



Dufry North America wins Denver Duty Free concession

Denver International Airport (DIA) has officially announced that Dufry North America has won the 7-year contract to be the new tax- and duty free/duty-paid retailer on the A and B Concourses, as well as the operator of a “Mile High Glamour” specialty retail location on the C Concourse.

The contract with DIA calls for Denver Duty Free -- a joint venture among Dufry North America, and Airport Concessions Disadvantaged Business Enterprise program certified Odd Tale Books and Wystone’s World Teas Holdings -- to develop, operate and manage nearly 6,000 square feet of retail space, more than five times the current area.

The concession includes two Dufry-branded tax- and duty free/duty-paid locations, offering a range of luxury fashion accessories, cosmetics, perfumes and more: a 2,315 sqf Dufry shop in

the center of Concourse A; and a 2,328 sqf Dufry shop on the mezzanine level of Concourse B.

A 1,390-sqf specialty retail shop called Mile High Glamour will be located in the center of Concourse C. Mile High Glamour will initially be duty-paid, but could become a third duty free/ duty-paid location later on, according to the DIA.

The agreement greatly expands the amount of square footage dedicated to duty free shopping on all three concourses, from a total of about 1,056 sqf today, to about 6,000 sqf upon completion. The stores, which are slated to open next summer, are expected to generate a combined \$7.6 million in annual gross revenues and create 37 full-time and part-time jobs.

Denver airport CEO Kim Day comments: “The number of passengers on international flights at Denver International Airport has

grown by about 20% so far this year, and those travelers are looking for different retail opportunities than our typical domestic traveler. This new duty free/ duty-paid retailer will provide our international passengers with the experience they expect, while also expanding the opportunities for our domestic travelers.”

DIA’s Shopping/Dining Program

Denver International Airport—handling more than 52 million passengers a year --is the 15th-busiest airport in the world and the fifth-busiest airport in the United States.

DIA’s concession program consists of more than 170,000 square feet of retail space inside the airport in more than 140 locations. In 2013, the concession program generated about \$295 million in annual gross sales.

South American Duty Free Association

ASUTIL

announces that the 2015 Conference

will take place in

Panama City, Panama

June 3 – June 6

Hotel details to come.

Canada’s airports continue upward trend in August; land border sales flat

Canada’s airport duty free sales continued their impressive year in 2014, growing double digits in August, while the country’s land border sales were basically flat for the month.

According to the latest figures from the Canadian Border Services Agency (CBSA), airport sales in August were \$32 million, jumping 22% compared to August 2013 sales. For the year duty free sales are up 16% in Canada’s airports.

The August land border sales were \$19.7 million, slipping .44% versus August 2013. Year to date 2014 land border sales are down 1.5%.

Alcohol, the largest category on the land border with 37.77% of the sales, had sales increase slightly in August, rising 1.44%. Tobacco, the second largest category with almost a quarter of sales, dropped .61% in August. The third largest category, Perfume/Cosmetics/Skincare, dropped 2.65% in August.

Regionally, land border sales were mixed in August.

Prairie Region sales were \$1.2 million for the month, falling 1.69%. The Pacific Region, with August sales of \$3.3 million, saw sales drop 4%.

However, Ontario, the largest region, had August sales of \$10 million, increasing .71% versus August 2013. And the Atlantic /Quebec Region, with August sales of \$4.6 million, increased .90% versus the same month in 2013.

Major new \$9.2 billion Mexico City airport approved

Mexico has revealed plans for the construction of a major new international airport for Mexico City. Construction will begin in mid-2015 and the first stage is expected to be completed by the end of 2018.

Costing an estimated \$9.2 billion (120 billion Mexican Pesos), the new 550,000 sqm airport is set to quadruple the capacity of the current one, eventually serving 120 million passengers a year. The monies for the project will come from public and private financing.

The new proposal, which was announced by Mexico’s President Enrique Peña Nieto in early September, will be built on federally owned land next to the existing Benito Juárez International facility, which has been stretched to capacity for years.

Peña Nieto said the new airport will be the largest public infrastructure project in Mexico in recent years. The government expects it to become a major hub for Latin America.

The airport has been designed by British architect Lord Norman Foster, along with Mexican colleague Fernando Romero and Netherlands Airports Consultants. Foster is one of the leading architects in the world and designed the Beijing Terminal 3 airport. Romero is the son-in-law of



Foster + Partners won the design contract for Mexico City’s new international airport with this soaring concept.

Mexican telecom magnate Carlos Slim, and designed the Soumaya museum.

According to Foster and Partners, the building is designed to be one of the world’s most sustainable airports, and will revolutionize airport design. The entire terminal is enclosed within a continuous lightweight gridshell, encompassing the walls and roof in a single, flowing form, they describe as “evocative of flight.”

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L'Oréal promotes Lavernos; names Boinay to head up Travel Retail

Barbara Lavernos, who has headed up L'Oréal Luxe's Travel Retail division since 2012, has been appointed executive vice-president operations (sourcing, production, supply chain) and member of L'Oréal's Executive Committee, succeeding Jean-Philippe Blanpain. The new position takes effect as of November 1.

Lavernos joined L'Oréal in 1991 and has held a number of buying and purchasing positions since then.

In 2012, she was appointed General Manager of Travel Retail for L'Oréal Luxe and in 2013, General Manager of the Group's Travel Retail Worldwide, the new multi-divisional Travel Retail business which encompasses all the brands of L'Oréal Luxe, Active Cosmetics, Professional Products, Consumer Products and The Body Shop.

Vincent Boinay is succeeding Lavernos as managing director L'Oréal Travel Retail.

In his 22 years at L'Oréal Luxe, Boinay held several positions in Travel Retail in France but also in Japan, as vice-president of Nihon L'Oréal KK (Japan), from 2007 to 2011, where he repositioned the Luxury Division, accelerated the digital transformation, and initiated with local partners the development of a new modern self-assisted



Changes at L'Oréal Luxe: Vincent Boinay to head up Travel Retail succeeding Barbara Lavernos, who becomes exec vp-operations.

beauty retail concept.

In 2012, he became global retail director of L'Oréal Luxe to drive the Worldwide Retail Excellence Program.

Nicolas Hieronimus, president Selective Divisions, comments: "Travel Retail is a key channel for winning over one billion new consumers. All of the Group's major Brands have the opportunity to develop on this 'sixth continent'.

I particularly thank Barbara Lavernos for her involvement in the development and the modernization of this channel and for her strong relationships with client-retailers. Expert both in Luxury Brands and Travel Retail, Vincent Boinay will continue to reinforce the L'Oréal expertise in this channel and will contribute to L'Oréal Travel Retail expansion. L'Oréal has high ambition for the future of the channel."



Sarah Beth Reno goes to Carnival

Onboard Media's Sarah Beth Reno moves to Carnival Cruise Lines

Onboard Media's dynamic president, Sarah Beth Reno, has joined Carnival Cruise Lines as vice-president entertainment. At Carnival, Reno will be responsible for all aspects of entertainment and programming for the 24-ship fleet, including production revues, live musical performances, comedy clubs, guest activities, cruise directors/entertainment staff and youth programs.

She will also focus on developing and bringing new entertainment concepts to the brand.

She starts at Carnival on Oct. 6, reporting to Mark Tamis, sr vice-president guest operations.

Reno spent 19 years at Onboard, including the past three years as president.

"I'm sad to leave [Onboard], but after 20 years, it's time for me to make a change. The team at Carnival is amazing, but I am leaving a very special group behind that are second to none," Reno tells *TMI*.



Brown-Forman Global Travel Retail to pay tribute to Patrick Moran

Brown-Forman is inviting friends and colleagues at TFWA World Exhibition in Cannes to join the members of its Global Travel Retail team and leaders of the Travel Retail industry in a toast to celebrate the life and career of friend and colleague, Patrick Moran. Patrick's wife Patricia will be on hand for the tribute. Moran was Brown-Forman Managing Director Travel Retail until he retired in May, 2008. He passed away this past May.

The toast will take place on Tuesday, October 28, 2014, at 4:30 PM at the Brown-Forman Stand, Green Village, M-65



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DANZKA to launch DANZKA Vodka Apple, first new flavor in a decade

DANZKA Vodka is launching DANZKA Vodka Apple, its first flavor expansion in a decade, at the TFWA World Exhibition in Cannes. The 40% apple vodka is the first new flavor for DANZKA since Cranraz was launched ten years ago.

“DANZKA Apple is very important for us. DANZKA Apple is not a flavor that was developed because we had to come up with something new; it was developed because we see a real request for apple,” says Rüdiger Behn, Managing Director, Waldemar Behn GmbH.

DANZKA Vodka Apple, with its taste of crisp green apples, is the perfect base for a refreshing appletini, says Torben Vedel Andersen, Global Sales Director.

“Appletinis are a standard part of drinks menus in bars around the world. DANZKA Apple is the natural choice vodka to make a refreshing appletini with simple but delicious flavors. Now there is a premium apple vodka to feature in a high quality appletini,” says Andersen.

DANZKA Vodka Apple is already winning acclaim around the world, and received a gold medal in “TheFiftyBest Best Vodka awards” in September.



The rest of the DANZKA range of flavored vodkas include DANZKA Vodka Citrus, DANZKA Vodka Curreant, DANZKA Vodka Grapefruit and DANZKA Vodka CRANRAZ.

DANZKA Apple is ready to ship after the global launch at the TFWA World Exhibition in Cannes and will be on shelf on January 1, 2015. It will be available for tasting in Cannes at H52 Green Village.

Americas, Europe spirits grow; Asia volume declines

The duty free spirits markets in the Americas and Europe continued their upward trend in 2013, but Asia-Pacific reported the industry's first volume decline in five years, following years of strong growth, according to the latest figures from IWSR.

The growth rate of the global duty free market is slowing year on year, but this is the first time since 2009 that a region has seen a loss in volumes, says the industry tracking organization.

The Americas market saw the most rapid expansion, posting a 4.2% rise in volumes. Latin America, the Caribbean and North America all reported healthy growth. The Americas' share of the global market, at 19.7%, is now well ahead of that of Asia-Pacific, at 17.7%.

The previously fast-growing Asia-Pacific market contracted -4.4% in 2013 versus 2012. A number of key markets in the region, including Singapore, South Korea, Thailand, Hong Kong, Taiwan and Malaysia, recorded a drop in volumes in 2013.

Growth continued in Africa and the Middle East, with a 3% increase driven by the expansion of the Middle Eastern market. Africa suffered the sharpest drop in sales last year, down -9.6% partly as a result of the recent downturn in tourism to Egypt because of political turmoil.

Sales in the largest regional market, Europe, grew more slowly in 2013 than in the previous year (+1.5%), but the region increased its share of total volumes to 54%, reversing 2012's drop in market share.

Eastern Europe and the Baltics was the fastest-growing sub-region last year, posting a 9.7% increase in sales. A revival in tourism in southern Europe helped sales there rise by 2%, while central Europe and the Balkans also grew by 2%. The Nordic and north-west Europe markets saw a slight drop in volumes.

IWSR: Brown-Forman brands fastest growing among top 10 brands in TR; Johnnie Walker maintains its top spot

The two fastest growing brands among the top 10 brands in travel retail belong to Brown-Forman, according to the latest report from IWSR.

The strongest growth of the top 10 travel retail brands came from Jack Daniel's, which overtook Chivas to take third place. Brown-Forman posted strong growth in its travel retail sales across the board for fiscal 2014; according to its annual report: “Global travel retail collectively delivered 13% underlying net sales growth (+18% reported), driven by price increases, successful innovation and new product launches.”

The second fastest-growing brand in the top 10 is Brown-Forman's Finlandia Vodka, which grew 14% in 2013 to tip the 400,000-case mark. Finlandia entered the top 10 this year, pushing out Courvoisier, which declined -7.3%.

Johnnie Walker remains the number one brand in travel retail. Despite a decline of -4.5% in 2013 the brand has maintained its strong lead over second-largest travel retail brand Absolut, which also declined in 2013.

Bacardi is the fifth largest travel retail brand, followed by Baileys, Smirnoff, Ballantine's, and Hennessy.

Total volumes of spirits in the travel retail market increased 1.4% globally in 2013, to reach 21.6m nine-liter cases; the top 100 brands accounted for 85% of these.

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United Airlines awards OTG Management the dining and retail concession at Newark Terminal C

United Airlines has awarded OTG Management LLC the dining and retail concessions at its hub in Terminal C at Newark Liberty International Airport in New Jersey.

The \$120 million capital investment project will include new chef-driven restaurants, expansive food halls, gourmet markets and world-class retail and duty free shops, says the company.

"In collaboration with OTG,

United is creating a customer experience at Newark Liberty that will provide exceptional food, beverage and retail options with the comfort and high-tech amenities that our customers have come to expect," said Kate Gebo, United's vice president of corporate real estate.

The renovated terminal will offer passengers waiting for flights such technology-driven amenities as the use of almost 6,000 iPad tablets to track flights, and order food and

travel amenities for delivery directly to their seat in the terminal. The redesigned terminal will also include more than 10,000 outlets and USB interfaces for passenger use.

More than 55 new dining venues are planned, including restaurant concepts created by more than 20 celebrated chefs – as well as markets, cafes and food and beverage service in nearly 60 gate areas.

United and OTG say that the

redesigned terminal will offer trendsetting design that combines comfort with free flowing spaces.

"Our goal in partnering with United at Newark Liberty is to put the customer first by creating an environment that is inviting and engaging," said Rick Blatstein, OTG CEO.

A number of temporary pop up restaurants will open in November. The full experience is expected to be phased in over the next 18 months.

ESSENCE CORP.

has an immediate opening for an **Account Executive/Promoter for the Caribbean Territory.**

The ideal candidate must have retail sales experience preferably within the luxury brand industry. Willing to travel 50% - 60% of the time. Strong communication and presentation skills and ability to conduct training seminars and motivate sales staff. This individual will be responsible for in-store visits, counters, beauty advisors, sell-out actions and in store promotions.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications. Fluent in English and Spanish both written and oral.

ESSENCE CORP. #2

has an immediate opening for an

Acct/Area Manager Caribbean

The ideal candidate will be based in Miami and must have a minimum of two years' experience in Travel Retail.

Candidate must be extremely organized, dynamic, self-motivated with strong sales skills and willing to travel 55% of the time.

Proficiency in Excel, Word, PowerPoint (MS Office) and Mandatory Bilingual: English/Spanish, written and oral.

French is a plus.

Please send resumes to musallan@essence-corp.com

COTY

has an immediate opening in the Miami office for a **Retail Specialist for the South part of North America.**

The ideal candidate must have a minimum 3-5 years relevant experience in sales preferably in TR. Highly

organized, dynamic, self-motivated and with strong sales and managerial skills. Responsible to develop the sell-out in his/her territory, implementation of merchandising, stock level follow-up, promotion set-up and management of the beauty advisors team. Ability to travel 50%.

Fluent in English and Spanish. Proficient in MS Office.

Please send resumes to:

Raquel_Delgado@cotyinc.com

Beauté Prestige International

has immediate openings in the Miami office for the following position:

AREA SALES MANAGER TRAVEL RETAIL for Central/South American Region.

Ideal candidate must have a minimum of 3-5 yrs experience in the luxury brand industry, preferably in TR.

Must be highly organized with outstanding sales and managerial skills. Must be fluent in English and Spanish and have good computer skills. Ability to travel 40-50%.

Send resumes to gcamplani@bpi-sa.com

New Mexico City Airport approved

Continued from page 1.

The single lightweight design also uses significantly less material than a cluster of buildings, and cooling and ventilation will require little mechanical assistance for most of the year.

In its statement, Foster said, "Mexico has really seized the initiative in investing in its national airport, understanding its social and economic importance and planning for the future. There will be nothing else like it in the world."

By Lois Pasternak, John Gallagher

Heinemann Americas, Inc.

has an immediate opening in the Miami office for a **Junior Business Development Manager for the Americas region**

The ideal candidate must have a minimum 2-4 years' work experience in business development preferably in TR, commercial center concessions or consultancy.

Must have strong analytical skills, able to apply strong project and time management skills, self-motivated, very flexible and able to work under pressure.

Good interpersonal and communication skills are implied. Strong command of English and Spanish are essential, written and oral.

Proficiency in MS Office and Adobe Illustrator are required.

Please send resumes to:

info@heinemann-americas.com

DUTY FREE AMERICAS

is in immediate need of a **Marketing Coordinator** at its **Hollywood Corporate office**

The ideal candidate must meet the following requirements: Bachelors Degree in Marketing or other business related subject or work experience of four years or more in a retail marketing environment, bilingual, strong leadership, communications (oral & written), organizational and delegation skills, ability to be a team player and ability to work in a fast paced environment and manage multiple projects and deadlines.

This position is responsible for coordinating projects for the products and services offered by Duty Free Americas, Inc. including promotions programs combining advertising with promotional deals to entice consumers to buy products, track sales data and preparing reports.

We offer: Competitive Salary, Paid Time Off, 401k with company match, Holiday Pay, Health/Dental/Vision/Life, and Associate Purchase Discount.

Interested candidates should send resumes to

DFAjobs@dutyfreeamericas.com