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## Rescheduled cruise meeting with White House takes place virtually

Cruise industry leaders finally had their meeting with the White House coronavirus task force last Friday, albeit in virtual form.

The meeting had originally been scheduled for a week earlier, Oct. 2, but was canceled after President Trump tested positive for COVID-19.

The Oct. 9 meeting took place via a call with Vice President Mike Pence and Robert Redfield, director of the Centers for Disease Control and Prevention (CDC); and the CEOs from the largest cruise companies in an effort to get the industry operating again. Department of Health and Human Services (HHS) Secretary Alex Azar and former Utah Governor and HHS Secretary Mike Leavitt also took part in the virtual meeting.

Leavitt is a member of the Healthy Sail Panel that recommended ways to safely resume cruise operations. The recommendations from the

Healthy Sail Panel recently received industry-wide adoption.

Cruise leaders explained their extensive safety protocols, including the recommendations developed by the Healthy Sail Panel and the mandatory protocols adopted by Cruise Laine International Association.

The proposal calls for 74 protocols including testing all passengers between five days and 24 hours before boarding, requiring passengers and crew members to wear masks, lowering doctor-to-passenger ratio on ships and upgrading air-conditioning systems.

Cruise Lines International Association has also announced that 100% of its membership have committed to requiring negative COVID-19 tests of all crew and passengers before boarding.

The U.S. Centers for Disease Control and Prevention most recently extended its no-sail order through October.

Pence highlighted the shared goal of reopening the maritime economy, with a focus on cruise ships safely sailing again, according to a press statement Pence's office released after the call.

Pence also thanked Leavitt and the cruise line executives for conducting an industry-driven effort that focuses on the health outcomes.

After the call, Cruise Lines International Association released a statement thanking the administration for the opportunity to discuss the resumption of cruising and expressed cautious optimism that U.S. cruising may return this year.

The cruise executives on the call were Carnival Corp. CEO Arnold Donald, Royal Caribbean Group CEO Richard Fain, Norwegian Cruise Line Holdings CEO Frank Del Rio, MSC Cruises CEO Pierfrancesco Vago, and Disney Cruise Line President Thomas Mazloum.

Two Laureates from the  
L'Oréal-UNESCO  
For Women in Science program  
win Nobel Prize for Chemistry

Professor Emmanuelle Charpentier and Professor Jennifer A. Doudna, who last week were awarded the Nobel Prize in Chemistry for the development of a revolutionary method of genome editing, were both Laureates of the L'Oréal-UNESCO For Women in Science International Awards in 2016.

The two researchers have developed a mechanism known as "Crispr/Cas9", or "molecular scissors", capable of modifying human genes. This is a breakthrough discovery that had been recognized in 2016 by the L'Oréal-UNESCO For Women in Science International Awards.

The last time a Nobel Prize was awarded to a woman only was in 1964.

"The Fondation L'Oréal welcomes this landmark decision and presents its warmest congratulations to Professors Emmanuelle Charpentier and Jennifer A. Doudna. Today, we face unprecedented health, social and economic crises: more than ever the world needs science, and science needs women," said Alexandra Palt, Executive Vice-President of the Fondation L'Oréal.

Around the world, women represent only 29% of researchers. This has a real and direct impact on the quality of research. Since the creation of the Nobel Prize in 1901, a total of **621 scientists have been awarded** for their work in Physics, Chemistry or Medicine, including only 22 women.

With the Nobel Prize awarded now to Emmanuelle Charpentier and Jennifer A. Doudna, five women who became Laureates of the L'Oréal-UNESCO For Women in Science International Awards have received this distinction. Previously Christiane NüssleinVolhard (Nobel Prize for Medicine in 1995), Ada Yonath (Nobel Prize for Chemistry in 2009), Elizabeth H. Blackburn (Nobel Prize for Medicine in 2009) were also Laureates.

Created in 1998 and led by the Fondation L'Oréal in partnership with UNESCO, the For Women in Science program aims to improve the representation of women in scientific careers, strong in the conviction that the world needs science, and science needs women. More than 3,400 researchers from 116 countries have been supported and highlighted.



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## Dufry to take giant step in China through JV with Alibaba

In one of the biggest developments for the long-term in the travel retail industry Dufry and Alibaba Group agreed to form a strategic Joint Venture in China. Alibaba Group plans an equity investment in Dufry, the largest airport travel retail company in the world, with a target ownership of up to 9.99%.

The news was originally broken on Oct. 5, but on Oct. 12, Dufry CEO Julián Díaz commented that his company is aiming to become the first “global travel retail digital company” in an interview conducted at the Moodie Davitt Virtual Travel Retail Expo.

The new partnership will bring together Alibaba Group’s leadership in Chinese consumer retail and digital transformation with Dufry’s global travel retail expertise.

In the official announcement of the deal, Julian Diaz, Dufry Group CEO, commented:

“We highly value this partnership with Alibaba Group to form a strategic Joint Venture to explore growth opportunities and develop the travel retail business in China. We expect this collaboration to drive growth in Asia and with Chinese customers worldwide with the support of new digital technologies.

“Alibaba Group is a leader in digital commerce with an ecosystem of more than 800 million consumers in China. Dufry holds a leading position in travel retail globally and brings in its strong

operational expertise in 65 countries and over 2,500 shops.

“By fostering existing and new business models in offline and online travel retail, we are convinced the Joint Venture will capitalize on growth opportunities and will support Dufry to become the leading digital travel retail company worldwide. We aim to better serve our customers and provide them anywhere with global products, services and personalized offers across all platforms and devices.”

The two retail giants have agreed to jointly explore and invest in opportunities in China to develop the travel retail business and to enhance Dufry’s digital transformation. The Joint Venture will be 51% owned by Alibaba Group and 49% by Dufry. Alibaba will bring in its established network in China and its digital capabilities. Dufry will contribute to the JV its existing travel retail business in China, and will support the JV with its supply chain and strong operational skills.

In connection with this collaboration, Alibaba Group will invest in Dufry up to a maximum of 9.99% of the post-offering share capital and will participate in its ordinary capital increase, which was approved by Dufry’s shareholders at its Extraordinary General Meeting Oct. 6, 2020.

Dufry had previously announced on Sept. 10, 2020 that it had secured a commitment from funds

managed by Advent International to purchase shares at CHF 28.50 per share up to a maximum investment amount of CHF 415 million (to be automatically increased by an amount equal to 20% of any amount by which the gross proceeds from the offering exceed CHF 500 million, up to a maximum investment amount of CHF 455 million).

With the additional commitment by Alibaba Group, Dufry proposed to the EGM the issuance of up to 25 million fully paid-in registered shares, which would result in potential gross proceeds of approximately CHF 700 million. The proceeds are to be used to finance the previously announced acquisition of all remaining equity interest in Hudson Ltd. Proceeds may also be used for general corporate purposes, which may include the setup and operations of

JV with Alibaba to pursue growth opportunities in China and to accelerate Dufry’s digital transformation, reports the company.

The partnership with Alibaba Group is in line with Dufry’s growth strategy focusing on the Asian markets and builds on the company’s existing and long-dated footprint in China. Dufry first started to operate travel retail businesses in China in 2008.

Dufry currently manages duty-paid shops in the Shanghai and Chengdu Airports, and its presence extends to Hong Kong and Macau. Dufry is also seeking to expand its digital offerings including store and staff digitalization, pre- and post-travel online services, digital customer engagement and online presence inside and outside of the airport as well as data analytics and digitalization of operations



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DFD's Category Manager for Toys

## Investment firm Davidson Kempner acquires cruise retailer Harding from Flemingo

Global investment management company Davidson Kempner Capital Management LP (DK) signed an agreement to acquire 100% of UK-based cruise retail specialist Harding from Flemingo International, it was announced on Oct. 6.

Harding Managing Director James Prescott will continue to lead the Harding management and staff teams. Terms of the agreement were not disclosed.

As a result of the agreement, Harding will receive funding provided by Davidson Kempner’s affiliated asset-lending platform Breal Zeta Commercial Finance.

The investment “will enable Harding to fast track its business plan with a goal to grow its share of the cruise market and to cement its position as the leading cruise retailer for innovation and guest experiences,” said the parties in a statement.

**Source:** The Moodie Davitt Report

## 2020 Frontier Awards celebrate commitment and hard work across the industry despite COVID crisis

We may only be imagining that we are all in Cannes immersed in the annual Tax Free World Exhibition as the industry tries to make due with a virtual response, but that does not take away from the recognition bestowed from the headline awards celebration of Cannes --the **Frontier Awards** winners were revealed during a virtual ceremony broadcast on September 30 and reported in *DFNI*.

The 2020 judges for the 2020 Frontier Awards were:

Harding Retail MD James Prescott; John Rimmer, MD of the TFWA; Julie Lassaigne, Secretary General of the ETRC; Martin Gibney, (former) Senior Account Manager at Heathrow Airport; Raghav Rekhi, Global Marketing & Category Director at Mars Wrigley; Rob Marriott, CEO, Muscat Duty Free, and Stephanie Metz Thevenod, Executive Vice President, Marketing & Digital, Lagardère Travel Retail.

### The winners are:

Airport of the Year (Sponsored by King Power): **Heathrow**

Confectionery & Fine Foods Product of the Year: **Ricola Original Herb Sugarfree 75g Tin**

Fashion, Sunglasses & Accessories Product of the Year: **Porsche Design Sunglasses Colour of the Year P'8478**

Retailer Campaign of the Year (Sponsored by Mars Wrigley): **The Beauty Fiesta 2019 – Mumbai Duty Free**

Technology Success Story of the Year: **Shilla Duty Free Online Duty Free**  
*Ethos Farm, Making Retail Red Virtual Reality Technology (Highly Commended)*

Inflight Retailer of the Year: **3Sixty Duty Free**

Electronics, Toys, Gifts & Travel Accessories Product of the Year: **Cabeau, Evolution S3**

*Quieton – QuietOn Sleep (Highly Commended)*

Border, Downtown or Non-Airport Retailer of the Year (Sponsored by Foreo): **Lotte Duty Free, Main Store**

Speciality Concept of the Year: **Confectionery Concept Terminal 2, Dublin Airport, Aer Rianta MSC Cruises – Ocean Cay MSC Marine Reserve (Highly Commended)**

Tobacco & New Generation Product of the Year: **IQOS 3 DUO Exclusive Traveler Edition** (Philip Morris International)

Supplier Campaign of the Year: **Whyte & Mackay Travel Retail, The Dalmore**  
*JC Decaux Transport / Hong Kong Airport and Clarins / Giorgio Armani (Highly Commended)*

Cruise or Ferry Line Retailer of the Year: **MSC Cruises Retail**

Collaboration of the Year: **Destination Beauty – Heathrow and Dufry**  
*DFS Group – T Fondaco dei Tedeschi + Fornasetti (Highly Commended)*

Jewelry & Watches Product of the Year: **Belle & Beau – Over the Rainbow Collection**

Airport Retailer of the Year: (Sponsored by Nestle) **Delhi Duty Free**  
*Aer Rianta International (Highly Commended)*

Beauty Product of the Year: **Long Haul Spa**

Wines & Spirits Product of the Year: **Glenfiddich Grand Cru 23 Years – William Grant & Sons Edrington Global Travel Retail, The Macallan Concept Number 2 (Highly Commended)**

Supplier of the Year: **Mondelez World Travel Retail**  
*On the Mark Consultancy (Highly Commended)*

## TFWA announces new Management Committee members

TFWA has announced the members of its new Management Committee, elected by TFWA members during the Association's annual general meeting on October 1-2. The Committee will serve a two-year mandate until the next elections are due in October 2022.

The TFWA Vice Presidents will be elected at the first meeting of the new Management Committee later this month.

A meeting in December will convene to elect the TFWA President for a one-year mandate, in accordance with the Association's statutes.

The new Management Committee includes:

### Wines/Spirits/Non-alcoholic Beverages

Philippe de Marcilly, Albert Bichot  
Aude Bourdier, Brown-Forman  
Barry Geoghegan,  
Duty Free Global  
Violaine Creuzé, Gonzalez Byass  
Pier Giuseppe Torresani,  
Masi Agricola SpA  
Donatienne de Fontaines-Guillaume, Moet Hennessy  
Oliver Storrie,  
Quintessential Brands  
Franc Kopatin, Stock International

### Tobacco/Smokers' Accessories

Tobias Baude, Imperial Brands  
Gemma Bateson, JTI  
James Young, Oettinger Davidoff  
Andrey Lysenko, Philip Morris

### Perfumes/Cosmetics

Priscilla Beaulieu,  
Angel Cosmetics  
Arnaud de Volontat, Altimetre  
Hervé Ductos, Chanel  
Flaka Hamiti, Clarins Group  
Patrick Bouchard,  
Estée Lauder Companies  
Frédéric Garcia-Pelayo,  
Interparfums

Sophie Neyertz-Ehrsam, L'Oréal  
Nicolas Rimeau, Lab. Filorga  
Neil Ebbutt, Rituals Cosmetics

### Fashions/Accessories/Sunglasses/ Luggage

Tommaso Beretta, Bally  
Giorgio Lepratto, Coccinelle SpA  
Francis Gros, Ermengildo Zegna  
Marco Gadola, Furla SpA  
Erin Lillis, Lacoste  
Alessandra Visconti, Reflecta

### Electronics/Travel Accessories

Jean-Pierre Bombet, Spa Development d/b/a/ Be Relax  
Sam Gerber, Worldconnect AG

### Confectionery/Fine Foods/Food Supplements

Patrick Dorais,  
Al Nassma Chocolate  
William Legallais, Leonidas  
Jaya Singh, Mondelez WTR  
Eric Carlier, Saveurs et Nature

### CSR or Sustainability Initiative of the Year: **Delhi DF Services**

Note: In an effort to support such an array of outstanding initiatives, the judges chose to award all finalists in this category with a Frontier Award Judges Gold Seal of approval.

And finally, Philip Eckles was honored with the **2020 Outstanding Contribution award**

in recognition of the 30+ years he has worked in travel retail in a career that has spanned the world. Starting in 1989 with Alders International at Heathrow Airport, in 1993 he went on to work for Aer Rianta International, a company where he remains "as one of ARI's most talented, dedicated and flexible senior executives."

*TMI adds its congratulations to all of the winners.*

## Bombay Sapphire launches 100% natural Bombay Bramble



Bombay Sapphire has launched Bombay Bramble, a new colored gin crafted with 100% natural flavors harvested from blackberries and raspberries.

Bottled at 43% ABV in a 1 liter format, Bombay Bramble will be launching across travel retail markets throughout the remainder of 2020.

Bombay Bramble is the response to consumer demand for a premium product created with real ingredients, natural flavors and colors, says the company.

“Bombay Bramble is an exciting and disruptive innovation coming to travel retail, with all the hallmarks of driving gin category success. As the latest addition to Bombay Sapphire, the number one gin in travel retail, with a loyal fan base around the world, Bombay Bramble will deliver fresh impetus to Gin, already the fastest growing spirits category in the channel, at +11.2% year on year.\* That growth is underpinned by the extraordinary rise in popularity of flavored gin - contributing 37% of category growth and opening further opportunities to excite the market,” says Ignacio Vázquez, Global Head of Marketing, Bacardi Global Travel Retail.

“As consumers return to travel, they will seek a combination of trusted brands with what’s new and exciting, and we believe Bombay Bramble is a perfect match. Digital will play a big role in how we engage shoppers along their journey, with online targeting to drive them to our retailer partners’ e-commerce with digital pop-ups and to physical retail stores with digitized in-store assets.”

\*source: IWSR GTR 2019 RSV.

## Elixir Distillers enters Travel Retail with launch of two unique boutique brands

Independent bottlers Elixir Distillers is set to enter the travel retail sector with boutique offerings, led initially by Port Askaig Islay Whisky and Black Tot Rum.

The company says it offers something different to a category dominated by big players in the spirits world.

“As an independent bottler, we are able to select only the casks that we are passionate about, taking customers on a journey around a region or a category through high quality, specially selected liquids. When shopping in an airport or on a cruise ship, customers have time to engage with a brand - to learn its history, its ethos and, most importantly, its story, which is why we

are so excited to take our carefully crafted brands to the Travel Retail market,” says Oliver Chilton, head blender for Elixir Distillers.

For travel retail, Elixir will feature core expression Port Askaig 8 Year-Old and Port Askaig 45 Year-Old, both named after the Islay port that provides a gateway to the Island.

Port Askaig 45 Year-Old is aged in a combination of up to five refill sherry butts and distilled at the Bunnahabhain distillery on December 31, 1968. During its 45 years in cask over 1000 liters of whisky was lost to the angels and the alcohol dropped to 40.8%.

Black Tot Rum will have two expressions in travel retail.

## Global consortium launches vitacheck rapid testing initiative in travel retail

Display management company Concourse has joined a consortium of global experts in healthcare, technology and manufacturing that have launched rapid testing initiative **vitacheck in travel retail.**

**vitacheck** offers rapid, reliable and affordable COVID-19 testing, with confirmatory PCR tests in as little as one hour and negative results through RDT available in less than 20 minutes. The consortium behind vitacheck see it as a solution to the blockage in the world of travel, business and events following the COVID-19 pandemic.

All tests are performed by specialist staff and lab technicians, following all necessary guidelines to optimize test reliability and comfort of those being tested.

**vitacheck** will utilize local and even on-site labs to produce results more quickly and accurately. Clinics range in size and mobility, are fully modular, and designed to work in a variety of internal and external environments.

Once a person has been tested, their results are uploaded in real time to a live database that can be shared with medical institutions and health authorities around the world.

The test results are stored securely and can be scanned from a mobile app or from a printed sheet of paper.

The system also allows other partners and collaborating border/health authorities at both domestic and international destinations to confirm the same on arrival when traveling, avoiding the likelihood of a positive test result and quarantine at the destination. Ultimately, this reduces the number of infected travelers in transit, making travel a safer and more comfortable experience for all.

**vitacheck** employs the types of on-site testing protocols and equipment that have the greatest worldwide acceptance:

**RDT (rapid diagnostic tests):** The chosen RDT uses a finger-prick sample of blood and tests for the non-existence of coronavirus antibodies now or in the past, with accuracy of 97.4% and results within 20 minutes. It is suitable for testing pre-departures and, in case of an unclear result, travelers should be fast-tracked to a PCR test.

**PCR (polymerase chain reaction) tests:** respiratory swab tests, that when performed correctly, detects active COVID-19 infection with 99% accuracy, in as little as 60 minutes.



Black Tot Finest Caribbean, the core expression, is aged entirely in the tropics, and has the unique flavor profiles of Guyana, Barbados and Jamaica.

Black Tot Last Consignment is the liquid that remained after the Navy sailors were given their final rations of rum on July 31, 1970.

Lost to the world for more than 40 years, the liquid was purchased and bottled by Elixir Distillers and is offered at RRP £750.

The Elixir Distillers range will be available via Sipwell Brands, a sales and marketing agency led by drinks industry experts Andrew Torrance and Calum Lawrie.

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