

CCR Aeroportos signs contract with Cellshop for duty free operation at Foz do Iguaçu International Airport

CCR Aeroportos, the company that manages the Foz do Iguaçu International Airport, has signed a partnership with Cellshop Duty Free, the largest land border store in Brazil, for opening a Duty Free Shop at the airport.

The store, which will cover nearly 800 square meters of space, will be located in the domestic departure and is expected to start operating in early 2023. In addition to this main store, there will be a second unit, closer to the boarding gates, with fast-moving consumer goods such as chocolates and snacks, and with some best sellers from the main store.

"The partnership with Cellshop Duty Free takes the retail offer at Foz de Iguaçu Airport to a whole new level, providing passengers with a tax-free shopping experience and quality services in a safe environment," says **Monique**

Henriques, Executive Retail Manager at CCR Aeroportos.

According to Henriques, the expansion of the Airport's retail is part of the process of expanding the product and service options in all airports managed by the company. "Many tourists who cross the border to shop in Paraguay, and also in Argentina, will now have the convenience to buy inside the airport, with super competitive prices," she says.

The Cellshop Duty Free store will carry a broad assortment, including beverages, perfumes, cosmetics, food, electronics, accessories, clothes, and toys, with national and international brands.

Passengers will be able to buy tax-free, and use the \$500 allowance per CPF (individual taxpayer number), every 30 days. The store will also accept several payment methods, such as pix, credit and debit cards, and also cash (Brazilian Real and other currencies).

"We are proud to be part of the triple frontier, a land of unparalleled natural wonders and with a tourist potential that grows exponentially. This is directly reflected in this new Cellshop Duty Free project with CCR Aeroportos, in which we will give tourists another opportunity to live an intrinsic experience of that land border, which is the shopping tourism," comments **Jorbel Griebeler**, founder and president of **Cellshop Importados Paraguay** and **Cellshop Duty Free**.

Foz do Iguaçu International Airport (IGU) is the gateway to a region with world-renowned attractions, such as the Cataratas, in addition to being the main South American border in population and people traffic. Having a duty free shop brings to the airport a complement to the border tourism.

"This novelty will be transformational for the tourist experience in Foz do Iguaçu," said Henriques.



About CCR Aeroportos

CCR Aeroportos, a Grupo CCR business, operates 20 airports worldwide, with a presence in four countries and nine Brazilian states. With the recent expansion, the company has consolidated its position as one of the largest operators of airports in Brazil. In all, it manages 17 Brazilian airports: São Luís and Imperatriz, in Maranhão; Palmas, in Tocantins; Teresina, in Piauí; Petrolina, in Pernambuco; Goiânia, in Goiás; Belo Horizonte International Airport, through BH Airport, and Pampulha Airport, in Minas Gerais; Curitiba, Bacacheri, Londrina, and Foz do Iguaçu, in Paraná; Navegantes and Joinville, in Santa Catarina; and Pelotas, Uruguaiana, and Bagé, in Rio Grande do Sul.

The company also manages airports in Juan Santamaria (Costa Rica), Quito (Ecuador) and Curaçao (Netherlands Antilles).

In all these operations, CCR Aeroportos moves about 42 million passengers/year.

Photos of current Cellshop store & video: Courtesy of Cellshop. See video rendering of new stores here:

<https://drive.google.com/file/d/1II1OSWFiKGmF9Cq39Xl8q3ApR8GpAMka/view?usp=sharing>



Victorinox and Motta partnership build strong momentum in Americas, highlighted by new opening in Panama Tocumen Airport

Victorinox and Motta International S.A. have highlighted the strong momentum behind their strategic partnership in the Americas with the opening of a new Victorinox watches corner.

Located in the recently opened 1,000-square-meter Attenza Duty Free store at Terminal 2 in Tocumen International Airport in Panama City, the premium, fully branded corner is the third largest dedicated watches space in the Americas and showcases the full Victorinox watches assortment highlighting its 100% Swiss made quality credentials.

This opening is the latest expansion in the collaboration between Victorinox and Motta which has been instrumental in driving the brand's growth and building its multi-category credentials in South America.

Their joint footprint now covers 12 points-of-sale across airports in Panama, Colombia, El Salvador and Ecuador, with a strong focus on watches and travel gear in particular.

In the wake of the COVID pandemic, the partnership has been strengthened through a number of joint pan-regional marketing initiatives aimed at driving recovery and growth in the watches category.

Most recently a campaign focused on building buzz and awareness around the I.N.O.X range, leveraging Motta's online and physical presence across five airports – Panama, Bogota, Quito, El Salvador and Nicaragua.

Marcos Zobel, Sales Director for Travel Retail at Victorinox, commented: "Over the years Motta has been an instrumental travel retail partner for Victorinox in Latin America, pioneering many of our first category corners in the region.

"The opening of our new watches corner in their fantastic new Attenza Duty Free store at Panama Tocumen is an important step in our partnership and will be instrumental in driving growth in our watch business. With further opportunities to explore, and huge

potential to tell Victorinox's multi-category story to travelers in the region, Motta will continue to be a strategic partner with whom we look forward to further collaboration."

Roberto Perez, Luxury Division Commercial Vice President at Motta International S.A., commented: "Having achieved a strong partnership with Victorinox, [which] has enabled continued growth for the brand in

the LATAM region, we are delighted to expand our presence; featuring a new personalized space in our most recent success story: Our Attenza Duty Free flagship store, located in the recently opened Terminal 2 at Panama's Tocumen Airport.

"With this new launch we will reiterate our focus on consolidating Victorinox categories as a key part of our strategy. We look forward to conquering further expansion endeavors together."



The new Attenza Duty Free offers more than two hundred prestigious local and international brands across categories including fragrance, makeup, skincare, watches, sunglasses, wines, spirits and confectionery. The concept incorporates rich finishes, creating unique environments and a sensory experience with impressive visuals, aromas, flavors and textures that will delight its customers. The store integrates a design with state-of-the-art technology and lighting and the highest quality materials that reflect the essence of each of the brands that it proudly showcases.

Bottega Gold wins Global Travel Retail Award

Bottega Gold, the Prosecco Doc in the unmistakable golden bottle, was awarded the "Best Wines product" at the Global Travel Retail Awards ceremony, organized by *TRBusiness*, in Cannes.

The Global Travel Retail Awards, launched in 2018 in collaboration with consumer research company m1nd-set, are voted on by consumers.

Bottega Gold is a Prosecco Doc Brut, obtained from the vinification of Glera grapes from Valdobbiadene, an area is located near the Veneto Pre-Alps. The grapes are harvested by hand, gently pressed in the cellar, and the resulting must is kept in steel containers at a low temperature to preserve its freshness. It is fermented in autoclaves for almost 40 days at a controlled temperature of 14-15° C with the addition of selected yeasts (Charmat method).

Bottega Gold is characterized by distinct fruity aromas of apple, pear and exotic fruit and a fresh flavor with a dry, fruity aftertaste. The packaging is completed by the special label, the shape of which recalls the foam of the newly uncorked wine.



3Sixty Duty Free signs strategic partnership with Inflyter to reach millions of domestic passengers in the U.S.

3Sixty Duty Free has announced a major strategic partnership with Inflyter, which it says will enable travelers to shop online and have the order delivered to any U.S. address.

Using Inflyter's proprietary travel retail platform, the partnership will expand 3Sixty's travel retail offers to more than 900 million domestic passengers in the United States, say the companies.

With technology playing an increasingly critical role in the travel retail industry, 3Sixty says that it recognizes the need to accelerate the development of digital solutions to make travel retail core categories more accessible and convenient to all passengers and to capitalize on a largely untapped U.S. domestic traveler market.

Inflyter, which has an investment relationship with Collinson, brings the additional opportunity to reach travelers through the Collinson-owned airport experiences program Priority Pass, and lounge operator Airport Dimensions.

The new US delivery proposition will launch as a new travel service offered to millions of their airport lounge members and travel experience guests.

A 3Sixty spokesperson tells *TMI* that the focus for now is providing these services to the Clubs and Lounges through the co-branded 3Sixty Inflyter App. The services will be extensively communicated in the lounge and through Direct Mail to the membership base, she says.

This new delivery partnership will start in the U.S., and expand into other markets in the future. 3Sixty will also open in-store and in-lounge delivery across all of its airport-based concessions for all purchases made on the Inflyter platform.

"The 3Sixty-Inflyter partnership is a powerful combination," said **3Sixty's Chief Operating Officer, Alex Anson.**

"3Sixty's understanding of the complexities of omni-channel retail



Alex Anson, 3Sixty Duty Free COO



Wassim Saadé, Inflyter Founder and CEO

is uniquely complementary to Inflyter's comprehensive digital duty free platform and their unrivalled ability to present this new offer to Collinson's frequent travelers starting with Priority Pass members.

"This partnership will undoubtedly transform the U.S. domestic travel market," he concluded.

Leveraging the support of key vendors, 3Sixty and Inflyter say they are poised to deliver a strong, new travel retail online shopping proposition across the beauty category. Inflyter's innovative technology will verify passenger travel after purchasing and ship the order to the nominated address once completed.

Inflyter Founder and CEO Wassim Saadé, commented: "Our partnership with 3Sixty is the perfect opportunity to deliver on our mission to provide all travelers

with a convenient, digital shopping experience. Using our specialist travel retail platform and 3Sixty's operational expertise, we are delighted to make a step change in the online expansion of travel retail and help realize the revenue potential of this exciting customer segment."

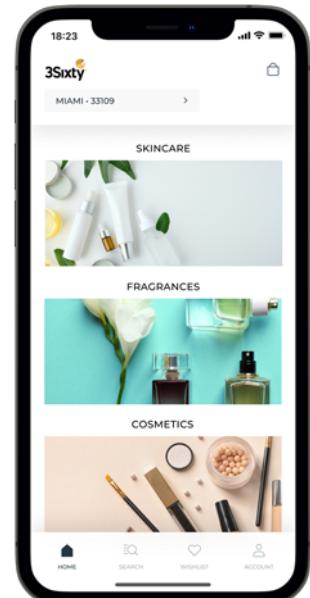
He continued: "This new home delivery proposition is a market-first in the U.S. and our strategic partnership will support Inflyter's ambition to drive growth and extend its reach further into North America."

"With the easing of travel restrictions this year we have seen a substantive uptick in demand from Priority Pass members who are eager to get back to traveling," said David Evans, Joint CEO at Collinson.

"Their return to the skies has however come with greater expec-

tations of a connected digital experience. This is why we're excited to leverage the Inflyter-3Sixty partnership to provide more ways for our members to have a seamless and friction-free travel experience – whether traveling internationally or domestic."

By partnering with Inflyter, 3Sixty says that it aims to disrupt the travel experience by introducing domestic passengers to the benefits of travel retail and provide them with a more convenient shopping experience.



The program will offer a strong new shopping proposition for beauty

Spirit Airlines shareholders approve merger with JetBlue

Spirit Airlines, Inc. this week announced that its stockholders approved the merger agreement with JetBlue Airways, in a deal said to be worth \$3.8 billion.

The vote follows a contentious six-month bidding war between JetBlue and Frontier Airlines.

Based on the preliminary voting results provided by the independent inspector of election at the special meeting of stockholders held Oct. 19, more than 50% of the outstanding shares of Spirit common stock voted in favor of the transaction.

The final voting results of the special meeting, as tabulated by an independent inspector of elections, will be filed on a Form 8-K with the U.S. Securities and Exchange Commission.

The completion of the transaction is subject to customary closing conditions, including receipt of required regulatory approvals. Spirit and JetBlue expect to conclude the regulatory process and close the transaction no later than the first half of 2024.

If approved, the merger will create the fifth-largest carrier in the U.S.

JetBlue would purchase 100% of the company and the Spirit brand would be dissolved. JetBlue's headquarters would remain in New York, and CEO Robin Hayes would continue to lead the company.

OAG: Busiest Airline Routes 2022

OAG has released its annual **Busiest Airline Routes Report** for 2022, which tracks data for the twelve months between October 2021 and September 2022. Under-scoring the continuing recovery in air traffic, the latest report shows the dominance of **Middle East** airports, which hold four of the Top 10 spots in international routes, with a further three starting or ending in the Middle East. In fact, the busiest international route is between Cairo and Jeddah (CAI-JED), which has 35 daily flights and 3.2 million scheduled seats in the last 12 months.

Only two of the Top 10 routes are in the Americas: #3 New York JFK to London Heathrow, and #7 Orlando International to San Juan Luis Munoz Marin International Airport.

India is also seeing an increase in route capacity with two routes in the Top 10, operating from Mumbai to Dubai (BOM-DXB) and Delhi to Dubai (DEL-DXB).

The busiest international route in 2019, pre-Covid, was between Kuala Lumpur and Singapore Changi (KUL-SIN). This is the only intra-Asian route to appear in the 2022 Top 10 at position five. In 2019, carriers operated 82 daily flights between the two cities. In the last 12 months this has averaged just 33 flights per day, reports OAG.

Busiest domestic routes

Nine of the Top 10 busiest domestic routes operate within the **Asia Pacific** region. The busiest domestic airline route is between Jeju International and Seoul Gimpo International Airport (CJU-GMP), a short flight between South Korea's capital and the country's popular leisure destination. Three of the Top 10 busiest domestic routes are in Japan.

Due to ongoing travel restrictions, only one Chinese domestic route made the Top 10 this year, Beijing Capital International - Shanghai Hongqiao International (PEK-SHA), reaching #10.

The one domestic route operating outside Asia Pacific is Jeddah - Riyadh (JED-RUH) in Saudi Arabia, where carriers operate nearly 100 flights per day between the two cities.

Longest routes

U.S. airports had a much stronger showing when it comes to longest routes—showing up in eight out of the Top 10.

The **longest airline route** currently in operation is between **New York and Singapore** (JFK-SIN) at **9,527 miles**, a flight that takes about 18 hours, 40 minutes. It beats the Singapore-Newark (EQR-SIN) route by just 2 miles, says OAG.

London Heathrow-Perth is #3; JFK-Auckland #4; LAX – Singapore #5; Dallas-Fort Worth –

Sydney #6; JFK- Manila #7; San Francisco- Singapore #8; Atlanta Hartsfield-Jackson – Johannesburg #9; and Dubai – LAX #10.

Unserved routes

North American destinations also held the dubious record for the most unserved routes (with the largest volumes of people traveling indirectly between two points), with eight of the Top 10 spots, between August 2021-July 2022.

New York featured in three of the underserved routes: Quito-JFK was the largest market (90,693 passengers), with more than enough passengers to potentially sustain a direct service, says OAG.

JFK-Mumbai, India's largest city, came in at #7, with nearly 82,000 passengers; and Newark-

Guayaquil, with nearly 74,000 passengers traveling indirectly in a 12-month period, was #10.

Other underserved U.S. destinations include LAX – Ho Chi Minh City (#2) also with more than 90,000 passengers flying indirectly; LAX – Yerevan (Armenia), LAX – Athens; and Rome – San Francisco.

Other underserved routes of interest include: London - Kathmandu, with nearly 90,000 people currently traveling between the UK and Nepal capital; Toronto - Tehran with 82,000 passengers, and Taipei – Jeju, the shortest route, where 83,000 people traveled indirectly in the last 12-months.

For more information, go to www.oag.com.

Air Passenger Travel between the U.S. - Europe up 204%

and the U.S. and France were 732k.

Total U.S.-International air traffic passenger enplanements (arrivals + departures) totaled 17.057 million in September 2022, up 96% compared to September 2021. Enplanements reached 85% of pre-pandemic September 2019 volume, up from 82% in August, reports NTTO.

Americans are traveling again, according to the data. **U.S. Citizen Air Passenger Departures** from the United States to foreign countries totaled 4.573 million, +87% compared to September 2021. This was up +2.0% compared to September 2019.

The recovery in arriving air traffic was not quite so robust, with **non-U.S. Citizen Air Passenger Arrivals** to the U.S. from foreign

countries totaling 3.895 million. This was up +230% compared to September 2021 but still down - 27.2% compared to September 2019.

Top U.S. and Foreign Ports of entry

NTTO also reports that the **top U.S. ports serving international locations** in September were New York (JFK) 2.54 million, Miami (MIA) 1.60 million, Los Angeles (LAX) 1.50 million, Newark (EWR) 1.14 million and Chicago (ORD) 1.07 million.

Top foreign ports serving U.S. locations were London Heathrow (LHR) 1.31 million, Toronto (YYZ) 859k, Cancun (CUN) 741k, Paris (CDG) 658k, and Frankfurt (FRA) 618k.



Country highlights:

Total Air passenger travel (arrivals and departures) in September between the United States and Mexico were 2.40 million; the U.S. and Canada were 2.10 million; the U.S. and the UK 1.56 million; the U.S. and Germany were 951k

Spirits in the Spotlight

Brown-Forman announces GTR exclusive Jack Daniel's American Single Malt

Brown-Forman Global Travel Retail has announced the launch of the travel retail exclusive Jack Daniel's American Single Malt whiskey.

The first of its kind, this charcoal mellowed American Single Malt is aged in hand-crafted charred oak barrels and finished in the finest Oloroso Sherry Casks.

Jack Daniel's American Single Malt begins with 100% malted barley that is ground, fermented and distilled at the Jack Daniel Distillery. The whiskey passes through Jack Daniel's traditional charcoal mellowing process and is then matured in new, charred American white oak barrels for at least four years. It is then finished for an additional two years in Spanish Oloroso sherry casks from the Antonio Paez Lobato Cooper-age before bottling at cask proof.

At 90 proof, this Travel Retail Exclusive will be available on shelves in key international airport locations from **June 2023** and listed at **\$100 USD**.



"The category disruptive launch of Jack Daniel's American Single Malt, exclusively in Global Travel Retail, signals a new dawn for Jack Daniel's in the world of spirits innovation. We know that our consumers are trading up and looking to expand their whiskey journey whilst travelling, and as such, we are launching a new, ultra-premium expression of our whiskey for them to discover. Jack Daniel's American Single Malt offers the desired exploration, delivering a richer sipping experience for more elevated moments."

Stephane Morizet, Marketing Director GTR, Brown-Forman



Distell launches Amarula Chocolate

Distell launched its latest Amarula Cream Liqueur – Amarula Chocolate – at a special event at the TFWA World Exhibition in Cannes.

Amarula Chocolate is the brand's most indulgent premium cream liqueur with a velvety milk chocolate taste, says the company. It pairs the rich and distinctive flavor of Marula fruit with the full bodied, fragrant chocolate undertones of real African cocoa beans, which are sustainably sourced. African cocoa beans have a light to medium body, which Distell says perfectly complements the citrus and tropical flavors of the Marula Fruit.

Distell International Head of Europe & Global Travel Retail, Luke Maga said: "We are proud to introduce our latest flavor innovation at Cannes. With Amarula Chocolate, we blend sustainably sourced African Cocoa, Marula fruit, Cream and a taste of Africa for new, younger consumers as well as lovers of the original Amarula taste. This indulgent new offering promotes Amarula's African origins with its accent ingredients and creates significant buzz and a halo effect for the brand in travel retail."

Amarula Chocolate will be launching in Big Five in South Africa in December with a full concourse activation.

Amarula Chocolate is 15.5% ABV and available in 70cl, 75cl or 1 litre pack sizes.



Recuerdo Mezcal wins IWSC Agave Producer of the Year

Recuerdo Mezcal by Mezcales Casa Armando has been awarded the Agave Product of the Year Trophy at the International Wine and Spirits Competition. The award was announced at the IWSC Awards Dinner and Industry Celebration on Sept. 29 in London.

The award is seen by the spirits industry as a sign of quality and a great platform for visibility across the trade. The company says that the award recognizes its ethical, responsible, and sustainable practices, as well as its marketing activities.

"Recuerdo Mezcal has been the number one sold Mezcal at Mexican Duty Free and one of the leading brands in Mexico for years. We are honored to have received this distinction recognition by the IWSC. Recuerdo Mezcal is the essence of Oaxaca, its culture, and people. It's a source of pride to Oaxaca and Mexico, and we are very proud of it as well," said, Manuel Romano, Mezcales Casa Armando General Manager.

"We are a distillery distinguished for its unique MÉTODO VERDE® sustainability

program. Our agave is cooked over river rocks with certified pine and oak woods to achieve an environmentally friendly product," said Ana Cardeno, Recuerdo Mezcal Sr. Global Brand Manager.

"Also, Recuerdo Mezcal pioneering agave nursery program cultivates agave from seed, instead of planting the small genetically

identical plants called bulbils produced when agave plants bloom.

"This promotes biodiversity and ensures the health of espadín and other agave species. Alongside partner growers in Oaxaca and local universities, the program grows a variety of agave species and leads the way in research on these iconic plants," said Cardeno.



Luxury group LVMH reports continued growth in Q3

LVMH once again delivered an exceptional performance in its Q3 earnings report, issued Oct. 11, 2022, with revenue up €4.3bn to €19.8bn. Organic revenue growth was 19%, in line with the trends observed in the first half of the year, said the company.

For the first nine months of 2022, recorded revenue was €56.5bn, up 28% compared to the same period on 2021. Organic growth was 20%.

The Group experienced strong growth in both its home European market and the U.S., with organic revenue growing 36% and 11% respectively.

Europe, the United States and Japan, up sharply since the start of the year, benefitted from the solid demand of local customers and the recovery in international travel.

Asia (including China) saw a lower level of growth over the first nine months of 2022, though growth in the latest quarter accelerated there due to the partial easing of health restrictions.

In **Selective Retailing**, revenue growth was 30% (20% in organic) in the first nine months of 2022, even as DFS continues to be affected by the persistent lack of travel, owing to ongoing health restrictions in Asia.

Sephora enjoyed excellent performance with a strong rebound in its in-store activity. Momentum was particularly strong in North America, France and the Middle East. Sephora's omnichannel strategy received further investment with the aim of continuously improving the shopping experience of its customers.

LVMH's **Fashion and Leather Goods** division continued to outperform, with sales soaring 30.0% on the year in Q3 FY2022.

The **Wines & Spirits** group recorded revenue growth of 23% over the first nine months of 2022 (14% in organic).

Perfumes & Cosmetics saw revenue growth of business group of 19% (12% in organic) over the first nine months of 2022, even as it maintained its highly selective distribution strategy. Parfums Christian Dior enjoyed a remarkable performance, strengthening its lead in all its key markets, said the company.

Watches & Jewelry recorded revenue growth of 23% (16% in organic), with Tiffany & Co., Bulgari and Fred all seeing success.



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NEW IN TRAVEL RETAIL

International Eyewear Chain & Accessories brand COTI Vision introduces its first free-standing display unit in select airports

Retro style has been given a chic revival with glasses chains going from strictly functional to fully fashionable from new-to-travel-retail-brand COTI Vision.

The brand has introduced colorful and unique glasses chains with a stylish and sophisticated range that has initially launched in three select UK airside locations: Gatwick, Manchester & Stansted, through Dufry/World Duty Free.

Available in an array of colors and styles, each chain is complemented with a branded recyclable gift box.

The product was successfully featured on the popular UK TV program Dragon's Den [equivalent to Shark Tank in the U.S.], where the chains were praised for their versatility of being used as a glasses/ sunglasses chain, mask chain or even turned into a fashionable necklace.

Co-founders, Nancy Gries and Julie Hawkins said: "We couldn't be prouder to be part of this exciting industry. The airport sunglass departments are already fabulous, and our glasses chains



Julie Hawkins with COTI airport display.

add another dimension of glamour.

"The price of our chains and the choice available makes them the perfect gift item or colorful holiday wardrobe accessory."

Adds Hawkins: "The free-standing unit is the perfect way to display a range of COTI chains in a wide selection of designs, colors and price points.

"Taking up a small footprint, they can be sited in various locations for maximum traveler awareness and offer retailers an excellent way to build incremental sales."

As Nancy Gries is American, the two tell *TMI* that they are "very keen to conquer the States" as well.

COTI is represented in Travel Retail by YV Brands.

Contact Janice Smith at janice@yvbrands.com