



## FDDA honors TFWA on occasion of 25<sup>th</sup> anniversary



FDDA's Justin Guay and Laurie Karson, and TFWA's Erik Juul-Mortensen (center) honor TFWA's 25 years in Cannes. Below:



Canada's Frontier Duty Free Association kicked off the 2009 TFWA World Exhibition in style when FDDA Executive Director Laurie D. Karson and Board member Justin Guay of Importations Guay Ltée in Quebec presented TFWA President Erik Juul-Mortensen with a carved bear statue in honor of the Tax Free World Association's 25<sup>th</sup> anniversary. The entire TFWA Board gathers to admire the Canadian statue during the Opening Press Conference in Cannes at the start of this year's event. More Cannes results on page 3.



Lars & Beverly Johansson during a dinner in Cannes.

## MEMORIAL SERVICE PLANNED FOR LARS JOHANSSON IN MIAMI ON NOV. 17

There will be a Memorial Service for Lars Johansson on Tuesday, November 17<sup>th</sup>, 3:00 PM, at Christ Congregational Church located at 14920 SW 67 Avenue in Miami (Village of Palmetto Bay) FL 33158. 305-235-9381

As reported earlier, Lars, the extremely popular and charismatic man who made his mark in duty free over the past 40 years, tragically passed away in the early hours of Tuesday, October 20, in Cannes, France, during the annual TFWA World Exhibition. His beloved wife and partner, Beverly, was at his side. Please click here to read the original announcement from Cannes in Insider.

The family has asked that in lieu of flowers, please consider making a donation to Saint Francis Service Dogs at [www.saintfrancisdogs.org](http://www.saintfrancisdogs.org)

In addition to Beverly, Lars is survived by daughters Laila and Samantha Sol, son Lars-Erik, sons-in-law Max and Adam, and grandson Cody. Beverly has asked us to pass on her great appreciation for the outpouring of love and support that the industry has sent to the Johansson family: "I felt comforted by people from all corners of the world," says Beverly. "It would have made Lars smile."



Lars G. Johansson

### PEOPLE

**Alan M. Gluck**, has been named Aviation Business Manager for Concessions at **Fort Lauderdale International Airport**. Gluck formerly worked on several high profile new airport expansions, including at Baltimore-Washington International Airport. He was most recently transportation manager, aviation at transportation consultancy McFarland Johnson, Inc. in upstate New York. "I'm very excited to be here and to help FLL to grow and prosper," Gluck told *Insider*. [AGLUCK@broward.org](mailto:AGLUCK@broward.org)

**Mimi Mentasti Powe**, sales director of the USA Duty Free division of **Beam Global Spirits & Wines**, announced that she has left the company as of the end of October. Mimi's career in the spirits business dates back to Seagram days and she has been a popular, influential figure in the duty free sector since then. In her note to colleagues, Powe said: "I just wanted to take a moment to thank everyone who has worked with me over the many years of an exciting and eventful career. I have been very fortunate to have had the pleasure of sharing cocktails with most of you in locations ranging from the Arctic Circle to Punta del Este, and shared even more exaggerated stories of charm and humor whether in your offices, on a golf course, or on a dog sled!"

**Jose Aponte** will be taking over Powe's responsibilities. Contact: [Jose.Aponte@beamglobal.com](mailto:Jose.Aponte@beamglobal.com)

**Daniel Pomies** has left his position with **UETA/Duty Free Americas** as general manager of the company's Uruguay division. Pomies joined DFA from Neutral in June 2008. The decision was "mutual" according to DFA president Leon Falic. Pomies was brought in to oversee DFA's ambitious expansion plans along the Uruguay border, which have been put on hold during the current economic crisis.

**AGAVE IMMORTALIZED.**

Handcrafted, triple-distilled, perfectly aged, elegantly bottled. Simply perfect.  
patronspirits.com

## Canada's land border and airport duty free sales increase in September

With the Vancouver Winter Olympics fast approaching, Canada's land border and airport duty free sales are already showing increases according to the September results from the Canada Border Services Agency.

"We are happy to report that for the month of September 2009, there are sales increases in almost every region compared to 2008," said FDFA Executive Director Laurie Karson.

September land border duty free sales were C\$13.5 million, jumping 12.6% compared to September 2008. For the year, Canada's land border numbers are up 1.16% to C\$105 million.

Two of the three major product categories experienced rising sales at land border stores in September. Alcohol (accounting for almost 40% of total sales) increased 20.07% while Perfumes, Cosmetics, and Skincare (14% of

total sales) climbed 5.85%. Tobacco, with 26% of total duty free sales, fell 7.43%.

Airport duty free sales rose as well in September, increasing 1.54% versus September 2008, to C\$16.9 million. For the year airport sales are down 1.91% to C\$134 million.

All three of the major product categories had sales rise slightly in September in the airport duty free stores. Alcohol, which accounts for almost 23% of airport sales, rose 1.53%; Perfume, Cosmetics and Skincare, almost 32% of total sales, rose 1.6%; and Tobacco, more than 17% of airport sales, increased by 3.89%.

By region, CBSA says that the Pacific Land Border stores sales rose 10.89%, while those in the Atlantic-Quebec region climbed 16.33%. Sales in the Prairie region increased 6.74% and in the Ontario region were up 11.62% against September 2008.

**PEOPLE**

**Jose Antonio Paez** has joined the **Shiseido Travel Retail Americas** team as area sales manager for Latin America and the Caribbean. He reports to Michael Gebrael, who says that Paez brings with him a vast experience in marketing, logistics and development of new trade channels along with a solid operational and commercial background. Paez' experience includes stints at Revlon Venezuela, Daewoo Motors, Cisneros to develop the souvenirs business of the baseball team, Leones del Caracas, and Fonolibro. Contact: [jpaez@sac.shiseido.com](mailto:jpaez@sac.shiseido.com) or +1-305-416-6018

**Pernod Ricard** has appointed **Gérald Frère, Michel Chambaud** and **Anders Narvinger** as new Directors for a term of four years. They join **Danièle Ricard, Jean-Dominique Comolli, Lord Douro** and **SA Paul Ricard**, represented by **Alexandre Ricard**, whose terms were renewed.



Ray & Christine Martin

### IN MEMORIAM: RAY MARTIN

*Insider* is very sad to report that the travel retail industry has lost another of its key people. As reported in *The Moodie Report*, Ray Martin, one of travel retail's most popular and respected figures, passed away on Nov. 2, after a long and courageous fight against cancer.

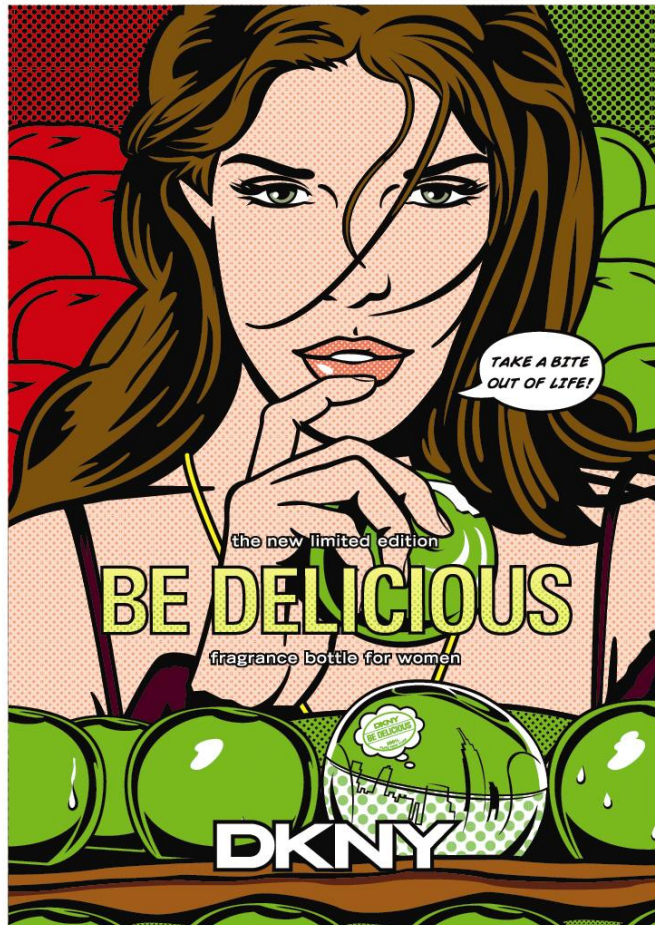
His wife and business partner Christine told industry friends that Ray died peacefully in his sleep. He was at home with Christine and daughters Hannah and Charlotte.

For many years Ray Martin ran costume jewelry company Attwood & Sawyer, which enjoyed a powerful position in travel retail in the late 1980s and early 1990s. He then joined his wife's business Travel Retail Training, helping it to become a major success story in recent years, notably as the organizer of the Inflight Sales Person of the Year (ISPY) Awards.

Despite his by then advanced cancer, Ray played a full part in this year's highly successful ISPY Awards. At the Gala Dinner he was welcomed on stage by Christine as "the bravest man I know".

A small private funeral service was held. A memorial celebrating Ray's life will take place at a later date.

**Source: The Moodie Report.**





## CANNES 2009 – Final Figures

In an anniversary event that will forever be overshadowed by the tragic death of Lars Johansson, the 25<sup>th</sup> annual Tax Free World Exhibition held Oct. 18-23 nevertheless had some clear highlights.

The Opening Conference was hailed by nearly every attendee as the best in the Association's history. Erik Juul-Mortensen, who later in the week would be elected yet again as president of the Association, presented his usual excellent state of the industry assessment, but this year he clearly set out a mandate that the luxury goods industries must assist the less fortunate in the world if we are to have a viable future, and described a variety of TFWA initiatives to achieve these goals.

Keynote speaker William P. Lauder, Executive Chairman, The Estée Lauder Companies – a corporation which has raised and donated hundreds of millions of dollars to combat breast cancer and AIDS -- presented a fascinating and articulate picture of his company philosophy and did a masterful job of responding to a series of rather intense questions from BBC HARDtalk presenter Stephen Sackur.

Futurist Jacques Attali, was sobering and Bob Geldof, humanitarian and

singer was mesmerizing, angry, poignant and hopefully effective as he pleaded the case of starving children in Africa.

TFWA reports that a total of 5,013 visitors attended the show, 13% less than last year. Some 2,517 companies participated (-11%), from all corners of the world. Although the number of duty free and travel retail operating companies was stable compared to last year, they sent fewer representatives (-9%). The number of landlord companies was down 18%. Taken together the number of these key visitors (duty free and travel retail operators and landlords) fell by 13% in people and by 4% in companies. If agents are added to the picture, the figures are down 10% in people and 5% fewer companies, which TFWA notes is a very good result in light of the economic turbulence and the many challenges facing the industry.

## Estée Lauder charts edgy new course with world-renowned makeup artist Tom Pecheux

The Estée Lauder brand this week named world-renowned makeup artist Tom Pecheux as its Creative Makeup Director.

"We are incredibly excited to partner with Tom Pecheux," said Jane Hertzmark Hudis, Global Brand President, Estée Lauder. "Tom will add a new energy, style and fashion edge to Estée Lauder makeup. His intuitive sense of color and expertise in global beauty trends will help us redefine modern color in a bold new way."

Beginning in Spring 2010, new, high-impact color products influenced by Pecheux will appear at Estée Lauder counters. Pecheux's makeup artistry will be featured in new advertising campaigns with Estée Lauder model Hilary Rhoda.

"It's a great privilege to work with the Estée Lauder brand," said Pecheux. "We are both dedicated to making women look and feel beautiful. I know this will be a great creative partnership."

Pecheux has consistently worked with the finest fashion photographers, including Mario Testino, Patrick Demarchelier, Craig McDean, Peter Lindbergh, and Inez Van Lamsweerde and Vinoodh Matadin. He has also created striking runway looks for leading fashion houses including Marni, Ralph Lauren, Derek Lam, Givenchy, Balmain, Yves Saint Laurent and Jean-Paul Gaultier.

Pecheux is a regular contributor to top fashion magazines, including *Vogue* (Italy, Paris and U.S. editions), *Vanity Fair* and *V* magazine. He has also created memorable advertising campaigns for Michael Kors, Burberry, Gucci, Dolce & Gabbana, Versace, Givenchy, Balmain and Yves Saint Laurent.

## A.T. Cross signs licensing deal to offer quality writing instruments under FranklinCovey Products brand name

A.T. Cross Company has signed a licensing agreement with FranklinCovey Products, manufacturer of binders, laptop bags, and other productivity and organizational accessories under the FranklinCovey Co. brand. Under the agreement, Cross will license the Franklin-Covey Products brand name on a global basis for the development and distribution of an exclusive collection of writing instruments appropriate for both business and personal everyday use.

The new line of FranklinCovey-branded pens is immediately available at Staples stores nationwide. Additional distribution channels will be added next spring in the United States and international distribution will be underway by late 2010.

The uniquely styled pens and pencils incorporate the premium quality and construction Cross is known for along with a range of designs that appeal to both men and women, says the company.



Left: Tom Pecheux,  
Creative Makeup Director  
for Estée Lauder



Right: Bally CEO  
Berndt Hauptkorn

## Bally names new CEO

Berndt Hauptkorn, the CEO of LABELUX Group, was named the CEO of Swiss luxury goods house Bally, effective Nov. 1, 2009.

Hauptkorn is part of the team that set up the LABELUX Group in 2007. As CEO, he helped build the group's portfolio to include Bally, Solange Azagury-Partridge, Derek Lam and Zagliani. He will now move to Bally to steer the brand to the next level, the company said.

Since the acquisition of Bally, LABELUX and the Bally senior management team have been analyzing all aspects of the Bally brand, and have developed a strategy for maximizing the momentum the brand has achieved in recent years, it said.

Under Hauptkorn, Bally will focus on the areas of shoes, bags and ready-to-wear.

"Bally is an important house with a rich history for quality products," he said. "It carries a deeply seeded emotional impact in the market place, and has everything that is needed to become a luxury leader. So for me it is an exciting challenge to be working with the Bally team on shaping the brand's future."

As of January 2010, Reinhard Mieck will become the CEO of the LABELUX Group. Mieck started out his brand management career at Procter & Gamble and has spent the past 12 years with Reckitt Benckiser.