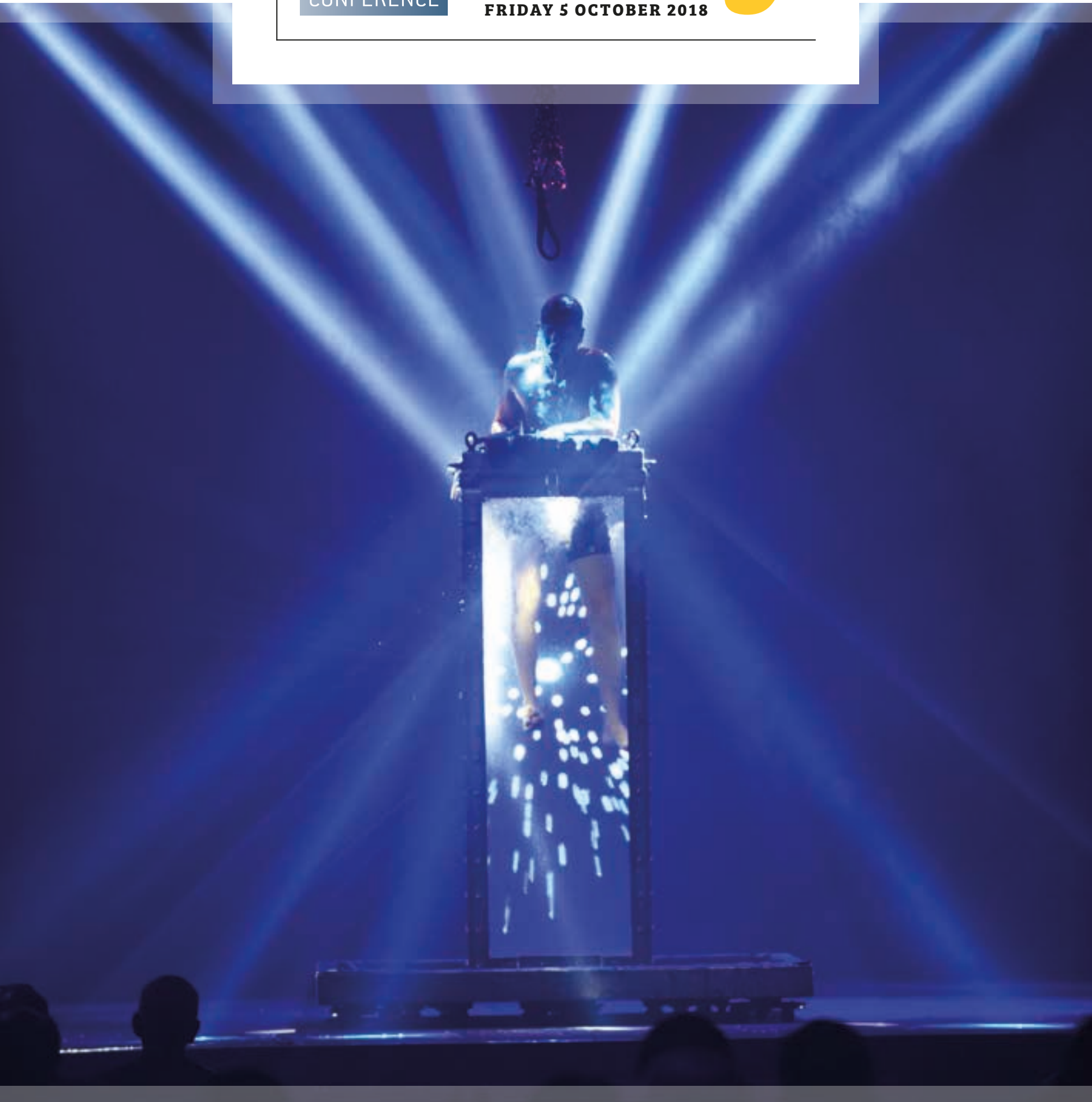


TFWA

WORLD  
EXHIBITION &  
CONFERENCE

TFWA  
**daily**  
FRIDAY 5 OCTOBER 2018



**04**

***Le Premium Evening***  
Last night at  
Port Canto

**06**

***Exhibition news***  
Reports from  
the exhibition  
floor

Sponsored by:

**RADLEY**  
LONDON

# THE MEADFA CONFERENCE

19-20 NOVEMBER 2018  
PHOENICIA HOTEL  
BEIRUT, LEBANON



Managed by



جمعية الشرق الأوسط وأفريقيا للأسواق الحرة  
MIDDLE EAST & AFRICA  
DUTY FREE ASSOCIATION

TFWA

**Erik Juul-Mortensen**  
President



## Introduction

# New beginnings

**A**s another amazing week in Cannes draws to a close, I hope you agree with me that this year's TFWA World Exhibition & Conference has been a huge success. With a great line-up of speakers, our thought-provoking workshops and the many hundreds of exhibitors presenting some truly stunning duty free and travel retail innovations, this really has been an event that will live long in the memory.

With the exhibition open again this morning, there is still plenty going on to excite and educate. Today is your last chance to visit TFWA Digital Village and, if you have yet to do so, I highly recommend that you take some time to see the many exhibitors located at the Gare Maritime. A visit to TFWA Digital Village will offer a real opportunity to learn how technology and digital services are shaping the future of our industry. All registered delegates for the TFWA World Exhibition & Conference can access the TFWA Digital Village with their badges.

I would like to say a big thank you to members of the media who will be joining us this morning at the TFWA Digital Village Press Breakfast. The event will provide journalists with a unique opportunity to question some of the leading figures in the digital technology space, and I hope this will provide them and their readers with plenty of inspiration on a range of fascinating topics.

A comprehensive review of this year's event will be uploaded to the TFWA website soon at [www.tfwa.com](http://www.tfwa.com), giving visitors a chance to relive the highlights from the week while also providing an overview to colleagues who were unable to attend this time around.

I am also excited to announce the new members of the TFWA Management Committee and Board, who will be joining us at a crucial time in the development of the duty free and travel retail market. Please join me in extending a warm welcome to our new Board members – Moët Hennessy's Donatienne de Fontaines-Guillaume who takes on the role of Vice-President Commercial, Nadia Skouri Garcia-Pelayo from Buying The Sky, Vice-President Marketing, Priscilla Beaulieu from Kaloo, Clayeux, Kokeshi by Millennium Fragrances, Vice-President Corporate, and Estée Lauder Companies' Patrick Bouchard who joins as Vice-President Conferences & Research. Frédéric Garcia-Pelayo from Interparfums was re-elected to his position as Vice-President Finance.

I would like to thank Gerry Munday, Alessandra Visconti and Philip Geeraert who will be moving on from the Board – for their hard work and dedication to upholding the key principles of TFWA during their tenure. In addition, we're delighted to introduce a number of new members to our Management Committee. They will join our existing Management Committee members, who I would also like to personally thank for their tireless efforts in driving the Association forward.

Looking ahead, we have a number of important dates for colleagues to mark in their diary. The MEADFA Conference will take place at the Phoenicia Hotel in Beirut, Lebanon from 19 to 20 November, when we will discuss the latest developments and new opportunities for the duty free and travel retail industry in Africa and the Middle East.

We then head to Sanya, Hainan for the TFWA China's Century Conference 2019 taking place at the Grand Hyatt Sanya Haitang Bay on 5 to 7 March, which will give attendees a unique insight into the important trends and key issues affecting the Chinese region. Singapore will be our next stop at the TFWA Asia Pacific Exhibition & Conference 2019 held at Marina Bay Sands from 12 to 16 May, which already looks set to be just as successful as this year's record-breaking event.

We hope you can join us on these important dates to help share the latest learnings and business news. I and my fellow Board members continue to believe that the learnings we share and the connections we foster at these events will do much to ensure the duty free and travel retail industry thrives and prospers both in future years and, indeed, decades.

## Caritas collection today

Exhibitors are requested to have their donations to the Caritas Secours Catholique charity ready for collection this morning. Helpers from Caritas will visit stands and collect the donations in the course of the morning. They will use the contents to bring pleasure to disadvantaged people. Please use the special Caritas bags, which were distributed yesterday. Thank you for your generosity.

## New TFWA Management Committee



- Philippe de Marcilly, ALBERT BICHOT (WINE & SPIRITS)
- David Hughes, BACARDI MARTINI (WINE & SPIRITS)
- Nick Mogford, BROWN-FORMAN (WINE & SPIRITS)
- Damien Bertrand, MAISON BOINAUD SAS (WINE & SPIRITS)
- Pier Giuseppe Torresani, MASI AGRICOLA SpA (WINE & SPIRITS)
- Donatienne de Fontaines-Guillaume, MOËT HENNESSY (WINE & SPIRITS)
- Franc Kopatin, STOCK INTERNATIONAL (WINE & SPIRITS)
- Rajiv Bhatia, WILLIAM GRANT & SONS (WINE & SPIRITS)
- Tobias Baude, IMPERIAL TOBACCO (TOBACCO)
- Gemma Bateson, JTI (TOBACCO)
- James Young, OETTINGER DAVIDOFF AG (TOBACCO)
- Rami Maktabi, PHILIP MORRIS WORLD TRADE S.A.R.L. (TOBACCO)
- Arnaud de Volontat, ALTIMETRE (FRAGRANCES & COSMETICS)
- Jean-Guillaume, Trouvin, CHANEL S.A.S. (FRAGRANCES & COSMETICS)
- Olivier Dubos, CHRISTIAN DIOR PARFUMS (FRAGRANCES & COSMETICS)
- Christian Laurent, CLARINS GROUP (FRAGRANCES & COSMETICS)
- Simona Sangalli, COLLISTAR SpA (FRAGRANCES & COSMETICS)
- Philippe Marguerite, COTY (FRAGRANCES & COSMETICS)
- Patrick Bouchard, ESTÉE LAUDER AG LACHEN (FRAGRANCES & COSMETICS)
- Frédéric Garcia-Pelayo, INTERPARFUMS (FRAGRANCES & COSMETICS)
- Priscilla Beaulieu, KALOO, CLAYEUX, KOKESHI BY MILLENNIUM FRAGRANCES (FRAGRANCES & COSMETICS)
- Sophie Neyertz-Ehrsam, L'OREAL (FRAGRANCES & COSMETICS)
- Antoine Lafourcade, PUIG INTERNATIONAL SA (FRAGRANCES & COSMETICS)
- Romina Cortegiani, BALLY (FASHION, ACCESSORIES & LEATHER GOODS)
- Emanuele Mazziotto, COCCINELLE SpA (FASHION, ACCESSORIES & LEATHER GOODS)
- Francis Gros, ERMENEGILDO ZEGNA (FASHION, ACCESSORIES & LEATHER GOODS)
- Gerry Munday, FURLA SpA (FASHION, ACCESSORIES & LEATHER GOODS)
- Alessandro Pozzi, LUXOTTICA GROUP SpA (FASHION, ACCESSORIES & LEATHER GOODS)
- Silvia Santin, MCM (FASHION, ACCESSORIES & LEATHER GOODS)
- Nadia Skouri Garcia-Pelayo, BUYING THE SKY (JEWELLERY/ WATCHES/CLOCKS)
- Cécile Naour, CARTIER SA (JEWELLERY/ WATCHES/CLOCKS)
- Stuart McGuire, SCORPIO WORLDWIDE Ltd. (JEWELLERY/ WATCHES/CLOCKS)
- Claudia Heslier Schioenning, SWAROVSKI AG (JEWELLERY/ WATCHES/CLOCKS)
- Thom Rankin, CAPI GLOBAL BV (GIFTS/HOME DECORATION/ PENS/ELECTRONICS)
- Jean-Pierre Bombet, SPA DEVELOPPEMENT d/b/a/ BE RELAX SARL (GIFTS/HOME DECORATION/PENS/ELECTRONICS)
- Sam Gerber, WORLDCONNECT AG (GIFTS/HOME DECORATION/ PENS/ELECTRONICS)
- Patrick Dorais, AL NASSMA CHOCOLATE LLC (CONFECTIONERY & FINE FOODS)
- Steven Candries, GUYLIAN (CONFECTIONERY & FINE FOODS)
- Jaya Singh, MONDELEZ WORLD TRAVEL RETAIL (CONFECTIONERY & FINE FOODS)
- Eric Carlier, VALRHONA SAS (CONFECTIONERY & FINE FOODS)

Scan this code to visit [tfwa.com](http://tfwa.com)



Send TFWA a message on



@TFWAnews

Follow us on





# Le Premium Evening

*Last night's Le Premium Evening was a glamorous finale to the week. Celebrated chef Romain Gandolphe skilfully blended taste and texture with his unique 'trompe l'oeil' cuisine, while five top international illusionists brought their record-breaking Broadway show to Cannes.*





## Snacking success

**W**onderful Pistachios No Shells is now the fastest-growing snacking product in the US – and the brand wants to carry that success into travel retail. “It’s a perfect product for travel retail,” says James Kfourri, Director of Sales, Global Travel Retail, Wonderful Pistachios. “By taking away the shells we have really added convenience for travellers.”

Wonderful Pistachios is now present in 46 countries and has just opened a warehouse in Europe, which it hopes will give the brand a platform to develop its business on the continent. “Europe is an area we haven’t really focused on, but we are going to start building on that now,” Kfourri adds.

Wonderful Pistachios is the world’s largest pistachio producer and is present in 170 locations within travel retail – a figure that is likely to rise after a successful week in Cannes. “It’s been a great show for us,” Kfourri comments.

 **Blue Village G9**



## Fresh approach

**S**candinavian Tobacco Group has extended its Macanudo Inspirado range with the launch of its new White cigar, which the brand is showcasing in Cannes. “The blend is Nicaraguan and Mexican, which gives it a nice smoothness with a bit of spice,” explains Stephan Brichau, International Sales & Marketing Manager, Scandinavian Tobacco Group.

The brand is also showcasing its innovative Humi-Pack cigar wrapping, which keeps cigars fresh for longer. “We have developed a packaging which means you don’t need to keep the cigars in a humidor,” says Brichau.

Scandinavian Tobacco Group arrived at the show in high spirits after what has been a smoking summer for the brand in Europe. “The weather has been great for us because it has encouraged people to wine, dine and, of course, smoke cigars outdoors,” Brichau adds.

 **Blue Village D10**

## Life’s a beach

**E**xhibiting for the second time at TFWA World Exhibition & Conference is Heidi Klein, a British beachwear brand that has taken to travel retail like a duck to water.

“Coming here last year was a real eye-opener, because we could see that there was so much potential for us in travel retail,” explains Penny Klein, Founder, Heidi Klein.

The company has moved fast to exploit that potential by launching a line of bags, clutches and hats, which are exclusive to travel retail. “Last year, we were focusing on learning about the channel. This year is all about launching our new collection, which has been really well received,” says Eric Koby, Chief Executive Officer, Heidi Klein. “We have strong leads with the likes of Heinemann, which is great. British Airways and Japan Airlines are also keen on having our bags onboard, so we are very pleased with this show.”

 **Yellow Village F46**



## Fashion statement

**T**he show is soon coming to its end and first-time exhibitor Invicta Watches says it has been nicely surprised by the amount of quality customers the company has met during the week.

“We were able to meet with our current customers, as we are very strong in the cruise ship business. But it was also an opportunity for them to see a little bit about what Invicta is,” says Kathy E. Levine, Director of Travel Retail, Invicta Watches.

Indeed, Invicta is a brand that operates a little differently to its competitors. Invicta makes over 4,000 watch styles each year, featuring new model introductions every week. As such, the brand has highlighted its whole portfolio, including licensed collections for Star Wars, Marvel and DC Comics.

“The majority of our customers are collectors, and 50% of our customers own 10-12 Invicta watches. In the fashion watch industry, you have to give the customer a reason to buy. It’s not about having a watch to tell the time anymore, it’s a fashion statement.”

 **Blue Village F18**

## It's a date

**N**adiya has recognised a gap in the market for souvenir sweets from the Middle East. "This is our first Cannes," says Ciprian Amariei, Manager Retail Sales, Nadiya. "We are doing dates and chocolate-coated dates. I think we are the only one in Cannes doing this right now."

Amariei identified how the company is "already in the Middle Eastern duty free market and is looking at getting into Asian duty free. We want to be in China, Singapore, and also places like Moscow and Germany. We want exposure outside".

Amariei adds: "The show has been good. I think we shall come to know afterwards what we will have achieved out of it. The fact that this is a new product and something different makes people interested. If you see all of the chocolate shops, they all have chocolates, but this is something new from the Middle East – chocolate-coated dates with nuts in the middle."

 **Green Village K57**



## Spirited debut

**T**he South Korean distiller Hitejinro is exhibiting for the first time at the show. Its products are big in Asia, but now the company is looking to raise its profile around the world through travel retail.

"We export to 82 countries worldwide, but we really want to expand into duty free," says Kim Jaeup, Head of Overseas Business, Hitejinro.

Hitejinro is well-known for producing Soju, which is widely drunk in Asia. "It's made of rice, sweet potato and tapioca, which is a type of fruit," Jaeup explains.

The brand is showcasing a new 200ml bottle of its famous tippie, which was designed for travel retail. "It's a pocket-sized bottle that's convenient for travellers," Jaeup adds.

 **Green Village J53**



## Botanical skincare

**P**arisian luxury skincare brand Cinq Mondes is highly-recognised for its spas, however the brand is exhibiting for the first time in Cannes to also showcase its anti-ageing skincare products.

"We are not only a spa brand, so it is important for us to be here, make the brand visible, and explain that we have botanical skincare for anti-ageing too," comments Sophie Richecoeur, Head of Export Department, Cinq Mondes.

The brand is highlighting its breakthrough innovation for anti-ageing, Géo Suprême The Cream, based on an extract from the organic Getto plant grown in Japan.

"We go beyond the natural skincare sector by introducing not only natural ingredients, but also botanical," says Richecoeur. "We have the ambition to expand outside France and Europe, and in particular we are focusing on Asia and North America."

Additionally, the brand's ambitions are to become multi-channel, with a strong presence in travel retail, department stores and beauty chains. "Travel retail is new for us, but it is a strong focus as it will give visibility to our brand on an international level."

 **Golden Village G017**

## Italian art

**L**imoncello and the finest cocoa beans come together to present Italy on the Santomieie stand here at TFWA World Exhibition & Conference.

In its effort to communicate the quality of the product combined with Italian art, the company is showcasing a new brand of chocolates with lemon, lemon jelly, lemon cookies and chocolate with limoncello. In terms of travel retail specific products, Santomieie is exhibiting its collection of chocolates with packaging representing Italy, with imagery from famous cities such as Venice, Florence and Rome, making it the perfect souvenir.

"We are interested in developed countries like Singapore, Korea and China – Asia in general," says Antonio Congo, Owner & Director of Santomieie. "Our chocolate with limoncello, which we have invented, is an exclusive product as we just produce it in Italy. We would like to bring it to the rest of the world."

 **Red Village J10**



## New and exclusive cigars

**J** Cortès has unveiled a travel-exclusive four-pack of its innovative Nub cigars. The exclusive pack contains one-year-aged Maduro, Sun Grown, Connecticut and Cameroon cigars, and can help retailers capitalise on the increasing premiumisation trend in the tobacco category in travel retail, according to Thomas Gryson, Export Manager & Travel Retail Coordinator, J Cortès Cigars.

“Luxury products are becoming more and more important,” he says. “People want quality and to try new and interesting products from brands that they already know and see in the market.”

The new Nub four-pack has “absolutely gone down well in Cannes”, he adds. “It was a very good week. We decided this year to move from inside to a yacht, where we are working with rum and whisky brands, which is the perfect combination. We know who we want to target – bigger players such as Dufry and Heinemann.

**Harbour Village EVIDENCE**



## More than just an earphone

**H**appy Plugs' new range of earphones straddles two worlds: fashion and functional tech. Its new Bluetooth range takes the iconic style of the Happy Plugs core range, but drops the wires. They have HD sound quality, six hours of battery life, and come in at an affordable price-point compared to similar options on the market.

For shoppers who want to trade up, though, there's a premium option with 'bud' style earpieces and eight hours of battery life, thanks to new microchip batteries that sit within the earpieces themselves, and a super slim, stylish toggle from which they charge.

“It makes them so much lighter,” explains Reiss Speight, Regional Sales Director, Happy Plugs. “That's what makes us different from everyone else – we're fashion tech. We're targeted at women, and we want the product to look sexy and more attractive, because a lot of what's on the market is targeted towards men.”

**Yellow Village F45**



## True French delights

**C**hocolat Mathez's new travel retail exclusive is a delectable on-the-go truffle bar designed especially for time-pressed consumers who want to take a slice of luxury French confectionery with them when they travel.

It's the brand's second time exhibiting at TFWA World Exhibition & Conference, explains Emanuelle Roche, Export Sales Manager, Chocolat Mathez. “Since last year, we have learned a lot about this specific market, which made us feel confident enough to launch this exclusive product. Visitors have been really interested.”

The brand exports more than 80% of its products, which gives it key insight into foreign markets and consumers. “A lot of people want the genuine French aspect,” Roche adds. “It has been a successful week, which has helped give insight into future avenues of development for the brand.”

**Blue Village F17**



## A taste of Thailand

**J**im Thompson is keen to showcase its jacquard silk scarves this week. The scarves, made with the brand's top-quality silk – of which it is one of the world's most eminent producers – are made in-house “from cocoon to the finished product”, explains Jim Thompson's Katherine Wan, adding that many brands don't make scarves like this because it is expensive and time-consuming. “We have managed to make it so super soft and light. It's definitely one of our hero products”.

The brand has worked hard to ensure the quality. “We can say with confidence that we are the best in the global market,” says Wan. “We're not just talking about Thailand. And when it comes to price-point, we don't overcharge our customers.”

Thus, global domination is next on Jim Thompson's list of priorities. “We are now trying to grow the brand outside South East Asia. We're really doing a lot to promote it.”

**Golden Village G03**



## Enhanced premium offering

**I**nternational Luxury Group is looking to level up its recently-acquired Saint Honore Paris brand in duty free & travel retail. It has been showing off the upmarket watch collection this week, and announced plans to grow its offering into a “complete lifestyle brand”, adding small leather goods and other luxury categories to its portfolio.

“We have a strong presence, but we would like to grow stronger, particularly in the Americas,” says Rajiv Mehra, Regional Sales Director, International Luxury Group. “We are trying to promote and level up the product categories of accessories, fashion, jewellery, and in some cases small leather goods and writing instruments.”

He also hails the brand’s ongoing strong tie-up with American manufacturer Timex, which International Luxury Group distributes in Middle Eastern and Asian duty free regions.

Moves like this, he says, ensure International Luxury Group can cater to customers “from mid-market to premium”.

### Red Village M32



## Sleek, stylish stores

**K**ipling isn’t just showcasing a trendy new Spring/Summer collection of its well-known bags, but an entirely new store concept altogether. It marks a new, more modern approach for the brand, says Thomas Falcy, Kipling’s Sales Director for EMEA Distributors & Global Travel Retail, in an effort to target “younger, more urban millennial consumers”.

Kipling has “achieved more than we set out to” this year in Cannes, he adds. “We are trying to renew the brand, and the idea was to give it a burst of fresh energy. We have had a fantastic response.”

So far, one of the new stores – complete with a bespoke mural by a local artist – has opened in Hong Kong, with another set to imminently open its doors in a new mall in Shanghai.

Each new concept store Kipling opens will feature a different take on the mural, which Falcy says will give the stores an authentic link to their local communities.

### Riviera Village RE7

EXPLORE A  
**NEW WORLD**  
OF WINE

Please come visit us at Stand D26,  
Yellow Village, TFWA Cannes.

To find out more about our wines including the numerous awards they have won,  
please contact: Rupert Firbank (Commercial Director Global Travel Retail)  
Tel: +44 (0)7776 172380 Email: rupert.firbank@accoladewines.com

WWW.ACCOLADE-WINES.COM

PLEASE DRINK RESPONSIBLY.

## Step in style

**I** conic and stylish shoe brand Arche is showing its wares in Cannes this year. “We are a French company. We have a workshop in France, and 85% of our production is in France,” explains Loïc Beroud, International Wholesale Sales Director, Arche, revealing that the company “makes a women’s collection, a men’s collection, and some accessories too”.

Beroud says: “It’s a family business and has been established since 1968, so we are celebrating our 50th year in 2018. We have organised pop-up stores in Paris and New York, and we will be in Tokyo in three weeks’ time.”

Arche is working with Italian and French tanneries for the leather, and has “a unique working process where the sole is made from lactae hevea” (a natural latex from trees, which makes them very soft and comfortable).

“We only use memory soles, and the DNA of the brand is in its design. Colour is very important for us, and so is creativity,” Beroud adds.

**Green Village L46**



## Step in style

**C** hris Adams Perfumes has a broad range of scents from oud right through to fresh styles more suited to a western audience.

“Our mother brand is Nabeel and it will be coming up to 50 years next year. We have this other brand called Chris Adams, which joined us around 2005 and has been going for about 40 years as well,” says Tarun Malik, Brand Head – UK & Europe, Chris Adams.

“Nabeel is a more oriental line and has incense too,” Malik adds, pointing out that the brands have fragrances in many different formats, including “sprays, toiletries, and air fresheners”.

**Green Village J55**

## A French touch

**B** e Relax is reinventing itself here in Cannes, where it is presenting its new brand identity. A new logo and a deeper blue highlight the revamped spa concept. “Our new concept enhances the brand as a worldwide leader in the spa and wellness business, with a French touch,” says Virginie Desquatrevaux, Marketing Director, Be Relax. “We want to highlight our French roots, the French art of wellbeing, and at the same time strengthen our international network.”

Be Relax recently opened the brand-new spa concept at Dallas-Fort Worth International Airport, and a second one is on its way. A third spa store has also been introduced at Philadelphia Airport.

Be Relax also continues to strengthen its ergonomic wellness pillows portfolio, with the introduction of the new Sleep Therapy pillows inspired by the Japanese Shiatzu technique, which presses at a certain point in the neck to release tension. New colours have also been added to the iconic Wellness Pillows.

**Blue Village C8**



## Back on the scene

**G** eorg Jensen is making its intention clear – it’s back in travel retail, and eager to make an imprint. “The main priority for the brand is to show that we are back,” says Jacob Harbo Olsen, Travel Retail Sales Manager, Georg Jensen. “We didn’t really play for six or seven years, but we have a new CEO and a new plan for developing the company. From our point of view, there is a gap in the travel retail market for our kind of offer.”

This means the focus for now is less on introducing “newness” to its range, and more towards reconnecting with past customers and laying the groundwork with potential new ones.

The first step on its path back into the sector was securing a stand at TFWA World Exhibition & Conference. “Just being here has made a lot of our present customers very happy,” Olsen explains.

There is also travel retail-focused new product development in the pipeline.

**Green Village K61**

## Expanding presence

**R**alph Lauren has been exhibiting its range in Cannes for the first time this week, and reveals that its presence has been successful in terms of keeping its customers up-to-date with its plans to grow across the global channel.

“Travel retail is a strategic and important channel for brand exposure and expansion,” says Maxence Drevon-Balas, International Travel Retail Director, Ralph Lauren. “We have been explaining what we are doing in travel retail, the kind of stories we are building, and how we are expanding.”

Indeed, Ralph Lauren has been seeing a lot of clients this week, suggesting that the brand’s positioning onboard its super yacht in the Harbour Village has been the perfect place to meet people, and has offered “the right kind of presence”.

**Harbour Village ETOILE D’AZUR**



## Market-specific jewellery

“We’re here to show our bestsellers and try to get new listings with travel retail operators,” explains Wendy Yau, Asia-Pacific Director, Agatha.

Targeted towards the 20-45 age group, the fashion jewellery brand created in 1974 in Paris is using TFWA World Exhibition & Conference to present its market-specific lines of products, which retail at between \$100 and \$200. “Our line of products for Asia includes the iconic ‘Scotty’ dog shape that we’ve been using since 1989,” says Yau. “For France, we’re going for more simple designs, with also watches and enamels. As for Spain, we have more sophisticated items such as chandelier earrings.”

With a domestic presence in France (230 stores), China (7), Japan (20), Korea (15), Spain (15) and Dubai (5), Agatha is also present in 10 airports and five airlines, mostly in Asia.

“We are very happy with our participation in Cannes, which seems to be opening up new opportunities for brand collaborations,” Yau concludes.

**Blue Village F14**

## Swedish style

**C**apstone Cosmetics is in Cannes to showcase its portfolio of Swedish brands. “It is going very well for us, we have had a lot more visitors than I expected,” says Jan Rundlöf, Sales Director, Capstone Cosmetics. “We actually had a very long queue for our stand here on Tuesday,” he laughs.

The company’s main objective is to find new distribution and create visibility for its brands, including Recipe for Men, Antonio Axu, REF Stockholm Sweden and L:A Bruket.

“We are still quite small, even though some of our brands are already well-known. For example, L:A Bruket is already present in 43 countries. But, in general, it is very important for us to build our brand and find new distribution.”

**Golden Village G021**

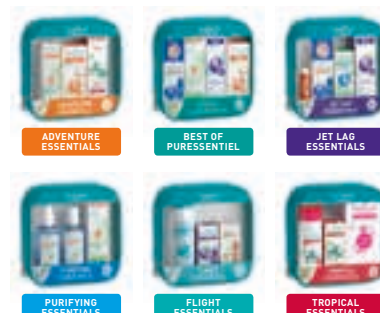


## THE TRAVELLER’S WELL-BEING, NATURALLY.

Puresseentiel will unveil its unique concept with the official launch of the brand Travel Retail.

Join us and come meet the founders Marco & Roco Pacchioni!

**BLUE VILLAGE F7  
LEVEL -1**



**Puresseentiel**  
THE EFFICACY OF NATURE

## Building authority

It has been an exciting week for Dr Irena Eris in Cannes, which kicked off with the sponsorship of Sunday's golf tournament. In fact, it is safe to say that Dr Irena Eris has plenty of experience in golfing, as the brand organises its own ladies golf tournament each year in Poland.

During the week, the brand has been showcasing Authority – its latest anti-wrinkle series based on a potassium channel activator. "The scientists in our Science and Research Department discovered that there are potassium channels in our skin, and they were the first to confirm it," says Monika Borys, Global Marketing Manager, Dr Irena Eris.

Based on this discovery, the brand has developed a technology that gives a powerful anti-ageing formula. On top of that, it also has golden peptide that strengthens the anti-ageing effect.

"Since our main objective is to build brand image, being here in Cannes is working very well for us," Borys adds.

 **Red Village L20**



## Beach chic

Morgan & Oates has launched a new line of beachwear in both cotton and silk to hit two different price-points. Jeannie Archer, JA Associates Consultant, Morgan & Oates, describes the tunics and sarongs made from natural fibres as highly versatile. "We do two types of fabrics – 100% cotton and 100% silk. The silk is the higher-priced product and is finished in the UK. We actually have one on KLM this summer as a trial, and it has just flown – it's so good and we are second or third in their turnover, so we are thrilled to bits."

For the lower price level, Morgan & Oates has 100% cotton, available as a tunic, or as a sarong.

"Morgan & Oates is a very small part of a very big textile company," says Archer. "We started about 18 years ago, and we were one of the first companies to put scarves on airlines. They are always made with natural fibres, we never use acrylic, nylon or anything else. They are made out of 10% cashmere and 90% merino wool."

 **Mediterranean Village P19**

## Crucial audio

Schäfer Travel Retail has been showcasing its range of audio and electronic items for travel retail at TFWA World Exhibition & Conference. The focus is on answering demand for headphones, speakers and power banks for ultimate travelling convenience for business people and families alike.

"One of our most interesting products is a children's range of headphones," says Chris Winstanley, Senior Sales Director Duty Free, Schäfer Travel Retail. "These headphones are a maximum of 85db and the technology is inside the headphone. This means they can put the volume up on the smartphone as much as they want, but the headphones won't play louder than 85db so they are absolutely safe."

Winstanley adds that it's a very different product that has not appeared in airports before, but it is by JBL so people automatically know that the quality of the product is there.

"We also have multicolour power banks, as well as some over-ear noise cancelling headsets in a range of colours."

 **Mediterranean Village P12**



## Porcelain from Valencia

Lladro is presenting in Cannes its new travel retail exclusive 'light & scent' line of wearables, lights and home fragrances. The Valencia-based hand-made artistic porcelain producer is dedicated to luxury gifting and home decoration. It prides itself on a global presence in 110 countries. "Russia, India and China are becoming very important for us," says José Sáez, Global Travel Retail Manager, Lladro.

On the travel retail side, Lladro is distributed in duty free shops in the Caribbean, as well as onboard cruise ships in the US, where it provides a complete experience including manufacturing demonstrations from porcelain artists.

"With our new 'light & scent' line, which comes with a specially designed display, we're mainly targeting big airport operators and retailers in the travel retail sector," Sáez explains. "We've had good contacts with operators for the Asian markets, and our customers in the cruise lines sector are interested in including our new line."

 **Blue Village F6**

## World of Ritter

**R**itter Sport has a dazzling new look at this year's show. The German chocolatier has rebooted its branding to be more suitable for travel retail.

The new visuals depict a map of the world filled in with coloured squares, which are synonymous with Ritter Sport.

"All this brand appearance was created by us and we're really proud of it," says Kerstin Krueger, Designer, Ritter Sport. "We have the new design, so now we can start to create some more really good things."

Ritter Sport is also showcasing several new products in Cannes, including its destination-specific souvenir packets, which are festooned with maps of every continent. Each packet contains four individually-wrapped chocolate bars.

"They are designed for busy travellers who want to pick up a souvenir at the airport," says Simone Weiss, International Key Account Manager, Ritter Sport. "We've had a lot of good feedback so far."

 **Green Village L47**



## Sweet innovation

**D**uc d'O is using the show to promote its latest product: a 90g box of Assorted Mini Pralines, which was designed with gifting in mind.

"The market is asking for this at the moment and we are quite confident that it will be a success," says Thierry van Tieghem, Export Sales Manager, Duc d'O.

The Belgian chocolatier, part of the Baronie Group, is the world's leading producer of flaked truffles and has a well-established travel retail business. However, the brand is not resting on its laurels and is using the show to gain greater footholds in its less well-established markets. "There are certain regions where we could be doing additional business, such as in West Africa, Vietnam, and parts of the Middle East such as Qatar," van Tieghem explains. "It's been a great show."

 **Green Village J51**

## Writing a new chapter

**H**ere's a startling statistic: an estimated 55 million coffee capsules are thrown away every single day. Helping divert some of that rubbish from landfill is the Swiss stationery manufacturer Caran d'Ache, which has started making pens out of recycled Nespresso coffee pods.

"It's a really nice product and we will soon be launching a second edition, which will come in a different colour," says Jean-Francois de Saussure, Chief Executive Officer, Caran d'Ache.

The company believes the new pens will chime with consumers as they become more aware about the impact they are having on the planet. Caran d'Ache itself is a keen champion of the environment. "The pencil shavings from our factory are collected and compacted into bricks, which are burnt to heat the factory," says de Saussure. "We also have solar panels and we keep bees because some of our products use wax. We are committed to the environment."

 **Riviera Village RB9**



## Comfortable travel accessories

**T**he travel accessories brand Cabeau last month launched the Evolution S3 memory foam pillow, an innovative product that won the travel retail award for best travel accessory last May in Singapore.

The Los Angeles-based brand is distributed mostly in department stores and luggage stores, in the domestic markets of over 100 countries in Europe, Asia and the Americas. On the travel retail side, its global presence in airports and onboard airlines is achieved through partnerships with major operators, including Dufry, Lagardère, and Heinemann.

This year, Cabeau has also launched a series of partnerships ensuring the brand's presence in border shops worldwide.

"We do a lot of consumer research," explains Denz Vanderlist, Director of International Sales – Travel Retail, Cabeau. "Then we listen, take a step back, and adapt our product accordingly."

 **Yellow Village E39**

## Completing the range

**M**arie Brizard Wine & Spirits is presenting here in Cannes its whole range of products in a large bright and colourful stand complete with a cocktail bar for visitors to enjoy.

Two new flavours of its name-brand drink 'Marie Brizard Cumbava' and 'Marie Brizard Bergamot', were launched last July. On the spirits side, the William Peel whisky line has welcomed 'Double maturation' and 'Distillerie selection', while the 'Sobieski' vodka brand has recently undergone a rebranding and relaunch last May "for more impact and modernity", according to Eline Madrona, Sales Director Western Europe, Middle-East, Africa, Duty Free, Marie Brizard Wine & Spirits. "Travel retail is instrumental in order to work on brand awareness."

Currently listed in airports worldwide through distribution agreements with Lagardère, Heinemann and Dufry, Marie Brizard Wine & Spirits is now eager to secure onboard listings. "We've been having a lot of appointments", Madrona adds.



**Blue Village D12**

## New cigar roll-out

**E**arlier this year at TFWA Asia Pacific Exhibition & Conference, Agio Cigars launched Anejo XO, a premium hand-rolled cigar. "We started going towards hand-rolled cigars in 2012," explains Gertrude Stormink, Global Travel Retail Manager, Agio Cigars.

The Anejo XO is part of the Balmoral line of hand-rolled cigars, which, alongside the Agio Tip line, forms the travel retail exclusive portfolio of the family-owned company founded in 1904.

Agio Cigars travel retail exclusives are available globally in airports, border shops, and onboard through the usual operators, with a special focus on the top 50 international airports.

Through its Mehari's and Panter lines, the brand is also available in the domestic markets of 100+ countries in Europe, Asia, the Middle East, and the Americas. The Agio USA subsidiary opened last year.

Anejo XO is already available in airports such as Dubai, Kuala Lumpur and Brussels. Its global distribution through the usual channels is impending.



**Yellow Village H49**

## Security made in Germany

**"**We invented the Tru Virtu brand back in 2010. When RFID payment cards started rolling out, we started thinking about security," Katrin Mengel, Marketing Director, Tru Virtu, explains. "So, we started investing heavily in patents worldwide."

The patented aluminium card holder is now distributed in the domestic markets of 45 countries, with regional variations in size and shape to adapt to local markets, including more recently the adding of Italian leatherette to give more elegance to the aluminium casing.

"In 2014, we identified travellers as the right consumer group to target and decided to enter the travel retail sector," says Mengel.

The Berlin-made Tru Virtu card holders are sold onboard over 30 major airlines, including Emirates, Lufthansa, Singapore, Swiss Airlines and Qatar Airways. Since last year, they're also available in a few airports, such as Hong Kong, Frankfurt, Geneva and Zurich. Here in Cannes, Tru Virtu is introducing the 'Pay & Phone' 2-and-1 phone case and card holder, which is already available in airport shops.



**Red Village J21**

TFWA

**Tax Free World Association**

23-25, rue de Berri  
75008 Paris France

Tel : +33 1 40 74 09 86  
Fax : +33 1 40 74 09 85

**John Rimmer**

Managing Director  
j.rimmer@tfwa.com

**Cécile Lamotte**

Marketing Director  
c.lamotte@tfwa.com

Produced by:



**Ian Hill**

Publisher  
ian@pps-publications.com

**Paul Hogan**

Managing Director  
paul@pps-publications.com

**Ross Falconer**

Managing Editor  
ross@pps-publications.com

Assistant Editors

**Marta Dimitrova**  
**Gregory Dzedzic**  
**Gavin Haines**  
**Jessica Mason**  
**Daniel Woolfson**

**Richard Jende**

Head Designer  
richard@pps-publications.com

**Magdalena Matejewska**

Designer  
magdalena@pps-publications.com

**Grant Pritchard**

Photographer  
photography@grantpritchard.co.uk

**PPS Publications Ltd**

3a Gatwick Metro Centre  
Balcombe Road, Horley, Surrey  
RH6 9GA, United Kingdom

Tel: +44 1293 783 851  
Fax: +44 1293 782 959  
post@pps-publications.com

© PPS Publications Ltd 2018

**R A D L E Y**  
L O N D O N

*Playful Creativity*  
FOR 20 YEARS

Britain's leading affordable luxury handbag and accessories brand.  
**Visit us on stand D18 in the Blue Village.**



TFWA

# CHINA'S CENTURY CONFERENCE

SANYA HAITANG BAY  
三亚海棠湾

The Premier Duty Free &  
Travel Retail Event in China  
高端免税及旅游零售盛会 中国



Grand Hyatt Sanya Haitang Bay  
三亚海棠湾君悦酒店



5-7 March 2019  
2019年3月5-7日

IN PARTNERSHIP  
WITH  
合作伙伴



ASIA  
PACIFIC  
TRAVEL  
RETAIL  
ASSOCIATION



TFWA

WORLD  
EXHIBITION &  
CONFERENCE

TFWA  
*daily*  
FRIDAY 5 OCTOBER 2018



**04**

***Le Premium  
Evening***  
Last night at  
Port Canto

**06**

***Exhibition news***  
Reports from  
the exhibition  
floor

Sponsored by:

**RADLEY**  
LONDON