

## ASUTIL and IAADFS reveal speaker lineup for 2020 Summit of the Americas

ASUTIL and IAADFS have released the full lineup of speakers for the Executive Conference Sessions at the 2020 Duty Free & Travel Retail Summit of the Americas, March 30 – April 2, 2020, at the Hyatt Regency in Orlando, Florida.

The Executive Conference Sessions will take place on the mornings of Tuesday, March 31 and Wednesday, April 1, from 8:00 – 10:00 am.

Participation in the Executive Conference Sessions is open to all registered attendees.

The program includes the following topics and speakers:

### *Welcome and Official Opening*

**Rene Riedi**, CEO for Division 4, Dufry Group of Companies, and Chairman, IAADFS

**Gustavo Fagundes**, CEO of Dufry do Brasil and Bolivia, and President, ASUTIL

*The Future of Duty Free and Travel Retail in the View of the Managing Director of the Leading Category*

### *Buyer and Supplier Panel: Today's New Consumers*

Panelists include:

**Yannick Raynaud**, Managing Director Duty Free & Travel Retail Americas, L'Oréal

**John McDonnell**, International Managing Director, Tito's Handmade Vodka

**Peter Zehnder**, Head of Division Global Duty Free, Lindt

**Enrique Urioste**, Cluster General Manager for South America (excluding Brazil), Dufry

Moderated by **Martin Moodie**, The Moodie Davitt Report

### *The Secrets Behind Amazon's Success and Key Changes Affecting E-Commerce*

**Scot Wingo**, CEO, Get Spiffy, Inc.

### *DFWC Update on the WHO Tobacco Protocol*

**Sarah Branquinho**, President, Duty Free World Council

### *When Online and Travel Retail Get Together: The Digital Journey*

**Peter Mohn**, CEO & Co-Owner, and **Anna Marchesini**, Project Manager, mInd-set

IAADFS and ASUTIL stressed that the groups appreciate the support of key suppliers who are returning for the 2020 Summit of the Americas.

"We are fortunate to have so many major brands participating this year from the duty free and travel retail industry in the Americas and the Caribbean," commented IAADFS President and CEO Michael Payne.

ASUTIL Secretary-General José Luis Donagaray added, "We have a great program for our Executive Conference Sessions that will add a lot of value for attendees, plus many excellent networking events, and these features allow participating buyers and suppliers to get the most out of their attendance at the 2020 Summit of the Americas."

The exhibitor list for the 2020 Summit of the Americas includes a wide cross-section of key suppliers offering their latest products for the duty free and travel retail industry. The 2020 floorplan can be found at [www.2020summitoftheamericas.org/floorplan](http://www.2020summitoftheamericas.org/floorplan) More details, including the schedule of events and information about registration and housing, can be found at [www.2020summitoftheamericas.org](http://www.2020summitoftheamericas.org).

## Travel & Health Update for Seatrade Cruise Global

Seatrade Cruise Global, which is holding its giant Conference and Exhibition at the Miami Beach Convention Center on April 21-23, 2020, this week issued the following statement:

"We wanted to reassure you that we are and will continue to closely monitor developments of Novel Coronavirus, as your health, safety and wellbeing are our utmost priority. We are therefore following all safety advice and precautions as recommended by the US Centers for Disease Control and Prevention and the World Health Organisation (WHO), and are putting incremental health and safety measures in place as well.

As has been reported, current travel guidance restricts foreign nationals who have traveled from or through mainland China within 14 days from entering the United States, and enhanced screening procedures are in place at international airports. We will continue to monitor the situation as an international business and keep you informed with any developments.

We look forward to Seatrade Cruise Global providing the platform for industry meetings, networking and education, allowing us to come together as a global community and make lasting connections to help bolster the industry moving forward.

We look forward to welcoming you to Miami in April."

For more information or to register visit [SeatradeCruiseGlobal.com](http://SeatradeCruiseGlobal.com)

## Pre-registrations open for TFWA Asia Pacific Exhibition & Conference

Despite the continuing threat of the coronavirus, **pre-registration for the TFWA Asia Pacific Exhibition & Conference 2020 is now open**, and while TFWA is closely monitoring the current situation regarding the coronavirus outbreak, preparations for the event are continuing as planned.

"At a tough time for the travel business in Asia and beyond, we are continuing to prepare for our event in Singapore, which we trust will provide an opportunity for our industry to regroup and to plan for better times ahead," said **TFWA President Alain Maingraud**.

"We remain optimistic that the effects of the current outbreak will be short term, and we believe it is important to be ready for business to resume as quickly as possible once the immediate issues have been resolved. Ours is a resilient industry and I am sure that this year's event will provide further proof of that."

To book your place at the TFWA Asia Pacific Exhibition & Conference, please visit [www.tfw.com](http://www.tfw.com).

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Global TR contact: Zack Boiko, [zboiko@Actium.us](mailto:zboiko@Actium.us)

## HMSHost opens new locally-themed and unique celebrity dining options at FLL

Fort Lauderdale International Airport just added two more exciting new dining options, greatly enhancing the airport's food & beverage experience at Terminal 1.

HMSHost and its partner MasterConcessionAir last week opened Dale Jr's Whisky River, owned by Nascar legend Dale Earnhardt Jr, and famed local favorite Rocco's Tacos and Tequila Bar.

*Travel Markets Insider* was on-hand at FLL for the ribbon-cutting ceremonies of the two restaurants, also attended by Rocco's Tacos founder Rocco Mangel, Dale Earnhardt Jr, as well as Broward County Mayor Dale Holness, along with HMSHost and FLL executives.

"HMSHost leads the industry in bringing the most dynamic restaurants into airport and Whisky River and Rocco's Tacos and Tequila Bar both embody the highest of standards, from the food to the overall experience," said HMSHost President and CEO Steve Johnson.

"We are proud to celebrate these openings with our partners and thank the Broward County Aviation Department for the opportunity to bring these unique offerings to South Florida."

"These latest offerings demonstrate the commitment by HMSHost to bring first-class offerings to Broward County's Fort Lauderdale-Hollywood International Airport,"

said Mark Gale, CEO/Director of Aviation. "These restaurants are the continuation of many more offerings yet to come from our concession partners to enhance the guest experience."

Whisky River, which traces its roots to Earnhardt's hometown of Charlotte, North Carolina, is famous for a signature honky-tonk hangout vibe and a high-quality but casual menu. The FLL restaurant features live music, and is the third Whisky River airport location, following Charlotte Douglas International Airport and Raleigh-Durham International Airport.

"We're thrilled to join the great hospitality scene in Fort Lauderdale-Hollywood International, planting a Whisky River flag in Florida with our great partners at HMSHost," said Earnhardt Jr.

FLL is the first airport location for Rocco's Tacos and Tequila Bar, a Mexican restaurant known throughout Florida. Rocco's menu features signature dishes and authentic street style tacos, as well as more than 70 tequilas from Mexico. The Molcajetes (MOKA-HET-TAY) that are served sizzling in a traditional lava rock are a signature of the brand.

"Our partnership with HMSHost in the Fort Lauderdale International Airport represents a milestone in



*The official opening of the Rocco's Tacos and Tequila Bar at Ft. Lauderdale airport was a joyous celebration for HMSHost and partner MasterConcessionAir.*

our brand's growth. This venture is and will continue to be a thrilling chapter in our story," said Rocco Mangel.

HMSHost President and CEO Steve Johnson told *TMI* at the restaurant openings that Whisky River and Rocco's Tacos perfectly exemplify how HMSHost is "revolutionizing" airport dining. The company also recently opened Flash Fire and Shake Shack in FLL Terminal 2.

"It's been a long time coming. To finally bring these authentic experiences to the passengers in Fort Lauderdale is what we promised the airport four years ago.

And now we are finally fulfilling that promise," he told *TMI*.

"These restaurants are not what you expect to see in an airport. We try to be that oasis for the passenger. We want to surprise them. When they come into an airport they go 'I didn't expect to see this.' We have live music. How often do you have live music in an airport?"

"I think we are revolutionizing by creating places like this: authentic experiences with real food. Nothing here is frozen. It's a change. Airport dining doesn't have the greatest rap, but we are trying to change that. These are really good dining experiences."

### PEOPLE

#### APTRA appoints Kavanagh Communications as new communications partner

APTRA (Asia Pacific Travel Retail Association) has appointed Kavanagh Communications to lead their communications with media and members.

Long established in Travel Retail as a specialist communications consultancy for the channel, Kavanagh Communications represents several organizations within the Travel Retail industry including brands, retailers, airports, architects and retail designers across airport, cruise and inflight sectors.

Grant Fleming, President of APTRA, comments:

"We are delighted to welcome Anne and her team as partners of APTRA. Their global experience across the broad spectrum of Travel Retail is highly respected and will be a strong asset for us as we embark on the new decade with an ambitious plan for APTRA. We also offer our sincere thanks to Kate Appleton from Appleton Communications for her PR support, ideas and commitment, serving APTRA for over 10 years."

The team at Kavanagh Communications will manage media relations and support the APTRA Executive team with several new



Anne Kavanagh



Grant Fleming

initiatives including the launch of a new website, a knowledge bank research library, an increased focus on specialist seminars and round tables for members, as well as a new members' network portal.

APTRA is focused on its strategic pillars of knowledge, networking and advocacy, the

latter being supported by Hume Brophy as public affairs partner, working, for example, on key regulatory issues such as the recent Indian duty free allowance situation, and on positioning the value of the travel retail industry to GDP and employment in the region.

## MSC targets North American market for ambitious growth



Adrian Pittaway poses in front of the Plaza Meraviglia boutiques during the MSC retail open day in PortMiami on Feb. 3.



Adrian Pittaway, Head of Retail at MSC Cruises, hosted a retail open day earlier in February onboard the Swiss-based company's newest ship in Miami, the *MSC Meraviglia*.

Some 40 local suppliers and partners such as Heinemann attended, and had an opportunity to hear about MSC's ambitious U.S. market growth plan.

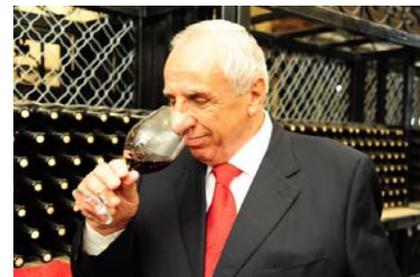
As much as 35% of MSC's winter deployment is now in the U.S. with plans underway for further expansion and additional home ports in the region, explained Pittaway.

MSC Cruises' *Meraviglia* officially arrived at its new home in PortMiami last November.

The *Meraviglia*, launched in 2017, is MSC's largest cruise ship sailing out of the United States market, and has spent the winter season cruising seven-night itineraries from Miami to the Caribbean.

*TMI* will run the full story on MSC's plans in the Americas and its retail programs in our special Summit of the Americas show magazine.

### IN MEMORIAM



## Augusto Reina, Illva Saronno Holding Spa

We are very sorry to report that Italian industrialist Augusto Reina, Chief Executive Officer at Illva Saronno Holding Spa., passed away Wednesday night. Reina had been ill for the past several months, reports the company.

Born in Saronno on June 11, 1940, Augusto Reina was a great innovator who, with passion, transformed a family-run Italian company into an international business.

In the official Illva Saronno statement the company says:

"A man of versatile interests and tastes, in addition to loving his work, he had a deep appreciation and enthusiasm for classical music, contemporary art, gliding and amateur soccer.

"The Reina family and the management team will carry forward the passion for this work, the innovative spirit, the sense of courage and optimism in face of the future which set Augusto Reina in a class all of his own."

Friday, Feb. 21, 2020, all plants and offices of the Illva Group will be closed for mourning.

## Seiko now available in select Attenza Duty Free stores through Duty Free Dynamics

Panama-based Duty Free Dynamics (DFD) continues to make progress with its innovative Master Franchisor concept. Most recently the company has launched Seiko watches in high profile presentations in the Attenza duty free stores in Colombia and Ecuador.

The introduction of the brand at Attenza Duty Free featured the launch of Seiko's iconic collection: New Seiko 5 Sports, which draws its inspiration from five decades of Seiko 5 Sports' success.

With a design based on one of Seiko's best loved sports watches, every creation in the new collection shares an updated case, arrow-shaped minute hands, distinctive hour markers, and one-way rotating bezel.

Attenza is also carrying the Seiko Prospex luxury timepieces and the Presage collection.

Founded in 1881 by Kintaro Hattori, Seiko invented the quartz watch, and revolutionized the world of watchmaking with the Kinetic watch (first watch in the

world to generate and save its own electricity).

Seiko is currently the only manufacturer to master four watchmaking technologies: mechanical, quartz, Kinetic, and Spring Drive, reports Duty Free Dynamics.



Seiko has launched with striking presentations in Motta Internacional's Attenza Duty Free stores in Quito, Ecuador (left) and Bogota, Colombia (above).

## MIA traffic grows by nearly one million to reach some 46 million passengers in 2019

Miami International Airport reports that it served 45.9 million passengers in 2019, an increase of nearly one million passengers over its total in 2018, and turning in a record-setting year for both passenger and cargo traffic.

This breaks down to 22.384 million international passengers and 23.541 million domestic. The airport is serving 10 million more passengers annually than it did 10 years ago,

said Miami-Dade County Mayor Carlos A. Gimenez.

MIA attributes part of the growth to the addition of five new international passenger routes: Low-cost carrier Norwegian launched first-ever service at MIA on March 31 with daily nonstop service to London Gatwick Airport; Moroccan national carrier Royal Air Maroc launched the first-ever Miami-

Casablanca route on April 3, giving MIA its first passenger flights to Africa since the year 2000 and Florida's only nonstop service to the continent; in June LOT Polish Airlines launched the inaugural Warsaw-Miami flight, creating the only nonstop route between Florida and Eastern Europe and the airport's first-ever service to Poland; Hub carrier American Airlines started four weekly flights to Cordoba, Argentina on June 7; and French airline Corsair launched service at MIA on June 10 with four weekly flights to Paris Orly Airport.

For 2020 American Airlines will launch expanded service to Lima, Peru; Santiago, Chile; and São Paulo, Brazil, and domestically, add new flights to Jackson, Mississippi and Des Moines, Iowa.

Low-cost carrier Frontier Airlines will establish a 130-employee crew base and launch eight additional routes at MIA in 2020, including first-time international service for the airline from Miami to San Salvador, El Salvador; Guatemala City, Guatemala; and Santo Domingo, Dominican Republic. The new routes will expand Frontier's network to 22 nonstop destinations from MIA in June.

Delta Air Lines announced that it will add 13 new daily nonstop flights from MIA, expanding its network to offer 41 daily non-stop flights between 10 U.S. airports and MIA.

MIA also had its busiest day ever for total passengers on January 5 with more than 158,000 passengers, in addition to the record day for departing passengers on February 3 for Super Bowl LIV.



## Miami is biggest winner of Super Bowl 2020

The Kansas City Chiefs may have brought home the Vince Lombardi Trophy from the 2020 Super Bowl championship earlier this month, but the city of Miami could be considered the biggest winners, with some estimates saying the city could enjoy an economic impact of more than \$500 million from hosting one of the biggest sports extravaganzas in the U.S.

Miami International Airport was certainly a winner, reporting that it served a new daily record of nearly 80,000 outbound passengers on Monday, February 3 following the big game.

Even more impressive, passengers waited an average of four minutes and a maximum wait time of 17 minutes at MIA's Transportation Security Administration (TSA) checkpoints. TSA PreCheck passengers saw an average wait time of one minute and maximum wait time of four minutes, according to the TSA.

To help Super Bowl LIV travelers kick off their departure from Miami the day after the big game, the Miami-Dade Aviation Department teamed up with the Transportation Security Administration and participating airlines and service providers to accommodate travelers on what was correctly projected to be a record-high day for departing passengers at the airport.

Additionally, a total of more than 1,000 private jets arrived at MIA, Miami-Opa locka Executive Airport and Miami Executive Airport from January 29 to February 3 – twice the amount during the same period last January.

To accommodate for the passenger increase, the TSA provided extended hours of operation and an increased number of TSA PreCheck lanes, airlines provided additional flights to the airports serving the Super Bowl LIV teams, and concessions opened early for the additional flights, with some extending their operations to 24-hour service.

The Super Bowl bonanza was also felt in Duty Free Americas duty free stores in MIA.

DFA CEO Jerome Falic tells *TMI*: "There was a definite increase in sales with the increased traffic. There were several international fans that came specifically for the Super Bowl, especially from Mexico." The benefit was felt across all categories, said Falic.

## HMSHost wins LAS contract extension worth nearly \$1.5B

The Clark County Board of Commissioners (in Las Vegas) approved a new 7-year contract extension for global restaurateur HMSHost valued at approximately \$1.5B. Under the new contract, HMSHost will invest in opening new and remodeled restaurant locations throughout the airport. The extension takes HMSHost's term in LAS to 2035.

Passenger traffic at McCarran International Airport hit an all-time high of 51.5 million last year, its third consecutive year of record volume, according to Clark County Director of Aviation Rosemary Vassiliadis.

Several restaurants that HMSHost recently opened in McCarran are included in this extension as well, including Shake Shack and the first North American airport-located Pret A Manger. Further planned developments will begin opening by 2021. Anticipated new dining options include national and regional favorites as well as successful HMSHost concepts designed with travelers in mind like La Familia and PZA



## Nestlé ITR innovates in Orlando with new product additions and 10 in 10 strategy

Nestlé International Travel Retail will be returning to the Summit of the Americas, where it will present new products and continue to capitalize on its '10 in 10' strategy (booth 15).

New this year is the travel retail exclusive **KITKAT Gold Traveler's Limited** in a special snack and sharing format that will be on shelf from Q2 2020.

Nestlé is also extending its **Nestlé Swiss** tablet range with **NESTLÉ SWISS Dark Blueberry 170g**. The tablet combines dark Swiss chocolate made from sustainably sourced cacao with Blueberry, Almonds and Hazelnuts and is set to launch in March 2020.

Nestlé is also previewing a new London-themed presentation for NITR's **After Eight Mint Chocolate Thins**. Available now, the giftable 400g travel retail box highlights the UK origins of the iconic chocolate by featuring the London skyline.

NITR will also showcase its luxury Italian heritage **Baci brand**. The word Baci means "kisses" in Italian and the original dark Baci is popular in 55 countries. First crafted in 1922 in Italy, each chocolate is made of only 8 high quality ingredients wrapped in an iconic love note written in various languages to bring its message of love and affection to life for shoppers. Currently, the travel retail range includes four dark offerings: **Baci Original Dark Bag, Baci Original Dark Bijou, Baci Extra Dark Bijou and Baci Original Dark Box** in addition to **Baci Milk Bijou**.

These new products have been developed and launched to meet category growth drivers identified by research conducted for NITR, which form the basis for its 10 in 10 ambition. Launched last year, the 10 in 10 initiative - to double the size of the travel retail confectionery and fine foods category to \$10billion in the next 10 years - sits alongside NITR's SOUL



approach: Story, Occasion, Unique, and Local.

NITR's General Manager, Stewart Dryburgh, comments: "We have been extremely pleased with the positive response we've received from the majority of our customers to 10 in 10 and are looking forward to having in-depth discussions on this initiative with our retail partners in the Americas. NITR's specific understanding of shoppers' needs, following exclusive research into the buying habits of 34,000 consumers across 19 markets worldwide, are demonstrated by our new product launches and exciting new activation concepts that we look forward to sharing with our partners in what continues to be a vital region for NITR."

## ForwardKeys to acquire Traveller Statistics from NPD

Travel analytics company ForwardKeys has signed an agreement to acquire Traveller Statistics from The NPD Group, a leading global information company.

Under the agreement, on May 1, 2020 ForwardKeys will take over direct responsibility for providing information on travelers and on travel trends to former NPD clients in the travel retail niche.

Traveller Statistics, which uses ForwardKeys data, is an online platform that provides intelligence on passengers traveling through each terminal building at 550 airports. It helps users understand the passenger mix by nationality and assists retailers to benchmark their sales performance, identify trends and opportunities, diagnose issues and make decisions to drive growth.

Post-acquisition, ForwardKeys will promptly consult with its newly acquired customers on potential upgrades to the platform to enhance the insights and intelligence provided.

Olivier Jager, CEO, ForwardKeys said: "I am delighted with this acquisition. Travel retail is becoming an increasingly important segment for us; so, I am pleased to acquire direct relationships with several major players. As our data is already the backbone of the Traveller Statistics platform and, as we have some exciting new initiatives in the pipeline, which will futureproof our offer to clients, I am optimistic we will strengthen and grow those relationships."

Gerhard Hausruckinger, Group President, Europe & Asia Pacific, The NPD Group, said: "As the long-time provider of data for Traveller Statistics, ForwardKeys has expertise in the business and is prepared to provide a seamless transition for the service."

For further information, please contact Laurens van den Oever, [laurens.van.den.oever@forwardkeys.com](mailto:laurens.van.den.oever@forwardkeys.com) on +645 929 051

For The NPD Group, please contact David Riley, [david.riley@npd.com](mailto:david.riley@npd.com) on +1 (917) 543 5465.



## Stellar opens True to Tennessee / Earth Spirit at Nashville International Airport

Stellar Partners, Inc. has opened its first retail concept, **True to Tennessee / Earth Spirit**, in Nashville International Airport with its partners Jamie D. Isabel, Sr. and Karen Anderson of Dalmatian Creative Agency, Inc. and Sandra Long of SLA Worldwide, LLC.

True to Tennessee / Earth Spirit is a unique dual-branded store located near Gate C10 that celebrates the work of artisans, craftspeople, and talented makers from Tennessee and beyond.

"This one-of-a-kind store offers BNA passengers exceptional and elevated shopping that is typically not found in travel retail. We look forward to bringing other exciting brands to BNA travelers over the course of 2020 as we work with our joint venture partners, Fraport, and the Airport to change the travel retail experience for the millions of passengers who fly through BNA annually," said Stellar Vice President of Business Development Yasmin Sheriff.

Stellar plans to open additional stores at Nashville International Airport later this year, including **Patricia Nash** and **District News** this summer, and **West End News** and **James Avery Artisan Jewelry** before fall.

**EMPLOYMENT OPPORTUNITIES**


**\*NEW\***  
**MARKETING CLERK**

Essence Corp has an immediate opening for a Marketing Clerk.

The ideal candidate has proven abilities working in a fast-paced, results driven environment with strong organization/prioritization skills, a keen attention to detail and possesses fluency in both written and oral English and Spanish.

This individual will be responsible for inventory & purchasing (creating new references, preparing purchase orders, following through to delivery and launch on markets), updating of price lists and databases, updating of launch calendar and creation of Digital Outreach calendars for Key Retailers, communication of merchandising guidelines to Commercial & Training teams and ordering/coordination of visuals.

Proficiency in Microsoft Excel, Outlook and PowerPoint required. Interested candidates may apply via email to

[LWade@Essence-Corp.com](mailto:LWade@Essence-Corp.com)

**ACCOUNT EXECUTIVE**

Essence Corp. has an immediate opening for an **Account Executive**.

The ideal candidate must have 2 years of retail sales experience preferably within the luxury brand industry.

Willing to travel 50% to 60% of the time.

Strong communication and presentation skills.

Team player with the ability to motivate sales.

Must be organized, detail oriented, and possess strong analytical skills.

This individual will be responsible for counters, beauty advisors, sell-outs and in store events and promotions. Coordinate the organization of travel schedule in conjunction with Area Managers.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications.

Fluent in English and Spanish both written and oral.

Interested candidates may apply via email to

[LWade@Essence-Corp.com](mailto:LWade@Essence-Corp.com)

**ACCOUNT MANAGER**

This role will oversee a defined territory in the Caribbean with quantitative and qualitative objectives to ensure the success of our brands.

The position reports directly to the Sales Director.

The ideal candidate should be fluent in English & Spanish (French is a plus) with an advanced level of Excel skills.

Must possess strong organizational skills, self-driven, team player, and the ability to multi-task in a very fast paced environment.

Interested candidates may apply via email to

[LWade@Essence-Corp.com](mailto:LWade@Essence-Corp.com)

## Halewood Wine & Spirits to exhibit in Orlando in own stand for first time



*Halewood is focused on its top-rated Whitley Neill Handcrafted Dry Gins in global travel retail.*

Halewood Wines & Spirits is exhibiting at its own stand at the 2020 Duty Free & Travel Retail Summit of the Americas as it works to raise its profile in the region.

The company, which is the largest independent alcoholic drinks manufacturer in the UK, exhibited under the umbrella of its American distribution agent Haleybrooke International in 2018 and 2019. This year Halewood will showcase its spirit brands at its own booth 507.

Halewood has focused on Whitley Neill Handcrafted Dry Gin and its flavored variants in global travel retail over the past few years with the award-winning gin now listed with most of the biggest travel retailers worldwide.

The Americas region remains a core target, says Simon Roffe, Managing Director Global Travel Retail.

“Whitley Neill Gin is already listed in key US gateway airport location, including New York JFK and Washington with Los Angeles and San Francisco due to come online soon, and the response from travelers has been fantastic. We have committed to additional promotions and activations with our existing US operators to drive the in-store visibility of the brand,” he says.

“We are following the success of this brand in the Americas with a powerful marketing drive in support of some of our other premium spirits such as Crabbie’s Yardhead Scotch, Dead Man’s Fingers rums and Peaky Blinders whiskey. All of these lend themselves to colorful themed activations so you can expect some excitement with those brands in the next year. The brands are being rolled out simultaneously in the domestic markets in North and Central America and we hope the success of one will fuel the drive of the other.”

The company has also announced wider business agreements with Lagardère, King Power, DFS and Lotte as it expands its footprint globally in 2020.

For more information contact [simon.roffe@halewood-int.com](mailto:simon.roffe@halewood-int.com).



**Retail Manager /Account Executive  
for North America - Southeast region**

Shiseido Miami office is looking for a Retail Manager, based in Miami. Ideal candidate will have a minimum of 2-3 years experience in the Travel Retail luxury goods market.

Responsibilities include developing sell-out figures for its cosmetics and perfume brands through supervision of salespeople, implementation of the brands’ merchandising and promotion guidelines.

Experience in retail sales is a plus.

Must be able to travel 40 to 50% of the time.

Applicants please send resumes to:  
[gcamplani@sac.shiseido.com](mailto:gcamplani@sac.shiseido.com)