



ASUTIL endorses new Mercosur border shopping resolution but criticizes list of excluded products

Latin America's travel retail industry was greeted with mixed news at year's end as industry executives attempted to decipher the latest decrees from the Mercosur trading bloc, published just before the Southern Hemisphere summer recess on Dec. 16.

The decree, which harmonizes the regulations on duty free shops on the borders of all the Mercosur countries, also imposes limitations on a variety of products, including tobacco.

In addition, the decree was "established by the governments without prior consultation to the agents of the sector as well as the representative associations including ASUTIL," noted ASUTIL Secretary General Jose Luis Donagaray in his comment to the industry.

Speaking with *TMI*, Donagaray said: "We are pleased to see in principle the publication of the new resolution (Mercosur/GMC/Res. No. 64/18) on 16th December, which is a very important first step in recognizing land border shops throughout all Mercosur countries. This new resolution is designed to harmonize land border duty free regulations throughout the region and for the first time allows each member state to authorize the opening of duty free stores on land borders.

"In theory all countries will now operate using the same rules and we will have a level playing field for all," he said.

However, Donagaray said that the resolution includes a list of products that will be excluded from sale in border shops and that the list was drawn up without consultation with interested parties, two disappointing factors.

ASUTIL will coordinate a Board Meeting during the next days to further evaluate the resolution and formulate a response to the official entities, he says: "I have already been talking to Gustavo Fagundes and Enrique Urioste (Asutil President and Vice President) and we will be holding calls and meetings with our members to decide the course of action that we will take."

ASUTIL is concerned that tobacco products are included on the list of products not eligible for sale and the Association will seek clarification.

"Tobacco sales do not constitute a very large part of sales in Uruguayan border shops at the moment, but we are worried about the precedent of including one of the traditional industry categories in this list," said Donagaray.

TMI understands that tobacco was added to the list by the Uruguayan Mercosur delegation,

which has been especially active in anti-tobacco measures over the years.

Donagaray says that ASUTIL will seek clarification on a number of other items, as well. The 'basic consumer basket', for example, has differing meanings and definitions in different countries.

"We need to know exactly what is allowed and what will be prohibited. The term 'large electronic appliances' is also very vague – no one is really sure if we are talking about air conditioning units, large refrigerators, industrial cookers or 50-inch TV monitors.

"Textiles and sports clothing are growing categories in our region and are an important source of revenue to our operator members – the reference to textiles in the list of banned products is not very clear and needs to be clearly defined. In summary, there are several products in the list that are sold in duty free shops throughout the world and we will be active to allow our members to be able to sell them in their border stores in Latin America."

The new Mercosur resolution is due to be incorporated into the legal systems of each individual member state by May 1, 2019.

By John Gallagher
See list of restricted products below.

HUDSON NAMES NEW CEO AS DiDOMIZIO LEAVES COMPANY

Hudson Group has named Roger Fordyce as its new Chief Executive Officer, effective January 8. He replaces Joseph DiDomizio who is leaving the Dufry-owned company to pursue other interests, the company said in a statement.

DiDomizio was a key executive in expanding the footprint of the Company and successfully led Hudson Group to become a listed company on the New York Stock Exchange.

DiDomizio will also leave the Board of Directors of the company.

Fordyce joined Hudson Group 30 years ago and served as Executive Vice President and Chief Operating Officer of Hudson Group until his appointment as CEO. While EVP and COO he was responsible for the day-to-day general management of the company. Prior to joining Hudson, Fordyce held positions as manager at Dobbs/Aeroplex, WH Smith, and Greenman Bros.

On Jan. 10, Hudson announced the approval of a Shareholder Written Resolution that appoints Roger Fordyce to succeed Joseph DiDomizio as a Class III Director of the Company until the Company's 2021 annual general meeting or until his office shall otherwise be vacated pursuant to the Company's by-laws.



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The list of prohibited products is as follows

1. Means of transport and spare parts; oils and fuels.
2. Products of the 'basic consumer basket' of the border populations (including animal products and vegetables).
3. Live animals and plants.
4. Weapons and ammunition.
5. Tobacco products including cigarettes.
6. Agricultural, industrial, commercial and service machinery.
7. Large electronic appliances.
8. Civil construction materials, including electrical materials and their parts, hydraulic and sanitary.
9. Tires.
10. Textiles and yarns and footwear (except sports shoes and flip flops).
11. Any product subject to anti-dumping duties in a Mercosur member state

Global TR contact: Zack Boiko, zboiko@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us

MIA to close terminal over weekend in response to Federal government shutdown

TRAVEL TIPS

Our travel tips will help you get through the airport and on to your destination as quickly as possible. Remember to plan ahead and arrive two hours prior to your domestic flight or three hours prior to your international flight.



CHECK-IN ONLINE

Visit your airline's website ahead of time to check-in and verify your flight details.



TRAVEL SMART

The MIA Airport Official app provides real-time flight information, an interactive map with estimated walk times, and Mobile Passport Control for eligible passengers.



FASHION DO'S & DON'TS

To get through the security checkpoint faster, wear easily removable shoes, socks to avoid walking barefoot, and no accessories that resemble weapons!



ESSENTIAL ITEMS

Essential items or medications should be kept in your carry-on bag to avoid getting items from checked luggage, in case there is a flight delay. Keep in mind liquids and gels have a 3.4-oz. limit, and those items need to be packed in single, re-sealable quart-sized plastic bags.



TSA PRE✓®

The Concourse D-2 TSA checkpoint is available to TSA Pre✓® passengers flying American Airlines and other airlines using concourses D and E. TSA Pre✓® is also located at Concourse H for departure gates in concourses H or J.



PARKING

If you're in a hurry, valet parking is available at the Dolphin Garage and Flamingo Garage on the departure level.



STAY INFORMED

Follow us @iflyMIA for the latest travel updates.

The partial shutdown of the US Federal Government, now in its 22nd day, is having an impact on air travel in the nation. Workers have now missed their first paychecks.

Miami International Airport, "as a precautionary measure due to uncertainties created by the lapse in federal government funding," has instituted a number of "travel tips" to help passengers deal with changes at their security checkpoint and departure gate this weekend. Reportedly, mass sickouts by TSA officers, who are required to work without pay during this time, are double the normal number, and have led MIA officials to close Concourse G from 1 p.m. on Saturday. Flights that were previously scheduled to depart from G

on Saturday, Sunday and Monday will be relocated either to Concourse F or Concourse H.

MIA does not anticipate any significant impacts to flight schedules or the passenger experience from any gate changes, said the official airport statement, but the airport did issue a list of suggestions to make traveling through MIA easier at this time.

Overall, there are about 800,000 government workers working unpaid across the country, including air traffic controllers.

More than 24,000 FAA employees are working without pay, since their positions are considered vital for "life and safety," reports the *Washington Post*.

IATA reports solid but moderating passenger demand in November

The International Air Transport Association (IATA) announced healthy but moderating global passenger traffic results for November 2018, with total revenue passenger kilometers (RPKs) up by 6.2% compared to November 2017. This was a slight deceleration from 6.3% growth in October.

Load factor dipped 0.4 percentage point to 80.0%. It was only the third time in two years that load factor fell on a year-to-year basis.

"Traffic is solid. But there are clear signs that growth is moderating in line with the slowing global economy. We still expect 6% demand growth this year. But trade tensions, protective tariffs and Brexit are all uncertainties that overhang the industry," said Alexandre de Juniac, IATA's Director General and CEO.

International Passenger Markets

November international passenger demand rose 6.6% compared to November 2017, up from 6.2% in October. All regions showed growth, led by carriers in **Europe**, which saw demand increase to a nine-month high of 9.0%

North American airlines' traffic climbed 6.1%, in November, up from 5.7% in October and well ahead of the five-year average rate of 4.0%.

Latin American airlines' November traffic climbed 5.8% compared to November 2017, which was an increase from 5.2% growth recorded in October. Despite the increase, growth has slowed on a seasonally-adjusted basis.

Asia-Pacific airlines' November traffic climbed 6.0%, up from 5.7% growth in October.

Middle East carriers had a 2.8% demand increase, which was the lowest among the regions for a third consecutive month. **African airlines** experienced a 5.7% rise in demand compared to November 2017, down from 6.4% in October but higher than the five-year average of 5.8%.

Domestic travel demand rose 5.6% in November compared to the same month in 2017, its slowest pace in 11 months and down from 6.5% in October. All markets except Australia showed growth. India and the Russian Federation led with 13.3% growth and 13.8% growth respectively. **Brazil's** domestic traffic rose to a four-month high of 5.3% in November, against a fragile economic backdrop, said IATA.



Christine Martin, founder of ISPY, joins Ethos Farm

Christine Martin, founder of the Inflight Sales Person of the Year Awards (ISPY) and the ISPY Academy, has joined industry consultancy Ethos Farm as Director of Business Development.

Award-winning Ethos Farm offers staff engagement and training solutions to the global travel retail industry and beyond through its offices based in London and New York.

Christine Martin and the ISPY Awards changed the face of inflight duty free sales through the engagement, education and empowerment of cabin crew for more than 23 years.

The annual ISPY Conference and Awards became one of the key events in travel retail and was the only event where decision-makers and front-line crew engaged in open dialogue to learn from one another, benefit the customer experience and enhance inflight

sales performance.

In 2017, the ISPY brand evolved and expanded from its focus solely on inflight to include travel retail sales staff working in airport duty free & travel retail, border stores and cruise ships.

This extension of the brand coincided with ISPY successfully developing and launching the first online academy to offer industry-endorsed Best Practice Standards for Travel Retail Sales Professionals.

Ethos Farm, launched in 2017, is leading the way in workforce engagement through its training and technology offerings and is recognized as a main player for travel retail people strategies, education and innovation.

Sally Alington, CEO of Ethos Farm commented:

"It is both a privilege and an honor to welcome Christine to the Ethos Farm team. Her unrivalled



Christine Martin (left) and Sally Alington (right) join forces.

knowledge of travel retail training combined with our expertise in enhancing front line service delivery creates something unique. I am thrilled with how Ethos Farm has developed in the first 18 months, and the response we have had from the duty free and travel retail industry has been phenomenal. I know that with Christine joining our business we will continue to grow, innovate and ultimately do some amazing things together."

Christine Martin commented:

"For me this was the most natural decision to make. Ethos Farm's founder, Sally Alington and I have known each other for many years with a mutual respect for each other's professional enterprises.

"In fact, during the launch of the ISPY Academy in 2017, I engaged with Sally and the team at Ethos Farm for their expertise in e-learning and people development. I am hugely excited at what we can offer to the travel retail industry together."

New Mexico City Airport cancellation confirmed

The new Mexico City International Airport, which has been under construction at a greenfield site in Texcoco since 2014, has been cancelled, confirmed Mexican Communications and Transport Minister, Javier Jimenez Espriu, last week.

Mexico's President Andrés Manuel Lopez Obrador, who took office at the beginning of December, made a campaign promise to hold a public referendum on the new airport plan. More than 70% of the voters opposed the project after which Lopez Obrador announced the airport would be cancelled.

The Texcoco development will now be replaced by a combined project upgrading the current Benito Juarez International Airport, a new runway and terminal at the Santa Lucia military air base and a revival and reactivation of the privatized Toluca Airport. Industry analysts are still debating whether the current airport and Santa Lucia

can operate simultaneously.

The second runway at Santa Lucia is expected to be completed in 2021 and the Jimenez Espriu has stated that airport congestion in the Mexican capital will be significantly reduced when it is operational.

The official confirmation of the cancellation of the Texcoco project comes at the same time as the airport managers at Benito Juarez announce another year of record traffic figures. Last year 47.7 million (30.5m domestic – 17.2m international) passengers used the current airport, an increase of 6.6% on 2017.

An airport spokesman said that the number of operations increased by 0.3% to 451,000, with most of the growth coming from higher aircraft occupation and airlines using bigger aircraft. The government say that 3,000 million Mexican Pesos will be invested in airport and runway maintenance during 2019.

By John Gallagher



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Grenada reaches milestone half million tourist arrivals

Booming tourism helped Grenada reach a record half million stayover visitors in 2018, an historic milestone for the Caribbean's "Spice Island."

Growth was spread across key niche markets: the combined cruise, yachting and stay over arrivals for 2018 was 528,077, an increase of 12.90% over 2017.

Stay over arrivals rose by 9.97%, up from 146,375 to 160,970 visitors. Tourism officials especially

note the bumper Christmas season, with growth up by 17%.

The island's key source markets delivered double-digit growth. Canada recorded the highest growth rate in 2018 - up by 19.05% (14,586-17,364), followed by the USA at 12.38% (67,252-75,577). Non-traditional markets also delivered significant growth, with visitors from Latin America up 13.28% (1,265-1,433) and the

category representing all other parts of the world at 18.27% (2,934-3,470). Visitors from the Caribbean increased by 6.87% (27,127-28,990).

The USA maintains the top spot in market share for arrivals to the destination at 46.93% followed by the United Kingdom.

The yachting sector recorded double-digit growth of 10.82%, with visitor arrivals growing from

21,911 to 24,281, a direct result of 428 more yacht calls.

Cruise arrivals grew by 14.49% (299,449-342,826) due to calls by larger cruise ships.

The duty free offer on the island is keeping pace with the tourism growth. Rouge Duty Free opened 3,000 sq. feet of new retail space on the newly opened second level at Maurice Bishop International Airport.

Total passenger traffic rises 6.9% in Argentina, but growth slows from 2017

Passenger traffic at Argentina's airports reached 29.2m in 2018, up 6.9% over the previous year, reports EANA (Empresa Argentina de Navegación Aérea). Although the growth is in line with average growth over the last ten years, it shows a significant slowdown from the 15% increase in 2017.

Domestic traffic grew by 12.4% to 14.2m passengers, mainly as a result of the introduction of several low cost airlines and aggressive price promotions from the legacy carriers in a bid to maintain market share. International passenger traffic grew to 15m, up 2% compared to 2017, but significantly down on the 5.2% average annual growth during the last decade. Figures were especially poor in the second half of the year following the devaluation of the Argentine Peso in August.

The two Buenos Aires airports continue to be the two most important terminals in the country. Traffic at Aeroparque reached 13.36m passengers, a fall of 5%, mainly due to the transfer of regional flights to Chile, Brazil and Uruguay to Ezeiza. Passenger through-put at Ezeiza reached 11.2m, an increase of 10% over the previous year.

Cordoba (3.39m), Mendoza (2.03m) and Bariloche (1.56m) airports all performed strongly growing by 13%, 31% and 30% respectively.

By John Gallagher



Mariano, Maria and Teddy Taratuty thank contributors for the 2019 London Supply Foundation Golf Tournament donations.

London Supply Golf Tournament raises more than \$723,000 for charitable foundation

Argentine duty free operator London Supply announces that it has raised US\$ 723,357 for the company's charitable foundation from the company's 15th Annual Golf tournament. The event took place in the Uruguayan resort of Punta del Este on January 4, 2019.

This year the funds will be directed to a variety of causes, with most of the money destined to finance an ambitious nutritional program at the Barrio Primer de Mayo educational complex in Puerto Iguazu, benefitting 1,500 students who study there. The company also intends to support another 10 similar programs throughout Argentina.

Chevallier brings special industry understanding to new role

Dominique Chevallier, after 20 years in the TR industry including senior positions with Estée Lauder, is transitioning to Real Estate and has joined EWM Realty International, one of the leading agencies in the region, associated with both Berkshire Hathaway and Christie's International Real Estate. Chevallier is bringing her extensive experience and professionalism dealing with the luxury industry to her new role to meet all your Real Estate needs.


The services that Dominique can provide range from selling, buying and rentals to relocations and international referrals. Her very special skillset encompasses a deep understanding of the industry and its unique needs. Please call (305) 331-0248 for more information about how she can help you, or email her at chevallier.d@ewm.com

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Ryan Reynolds chosen as new face of Armani Code fragrance



Ryan Reynolds has been chosen as the new face of Giorgio Armani's Armani Code fragrances. The new Armani Code campaign starring the Canadian actor and producer will be released worldwide in February 2019.

The first campaign starring the actor will be dedicated to Armani Code Absolu, the new Armani Code fragrance. The film was directed by Reed Morano, Emmy Award winner for the series *The Handmaid's Tale*. The photography is by Matthew Brookes.

"With his status of modern male figure of self-fulfillment, Ryan

Reynolds perfectly embodies the modern sensuality of the Armani Code man: someone with charisma, authenticity, an effortless style, and the right dose of irony," said Mr. Giorgio Armani.

Originally introduced in 2004, Armani Code ranks in the top 10 of men's fragrances worldwide.

Reynolds, Golden Globe nominated star and producer of the 20th Century Fox record breaking film "Deadpool," is one of the most diverse leading actors across a range of varied genres. He also serves on the board of directors for the Michael J. Fox Foundation for Parkinson's Research

Sazerac partners with Casa San Matias to introduce Los Vecinos del Campo Mezcal

Sazerac is launching a new family of mezcals called Los Vecinos del Campo in close partnership with Casa San Matias and a group of mezcaleros in Oaxaca, Mexico.

These hand-crafted spirits are produced by 10 families in the Valles Centrales of Oaxaca who have been utilizing traditional methods to create agave spirits for generations. The name Los Vecinos del Campo is a nod to those families and their communities, as it translates to "Neighbors of the Field."

The Master *mezcaleros* use locally grown and hand-harvested agave and slow-roast the agave hearts, or *piñas*, underground to create the smoky-sweet artisanal mezcals. The *piñas* are crushed using a stone *molino*, then naturally fermented in wooden vats, and double distilled using copper pot stills.

Los Vecinos del Campo is releasing its 90 proof "Espadin" expression in several markets, while two other expressions, "Tobala" and "Ensamble No. 1," will be released in 2019.



The brand will be launching in duty free in January, says the company.

Los Vecinos Espadin has already received high accolades from expert panels including *Finalist* and *Great Value* awards at the 2018 Ultimate Spirits Challenge, receiving a score of 94/100 "Excellent, Highly Recommended." The new mezcal was also rated as 5/5 Stars- Highest Recommendation from *F. Paul Pacult's Spirit Journal*, June 2018, stating "This wonderful mezcal is the ideal marriage of unruly, wild mezcal and distilling sophistication."

Los Vecinos Espadin is available in 750ml bottles at a suggested retail price of \$34. For more information, visit www.losvecinosmezcal.com.

The Macallan "makes the call" with its first global brand advertising campaign

The Macallan has launched its first global advertising campaign across TV, cinema and digital channels. The campaign is designed to underpin the brand's luxury credentials.

The campaign cornerstone is a 90-second hero film, which brings to life the message Make The Call, created to illustrate the philosophy of The Macallan. According to Edrington, Make The Call "delivers a powerful statement of encouragement and confidence for those brave enough to spot the risks worth taking and follow them through to success."

The scotch company says this is exemplified with the brand's his-

tory of making big decisions, from its commitment to using exceptional oak casks to the creation of the innovative new Distillery and Visitor Experience.

Targeting key markets including the USA, Mexico, Taiwan, China and UK, the brand-focused campaign combines visual effects and CGI on the portrayal of a man yearning to achieve great things, making a bold decision which ultimately leads to a more fulfilling life.

In travel retail, Make the Call made its OOH debut at Dubai International Airport in December. Throughout the highest passenger traffic month of the year, the new



campaign was displayed across JC Decaux's High Profile Digital Signage platform in Terminals 1 and 3. With over 145 HD screens across three concourses the campaign was seen by an estimated 5.1 million passengers.

Suzy Smith, Managing Director, Edrington Global Travel Retail commented: "Travel retail is a strategically important channel for engaging with consumers so it is fitting that our new cam-

paign has made its OOH debut at Dubai Airport – an iconic location in global aviation.

We're confident that this campaign has reached a sizeable audience and played a role in convincing the next generation of The Macallan drinkers to 'Make The Call'."

Global creative agency J. Walter Thompson London created the new long-term integrated brand campaign.



Has the following positions available:

Regional Sales Director – Travel Retail North America

This position reports to the General Manager for the Americas and is responsible for all travel retail sales-related activities in the North-American region. Accountable for developing and executing business strategies to deliver sales objectives including sell-in and sell-out goals for the region; providing strategic solutions and input for key corporate initiatives; forecasts and implementation of action plans; management of Sales team.

Requirements: BA degree in Business Management or related field (MBA ideal); 4-5 years in sales position in the Cosmetics/Perfume industry.

Submit resumes

to: gcamplani@sac.shiseido.com or mrfernandez@sac.shiseido.com

Product Manager Cosmetics – The Americas Travel Retail & Local Markets Latin America (MIAMI-BASED)

Candidate reports to the Cosmetics Marketing Manager and will be responsible for the implementation of the marketing strategy of existing and new products and adherence to brand's guidelines. Will execute animation plans throughout the Americas region, assist with the development of marketing plans for assigned products/brand; oversee market research and analysis, promotions, and advertising.

Requirements: BA/BS degree; minimum 2-3 years working in operational and/or trade marketing with a known cosmetics brand. Must be fluent in English and Spanish.

Submit resumes

to: gcamplani@sac.shiseido.com or mrfernandez@sac.shiseido.com

International Trainer Fragrances – The Americas Travel Retail & Local Markets Latin America (MIAMI-BASED)

Position reports to the Training Manager for the Americas. Responsible for organizing and conducting training sessions/seminars and providing on-counter coaching throughout the region, reinforcing product and brand knowledge. Motivates sales force, beauty consultants, and counter managers and monitors. Acts as brand representative for PR events.

Requirements: 2-3 years of experience as a trainer in TR or in retail sales preferred; dynamic personality with impeccable communication skills in English and Spanish. Portuguese, a plus.

Submit resumes

to: gcamplani@sac.shiseido.com or mrfernandez@sac.shiseido.com

Associate Marketing Manager - Travel Retail & Open Sell / NARS Brand (NY-BASED)

Position will report to the VP NARS International Marketing & Business Development and will be key marketing contact in the NY office for Travel Retail (60%) and Open Sell (40%) channels in the EMEA and Asia regions (i.e. Sephora, Mecca in Australia, amongst others). Key responsibilities are to influence the marketing strategy, plan product and launch initiatives and ensure brand guidelines are followed. Responsible for managing and driving growth of the brand in partnership with the Travel Retail and the EMEA Local Markets teams. Lead cross functional efforts with global marketing, product development, visual merchandising, communications, education, and operations/sales administration teams to drive channel-specific initiatives, retailer exclusives, and supporting assets.

Requirements: BA/BS degree required; 2-3 years Travel Retail experience; Retail Marketing and International business experience, a plus; superior written and verbal communication skills; demonstrated leadership abilities and experience working with different cultures.

Submit resumes to: hcekovic@sac.shiseido.com

TEMP TO PERMANENT POSITIONS (MIAMI-BASED)

Marketing Assistant – provides operational and administrative support to Brand Manager with general day-to-day marketing duties; communicates with vendors, generates purchase orders, maintains supplier data base. Industry experience preferred.

Commercial Assistant/Order processing – reports to the Forecasting Manager; receives purchase orders to process and follows up with logistics team to ensure on-counter timely delivery of products; liaises with Marketing, Sales, and Logistics departments.

Submit resumes for Miami-based positions

to: gcamplani@sac.shiseido.com or mrfernandez@sac.shiseido.com



Breitling has an immediate opening for an
**Area Sales Manager
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The Area Sales Manager is responsible for the development and improvement of Breitling business in the region Caribbean /LATAM ensuring that sales, visibility, quality of services and quality of customer's relationship is in line with the company guidelines.

Key Responsibilities: Development of the Business and our Commercial Partnership:

- Reach the monthly budget by continuously monitoring account performance, tailoring account strategies & action plans, leading to maximizing retailers' sales.

Account Management:

- Maintain privileged contact with all clients in the market and ensure high levels of account satisfaction.
- Advice and plan the replenishment of watches with the retailers, ensuring optimal product mix / assortment policy.
- Monitor the stock as well as the sell-in/sell-out per POS and draw action plan to strengthen the sell-out.

Ideal Candidate:

- Position based in Miami office.
- Degree or equivalent experience
- Solid experience in wholesale of jewelry/watch or luxury goods brands.
- Strong communication and problem-solving skills.
- Excellent organizational skills.
- Proficiency with computer programs including MS Office Suite, Excel and Power Point
- Entrepreneurial spirit.
- Regional sales experience Caribbean/LATAM
- Ability to travel 40-50%
- Bi-lingual English/Spanish

Interested applicants email resume to: info@breitling.bs