

Dufry's Diaz "positive on the opportunities" ahead, as 1H 2021 shows gradual improvement

With its performance driven by the U.S. and Central America & Caribbean due to successful vaccination campaigns and more flexible travel protocols, travel retail giant Dufry reported gradual improvements for the first half of 2021, as Dufry CEO Julian Diaz reiterated that the company was "positive on the opportunities lying ahead" of it as it re-opens its operations globally.

The company also reported an upwards trend in the Mediterranean, Eastern Europe and Middle East, even as Asia and South America are still impacted by restrictive measures or the health situation.

As of June, Dufry reports that around 1,600 stores were open, representing over 75% of sales capacity, and expects to open up to

70% of shops and close to 85% of sales capacity by the end of August.

The company also saw continued improvements upon easing of restrictions and encouraging demand for travel retail in open locations with July net sales performance of -50.4% compared to 2019.

Financial growth

Summarizing its financial growth in the first six months of 2021, Dufry reports that turnover reached CHF 1,187.2 million compared to CHF 1,586.9 million in the same period in 2020 and versus CHF 4,180.1 million in the same period in 2019.

Organic growth for the first half of 2021 stood at -22.8% versus HY 2020, and 69.5% versus HY 2019.

Like-for-like performance came in at -28.1% versus 2020 because the pandemic started to impact Dufry's business globally from Q2 2020 on.

Net new concessions represented +5.3% in a temporarily muted environment for opening up new or extending contracts for existing operations.

The translational FX effect in the period was -2.4% mainly as a result of the USD devaluation, the currency in which most of the turnover was generated in HY 2021.

Business development

Dufry reports that it added 5,387 sq. meters of retail space during HY 2021, which it characterized as "in a highly disciplined manner."

In the Americas, these additions

include 700 sqm of space at the Porto Alegre Megastore duty-paid (Brazil) shops, and a number of innovative duty paid concepts in the U.S. Dufry rolled out its Hudson Nonstop concept, supported by Amazon's Just Walk Out technology at Dallas Love Field Airport in Texas and Chicago Midway International Airport.

Hudson also opened new stores at Salt Lake City International Airport, a new Automated Retail location at Chicago Midway International Airport, and new stores at the Virgin Hotel Las Vegas.

Other business highlights include Dufry's first Duty Free store in Odessa, Ukraine, as well as additional stores in Turkey, Greece and Russia.

Continued on page 3

Canada opens border to vaccinated Americans

From grandparents waiting to hold new babies for the first time to holiday travelers desperate to enjoy a summer vacation, Americans lined up in their cars at 26 border crossings between the U.S. and Canada on Monday, as Canada finally opened to fully vaccinated American tourists for non-essential travel for the first time since March 2020. The U.S. border remains closed to vaccinated Canadians until at least August 21, however.

U.S. citizens and legal permanent residents must be both fully vaccinated and test negative for COVID-19 within three days to get across the border.

The news could not come soon enough for the operators of the duty free border stores along both sides of the border, many of which had to close down completely as the cross-border traffic halted for 16 months. Even crossings that were open to "essential traffic" saw business plummet as much as 95%. While it is too early to determine how many leisure travelers have crossed at this time—most will not be able to shop in the duty free stores until they return to the U.S.

Best sales day since pandemic

Mike Maskery, Manager/Liquor & Tobacco Category Manager at Ambassador Bridge Duty Free Store, told *TMI* that he saw a lot of cars coming into Canada all day Monday and Tuesday, "I'm assuming that they are staying in Canada for a few days, and they are not day trippers. We'll probably see them towards the end of the week, or the weekend," he noted.

Even as he waits for the return U.S.-bound travelers, Maskery reports that Monday was the store's best sales day since the pandemic began, mostly due to regular customers who were not able to visit the store for the past 16 months.

"We carry some brands of spirits that are not available in the U.S. and think these customers came over just to shop in our store," he said. "Our store has an ongoing promotion where we will reimburse our customers if they get charged U.S. Customs duty if they buy over the duty free limit. The duty is actually very minimal."

By Tuesday, sales were back to the pandemic level, however, he said.

Continued on page 3



TFWA

WORLD
EXHIBITION &
CONFERENCE

THE
DUTY
FREE &
TRAVEL
RETAIL
GLOBAL
SUMMIT

24-28 OCTOBER
2021
CANNES



Virtual Travel Retail EXPO Knowledge Hub boosted by inspiring leaders as August 16 deadline for exhibitors looms

The Virtual Travel Retail Expo (11-15 October) continues to gain momentum with several inspirational social and business leaders added to the Knowledge Hub speaking program and more exhibitors signing up, reports event organizers/owners, *The Moodie Davitt Report* and event partner FILTR.QINGWA.

The deadline for exhibitor bookings is August 16.

Lagardère Travel Retail China has become a Platinum Partner and exhibitor within the Hainan Discovery zone at the Virtual Travel Retail Expo. Drinks company **Campari**, which won five global design, experience and marketing awards for its Fly Campari Group Virtual Stand during the inaugural Virtual Travel Retail Expo last year, returns this year as a Gold Partner.

Mast-Jägermeister is another big name to return. **Jägermeister**, one of the world's biggest-selling spirits brands, will be showcased via another high-impact Gold virtual stand. Other partners include confectionery & food leader **Mondelez World Travel Retail** (Gold) and German eyewear specialist **Rodenstock** (Silver), each returning having exhibited successfully at the 2020 event.

Taipei-based travel retailer **Ever Rich Duty Free** has confirmed its presence as an exhibitor within the newly developed Retailer Emporium, alongside other leading retailers. To see an up-to-date list of retailers, please click here.

Hainan Provincial Bureau of International Economic Development (Hainan IEDB) has become a Co-Organizer of the Expo and Host of a major standout of the event, the Hainan Discovery zone.

Lead, Inspire, Transform

The Knowledge Hub will feature a diverse range of high-quality speakers under the pillar themes of the event: Lead. Inspire. Transform.



Leading, inspiring and transforming: (Left to right) Tegla Loroupe, Mignon Buckingham and Marc-André Kamel

Under **Inspire**, the opening day of the Knowledge Hub (October 11) will feature **Tegla Loroupe**, Founder & President of the Tegla Loroupe Peace Foundation & Chef de Mission for the Olympic Refugee Team in Tokyo.

Tegla is a former champion Kenyan long-distance track and world record-holding road runner and a passionate global spokeswoman for peace, women's rights, education for all and recognition and compassion for the displaced.

Later during the first day under the **Lead** theme, **Mignon Buckingham**, CEO, Airport Dimensions will then present a special session on **Envisioning The Airport Experience of The Future – a Consumer-centric View**. Airport Dimensions is a global leader in delivering airport lounges and traveler experiences.

Mignon Buckingham has played a significant part in the growth of

Airport Dimensions' parent company Collinson for over 20 years.

This session leverages consumer research especially commissioned for the Virtual Travel Retail Expo, and will focus on understanding traveler needs, demands and aspirations for the airport experience of the future.

Day Two, the Knowledge Hub will provide a special session under the **Transform** theme led by **Marc-André Kamel**, Global Head of the Retail practice and leading member of Bain's Full Potential Transformation practice. He will be joined by **Mauro Anastasi**, Partner, Bain & Company Italy and **Jack MacGowan**, Director, Castlepole Consulting.

The trio will offer a key follow-up to the Trinity White Paper written by Anastasi and MacGowan that was published earlier this year in association with *The Moodie Davitt Report*.

Among other findings, the paper said that travel retailers need to embrace digitalization (CRM, data-enabled commercial decision making, omni-channel focus etc.) to a much greater degree, in a way that is customized for the channel. Kamel will address what this means in practice and how such a vision can be achieved.

Registration

All registered airport and retailer visitors for the Virtual Travel Retail Expo will be automatically entered into two Dubai Duty Free prize draws each week from now until the start of the live event. Participants are in with a chance to win tickets for the popular Dubai Duty Free Millennium Millionaire and Finest Surprise draws and could capture the grand prizes of US\$1 million or a luxury car respectively. Click here to register.

For exhibitors, the event features a range of Virtual Stands at different price levels, each offering a high-class digital experience, and visibility to the global travel retail community. As noted above, the booking deadline is August 16.

For details on exhibiting or sponsoring the Virtual Travel Retail Expo please email Irene@MoodieDavittReport.com or Sarah@MoodieDavittReport.com

TRBusiness & m1nd-set plan live Travel Retail Consumer forum in London

Registration continues for the inaugural Travel Retail Consumer Forum organized by **TRBusiness** and Swiss consumer travel research firm **m1nd-set**. Planned to be a live event, the Conference is scheduled to take place **September 20-22, 2021** at the Hilton London Paddington Hotel.

The conference program will focus on consumer insights provided exclusively for Travel Retail Consumer Forum delegates by event co-organizer, m1nd-set, in a package worth six figures in value.

Topics will include Post-COVID mega trends affecting purchasing behaviors; category-specific intelligence, in-store design and shopping drivers; sustainability; e-commerce; health and wellbeing; the luxury offer; and region-specific focuses including insights on domestic tourism.

Networking opportunities take place throughout the event, beginning with the Opening Cocktail on Sept. 20. Participating companies will have the opportunity to showcase products and/or services in the networking areas of the event.

The registration fee is £595.5. If the Travel Retail Consumer Forum is postponed, the registration fee will be automatically carried over to permit entry to the rescheduled event. Alternatively, a full refund is available.

Canada opens border to vaccinated Americans

Continued from page 1

Denis Vinette of the Canada Border Services Agency (CBSA) told *USA Today* that the agency expects a 10% to 25% increase in vehicles trying to cross the border once restrictions eased Monday, which would be just 20% or so of pre-pandemic levels.

Despite lower traffic than in pre-pandemic days, long delays were reported at some land border crossings on Monday, as officials checked vaccination documentation.

Wait times to enter Canada varied widely by location.

According to the CBSA website, *TMI* found that by 5 pm EDT on Monday most border crossings had little or no delay for commercial traffic, but the Fort Frances, Ontario, and International Falls, Minnesota, crossing had a seven-hour delay for passenger cars.

Twelve of the 26 crossings on the website showed no delays, and another five crossings had delays between five and 30 minutes, including such major sites as the Peace Bridge (9 minutes) and the Windsor-Detroit Tunnel (25 minutes).

A few others, including Sault St. Marie, saw delays of around two hours. Several crossings in Ontario and New Brunswick - between the states of New York and Maine - had waits of three hours.

TMI will have more information on the impact of the opening of the border on Canada's duty free stores next week.

In a note of caution, Canada's partial reopening comes just as new COVID-19 cases and hospitalizations in the United States hit a six-month high.

Dufry positive on future opportunities as 1H 21 shows gradual improvement *Continued from page 1.*

Dufry says that its cooperation with Hainan Development Holdings (HDH) for the Global Duty Free Plaza at the Mova Mall in the city center of Haikou in Hainan, China, will proceed with the second opening of an additional 30,000 sq meters of space by the end of Q3 2021. This collaboration also adds to Dufry's strategic partnership with Alibaba Group to operate offline and online travel retail in China.

Slow start to year

Dufry Group CEO Julian Diaz

Diaz acknowledged that the first half of 2021 was characterized by a slow start due to ongoing restrictions.

With the progress on vaccination in many parts of the world and the implementation of supportive travel protocols, he said that "Dufry sees clear signs of recovery in the respective regions. We are certainly not where we want to be yet, but the high demand for travel retail and the unique shopping experience offered by our

operations give us confidence for the months to come."

Net sales for July were already back at a level of -50.4% compared to 2019, he said. Also positive, the U.S. reported -23.9%, Central America and Caribbean excluding the cruise business was at -17.6% and the Mediterranean region, Eastern Europe and Middle East were -32.3% compared to 2019.

Dufry also refinanced, executing CHF 1,600 million in relevant maturities, now first coming due in 2024, and including extension of covenant waiver for another twelve months. The company also reports a strong liquidity position of CHF 2,172 million as of mid-2021, providing sufficient liquidity for driving re-openings and growth acceleration.

New concession wins

Diaz also discussed the opportunities from new concession wins and contract extensions, citing Brazil, Martinique, French Guiana, Jamaica, Dominican Republic, the UK and several locations in the

U.S., including the Hudson Nonstop stores featuring Amazon's Just Walkout Technology.

"This initiative is part of a broader roadmap for further store digitalization, which also includes projects for digital engagement throughout the full customer journey. Our collaboration in Hainan, China, already features such a combination of physical store excellence and digital engagement and we are well progressing in the opening up of additional 30,000 sq. meters of retail space in the second half of the year," said Diaz.

"We are positive on the opportunities lying ahead of us as we are progressing to re-open our operations globally, continuing to focus on commercial and operational excellence, on further diversifying our business and accelerating growth," said Diaz, also touching on the importance of sustainability, social engagement, Diversity & Inclusion, and gratitude to its employees, management and business partners.

Business Highlights

HY 2021

Close to 1,600 shops open globally by end-June 2021

As of end-June around 65% of stores were open, representing over 75% of sales capacity, with 67% as of July and expectation to open up to 70% of shops and close to 85% of sales capacity until end-August 2021

Concession wins and extensions achieved to support recovery

Re-opening supported by operational and commercial excellence initiatives as well as concessions wins and contract extensions, e.g. in Dominican Republic, Brazil, French Guiana, Jamaica, Martinique, UK, several locations in the US

Next milestone reached on collaboration in Hainan

Successful first Hainan store opening in collaboration with Alibaba Group and HDH during HY 2021, with second project phase in final stages to have 33,000 m² of shop floor operational during Q3 2021

Digitalization roadmap laid out and initial projects set up

Start of further store digitalization as important part of re-opening for efficiency gains and improved customer service, as well as pilots for digital engagement throughout full customer journey running in different locations

Hudson debuts innovative shop-in-shop experience store – Evolve by Hudson



Rendering of Evolve by Hudson at Dallas Love Field Airport

Travel retail leader Hudson continues to up its game in U.S. airports, creating some of the most innovative and experiential stores in the industry.

This week, Hudson revealed its latest eye-catching and welcoming new concept, Evolve by Hudson (Evolve), a shop-in-shop store that will blend a specialty brand experience with the accessibility of travel essentials to create an immersive, customer-centric shopping destination.

By reimagining the convenience and seamless experience of one-stop shopping that is often associated with Hudson stores, Evolve represents the evolution of traditional travel retail, moving towards larger integrated store concepts. It will do this by incorporating complementary brands from both Hudson's and Dufry's nationally and globally-recognized portfolios, says Brian Quinn, EVP and Deputy Chief Executive Officer of Hudson.

"The strategy we've executed over the years has positioned the Hudson brand as an iconic and trusted anchor of the airport experience for travelers and landlords alike. Now, as we're witnessing the dynamic transformation of the retail space, we're taking the opportunity to further leverage what makes it successful: convenience and brand recognition," explains Quinn.

"Our new Evolve store will transform larger retail footprints, with the existing Hudson convenience model in mind, to curate a

multi-brand concept that will allow Hudson to continuously innovate for the modern travel retail environment now and into the future," he said.

The first Evolve store is set to open at Nashville International Airport (BNA) later this summer, followed by seven additional locations including Dallas Love Field Airport (DAL) and Las Vegas McCarran International Airport (LAS).

Reimagined Store Design & Layout

Each Evolve store will be designed with a wide-open storefront, a footprint of at least 2,000-square-feet, and eye-catching digital signage on the exterior, providing a unique glimpse into the brand offerings right from the concourse.

Once inside the expansive store, a circular traffic flow will seamlessly guide travelers around the centrally-located floor displays and out towards the specialty shop-in-shop walls. Stopping at any of the shop-in-shops along the way, travelers will see that the identity, style, and design of the brands that they know have been authentically recreated within Evolve.

A variety of different checkout options will also be available to meet travelers' shopping preferences. In addition to a traditional checkout experience, each Evolve store will feature multiple state-of-the-art self-checkout kiosks as well as Hudson's newly-developed mobile point of sale (POS) capabilities. This will enable Hudson

team members to complete transactions from anywhere on the sales floor and spend more time assisting travelers at the brand shop-in-shops.

Brand Partnerships

Building on the success of Hudson's first shop-in-shop partnership with Sunglass Hut, as well as its ability to create blended store concepts such as Ink by Hudson and Dunkin', Evolve represents Hudson's latest venture into developing integrated brand experiences.

By expanding the number of brands signed on as strategic partners, such as The Art of Shaving, Hudson says it is redefining the idea of one-stop shopping, creating accessibility for travelers and providing new avenues for retail partners to incrementally grow their brand presence and footprint in flexible, non-traditional concepts.

Local & Global

Evolve will feature a selection of nationally-recognized and up-and-coming local brands highlighted in seven carefully-curated product categories.

No two Evolve stores will be the same – from the store layout to the product offering. The selection and number of brands represented in each store will be specifically tailored to the unique airport destination, with the flexibility to quickly interchange brands based upon demand, seasonality, or trend changes.

To further ensure elevated personalized service at the center of each traveler's shopping experience, the shop-in-shops will be staffed by knowledgeable Hudson team members serving as brand ambassadors. These staff will offer product demonstrations backed with deep product expertise and training.

Evolve by Hudson: Seven curated shopping categories

Sunglasses: Luxury eyewear from [Sunglass Hut](#)

Electronics & Entertainment: [Brookstone](#), [LEGO](#)

Personal Care & Wellness: [HoMedics](#), [Hyperice](#), [Burt's Bees](#), [The Art Of Shaving](#), [CoverGirl](#), [L'Oréal](#), and [Sally Hansen](#)

Luggage & Writing Instruments: [Briggs & Riley](#), [Herschel Supply Co.](#), [TUMI](#), [Caran d'Ache](#) and [LAMY](#)

Accessories & Apparel: [Happy Socks](#), [STANCE](#), [ROYCE New York](#), [Bread & Boxers](#)

Local Goods & Souvenirs: Localized merchandise including products from local artists and suppliers, as well as fan-favorite sports teams

Travel Essentials & Snacks: Classic travel essentials plus newly expanded confection offerings and Hudson's proprietary brand line, "[Traveler's Best](#)"

Sustainability, experience drive Harding's immersive retail program onboard Virgin Voyages Scarlet Lady

Sustainability and experience are driving the collaborative retailing partnership between Global travel retail and cruise retail specialist Harding and Virgin Voyages onboard the *Scarlet Lady*, whose maiden voyage sailed from Portsmouth on Friday, August 6.

Set over 550 sq-meters of retail space, Harding's immersive onboard retail experience includes a pioneering approach to sustainability. Harding also uses its in-depth market insights to target the new cruise customer to whom Virgin Voyages is catering.

Harding has worked alongside Virgin Voyages for the past four years to develop its innovative approach to cruise retailing, it reports. Collaborating tightly on the initial concept stages and store designs, it also focused on project management and visual merchandising to create a host of innovative 'adult-by-design' retail spaces, resulting in a shopping sanctuary at sea for the 18+ traveler.

As a direct result of extensive guest surveys, focus groups and key brand roadshows and partnership discussions, Harding is exclusively targeting a curious and 'craver' experience-led demographic. The result is "spaces are unlike any immersive brand solutions that Harding has created before," says the company.

Both Harding and Virgin Voyages embody an inherent focus on sustainability, so steering an ecologically aware retail experience was a priority.

Harding and Virgin Voyages have also made a commitment to reduce single-use paper and plastic through the supply and distribution chain onboard, including bags. Only if a customer requires a bag will they be given one, and when this is the case, Turtle bags or paper bags will be made available. Reusable shoppers are also available from B Corp certified Apolis, with the production of their bags providing a fair wage to workers in Bangladesh.

Harding has introduced an innovative array of materials, textures and colors to create a series of theatrical and ultra-modern retail spaces for their retail boutiques.

They also added new categories to retail at sea such as its vinyl store and karaoke studio.

One highlight is an exclusive limited-edition red vinyl of The Sex Pistols LP that will be available from launch. Only 1,000 copies will be offered and 30% of the sales will go to Ocean Unite. Ocean Unite works to unify and amplify key ocean messages and engage decision-makers through the Ocean Unite Network. The organization works towards achieving its vision of strongly

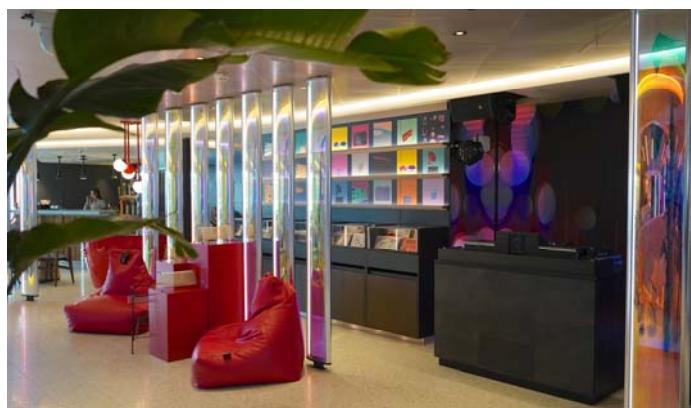


From accessories (top) to necessities (above), the retail offer onboard Virgin Voyages *Scarlet Lady* from Harding are "adult-by-design," experiential and focused on sustainability.

protecting at least 30% of the ocean by 2030 through a network of highly protected marine areas and building ocean resilience. Because the ocean is Everybody's Business, they also work with companies to highlight the importance of the ocean and encourage them to invest in ocean resilience and regeneration.

With a Trinity Partnership approach that puts Sailor's top of mind, the main 'traditional tax and duty free' categories have also been modified to include more than 50 curated 'first-at-seas' including Vivienne Westwood, Davines, Kat Maconie, and MAC Cosmetics. Harding is also exclusively scooping Chanel at sea with its Les Eaux collection.

James Prescott, Managing Director of Harding, comments: "With operations in the US, UK, and Europe, working with Virgin Voyages over the last four years and through the COVID pause on



Virgin Voyages *Scarlet Lady* features a vinyl store and karaoke studio that will offer an exclusive limited-edition red vinyl of The Sex Pistols LP that will be available from launch, and 30% of the sales will go to Ocean Unite, one of the sustainability organizations that Virgin supports.

such an important journey for both our brands – and cruise retail as a whole – has been an incredible experience.

"Bolstered by Harding's global presence, we're looking forward to working closely with the Virgin Voyages team as we embark on *Scarlet Lady*'s maiden voyage and as we look to curate more innovative retail experiences. We are also looking forward to the launch of both *Valiant Lady* and *Resilient Lady* in the near future, where we are curating further enhancements relevant to Sailors."

Sally Barford, Virgin Voyages adds: 'Harding have been a fantastic partner and really helped us out the boundaries of the retail offering on cruise ships. We challenged the team to help us curate a bold and refreshingly different collection of brands that offer our Sailors the flexibility and diversity of the high street at sea.'

Harding launches first BVLGARI pop-up concept at sea onboard Virgin Voyages' Scarlet Lady



As part of its innovation with Virgin Voyages, Harding is partnering with BVLGARI to bring the Italian allure and craftsmanship of the brand to a concept pop-up store onboard *Scarlet Lady*.

The pop-up concept store will feature all the iconic collections of the brand, including *B.Zero1*, *Bulgari Bulgari*, *Serpenti*, *Divas' Dream* and *Octo*.

The BVLGARI pop-up is described as a “transversal space” allowing *Scarlet Lady* Sailors to explore its creations in jewelry, watches and accessories. The *Scarlet Lady* will offer an exclusive selection of the Maison’s assortment on every voyage.

For the first pop-up concept store at sea, BVLGARI chose a joyful, thematic showroom that plays on the maritime world as it preserves the glamour of the Maison.

“Virgin Voyages was built on the notion of turning the ordinary into the extraordinary and that extends to every touchpoint of the Sailor experience including our onboard retail offerings,” said Sally Barfod, Senior Director of Virgin Voyages’ Hotel Partnership Management. “BVLGARI is an iconic brand whose glamour and elegance perfectly pairs with *Scarlet Lady*’s undeniable allure, offering Sailors a high-end retail experience while exploring the world.”



Rodenstock appoints Lucas Gestin as new Director Global Retail

Rodenstock has named Lucas Gestin as Director Global Retail & International Key Accounts Eyewear. As the new head of its travel retail division, Gestin replaces Petra Eckhardt-Köstler who left the company earlier this year. He will be based in Munich.

In this position, Gestin will oversee the company’s flourishing travel retail business, as well as taking the lead on international key accounts and online business for both Rodenstock and Porsche Design eyewear.

He previously spent more than four years with EssilorLuxottica, overseeing business around the world, including in the Asia Pacific market, which is currently leading the way for travel retail, and in both Europe and Africa.



IFE Lux Group inks partnership with Italian luxury brand Graziella & Braccialini

Dario Pastorelli’s IFE Lux Group has begun a partnership with Italian luxury handbag and jewelry company Graziella & Braccialini to launch the brand in the U.S., Canada, the Caribbean, Bermuda and Central America.

The partnership will begin with the presentation of the Spring Summer 2022 collection through a group of strategic locations, which are part of IFE Lux network.

IFE Lux will be exhibiting and presenting the Spring-Summer 2022 collection at the MIPEL Show in Milan and at the COTERIE Show in New York, which are running at the same time from September 19-21.

“My goal is to introduce Braccialini not only in the USA and Canada Market but in Central America and the Caribbean including possibly cruise line representation as well,” Pastorelli tells *TMI*.

Braccialini, founded in 1954, is one of Italy’s most recognized and successful leather goods companies, creating handbags adorned with fantastical, fun and colorful images. Since 2017, Carla Braccialini’s legacy has been renewed by the jewelry-making company Graziella, resulting in the company’s unique and innovative combination of bags and jewelry.

“For some time we have been looking for a partner that is able to convey the excellence of Graziella Braccialini, the craftsmanship and the philosophy of the brand ‘made

in Italy’,” says Eleonora Gori, export manager of Graziella Braccialini.

“IFE Lux, based in Miami, has been collaborating for years with the main retailers in the United States, Canada, the Caribbean, Bermuda and Central America with the mission of making some of the best Italian brands known overseas, specifically from Tuscany.

“Together with IFE Lux we will take Braccialini to the best department stores and trendy boutiques, for a gradual and strategic development,” she said.

IFE Lux will support Graziella Braccialini through fairs, meetings, events with the main operators in the fashion world, focusing on high-end products such as the iconic Audrey and Temi bag, emblematic and representative of the Graziella Braccialini maison, confirmed Pastorelli.



Rouge brings joyous Carnival vibe to its Caribbean stores and delivers record sales

Many Caribbean islands celebrate their emancipation from colonial times through joyous Carnival fêtes during the summer – highlighted by parades and balls with people dressing in masquerade, music, and dancing.

When COVID-19 forced the cancellation of the 2021 parties for the second year in a row, Caribbean duty free retailer Rouge Duty Free decided to step in with its own mini-carnivals in its stores in St. Thomas, St. Croix, Grenada and the Cayman Islands one Saturday at the end of July.

The results in good will and sales that the promotion generated were far beyond expectations, said Raymond Kattoura, whose company Duty Free & Travel Retail

Group Inc. manages the business for Rouge Duty Free Retail Caribe, along with his Grand Duty Free store in Grand Cayman.

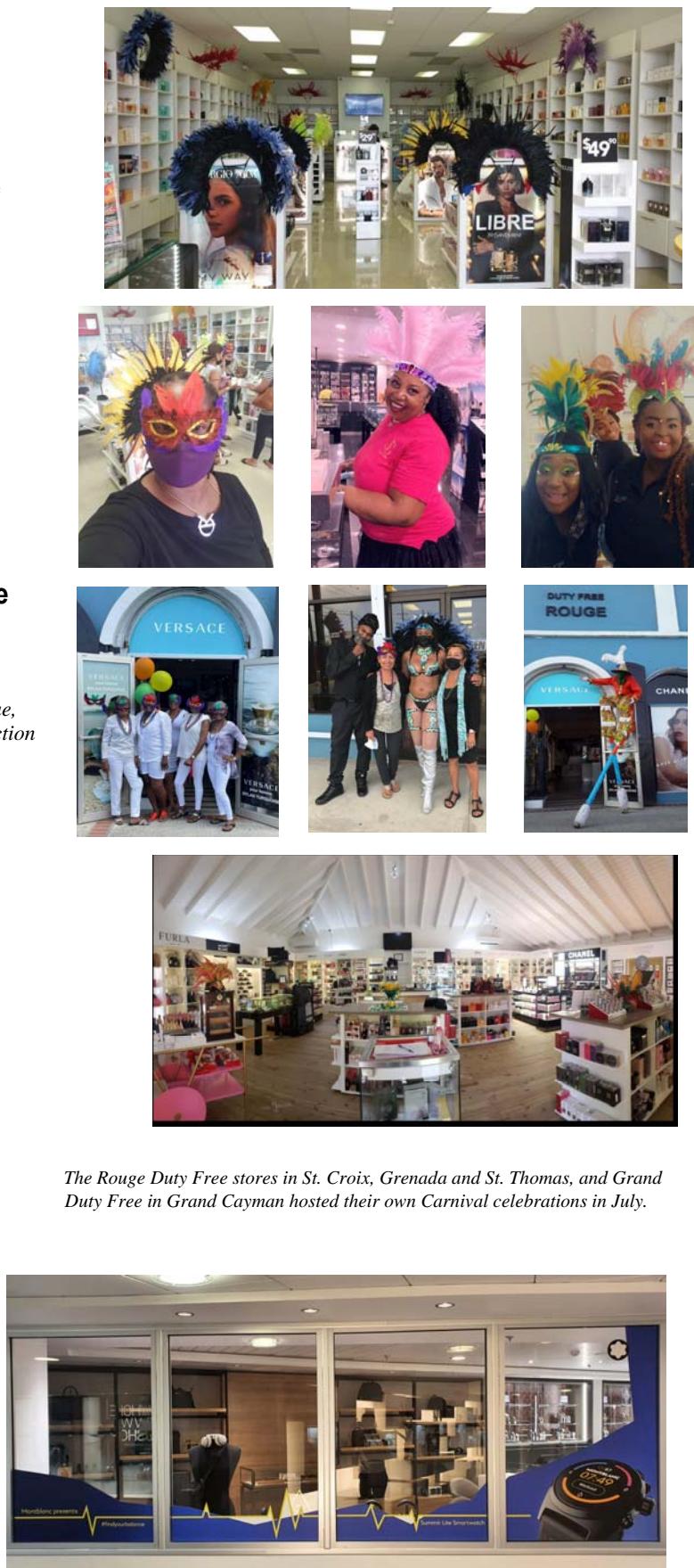
All the celebrations took place outside the stores and followed current health protocols. The company made arrangements to use parking lots or other outside space in front of its stores, brought in steel drummers and DJ's and gave each store a budget for decorations and hors d'oeuvre.

“Although tourism is still restricted on many islands, people came for the party and stayed to shop. It ended up being like a little Christmas in July,” reported Kattoura.

Here *TMI* shares some images from the Rouge Carnivals.

Montblanc boutique allows *Celebrity Apex* guests to explore fine watchmaking, creative lettering and more

The Celebrity Shops onboard the new Celebrity Apex, which launched in June from Starboard Cruise Services, cover more than 7,000 square feet of space and encourage guests to Find Your Apex amid a wide selection of experiential retail. The Apex introduces the first Montblanc lifestyle boutique, spotlighting the brand's rich tradition and craftsmanship by offering a selection of world-class accessories. The boutique is also set to host retail immersive activations that incorporate creativity, sensorial writing, customization and personalization, in the magnificent setting shown below.



EMPLOYMENT OPPORTUNITIES



Shiseido – Miami Office has immediate openings for the following positions:

Finance Manager - LATAM

The Finance Manager will serve as lead for all Financial aspects of the Latin American Local Markets business. The position is accountable for F,P&A, accounting and reporting, internal control, to include support with the development of financial and operational strategies, metrics, and development/monitoring of control systems designed to preserve company assets, as well as reporting of accurate financial results.

Requirements: Degree in Finance and/or Accounting, CPA and/or MBA preferred; 5+ years experience in a large company; fluency in English & Spanish; advanced skills in Microsoft Office, SAP; excellent management and communication skills.

Sr. Financial Analyst – Travel Retail

This position supports The Finance Director for the execution of the annual budget processes as well as month-end close activities. This position will have exposure to and work with marketing, sales, and demand planning teams as well as accounting and region finance teams. Responsibilities include GL, FP&A,

Requirements: Bachelor's degree in Finance or Accounting preferred; 4 yrs experience in a similar role; advanced skills in Microsoft Office, SAP, and BI; systems savvy with excellent communication skills.

Please send resumes to: gcamplani@sac.shiseido.com (refer to position title on subject line)

Product Manager – (temporary 4-6 mos)

Ideal candidate will support our Travel Retail Marketing Director with all marketing responsibilities (trade marketing, forecasting, advertising, etc.) in order to implement the marketing strategy of our make-up brands throughout the Americas. Must possess strong analytical skills.

Requirements: Graduate-level professional qualification relevant to marketing or business; 2-3 years in Travel Retail industry; fluency in English and Spanish; strong knowledge of Microsoft Office suite and Sketch-Up preferred.

Applicants please send resumes to: gcamplani@sac.shiseido.com

Estée Lauder launches new eye concentrate from Advanced Night Repair

Estée Lauder this month introduces NEW Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex. This latest formulation features a new Chronolux™ Power Signal Technology for Fast Visible Repair and Youth-Generating Power, plus innovative 360° Mesh Matrix Technology for cushioning support against micro-movements.

The product uses a custom-designed cryo-steel wand, which instantly cools the skin around the delicate eye area by ~3°F / 2°C. Used day and night, the skin is said to feel firmer, softer and smoother. In addition, under-eye lines, crow's feet and "11" lines appear reduced.

Estée Lauder says the new product is a result of research that studied the impact of periorbital skin micro-movements, which showed that increased repetitive movements, like blinking as a result of staying



awake longer, can directly impact collagen and accelerate signs of eye aging.

This new launch features two Travel Retail exclusive global offerings: Advanced Night Repair Face Serum and Eye Matrix Set, containing Advanced Night Repair Synchronized Multi-Recovery Complex 50ml Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex 15ml; and the Advanced Repair Eye Concentrate Matrix Duo, containing 2 pcs Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex 15ml.

NEW Advanced Night Repair Eye Concentrate Matrix Synchronized Multi-Recovery Complex will be available in select airports and downtown duty free boutiques in August.

Bowmore Single Malt Scotch Whisky introduces the *Designed by Aston Martin* collection

Bowmore Islay Single Malt Scotch Whisky has unveiled the first range of its *Designed by Aston Martin* limited-edition collections, exclusively in Global Travel Retail.

The collaboration between Bowmore and Aston Martin adds a new look to an existing collection inspired by some of the most influential cars from Aston Martin's 108-year history.

Part of an annually released collection, the existing Bowmore 10, 15 and 18-Years-Old single malts acted as inspiration to Aston Martin's car design experts to capture the essence of their own legacy in addition to showcasing the distinctive character of each of the three whiskies. The resulting designs pay homage to iconic cars from the brand's heritage.

Manuel Gonzalez, Brand Director for Global Travel Retail, said: "Our partnership with Aston Martin is a further example of how we are investing in the premiumization of our GTR portfolio through a combination of exciting



innovations and special limited editions. The *Designed by Aston Martin* collection continues to highlight the ambition that we have for the Bowmore brand and provides our clients with new concepts with strong consumer appeal, alongside vital growth opportunities."

The Bowmore 10 Years Old is paired with the Aston Martin LM10, which first raced at Le Mans in 1932. The whisky fuses spice from Spanish oak casks, with signature smoke flavors.

The Aston Martin Atom inspired the Bowmore 15 Years Old, crafted from first fill bourbon casks and hogsheads.

The Aston Martin DB Mk III

is paired with the Bowmore 18 Years Old, aged in Oloroso and Pedro Ximénez casks.

The first range from the *Designed By Aston Martin* series exclusive to Global Travel Retail goes on sale from August 2021. The Bowmore 10 Years Old is available for £45 RRP, the Bowmore 15 Years Old is available for £62 RRP and the Bowmore 18 Years Old is available for £93 RRP.

The limited-edition bottle and packaging design will be available in Duty Free worldwide, with activations in key airport locations including London Heathrow, Frankfurt, Hainan, Istanbul and Taiwan.