

Former UK Prime Minister Tony Blair announced as keynote speaker at TFWA World Exhibition & Conference 2019

TFWA has announced that Tony Blair, former Prime Minister of The United Kingdom, will be the keynote speaker at this year's TFWA World Exhibition & Conference. Blair will share his experience of working on the frontline of UK and international politics and offer his thoughts on Brexit, foreign policy and other pressing geopolitical matters.

Blair served as UK Prime Minister from 1997 to 2007. During his time in office, his New Labour government was responsible for implementing major

domestic reform across Great Britain and Northern Ireland, with record investment in education and healthcare and transformational progress on equality and human rights.

Internationally, Blair was instrumental in securing the Good Friday Agreement with Northern Ireland, created the Department of International Development to address extreme poverty around the world, and introduced landmark legislation to tackle climate change, says TFWA.

Alain Maingraud, TFWA

President, said; "As always at the TFWA World Conference, our aim is to engage speakers who can help us better understand the times in which we live and do business. Our keynote speaker this year is someone with unrivalled experience of regional and global politics, who is able to address the often complex issues that are shaping the world economy. We are delighted to welcome Mr Blair to Cannes and look forward to hearing his thoughts on a wide range of issues."

For more information, please go to www.tfw.com.

Brazil authorizes two additional border stores

An additional two duty free stores have been authorized to open by the Receita Federal, the Brazilian Customs Authorities.

Emporio Duty Free, owned by JR Correa & Cia and situated in Barra do Quarai (Sister town of Bella Union in Uruguay) and New York Comercio Importacao-Exportacao located in Uruguaiiana are the two new members of the Brazilian duty free community, in addition to Central Duty Free store in Uruguaiiana and the Caraballat Free Shop in Jaguarão, authorized earlier this month.

Travel Markets Insider understands that another two stores in Uruguaiiana and one in Santana do Livramento are expected to be authorized over the next few weeks.

One of these stores is controlled by Dufry do Brasil who confirmed to *TMI* that their first border store will open in Uruguaiiana.

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With the authorization received from Customs earlier this month, Thiago Salman, Director of Central Duty Free, says they hope to open their first store in July as soon as they have goods on the shelves. Central Duty Free is located in Uruguaiiana.

LAWA ANNOUNCES ORGANIZATIONAL CHANGES TO SUPPORT MODERNIZATION PROGRAM

Los Angeles World Airports (LAWA) has appointed **Justin Erbacci** as Chief Operating Officer, effective Aug. 5. Erbacci succeeds Samson Mengistu, who is retiring after more than 25 years at LAWA.

Erbacci, who has been with LAWA since July 2016, was most recently Chief Innovation and Commercial Strategy Officer and Deputy Executive Director, leading the Terminal Development and Improvement Program.

In his new role as COO, Erbacci will report to LAWA CEO **Deborah Flint** and be responsible for overseeing a realigned executive organization focused on implementation and delivery of LAWA's \$14 billion ongoing modernization program.

He will direct the integration of guest experience, innovation, commercial strategy and corporate responsibility, with world class operations and facilities management.

Other organizational changes include: **Bernardo Gogna** has been named Chief Development Officer, replacing **Bob Gilbert**, who will take on a newly created role as Strategic Advisor to the CEO. **Samantha Bricker** has been named to the expanded role of Chief Environment and Corporate Responsibility Officer. She was most recently Deputy Executive Director for LAWA's Environmental Programs Group. **Michael Christensen** has been named Deputy Executive Director – Operations and Maintenance. **Keith Wilschetz** will continue in his key executive role as Deputy Executive Director – Operations and Emergency Management, and **Flora Margheritis** will continue as Van Nuys Airport Manager.



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Global TR contact: Zack Boiko, zboiko@Actium.us



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More information soon



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Go Travel joins the Travel Retail Consortium

Travel accessories brand Go Travel has joined the UK-based Travel Retail Consortium.

With a primary focus on Travel Retail, Go Travel works with a large number of retail partners in the UK, and its products can be found in thousands of retail stores and most airports across the region.

Its products are also distributed and stocked in over 100 countries worldwide, with a large presence in the Americas.

Since the company was founded over 40 years ago, it has sold in excess of 250 million units.

Go Travel is owned by Design Go Ltd., a family business established in 1978.

Steve Worden, Sales Director of Design Go, says that joining the Travel Retail Consortium offers the

Go Travel brand a fantastic opportunity to widen its network.

“We are really looking forward to sharing valuable knowledge and experience with other members of the Consortium in the future.”

Rebecca Harwood-Lincoln, TRC’s PR Relation Manager, adds: “Go Travel’s products perfectly complement the other brands at TRC and we look forward to a fruitful partnership going forward.”

The Travel Retail Consortium members currently includes: Accolade Wines, Aurora, Go Travel, Guinness, Heineken, Imperial Tobacco, INVU ultra polarized sunglasses, Kurate, Mars, Morgan and Oates, Remy Cointreau, RHA, Sekonda, Skross, Champagne Taittinger and Twinings.

Brazil authorizes two more border stores

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Dufry do Brasil CEO Gustavo Fagundes comments, “We expect to receive the authorization from the Receita Federal within the next week or so. Clearly this is the first step to getting started, then we can look at bringing merchandise to the store and prepare for the opening.

“Our store is ready and our new personnel have all been trained but until the authorization is in our hands, we are not able to give an exact date when we will open. Once we have the authorization, we will be able to move goods to Uruguaiiana,” he said.

“This is our first land border store in Brazil and we will be looking closely at opening two or three more in other border cities between the second half of this year and the first quarter of 2020.”

* * *

Thiago Salman, Director of Central Duty Free told *TMI* that they hope to open their first store in July.

“We have been working on the project for more than 18 months – the new store was completed in January this year but the Customs authorization took longer than everyone expected,” said Salman.

“We are now facing some logistical issues getting merchandise to the store. Uruguaiiana is quite a distance from the normal logistics circuits for duty free merchandise, so we are sourcing from suppliers and distributors in Miami and Montevideo. As soon as we have goods on the shelf in the store, we will open to the public and at the moment we estimate that this will be towards the end of July.”

“The store is situated in the center of the town and measures 200 sqm. We are looking at this project as a test situation and this will allow us to see how the market reacts to the new border stores.

“We are already looking at other locations and we have an expansion plan already in place if the test store brings good sales and the required financial return.”

John Gallagher

AT THE POINT OF SALE

Swarovski opens branded store on board *Carnival Inspiration* with Dufry



Swarovski has unveiled its “sparkling” new store opened on board the Carnival Inspiration with Dufry. The company is embarking on a renewed focus on travel retail. See full story in a future issue.

MONARQ Group obtains Carbon Neutral Footprint

Spirits distribution company MONARQ Group announces that it has obtained its Carbon Neutral Footprint, “a first step in our contribution to reduce climate change,” it says.

By doing this, the carbon emission that MONARQ produces will be compensated and invested in emission reduction projects which combine energy, environment and developmental solutions into sustainable business opportunities in developing countries.

Many of MONARQ’s customers are located in the Caribbean, which in 2017, suffered a catastrophic hurricane season.

“With total damage of at least \$294.67 billion and over 3350 casualties, it was the heaviest season since 2005, unfortunately impacting many of our business partners and their friends and families. It is our great concern that hurricanes are expected to intensify their impacts, due to the climate change causing higher ocean temperatures,” said the company.

Working through the “Climate Neutral Group,” MONARQ is investing in Efficient Cooking Stoves in Uganda. In Uganda, 90% of households cook on open fires or traditional inefficient charcoal cook stoves, which causes serious deforestation, and puts biodiversity under enormous threat with the consequences of climate change.

The project invests in the local production, distribution and sales of efficient cooking stoves to make these available for all households in Uganda. These cook stoves use up to 50% less fuel (wood or charcoal) for cooking and release much less smoke into the atmosphere.



DFS and Parfums Christian Dior launch DFS x Dior Summer Party globally

DFS Group has partnered with Christian Dior Parfums to present the DFS x Dior Summer Party pop-up experience taking place from July 1-31 to celebrate the arrival of summer. Kicking off in T Galleria by DFS, Macau, City of Dreams, the exclusive pop-up will then travel across DFS's global network of retail stores, including in T Galleria by DFS, Hawaii and in DFS, Los Angeles International Airport.

The DFS x Dior Summer Party offers customers the opportunity to create unique memories of the season with exclusive products and colorways, including Dior's signature shade of pink.

"DFS is proud to partner once again with Parfums Christian Dior, with this exclusive Summer Party concept," said Christophe Marque, Senior Vice President Beauty at DFS Group. "We aspire to tantalize our traveling customers' senses, and this beautiful pop-up is a perfect example of our commitment to combining exclusivity and entertainment with world-class brands."



"Parfums Christian Dior and DFS have always shared a powerful synergy when it comes to providing excitement and innovation to our customers," said Leonardo Ferracina, Dior Travel Retail Director Hong Kong, Macau, Korea, SEA.

"Our exclusive Dior Summer Party pop-up for DFS is an indulgent start to an exciting and vibrant Summer, enriched with the signature of our Dior products."

Dior Summer Party

The DFS x Dior Summer Party pop-up is a fun, bright and playful wonderland where passengers can take a seat at the Dior Summer bar to enjoy complimentary Make-up and Fragrance consultations from Dior's Make-Up Artists. Customers can discover the Dior Lip Glow Trio Set in three of the Maison's most popular colors, exclusive to DFS.

Guests are encouraged to customize a live photo polaroid and write a personalized postcard, while being entertained by a curated music playlist.

Lucky guests will also have the chance to snag a limited-edition Dior Summer Party bracelet at a Claw Machine and also stand a chance to win a DFS x Dior Exclusive gift with purchase of a Glow Trio Set in three of the Maison's most popular colors, exclusive to DFS.



The Dior Summer Party pop-up will travel across DFS's global network of retail stores, including in T Galleria by DFS, Hawaii and in DFS, Los Angeles International Airport, beginning July 1.

Marcolin's Zoppas to oversee JV with LVMH

Marcolin Group has announced that Giovanni Zoppas is leaving his position with the eyewear company to move to Thélios, the joint venture established by Marcolin with the LVMH Group in 2017, where he will take on the role of CEO and General Manager.

Zoppas, who most recently served as executive chairman of Marcolin, will remain as a director of the Marcolin board however.

The partnership between LVMH and Marcolin opened its new production site in Italy of April of last year.

Zoppas' move is part of an agreed-upon plan between the parties, aimed at maximizing the overall value of the Marcolin Group, said the official announcement.

Thélios has been producing eyewear for such LVMH brands Celine, Loewe, Fred and Berluti.

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Brown-Forman to add premium Fords Gin to portfolio with purchase of The 86 Company

Brown-Forman Corporation announced it has agreed to purchase The 86 Company, adding Fords Gin to its growing spirits portfolio.

“Fords Gin is a unique brand with terrific momentum in one of the fastest growing categories in spirits,” said Lawson Whiting, President and Chief Executive Officer, Brown-Forman. “We look forward to building Fords Gin into another iconic brand in our portfolio.”

“Brown-Forman is a great partner to bring Fords Gin to more bartenders and consumers in the U.S. and around the world while keeping our commitment to producing a unique, high quality, mixable gin,” said Simon Ford, co-founder, The 86 Company.

“We’re extremely thankful to all our supporters who have been championing the brand since the beginning and look forward to seeing what the future holds with our new collaborators.”

A mix of nine botanicals, premium Fords Gin starts with a traditional base of juniper and coriander seed balanced by citrus, florals, and spices.

Steeped for 15 hours before

distillation, the botanicals deliver an aromatic, fresh and floral spirit with elegant notes of jasmine and grapefruit.

Fords Gin, created in unison with professional bartenders as a versatile spirit that could be used in any gin-based cocktail, is a collaboration between Simon Ford and 8th generation Master Distiller Charles Maxwell of Thames Distillers.

Simon Ford and The 86 Company team will remain a key part of the building and crafting of Fords Gin going forward.

The purchase will include the Fords Gin trademark and other assets of The 86 Company. The transaction is expected to close within 30 days.



Pernod Ricard’s The Gin Hub strengthens its Super-Premium+ Gin portfolio with MALFY Italian gins

The Gin Hub, Pernod Ricard’s stand-alone brand company that focuses on the global development of its portfolio of International Premium Gin brands, is expanding its Super-Premium+ range with the addition of MALFY.

The acquisition of MALFY by The Gin Hub was confirmed on June 20, 2019 by the Pernod Ricard Group. Currently available in more than 30 markets worldwide, MALFY is one of the fastest growing Super-Premium Gin brands in the world, according to IWSR.

The MALFY range delivers four flavored gins, distilled using ingredients from Italy: MALFY con Limone, MALFY con Arancia (orange), MALFY Gin Rosa and Malfy Originale.

Louise Ryan, Managing Director, The Gin Hub, comments: “Gin is booming and premiumizing rapidly, with Super-Premium+ Gin the fastest growing segment and growing in volume by 29% per year over the past five years, driven by strong double-digit growth in more than 50 markets. MALFY already has strong growth momentum, and complements our existing portfolio of International brands, but what’s really exciting for us is its growth potential within existing markets and through further geographic expansion.”

Bacardi’s new GTR exclusive 16YO boosts premiumization strategy

Bacardi Global Travel Retail has announced the launch of the GTR exclusive Bacardi Gran Reserva Especial (16YO). Bacardi Gran Reserva Especial (16YO) is described as a rare, limited edition, premium sipping rum, crafted from hand-selected exceptional barrels of aged rum, and is designed to help Bacardi lead the category growth opportunity in premium rum in GTR.

Bacardi Gran Reserva Especial (16YO) will initially be available from DFS stores at selected Asia Pacific and North American airport locations from July 2019, including Singapore Changi, Hawaii and Los Angeles.

The company is providing age statements across its range of rums to guarantee a minimum age for the liquid, which it says further strengthens the premium characteristics of its portfolio and enhances consumer understanding in navigating the range with a clear price ladder directly related to the age and craftsmanship of each variant.

“Rum is the last category to premiumize in Global Travel Retail with total Premium+ Rum sales growing at +11% (5YR CAGR, IWSR, 2018). As category leader, Bacardi rum is ambitious to seize that opportunity and unlock its true potential,” says Julie Witherden, Marketing Director, Bacardi Global Travel Retail.



“We are creating a stunning new landscape with age statements for every type of rum enthusiast. Our commitment to helping consumers explore Rum with greater confidence is underpinned by the quality, range and clarity of our portfolio architecture and its pricing ladder. Positioned above Bacardi Gran Reserva Diez (10 YO), Bacardi Gran Reserva Especial is aged for a minimum of 16 years – comparable to a 40-year ageing in whisky, making it an exceptional sipping rum and a significant premium launch in our strategy,” she added.

Bacardi Gran Reserva Especial (ABV 40%, 1L bottle) is available from July 2019 for US\$100.

MALFY has a distinctive brand positioning to propel this growth due to the appeal of its Italian provenance, stand-out packaging and memorable bar-call name, says the company.

Inspired by the Amalfi Coast, MALFY Gin continues to use traditional Italian distilling methods, which are said to date back to the

11th Century, and local botanicals, married with Monviso Water from Crissolo Spring, the highest and purest spring water in Italy.



The Gin Hub’s portfolio of international gin brands (Note: Seagram’s outside of the U.S. only).



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.

Ideal Profile

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

This is an ideal position for an entry-level person in Miami wanting to move to NYC and expand their career opportunities (a Marketing Coordinator moving into sales, an Account Coordinator starting to travel, a Jr ASMN or Account Executive wanting to work on a larger territory...)

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- * Working knowledge of International trade practices
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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.

More detail can be found at
<https://www.ziprecruiter.com/job/0b7f96b2>

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>