.67m, Germany 934k and the Dominican Republic 893k.

### Overseas Regional Air Travel to/from the United States:

**Europe** totaled 6.404m passengers, up 443% over June 2021, but down (-19.8%) compared to June 2019.

**South/Central America/Caribbean** totaled 4.671m, up 25% over June 2021, but down only (-8.6%) compared to June 2019.

**Asia** totaled 1.067m passengers, up 257% over June 21, but still down (-68.1%) compared to June 2019.




**Save the date!**

**Encuentro de Border Shops 2022**

November 8, 9 & 10

Hyatt Centric Montevideo

## Gebr. Heinemann reorganizes representation on European association work

Gebr. Heinemann has reorganized its involvement in global and regional international advocacy groups representing the Duty Free and Travel Retail industry, appointing members of its senior management to various industry groups.

**Raoul Spanger**, Co-CEO at Gebr. Heinemann, has become a member of the Steering Committee of the **German Air Transport Association (BDL)** as of July 1. He succeeds Gunnar Heinemann, a co-owner and member of the Supervisory Board of Gebr. Heinemann, who served for many years as a member of the association's Steering Committee.

**Richard Hoyer**, Vice President EMEA at Gebr. Heinemann, is the new President of the **German Travel Retail Association (DTRV)**, as of July 5. Gunnar Heinemann had previously steered the DTRV for more than three decades as its founding member and President.

**Nina Semprecht** will represent the company at the **European Travel Retail Confederation (ETRC)**.

At Gebr. Heinemann, she will take over the position of Director Corporate Communications & External Affairs as of August 1, having previously headed the Corporate Communications department for two years.

**Christoph Stump**, Director Sales Central & Southeast Europe, continues to represent the company in the **Central & Eastern European Travel Retail Association** and has been nominated for the Board of Directors.

Gebr. Heinemann says that a key objective of industry associations is to dialogue with political decision-makers about the unique business model of Duty Free and Travel Retail and its real added value as a global marketplace.

"I am very pleased that we are able to fill the positions in the different associations with such excellent personnel from the ranks of Gebr. Heinemann.

"Raoul, Richard, Nina and Christoph are absolute experts in their field and have crucial experience in the different regions. They thus put the individual associations in an ideal position to help shape the respective market conditions of the future. I thank them for their dedication. The commitment to our industry is a great personal concern for us," says Max Heinemann, Co-CEO and co-owner of Gebr. Heinemann.

Raoul Spanger adds: "I thank BDL, DTRV, ETRC and CEETRA for their trust and for assigning these responsible tasks to my colleagues and me. The commitment of the associations is essential for our industry to be seen and heard in the dialogue with politics and the public.

"At the same time, I would also like to recognize the accomplishments of Gunnar Heinemann for his decades of commitment to BDL and DTRV. He has played a major role in ensuring that we are so excellently positioned in the German associations."

### Top U.S. Ports serving international locations in June:

New York (JFK) 2.64 million, Miami (MIA) 1.80 million, Los Angeles (LAX) 1.63 million, Newark (EWR) 1.26 million and Chicago (ORD) 1.22 million.

### Top Foreign Ports serving U.S. locations in June:

London Heathrow (LHR) 1.47 million, Cancun (CUN) 1.15 million, Toronto (YYZ) 887K, and Paris (CDG) 682K displacing Mexico City (MEX) 662K

**Source:** U.S. Department of Commerce's National Travel and Tourism Office (NTTO)

## London Heathrow shocks aviation world with passenger capacity cap



The world reacted in shock last week after London Heathrow Airport CEO John Holland-Kaye issued a public request to airlines to limit departing capacity to 100,000 passengers per day.

The unprecedented plea comes on the heels of massive airport delays and flight cancellations around the world following the surge in post-pandemic travel demand.

In his open letter to passengers, Holland-Kaye said that Heathrow (LHR) has seen "40 years of passenger growth in just four months" as the global aviation industry rebuilds as it recovers from the pandemic.

As departing passenger numbers at Heathrow regularly exceeded 100,000 a day, Holland-Kaye said that the airport was seeing periods when service drops "to a level that is not acceptable: long queue times, delays for passengers requiring assistance, bags not traveling with passengers or arriving late, low punctuality and last-minute cancellations," as increased passenger numbers "exceed the combined capacity of airlines, airline ground handlers and the airport."

The cap will last from July 12 to Sept. 11 and limit departing passengers to 100,000 daily. Holland-Kaye said LHR is asking carriers serving the airport to stop selling some tickets to ensure they stay below the 100,000 level.

In informing the public of the cap, Holland-Kaye, concluded: "By making this intervention now, our objective is to protect flights for the vast majority of passengers at Heathrow this summer and to give confidence that everyone who does

travel through the airport will have a safe and reliable journey and arrive at their destination with their bags.

"We recognize that this will mean some summer journeys will either be moved to another day, another airport or be cancelled and we apologize to those whose travel plans are affected."

### OAG responds

OAG says that limiting departing capacity is a cost to airlines around the globe that they hardly need.

Assuming a notional yield of US\$400 per passenger departing from Heathrow in the peak summer (and that would be a conservative estimate) this equates to lost revenue of over US\$550 million, comments OAG.

In addition, airlines will now have to cancel more planned services and re-accommodate those passengers affected onto other alternate flights, but to which flights will be the challenge when most capacity has already been taken? OAG asked.

Emirates Airlines, for one, initially rejected Heathrow's plea for airlines to make capacity cuts at short notice, saying that the airport's demand was "unreasonable and unacceptable," but a day later the Dubai-based carrier agreed to cap sales of its flights out of Heathrow until mid-August after meeting with airport officials.

## PHL Food & Shops opens Beauty on the Fly and Desigual at Philadelphia Airport in partnership with 3Sixty Duty Free & More

3Sixty Duty Free & More and PHL Food & Shops is opening two new stores at Philadelphia International Airport (PHL): Beauty on the Fly in the D/E connector just past security; and fashion brand Desigual in the A-West terminal.

Beauty on the Fly offers a unique collection of brands that tie into two of the biggest trends in the beauty industry: botanical ingredients and holistic wellness. The store carries prestige body care, hair care, skin care and sun care lines to meet passengers' beauty needs on the go.

The storefront will also offer a collection of candles and home fragrances as well as bath and spa products. The store will also feature special gift sets sold exclusively in the airport and prestige brands such as Eve Lom, Moroccanoil, Clarins, Shiseido, L'Occitane and more.

Spanish fashion brand Desigual offers creative, colorful and sustainable products for women, men and kids. Shoppers will also be able to pick up Desigual shoes

and accessories such as wallets, backpacks, sports bags, and other items.

"We're excited to continue expanding our retail offerings here at Philadelphia International Airport," said Mel Hannah, Vice President and General Manager of MarketPlace PHL. "Beauty on the Fly and Desigual offer outstanding products for every type of traveler."

3Sixty's Chief Operating Officer, Alex Anson, commented, "3Sixty is delighted to be partnering with these exciting brands and MarketPlace to expand our presence in PHL. We look forward to leveraging the fast-growing traffic we are seeing this year."

MarketPlace PHL, LLC, is a partnership between MarketPlace Development, a Boston-based airport retail development firm, and LeJeune & Associates, a Philadelphia-based retail development, management and consulting firm. The company offers more than 170 shops, restaurants and services at PHL.



## MIA & DFA open LEGO store in North Terminal



A friendly LEGO pilot greets travelers at the new store opened in Miami International Airport by DFA in May.



Miami International Airport welcomes a 742-square-foot LEGO store located near gate D14 in the North Terminal. The store was opened in May by Duty Free Americas in space formerly operated for Montblanc, which moved to a new location near-by.

The new store joins other free-standing LEGO shops now open in Salt Lake City International Airport, and in JFK International Airport Terminal 4 operated by DFS Group.

LEGO is one of the world's leading and most recognizable manufacturers of play materials, famous for its interlocking building bricks, which were launched in 1958. The family-owned company, headquartered in Billund, Denmark, sells its products in more than 130 countries worldwide.

## Keiko Duty Free opens new perfume store on Roatan Island, Honduras

Keiko Duty Free in Roatan Island has inaugurated a new perfumery store in Coxen Hole. The store is located on the main west-east road that connects the airport and cruise ship ports on the island.

The new Keiko store offers an exciting assortment of most popular perfumery brands, Commercial Assistant Mirtala León tells *TMI*.

The perfume store is next door to the Keiko Duty Free Liquor Store, divided by a wall and a door so that customers can move freely from one store to the other.

"Keiko's goal is to become the reference of the future development of perfumery and liquors in the island, providing passengers a world class experience in its 662 square feet of retail space," said León.



## SSP America promotes Lana Cramer to VP, Brand Strategy and Communications to develop new integrated communications strategy

SSP America, a division of food and beverage travel operator SSP Group, has promoted Lana Cramer to the Executive Team in the newly created position of Vice President of Brand Strategy and Communications. She will report to Michael Svagdis, Chief Executive Officer of SSP America, and will help develop and implement a communications strategy designed to share the SSP brand story with key internal and external stakeholders.

Cramer originally joined SSP America in 2014, where her responsibilities included management of corporate sponsorships, face-to-face engagement activities and production of a complex proposal and presentation program.

During her tenure SSP America

has become renowned in the aviation industry for producing events which engage stakeholders and emphasize the company's unique culture.

Michael Svagdis commented, "We've made the important decision to elevate the communications role to the executive level given the importance we place on engaging effectively with our stakeholders which includes our current and prospective team members. Our goal is to capitalize on Lana's creativity and proven track record of launching new initiatives in order to build a robust communications program we see as vital to our ongoing growth and ever-present focus on building a strong culture."

## XpresSpa announces more international expansion with Istanbul opening



One of the most popular concessions in U.S. airports, XpresSpa Group, announced it is further expanding its operations outside the United States and will be opening XpresSpa locations at Istanbul Airport in Turkey beginning September 2022.

This will be the first of five new XpresSpa locations expected to open at Istanbul Airport.

Scott Milford, CEO of the travel health and wellness company, said that the expansion will allow the company to take advantage of the rapid growth of travel between Europe, Asia and the rest of the world.

"Istanbul Airport is one of the largest and fastest growing airports in Europe and this launch further solidifies our strategic position as a leading provider of health and wellness services globally," he said.

XpresSpa currently operates six locations outside the U.S., three in Dubai International Airport in the United Arab Emirates and three in Schiphol Amsterdam Airport in the Netherlands. In 2023, the Company expects to leverage its existing footprint in Gulf Cooperation Council countries opening addi-

tional operations in Abu Dhabi and across the region.

Milford continued, "The addition of these new locations in Turkey as well as our expected expansion into Abu Dhabi support our continued effort to grow in markets that are favorable to our operating model and the unique set of products and services we offer to people on the go. We have built strong brand awareness in the US and plan on doing the same internationally. This expansion advances our efforts along those lines."

XpresSpa Group, Inc. is a leading global health and wellness holding company operating four brands: XpresCheck, XpresSpa, Treat™ and HyperPointe, with 23 locations in 13 airports globally.

In addition to its original nail and spa services at airports, XpresCheck is now a leading provider of Covid-19 screening and diagnostic testing with 15 locations in 12 domestic airports.

XpresCheck is also partnered with the CDC and Concentric by Ginkgo, conducting biosurveillance monitoring in its airport locations to identify existing and new SARS-CoV-2 variants.

## MSC/Global Ports Holding terminate takeover talks

Global Ports Holding and MSC subsidiary SAS Shipping Agencies Services Sarl have confirmed that talks regarding MSC's takeover bid for the leading cruise port operator have been terminated.

SAS had approached GPH with a potential cash offer for all of its shares on June 15.

In a statement, Mehmet Kutman, Co-Founder, CEO and Chairman of GPH said:

"The board of GPH is wholly committed to the successful execution of our long-term strategy to grow the business and create value for all shareholders while providing industry-leading investment and service levels at our cruise ports for the benefit of all stakeholders."

The GPH board continues to be focused on delivery of our strategic goals and long-term value creation, that reflects the strategic strength of GPH and its growing network of cruise ports, for the benefit of all shareholders, said the statement.

## TR company Bitmore rebrands and steps up sustainability strategy

Travel retail brand Bitmore, which has numerous tech products listed with major travel retailers including Dufry and some of the world's largest airlines, has undergone a major rebrand process with a leading branding agency. The new image has been created to reflect the brand's strong association with sustainability, which has been developed over the last two years.

The growth of, and focus on, the Bitmore brand has led to the phasing out of former parent company name Nuwave Channel Partners, with CEO Hoj Parmar in the process of moving all of its interests under the Bitmore Ltd name and banner.

The company will continue to represent external brands in the travel retail market, such as TripClip and Lego.

### Plans to expand to U.S. airports

Bitmore currently has offices and operates out of Hong Kong, London, and Netherlands, and tells *TMI* that it hopes to launch in eight airports in the USA in the next two months.

The company's sustainability efforts include the use of recycled plastics and plant-based materials in Bitmore products. The brand is also pursuing B Corp certification (which is now at an advanced stage), working towards becoming a carbon negative business and

supporting a wide range of environmental charities, including 1% For The Planet.

### Clear USP and expanded product portfolio

The strategy has been devised to give Bitmore a clear USP that sets it apart from electronics and accessory competitors in the travel retail space.

Although Bitmore's focus has been on tech products to date, there are now plans to potentially sell products across multiple categories.

A key element in the rebranding process is a redesign of all imagery relating to the brand to promote its sustainability credentials via new environmentally-friendly packaging, which will include QR codes that take the consumer to brand and product information that underline these credentials.

The brand has a new logo in an earthy grey/blue color and new packaging will feature a fluorescent pop-out color, to help give it stand out appeal in travel retail ground store displays, in airline sales materials and also online.

CEO Hoj Parmar comments: "We have been building up to this for two years now, starting with introducing environmentally-friendly materials to the Bitmore products, but we also wanted to go much further than that, holistically embedding sustainability right across the company's activities."

**BITMORE**



#### ROOTING FOR CHANGE

At Bitmore we specialize in travel and technology products with a focus on added-value features with out-of-the-ordinary, sustainable design. We're passionate about looking after the planet and are championing the use of sustainable and eco-friendly materials across our range of products.

## Patrón and Lalique launch third limited edition collaboration



Patrón and Lalique have unveiled their third collaboration in the week ahead of National Tequila Day. Patrón en Lalique: Serie 3 is a celebration of the Weber Blue Agave plant from which Patrón Tequila is created.

Patrón en Lalique: Serie 3 combines "Mexico's mastery of artisanal tequila and France's crown jewel of the crystal industry," say the companies.

Patrón Master Distiller David Rodriguez and his team curated a blend of extra añejo tequilas that they say is so rare, it can never be replicated. 14 different tequilas each aged for up to 8 years in French

and American oak casks were hand selected and combined to create the spirit.

The design of the crystal decanter, created by Marc Larminaix, Lalique's Artistic and Creative Director, is an artistic interpretation of the agave plant.

Each decanter is handmade and individually numbered at Lalique's factory in Wingen-sur-Moder, in Alsace, France by a team of expert glassmakers through modern and traditional techniques.

The Patrón en Lalique series started in 2015 with the release of Serie 1, which was inspired by the Patrón bottle design. Following the success of the first release, in 2017, Serie 2 was unveiled and represented Lalique's signature Art Deco design, as both Mexico and France share a claim of the early Art Deco movement.

The exclusive release of Patrón en Lalique: Serie 3 includes only 299 bottles worldwide that retail for the suggested price of US \$7,500. The limited-edition 750ML bottles will be available globally where fine spirits are sold – and includes a launch in global travel retail later this year. It will also be available on BlockBar.com, the world's first direct to consumer NFT marketplace for fine wine and spirits.

## New BOSS Bottled Parfum: Be Your Own BOSS

BOSS Parfums has introduced an intense new BOSS Bottled Parfum. A woody-ambery composition that expresses the strength and charisma of the BOSS man, the theme behind the richly textured fragrance is being your own BOSS.

The refined woody-ambery facets of the new edition elevates the BOSS Bottled signature fragrance, add greater depth and heightened intensity, says the company.

The scent opens with notes of zesty mandarin and spicy incense oils, reveals a heart of orris concrete and fig tree root accord, with woody base notes of cedarwood essence and a vegetal leather accord.

The BOSS Bottled flacon is lacquered in smoky black and topped with a black brushed cap; the bottle and black matte outerpack are finished with ice gold branding in a minimalist color palette.

Chris Hemsworth, global face of the BOSS Bottled franchise, stars in the Boss Bottled campaign, which launched as a travel retail exclusive in Europe during July.



## EMPLOYMENT OPPORTUNITIES

**MONARQ Group**

is seeking a resourceful, energetic and proactive **Regional Manager**

to join our commercial team to manage the sales and promotions of our portfolio of Spirits, Wines and Beer in selected Central America and Caribbean markets.

The successful candidate will work closely with colleagues throughout the different office locations as well as our distributors to inspire and motivate their teams to execute marketing strategies and increase sales.

**Responsibilities:**

- Secure and reinforce strong distribution of the MONARQ portfolio in the assigned territories.
- Develop and maintain strong relationships in collaborating with and supporting our distribution partners in pursuing sales and brand development.
- Analyze industry and local trends to develop and execute marketing and commercial plans to capitalize on growth opportunities.
- Prepare, monitor and achieve targets, budgets and forecasts.
- Facilitate and participate in brand training/educational sessions across all sales channels.

**Qualifications required:**

- Working knowledge of international trade practices with minimum 3 years' experience in sales and marketing of alcoholic beverages.
- Energetic and self-motivated team player
- Ability to inspire, educate and motivate a team to achieve established goals.
- Resourceful with strong social, organizational and time management skills.
- Excellent negotiation, communication and presentation skills.
- A degree in Management, Marketing or International Business.
- Proficiency in English and Spanish is required.
- Based in Miami area and open to travel frequently.

**About Us:**

MONARQ Group is a leading independent regional import, distribution & marketing group of premium alcoholic beverages across Latin America, the Caribbean as well as the US duty free channel, including cruise-ships. We handle the import, distribution and marketing of a portfolio of well-known FMCG A-brands of alcoholic beverages.

The company has offices in Miami, Mexico City, Santiago (Chile), St Maarten and a global head office in Amsterdam, The Netherlands. [www.monarqgroup.com](http://www.monarqgroup.com).

MONARQ is an equal opportunity employer.

To apply for this position, please go to LinkedIn  
<https://www.linkedin.com/company/monarq-drinks-distribution-marketing-group>

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If you have excellent interpersonal skills, a winning attitude and thrive when challenged, you may be the perfect addition to our team.

The successful candidate will be based in Tampa Bay, Florida or the Caribbean and work closely with Caribbean distributors to inspire and motivate their teams to grow market share and sales.

**REQUIREMENTS:**

- Strong analytical skills and experience in CPG (consumer packaged goods) or FMCG (fast moving consumer goods) industries
- Working knowledge of International trade practices
- Fluency in French and/or Spanish (preferred)
- Ability to travel up to 40%

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