



New terminal to transform Punta Cana into one of Caribbean's busiest airports

On Jan. 20, 2009 — at the very moment Barack Obama was taking the oath of office in Washington — Dominican Republic President Leonél Fernández officially opened Terminal B of Aeropuerto Internacional Punta Cana — the first and largest private international airport in the world.

The ribbon-cutting marks Phase I of a "multimillion-dollar" expansion by Grupo Puntacana SA, which owns and operates not only the airport but also 26-sq. miles of prime oceanfront property surrounding it in the southeastern province of La Altagracia.

By the time this ambitious project is completed in 2010, the airport — which celebrates its 25th anniversary this year — will be able to handle 2.7 million passengers annually. That's a 30% jump from the 1.85 million passengers who used the facility in 2008, according to Frank Rainieri, president and CEO of Grupo Puntacana.

This second terminal of the Punta Cana International Airport, features over 8,000 sq. meters in

construction, check-in counters, offices, the most modern luggage classification system in the Caribbean, and a new immigration and security area. The new airport is a far cry from 1984, when Rainieri and his team of investors first proposed a modern airport to replace the 3,000-foot landing strip then serving the 23-room Punta Cana Club and a nearby Club Med.

With a rustic design that incorporate tree trunks, thatched roofs and fans that eliminate the need for air-conditioning, Punta Cana International looks and feels like no other major airport in the world.

Terminal B boasts a new baggage conveyor-belt system and 40 new check-in counters in addition to the 60 previously in use. The expansion makes Punta Cana the country's first airport — and one of the few in the Caribbean — to implement the Common Use Self Support kiosk system, which includes new e-ticketing terminals, baggage drop areas and 2D bar coding for boarding passes and luggage tags.

This will allow passengers traveling on commercial flights to print their tickets online or at airport kiosks, drop their bags at

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DFASS growing dynamically, promotes Mariani and Garner

Benny Klepach, Chairman and CEO of fast-growing travel retailer DFASS announced two high-level executive promotions in a letter to vendors recently.

Carolyn Mariani has been promoted to the newly created position of Vice President In-Flight Sales and Marketing for the Americas. Klepach stated: "Carolyn has done a fantastic job for us over the past six years. She will now spearhead our efforts to drive passenger spends and energize our marketing activity." In this new role, Mariani will report directly to an Executive Board. Jeslyn Ho continues as the Sales and Marketing Director for Asia.

The company also announced that John Garner, Director Purchasing and Vendor Relations, will move to head up and concentrate on DFASS's global Business Development activity and Strategic Projects, working together with Company CEO Klepach.

Since its win of the important Singapore Airlines contract, DFASS has continued to dynamically expand its business beyond the America's.

In the last twelve months, DFASS has added Jetstar Asia, Pluna (Uruguay), Gulf Air and Northwest to its portfolio. John Garner commented: "I am looking forward to this new challenge. Business development has always been my specialty and it will be an exciting challenge to focus on this key area, particularly in the current economic climate and with so many potential clients looking to cut costs and improve profitability. DFASS has created the best model for inflight retail, and the revenue we create has never been more crucial for our airline customers."

PEOPLE

Rémy Cointreau unveils new Global Travel Retail execs

Rémy Cointreau has announced the structure of its Global Travel Retail organization as of April 1, 2009, following the company's departure from the Maxxium distribution partnership.

Peter Sant, managing director Rémy Cointreau Global Travel Retail, will lead the duty free and travel retail division, dividing his time between Remy Cointreau's newly opened GTR headquarters in Singapore and three regional offices in Paris, Hong Kong and Miami.

François van Aal, previously international director Rémy Cointreau GTR, is now regional director Rémy Cointreau Travel Retail Americas, based in Miami. The office will cover Canada, the USA, the Caribbean and South America.

Matthew Hodges, formerly strategy director of Diageo's global duty free business, is the newly appointed European Director Rémy Cointreau GTR and will be based in Paris. **Joel Lafon**, currently area director Asia Pacific Maxxium will move to Remy Cointreau as regional director; he will continue to be based in Hong Kong.

Comments Peter Sant: "Rémy Cointreau Group has taken the bold decision to manage the distribution of its prestigious brands worldwide and to take control of its own destiny. Although the current global economic environment is likely to constrain growth in all markets in the short term, there is great capacity for growth in premium wines and spirits and following our innovative repositioning of our portfolio our experienced team is well placed to capitalise on that potential."

The Rémy Cointreau portfolio includes Rémy Martin Champagne Cognac, Rémy Martin Louis XIII, Cointreau, Piper-Heidsieck and Charles Heidsieck Champagnes, Metaxa, Mount Gay Rum and Passoa. Go to www.remy-cointreau.com for more information.

ASUTIL,

the Association of South American Duty Free Stores, will hold its 2009 annual conference on the Caribbean island of Aruba, at the Hyatt Regency Aruba Resort & Casino.

The new venue illustrates the expanded area of coverage of the Association. The event will take place from Wednesday, September 2 – Saturday, September 5. More information will soon be available at www.ASUTIL.org

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William Grant & Sons Master Blender wins Lifetime Achievement award



William Grant & Sons' award-winning Malt Master and Master Blender, David Stewart, at The Balvenie Distillery in Speyside Scotland. Stewart created The Balvenie Signature Single Malt Scotch Whisky Aged 12 Years to celebrate his 45 years in whisky making.

The longest serving Master Blender and Malt Master in Scotch whisky, William Grant & Sons' David Stewart, was honored with a Lifetime Achievement Award at The Whisky Magazine Icons of Whisky Awards in London last week. The prestigious award recognized Stewart for his contributions and accomplishments throughout a distinguished career.

In the 46 years since he joined independent, family-owned William Grant & Sons, Stewart has personally overseen the distiller's award-winning range of single malts and blends: Glenfiddich, the handcrafted whiskies of The Balvenie Distillery and Grant's Blended Scotch. He has been responsible for a number of industry firsts, earning him some of whisky's top accolades and helping William Grant & Sons become Distiller of the Year an unprecedented three times in a row. His key achievements include the development of The Balvenie DoubleWood 12 Year Old - the first single malt to be finished in different woods and Glenfiddich 15 Year Old, the first single malt created using Solera maturation system.

Following a 12 year apprenticeship at William Grant, Stewart was appointed Master Blender in 1974; a position he has held ever since.

Currently ISC Distiller of the Year, William Grant & Sons Ltd was most recently awarded seven gold medals at both the 2008 International Spirits Challenge (ISC) and the 2008 International Wine & Spirit Competition (IWSC).

Luis Rios, formerly duty free marketing manager of North America and the Caribbean for Pernod Ricard, has joined **Godiva** as trade marketing manager of International Travel Retail, Americas and Caribbean. He reports to **Diane Buchanan**, ITR Regional Manager and is based in New York.

Rios will attend the Duty Free Show of the Americas, where he looks forward to meeting both existing and new contacts in the business. Says Diane Buchanan: 'Luis has a great understanding of the industry and the specific needs of the Americas and Caribbean regions. He will play a key role in the execution of all international travel retail promotional and marketing initiatives in the Americas and Caribbean and I am confident his experience will prove extremely valuable in the expansion of Godiva's business in the region.'

Stila Cosmetics plans for international expansion; announces new international team

Stila Cosmetics has announced the appointment of its new International Team:

Norm Barsky, formerly with Smashbox Cosmetics, was named vice president of Stila International, through his BrandWorks International company. As a consultant for Stila, Barsky recently helped Stila open new markets in Hong Kong, Mexico, Sri Lanka, South Africa and the Philippines.

Another Smashbox alumnus, **Julianne Pfister**, was named director of International Sales and Marketing. Pfister joined Stila in May 2008, after also holding senior positions at Urban Decay and Hard Candy. At Stila, she will be responsible for communicating and implementing all international sales and marketing initiatives for each new Stila market.

Desiree Tordecilla, a ten-year Stila veteran, has been named vice president of Global Sales, Artistry and International Marketing.

Stila says that the international team will focus on continued growth for the brand in the company's existing markets as well as expansion in Europe and Latin America, with emphasis on Travel Retail.

AIRPORT NEWS.

Chicago's Mayor Richard M. Daley announced that he will appoint Rosemarie Andolino as the city's new Aviation Commissioner. Since 2003, Andolino has served as Executive Director of the O'Hare Modernization Program (OMP), which she will continue to oversee in her new assignment. Daley recommended that the Chicago Transit Authority Board name Richard Rodriguez, currently the City's Commissioner of Aviation, as CTA President



**BY THE NUMBERS****IATA reports deepening traffic slump in January**

The International Air Transport Association (IATA) announced “gloomy” international scheduled air traffic results for January showing a deepening year-on-year demand slump.

International passenger demand fell by 5.6% in January 2009 compared to the same month in 2008. It is also a full percentage point worse than the 4.6% year-on-year drop recorded in December. The January fall in demand is the fifth consecutive month of contraction.

The 5.6% drop in passenger demand outpaced capacity cuts of 2.0% driving the load factor to 72.8% - 2.8% below what was recorded for January 2008.

Asian carriers led the decline in passenger demand with an 8.4% year-on-year drop in January. Capacity in the region contracted 4.3%. With Japan, the region’s largest market for air travel, expected to see its economy contract by an unprecedented 5% in 2009, the prospects for traffic in the region remain dismal, says IATA.

North American carriers posted the second largest passenger decline at 6.2%. This was led by a decline in Trans-Pacific

travel. In response, carriers cut 2.6% of their international capacity, backtracking on some of the expansion of 2008.

Latin American carriers saw a modest decline of 1.4%. Even against a 0.5% increase in capacity, the region turned in the highest load factors at 74.9%.

European carriers offset a 5.7% decline in demand with a 3.6% decrease in capacity. Demand decreased sharply from the 2.7% fall in December as European economies move into deep recession.

African carriers saw the demand decline slow from an average 4.0% in 2008 to 2.6% in January. The **Middle East** was the only region with a positive traffic growth of 3.1%. This is far below both the double-digit traffic growth in 2008 and the 10.8% expansion in capacity.

IATA reports that freight numbers are worse even than the passenger declines. The alarming collapse in cargo markets in December (-22.6%) worsened in January 2009 with a 23.2% year-on-year demand drop. This is the eighth consecutive month of contraction for freight traffic, said the latest analysis.

Punta Cana *Continued from page 1.*

a designated area and proceed directly to the gate — reducing flight check-in time and giving them more time to spend money at duty-free shops and restaurants. In cooperation with the U.S. Department of Agriculture, a new X-ray inspection station has also been installed to facilitate USDA pre-inspection of baggage. Rainieri said that by the end of March, his company will have formally initiated construction of a second 3,100-meter runway as well as a new control tower and fire department facility.

Duty Free Americas, who won the concession to operate the duty free shops in the new airport, is now open for business and plans to build a new 450sm outlet for departing passengers shortly. *By Larry Luxner*

Brown-Forman brands listed with major European inflight service

Brown-Forman announced that Inflight Service Europe, one of the largest Travel Retail buying pools in the world, will begin listing its Jack Daniel’s Tennessee Whiskey, Southern Comfort, Finlandia Vodka Classic and Finlandia Flavors beginning May, 2009.

Stockholm-based Inflight Service Europe offers liquor, tobacco, fragrances, confectionery, and accessories to retail customers at airports, charter airlines and ferries in the Nordic travel retail market.

“Inflight Service Europe is one of the top Travel Retail operations in the world and to have our brands listed with them will give us a terrific boost in the Nordic markets. Having Jack Daniel’s and Finlandia Vodka selected by Inflight Service Europe speaks volumes about their ever-growing popularity within the Travel Retail/Duty Free industry,” said Jim Perry, Brown-Forman’s vice president and managing director Travel Retail.

Paradies Shoppes wins top ARN award; opens 500th store at ATL

The Paradies Shoppes took top honors at the *Airport Revenue News* (ARN) Conference and Exhibition held in Orlando, Florida in February. For the 14th consecutive year, the Atlanta-based, family-owned travel retailer, won ARN’s Best Airport Retailer Award. Paradies is the only retailer to win “Best Airport Retailer” in the history of ARN’s annual “Best of Concessions Poll.”

The Paradies Shoppes was also named “Retailer with Highest Regard for Customer Service,” (the 13th time it has won this award), “Best Specialty Retail Brand Operator” for Brooks Brothers, and “Best Retail Store Design” for Bass Pro Shops at George Bush Houston Intercontinental Airport – Bass Pro’s first airport location.

In related news, the company celebrated its 500th store opening on Feb. 25, with the grand opening of **Brooks Brothers** a Hartsfield-Jackson Atlanta International.

Paradies Shops operates more than 500 stores in over 70 locations across the United States and Canada.

ELLE TIME

Duty Free and Travel Retail -
The Americas and Caribbean contact:
Signature Brands International
Carolyn Morgan, 817.561.7762, sbtexas@aol.com
Corporate Office: 888.507.ELLE (3553)
sales@brands88.com