

## WEBB Banks hosts 300+ spirits executives at inaugural Caribbean Distributor & Supplier conference in Puerto Rico

More than 300 spirits industry people gathered in San Juan, Puerto Rico from June 12-15 to attend a conference specially designed for companies in the Caribbean.

Hosted and organized by Miami based WEBB Banks and its sister company, WB Canna & Wellness, the conference welcomed representatives of more than 25 of its supplier brands and more than 60 distributors and key accounts to an extremely worthwhile 3-day event at the San Juan Sheraton.

WEBB Banks CEO Andy Consuegra tells *TMI* that after a tough few years the goal of the event was to connect and reconnect after the disruption caused by the COVID-19 pandemic, especially because relationships are the foundation of this business.

WEBB Banks also wanted to celebrate the industry's resiliency to overcome the crisis. He chose to hold it in San Juan as a way of giving back to the region.

"We do not feel that the current industry gatherings, including the IAADFS' Summit, were serving our needs. So we are bringing everyone together here, to examine trends, share best practices, and showcase our brands," Consuegra said.

A centerpiece of the event was a morning conference on June 13 that examined the drivers for success and recognized the company's collaborations and partnerships. The speakers also took a deep dive into understanding industry trends that have occurred since the pandemic.

### Top speakers see bright future

Presenting an excellent overview of the Caribbean marketplace, **Dr. Michael Cheng**, Dean of Florida International University's Chaplin School of Hospitality and Tourism Management, discussed The Future of Tourism in the Caribbean, highlighting data and opportunities that would be most

relevant to conducting business in the region.

Renowned Wine & Spirits consultant **Michel Recalt**, formerly CMO at Bacardi and Global Director of Marketing and Brand Strategy at Moet Hennessy, presented a fascinating assessment of trends in wines and spirits today. (ie. 50% of all premium wine is now bought by women.)

**Chris Hetherington**, currently CEO of CBD company Peels and a National Football League player for 14 years, inspired the audience with his stories about dedication and perseverance.

Achieving success as an experienced executive, board member, entrepreneur, consultant, and investor, Hetherington cited the lessons learned from his mentor, Coach Bill Belichick of the New England Patriots, whose mantras were "do your job," and "put team first."

**Jim Clerkin**, whose career reads like a Who's Who of the Spirits industry, ranging from senior positions at Guinness, to Allied Domecq, to Jim Beam to CEO and President of Moët Hennessy USA, enthralled the audience with his entertaining tales of climbing the corporate ladder. Currently CEO of his own company, Demeter & Co., and Chairman of the Board of ReserveBar, he also spoke of the potential of new trends, such as cannabis.

External Affairs consultant **William Bullard**, OBE, a former SVP of Corporate Affairs for Diageo in LATAM and the Caribbean, presented a look at tariffs and creating conditions to minimize taxation and make sure taxes are applied logically, as well as the importance of stakeholder engagement and community involvement.

In line with WB Canna's CBD and wellness focus, **Dr. Alexandre Rebelo-Marques**, a world renowned specialist in sports medicine, spoke about the importance of hydration, while the very popular **Dr. Jaime Claudio Villamil**, a doctor, professor and TV, Radio and Newspaper medical news analyst who is a strong proponent of the value of cannabis in medicine, spoke about wellness and beyond.

Following the morning conference, suppliers and distributors attended breakout sessions—Consuegra reported that more than 500 separate meetings had been planned to take place between Monday and Wednesday. The eleven wellness and CBD brands represented by WB Canna & Wellness held a mini-trade show that attracted great attention.

Dinner on Monday evening was billed as a "San Juan Dine Around," with small groups sent to restaurants throughout the city.

"We wanted to involve as many venues as we could, especially after the hardship of the last few years," explained Consuegra.

*TMI* will cover more news from the WEBB Banks event in a later issue.



WEBB Banks CEO Andy Consuegra kicked off a fascinating morning of presentations at the inaugural Supplier & Distributor Conference held in San Juan last week.



### Nigel Keal elected to steer ETRC in crucial year

Nigel Keal was unanimously elected president of the European Travel Retail Confederation (ETRC) at the Annual General Meeting (AGM) on June 14 in Paris. Keal has served on the Supervisory Board of ETRC since 2010, the Managing Board since 2017 and as President from June 2019 to January 2022 when he initially stepped down due to other commitments until his re-election last week.

This was the first in-person AGM for ETRC since January 2020. More than 50 representatives from corporate membership and national and regional associations of ETRC gathered for the meeting, where the Sustainability of Duty Free and Travel Retail was the common theme of the day.

## FDFA and Canadian Border Communities call for government to drop ArriveCan App and vaccine requirements

Frontier Duty Free Association Executive Director Barbara Barrett joined Canadian border community mayors, along with Member of Parliament Richard Cannings, to call on Canada's federal government to eliminate the ArriveCan App and end vaccine requirements for the land border.

On June 14, Canada issued a new vaccine mandate that eliminated the vaccination requirement to board a plane or a train in Canada. However, the new mandate still retained current border measures, including the existing vaccination requirement for most foreign nationals to enter Canada, and quarantine and testing requirements for Canadians who have not received their primary vaccine series, remain in effect.

The new mandate also still requires vaccination against COVID-19 for passengers and crew on cruise ships.

The announcement means that unvaccinated Canadians can fly with strangers but cannot cross the

border in their own vehicle with their own families, commented the FDFA.

According to the FDFA statement issued on June 15, the new vaccine mandate travel announcement by the Federal Ministers makes clear that the federal government does not understand border communities and border businesses.

"The tourism industry accounts for \$105 billion dollars in Canada, and 40,000 jobs are directly related to tourism here in Niagara," said Jim Diodati, Mayor of Niagara Falls. "We supported the federal government restrictions for years because it was the right thing to do. The science is now telling us that these restrictions at the border are no longer serving us. The restrictions are no longer helping us."

"Our border businesses are not being allowed to recover. We are still 50% down from pre-pandemic sales and this is directly related to the ArriveCan App and vaccination requirements at the land border,"



FDFA Executive Director Barbara Barrett, center, participating in a session calling on Canada's Federal Government to eliminate the ArriveCan App and vaccination requirements at the Land Border.

said Barbara Barrett, Executive Director of the Frontier Duty Free Association.

"We know that these restrictive measures are hurting Canadian businesses more than they are helping keep Canadians safe," she said.

"Every border mayor can tell you horror stories about the border and the inconsistencies of the

border measures," said Mike Bradley, Mayor of Sarnia. "It's arbitrary, we took the required steps at the start of the pandemic, but we're being punished."

Border business representatives are calling on the government to eliminate the inconsistent approach that has decimated border communities and businesses for over

## Caribbean tourism bounces back

*Hoteliers throughout the region have an optimistic outlook for what the future holds*

Caribbean tourism officials report a strong rebound in visitor arrivals, with some destinations approaching or exceeding record visitor arrival numbers.

Officials cite a range of factors for the rebound, including pent-up traveler demand, the elimination or significant reduction in travel restrictions, the return of airlift, and attractive deals and packages being offered by hotels.

Caribbean Hotel and Tourism Association (CHTA) President Nicola Madden-Greig applauded the region's tourism, health and government leaders for their work over the past two years to position the region's largest industry, tourism, to recover from the pandemic.

The World Travel and Tourism Council at its global summit in Manila, recognized the Caribbean and Latin America as leading the global tourism recovery.

On average, hotels and resorts in the Caribbean will approach close to 80% of their record pre-pandemic performance this year, with some destinations setting all-time records, said Madden-Greig.

Cruise ships are returning, which is especially important to attractions, transportation providers such as independent taxis, and small- and medium-sized vendors.

In addition, investment in new and upgraded hotels and resorts has not slowed.

"These are all great indicators which point to traveler confidence and demand for the Caribbean," said Madden-Greig.

CHTA's Acting CEO and Director General Vanessa Ledesma points to data from Forward-Keys, that highlights the strong interest in the region for summer and fall travel.

"This is reflective of the travelers' mindset with the accessibility of the region, brand identity and management of the pandemic being key elements that are driving demand," she stated.

*ForwardKeys, CHTA's data partner, recently reported that the Caribbean and Latin America are leading the summer outlook in terms of the return of leisure travel*, noting that five destinations – Aruba, Jamaica, Dominican Republic, Mexico and The Bahamas – are among the "most resilient" based on confirmed arrivals for the summer.

Developer confidence is also evident in STR's most current pipeline report, with close to 30,000 rooms in development or under construction over the next five years.



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### New Challenges?

Madden-Greig pointed to new challenges facing the industry, as inflation is resulting in higher operating and travel costs and the uncertainty in Eastern Europe impacts travel.

"While the cost of travel increases worldwide due to these and other factors, we will continue to focus on providing value and exceptional traveler experiences," stated the CHTA leader.

"This is particularly important in our highly competitive global marketplace. Despite these challenges, we anticipate over the coming weeks and months to see a proliferation of deals and special offers by the industry to continue to appeal to travelers' desire to come to the Caribbean."

## Newest Hudson Nonstop store at BNA highlights expansive F&B portfolio in a checkout-free environment powered by Amazon

Hudson has opened its newest Hudson Nonstop store, its first Southeast location for the concept powered by Amazon's Just Walk Out technology, at Nashville International (BNA).

Different from Hudson's two other Hudson Nonstop stores, this location – occupying just over 1,000 square feet of concession space --exclusively offers food and beverage products so that travelers can explore Hudson's expansive grab and go portfolio. This includes a wide selection of sandwiches, salads, and snacks in addition to famous local offerings like Jack Daniel's sauces and Moon Pies.

To shop Hudson Nonstop, travelers enter the store by swiping their credit card or hovering their palm over an Amazon One device –identify, and pay. Once they finish shopping, travelers are charged for the food and beverage products they take after leaving the store.

"We are continuing to see strong momentum with the growth of our grab and go business," said Evan Schut, SVP of Food & Beverage of Hudson.

"This new Hudson Nonstop format is designed to make it easier than ever for travelers to get the best food and beverage products, while still providing them with the same quick and frictionless experience that Hudson Nonstop is known for," he added.

Hudson and its Airport Concessions Disadvantaged Business Enterprise (ACDBE) Partners Nashville Nails by Na'Sah's Inc., Olympic Supply, Inc. d/b/a Onsite News, and U-Kno, Inc. have been operating in BNA since 2006, providing travelers visiting the "Music City" with best-in-class shopping experiences – including Hudson's inaugural Evolve format and experiential Brookstone destination.



## Dufry extends loyalty program to Hudson stores across North America

Dufry has extended the reach of its respected loyalty program, [Red By Dufry](#), rolling it out to its Hudson stores.

Now accepted in both Hudson's travel convenience and duty free stores in North America, as well as in over 50 countries globally where Dufry operates, Red By Dufry is an all-encompassing loyalty program designed to give back to its most devoted travelers before, during, and after they travel.

Travelers who join Red By Dufry receive benefits and privileges including members-only discounts, a special birthday reward, perks from leading brand partners, and pre-ordering through [Reserve & Collect](#), where available, which can all be accessed via a mobile app.

"The loyalty we have with our

travelers has always been a critical part of who Hudson is, and so we are thrilled to provide them with even more value, choice, and ways to engage with us," said Jordi MartinConsegra, Chief Executive Officer of Hudson.

"With the introduction of our Red By Dufry loyalty program, we are giving travelers yet another reason to shop at our stores while finding new opportunities to deliver our Traveler's Best Friend experience, no matter where they travel."

All new members instantly obtain Silver status, receiving 5% off every purchase\* (some exceptions apply) no matter how often they shop or how much they spend. The more points a member accumulates, the faster they are able to reach higher discounts –7% off for Gold members and 10% off for Platinum members.

The program also offers savings on car rentals from Avis and SIXT and additional Red By Dufry points when booking hotels on HotelsCombined.



\*Discount excludes magazines, newspapers, alcohol, and tobacco, as well as Apple, Beats, and Bose electronics. May not be combined with other promotions or offers.

### INTERNATIONAL

Dufry wins a 4-year contract extension at Kuwait Internat'l Airport

Dufry has extended its current contract to operate the two duty free stores in Terminal 1 at Kuwait International Airport by a further four years.

The airport, which is managed by the Kuwait Directorate General of Civil Aviation (DGCA), handles over 4 million passengers annually and is the gateway to the State of Kuwait.

As part of the new contract extension, which will run through to 2026, Dufry will completely refurbish its existing stores occupying a total retail space of 384 sqm, which it operates in partnership with That-Es Salasil.

### Gebr. Heinemann wins tender for Düsseldorf Airport

Gebr. Heinemann has been awarded the duty free concession contract at Düsseldorf Airport, Germany's fourth largest airport.

The contract covers four duty free & travel retail shops across all three terminals, with a total of around 4,000 square meters of shopping area, and begins in January 2023.

Gebr. Heinemann will take over management of a concession it previously ran for 20 years until it was won by Dufry in 2012.

The shop design reflects the three cornerstones of a localized approach, sustainability and flexibility. The shop design and sustainability concept, combined with its willingness to invest, were decisive factors in winning the tender, said Gebr. Heinemann in a statement.



## Shiseido honors the vision of its founders as it looks ahead to the next 150

The year 2022 marks the 150<sup>th</sup> anniversary of Shiseido's founding. Bringing health and happiness to people through beauty has always been at the heart of Shiseido's existence since its inception – a purpose that is exemplified today by its corporate mission: *Beauty Innovations for a Better World*.

As Shiseido looks ahead to the next 150 years, it is recognizing its heritage with the release of a short film about its founder Arinobu Fukuhara and his son, Shinzo Fukuhara.

Entitled 'From Dreams Comes Innovation', the film recounts Shiseido's origin in 1872 as the first Western-style pharmacy in Ginza, Tokyo and its growth into the global beauty business it is now.

Inspired by Western pharmacology, Arinobu believed in providing good quality and affordable medicine to improve people's health and wellness, while his son Shinzo laid the foundation of Shiseido's global beauty business by creating art- and lifestyle-inspired cosmetics

that enriched people's lives.

Through their innovation, the Fukuharas transformed their vision of health, happiness, and beauty for all into a reality – a commitment that will carry on guiding Shiseido as it shapes a new future.

Philippe Lesné, President & CEO, Shiseido Travel Retail, commented: "Throughout our history, Shiseido has responded to societal challenges and consumers' evolving needs with innovations that inspire and improve people's lives.

"Today, the pioneering spirit and resilience embodied by our founders continue to drive our organization and travel retail businesses around the globe.

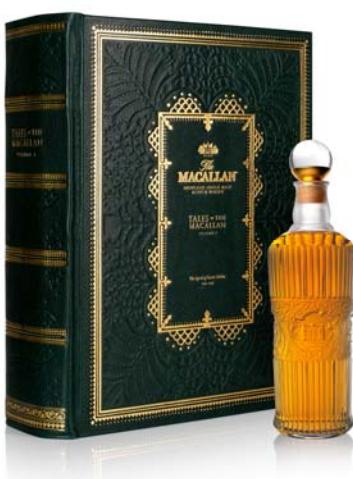
"As we mark a new beginning in our 150<sup>th</sup> year, we commit to embracing the possibilities and opportunities of a post-pandemic world with the same spirit of



Philippe Lesné, President & CEO, Shiseido Travel Retail

entrepreneurship and creativity that defined our origins.

"With the support of our people and our partners, we look forward to commemorating many more milestones and 'firsts' in 2022 and beyond."



Tales of The Macallan Volume I in its etched Lalique crystal decanter has launched in select Global Travel Retail locations.

Edrington has debuted Tales of The Macallan Volume I in Global Travel Retail. Available at The Macallan Boutiques and select shop-in-shops, Tales of The Macallan Volume I is the first edition in a series of single malt whiskies which tells the story of The Macallan pioneers and their whisky-making legacy.

Tales of The Macallan Volume I, The Laird of Easter Elchies (1659 - 1715) is an homage to Captain John Grant, who in 1700 realized the potential of Easter Elchies Estate, the site of The Macallan Distillery since 1824. His story reflects The Macallan's heritage, craftsmanship and pursuit of uncompromised excellence for nearly 200 years, says the company.

Tales of The Macallan Volume I was distilled in 1950 and bottled in 2021.

Jeremy Speirs, Regional Managing Director for Edrington Global Travel Retail commented: "Bringing to life The Macallan's rich heritage is a key pillar of our storytelling in Global Travel Retail. The Tales of The Macallan series adds a new dimension to this, shining a light on some of the extraordinary individuals who have shaped the brand.

"Combining incredible liquid with beautiful packaging, the first bottling in this series will act as a real draw for global whisky connoisseurs visiting select locations in global travel retail."

Encased in a handcrafted Lalique crystal decanter, the bottle is concealed within an almanac book, with each chapter telling the story of John Grant with illustrations by Andrew Davidson.

The Lalique crystal decanter is etched with one of Davidson's illustrations. Traditional London-based bookbinders, Shepherds, Sangorski & Sutcliffe and Zehnsdorf, created the unique book, hand-crafted using leather and 24ct gold leaf, to conceal the decanter within its pages, and artisan printer, Imprimerie du Marais in Paris, printed each individual page.

An animation featuring some of Davidson's illustrations and set to an original piece of music composed by Nicola Benedetti has been created to bring to life the story of John Grant.

Limited to 350 decanters worldwide, Tales of The Macallan Volume I has an RRSP of \$80,000 / £60,000 / €65,000 and is in Global Travel Retail at The Macallan Boutiques and select shop-in-shops.

## Invivo and MONARQ Group announce distribution partnership for Sarah Jessica Parker-blended wines



### SIP WITH SJP

Invivo and MONARQ Group have signed a distribution deal to bring Invivo's wine collaboration with **Sarah Jessica Parker** "Invivo X, SJP" into the markets of Latin America, Mexico and the Caribbean.

Since launching in New York in September 2019, the Invivo X, SJP's wine collection – featuring a New Zealand Sauvignon Blanc and a French Rosé – has become an instant hit worldwide, clocking up more than 55 accolades including 15 Gold medals, reports the company.

The Invivo X, SJP Sauvignon Blanc has been awarded three 90+ point ratings from *Wine Spectator* for its first three vintages and was included in its "Top 100 wines" in 2020.

The collaboration between Invivo and Sarah Jessica Parker is proving to be a successful long-term partnership, with SJP tasting and blending the new vintages of

each wine every year with Invivo.

The 'X' on the wine label represents Sarah Jessica Parker's signature Instagram sign-off "X, SJ" in addition to the collaboration between Invivo and Sarah Jessica Parker, and was hand-painted by Sarah Jessica herself.

The colorways of each of the wines in the Invivo X, SJP collection are matched to a colorway in her shoe collection, SJP Collection.

Tim Lightbourne, Invivo co-founder, comments: "The Invivo team is very excited to be working with the MONARQ team to launch the Invivo X, SJP wine collection in Latin America, Mexico and the Caribbean. Our goal is for customers to purchase the wine because they're interested in Sarah Jessica's collaboration, and then return to it because of the wine's quality; we can't wait to hear what our new customers think of the wines."

Robert de Monchy, founder and Managing Director of MONARQ



Group, added: "We are proud to team up with likeminded Invivo & Co to represent the multi award-winning Invivo X, SJP New Zealand Sauvignon Blanc and Provence Rosé wines in our part of the world. We love the concept of these incredible wines in their great looking bottles. We are looking forward to working with the Invivo team to achieve our mutual expectations."

Invivo was first established in 2008 by Kiwi wine entrepreneurs and old school friends Tim and Rob, and the pair teamed up with Sarah Jessica to launch Invivo X, SJP in 2019. Now available in 16 countries, Invivo X, SJP has won more than 55 accolades since launch.

Invivo recently launched 'Invivo Air', the world's first winery airline, and in 2021 became the first New Zealand wine company to launch a collection of sell-out NFTs.

## Duty Free Dynamics adds yoga brand Manduka to its portfolio



Duty Free Dynamics (DFD) is introducing the Manduka brand of yoga mats, clothing and accessories to its lifestyle portfolio, for distribution through the travel retail channel worldwide.

Manduka creates high performance yoga mats, yoga towels, bags, props, and men's and women's fitness apparel that are responsibly sourced and minimize environmental waste.

This concept evolved into a wide range of innovative yoga products for many different practices and preferences, designed by yogis and built with precision. DFD says that the brand is used by yoga teachers worldwide.

Duty Free Dynamics is a leading one-stop partner for global brands within the Travel Retail channel worldwide, providing business models and services that add value to brands and retail operators alike. DFD is proud to represent Manduka throughout the global Travel Retail landscape.

To learn more, please contact Tatiana Pinto, at [tatiana.pinto@dfydynamics.com](mailto:tatiana.pinto@dfydynamics.com)

## Kylie Cosmetics just landed in Duty Free Americas @ MIA

Kylie Cosmetics has just launched the first-ever USA Duty Free animation in Miami International Airport, in North Terminal D with Duty Free Americas.

The launch features an experiential open façade that reveals an inviting environment in which to discover the brand's Kylie Cosmetics and Kylie Skin collections, says DFA.

Starting as an online brand in late 2015 with three liquid lipsticks and lip liners, Jenner opened her first pop-up shop in Los Angeles a year later, and according to WWD the brand had earned \$420 million in its first 18 months in business.

Jenner launched Kylie Skin in 2019 and in November 2019 sold a 51% majority stake to Coty in a deal reportedly valued at \$1.2 billion.

Last July, Kylie Cosmetics relaunched with new vegan formulas and is now positioned as clean, vegan, gluten and parabens-free.



## EMPLOYMENT OPPORTUNITIES

**MONARQ Group**

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

to join our commercial team to manage the sales and promotions of our portfolio of Spirits, Wines and Beer in selected Central America and Caribbean markets. The successful candidate will work closely with colleagues throughout the different office locations as well as our distributors to inspire and motivate their teams to execute marketing strategies and increase sales.

**Responsibilities:**

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

**Qualifications required:**

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

**About Us:**

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

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

MONARQ is an equal opportunity employer.

To apply for this position, please go to LinkedIn <https://www.linkedin.com/company/monarq-drinks-distribution-marketing-group> or send your resume to [careers@monarqgroup.com](mailto:careers@monarqgroup.com)



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Working with marketing to plan and executing visual merchandising initiatives; training and working with sales staff; monthly sales reporting and analysis; forecasting; maintaining promotion calendar including store level events; assist field in opening of new doors, etc.

**Minimum Qualifications:**

- bachelor's degree in business or related field
- Minimum 2 years' experience in a TR sales position
- Ability to travel 50% of the time

**Required Skill Sets**

- Project Ownership; relentless attention to detail; speed in execution; passion for the brands; analytics; ability to organize and prioritize workload; excellent verbal and written communication, organizational, multi-tasking, attention to detail, and problem-solving skills. Also: Proficiency with Outlook; proficiency in Excel/PowerPoint/Word; Strong presentation skills; Fluent English & Spanish written and spoken; Ability to travel.

**Salary:**

- Pay commensurate with skill set and relevant experience level.

**- Job Type: Full-time****Benefits: Full scope of excellent benefits**

Please send resumes to:

Rosane Garcia at  
[Rosane@tairo.com](mailto:Rosane@tairo.com)

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

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

**REQUIREMENTS:**

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

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