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TFWA
MEMBERSHIP
2012



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TFWA Membership Benefits 2012

For further information concerning Membership, please contact:

Sabine Parmentier
TFWA
63, rue la Boétie - 75008 Paris

Tel.: +33 (0)1 53 53 48 81
Fax: +33 (0)1 40 74 09 85
Email: s.parmentier@tfwa.com



GET THE MOST OUT OF YOUR TFWA MEMBERSHIP

Tax Free World Association is widely recognised as the global platform for brands in the Travel Retail industry, bringing together top executives from around the world. Its membership continues to grow stronger each year.

TFWA Members are all suppliers of premium brands to the Duty Free and Travel Retail industry.

The Association plays an important part in representing the interests of its Members and the

industry as a whole, encouraging close relationships between suppliers and operators worldwide and providing an important business support for continued development.

In this dynamic, sophisticated, yet ever-changing industry, TFWA membership brings added value to your company to help it succeed and thrive. Members are provided with a robust offering of benefits for an annual cost of €676 (excl. VAT).

Exclusive Benefits

The TFWA Membership offers an extensive range of benefits

TFWA RESEARCH

ACCESS TFWA'S BROAD RANGE OF CONSUMER RESEARCH REPORTS.

Available to download on a complimentary basis in the Members' exclusive section at www.tfwaworld.com



TFWA Research

New in 2011

- 2011 Global Airport Travel Retail Consumer Survey (Four regions: Asia Pacific, Europe, Middle East, North America)
 - Part One: Time spent, typical behaviour in airports
 - Part Two: Promotions and Offers
 - Part Three: Footfall, conversion rates, shopping baskets and spent
 - Part Four: Best practice in TR
- JTM Japanese International Travellers Report 2009-2010

Also available

- 2010 European Travel Retail Report (Main report) Motivations & attitudes of global travellers to duty free and travel retail in Europe.
- 2010 European Travel Retail Report chapters
 - Fragrance & Cosmetics Buyers
 - Confectionery Buyers
 - Alcohol Buyers
 - Tobacco Buyers
 - Fashion Buyers
 - Leather Goods Buyers
 - Watch & Jewellery Buyers
 - Fine Gifts Buyers
 - Electronics Buyers
 - How do European Travellers Feel About Duty-Free & Travel Retail?

- Meeting Our High Spenders
- Business Traveller Profile: Money Rich and Time Poor
- Leisure Traveller Profile: Learning By Shopping
- Gender and Travel Shopping Behaviour
- Social Media Use for Travel Booking (courtesy of m1nd-set)

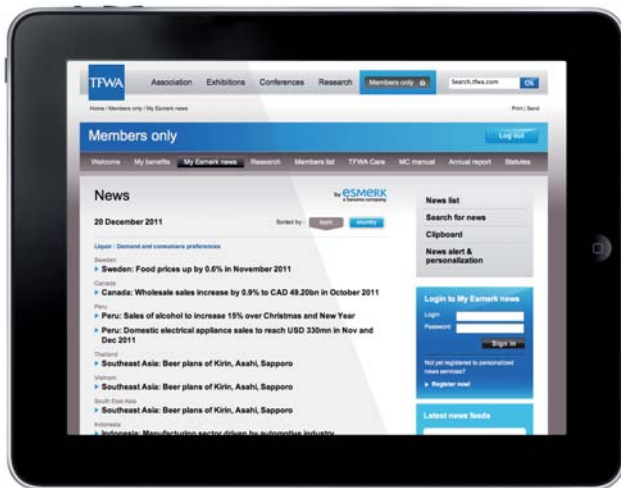
Coming soon

- CAPA Indian Travel Retail Report: Executive Summary (Full report will be available at a discount for TFWA members)

Details of the 2012 research studies will be released on the TFWA website.

STAY ABREAST OF THE LATEST INDUSTRY NEWS AND UPDATES!

Esmerk is a global business information provider specialised in delivering tailored business solutions focused on unique client requirements.



Esmerk selects critical business information from thousands of international sources including daily newspapers, professional magazines, the World Wide Web and press releases. Articles from 127 countries in 30 different languages are abstracted and delivered to you weekly in one language: English.

TFWA is pleased to offer this powerful business information tool, focusing on the Duty Free and Travel Retail business, as a complimentary service to all its Members: retailers, operators, airport authorities, passenger airlines, cruise lines and tourism professionals.

Esmerk's tailored, relevant service saves you time by delivering the information you need (and only that) via concise summaries that are presented in structured reports.

With Esmerk you can quickly and easily identify business opportunities and stay up to date on the latest industry trends.

All this and more can be accessed via:

- your dedicated Members' area on TFWA's website (where you can customise your profile and save articles on your clipboard);
- news alerts sent to you weekly by e-mail

In partnership with

esmerk
a Sanoma company

PROMOTION OF YOUR BRAND

Raise your
company profile

- Member companies are invited to promote **their logo on TFWA's website**
- **Special "Member" mention** in official event publications

E-VOICE

A dedicated section for the Members on the e-voice, TFWA's official newsletter, providing the industry with all the latest information and up-to-the-minute news on the Association and its activities.

Also available in Members' dedicated section at www.tfwa.com

- Access to full detailed Members' Database
- The Annual Report
- The Statutes & Rules and Regulations of TFWA

NEW TFWA PARIS OFFICE AT YOUR DISPOSAL

TFWA is pleased to welcome members to its headquarters in Paris when travelling through the city and looking for a quiet place to work with free wifi. Please contact us 48 hours in advance of your visit to check the office space availability and we will send a confirmation by email.



FIND THE BEST CANDIDATES
IN THE TRAVEL RETAIL INDUSTRY



Benefit from a preferential discount with BeThe1, a leading **international recruitment firm** specialised in fashion, beauty, retail and travel retail with a team of 15 experts based in Paris, New York, Hong Kong, Shanghai, Singapore and Tokyo, servicing 300 key employers with about 30 searches a month and operating two websites www.BeThe1.com and www.TravelRetailJobs.com, the employment service specialized in Travel Retail: Travel Retail main functions

(in brand/manufacturers' organisations and/or retailers companies) and latest positions available in the industry (Retail, Key-Account, Buyer, Sales, Sales Support, Marketing, Back-office, Management)

- A new generation on & off-line international recruitment service
- Quality recruitment offering fast and low cost service
- Dedicated service for Duty Free and Travel Retail staff & executives

In partnership with



TRAVEL RETAIL AND DUTY FREE PRESS

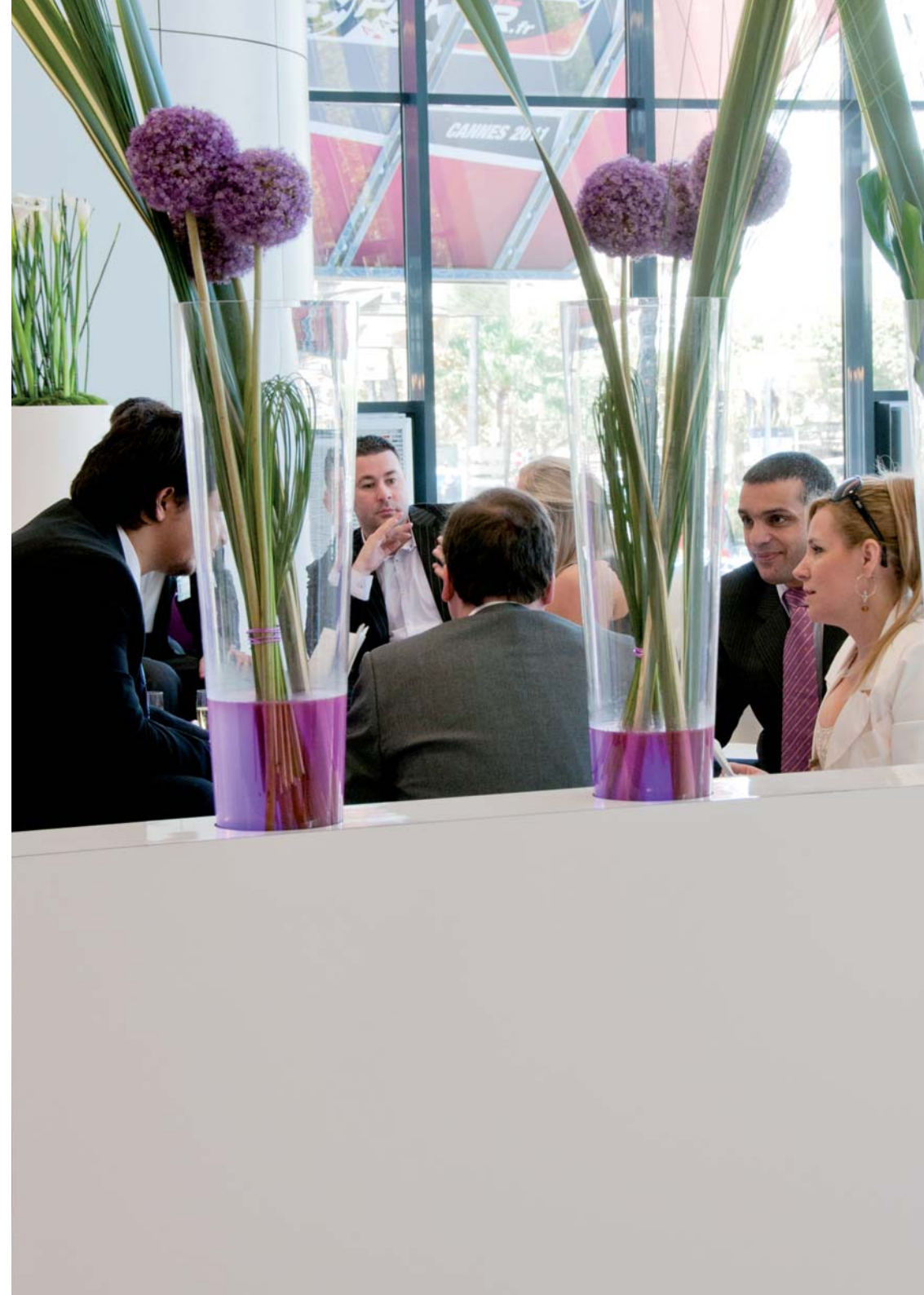
Subscription discounts of up to 15% for members

- Duty Free News International & Travel Retailer International
- Travel Retail Business
- Frontier
- Frontier Brands
- Drinks International
- Wine & Spirits
- Travel Retail and Duty Free Markets (Asia Pacific)
- The Americas Duty Free and Travel Retailing
- Gulf-Africa Duty Free and Travel Retailing
- Asia Duty Free and Travel Retailing
- Travel Markets Insider



On-Site Benefits during Exhibitions

- **Exoneration of the exhibition administration fee:** a saving from €370 to €740
- **Exclusive entrance to a private Lounge** at TFWA World Exhibition where Members can relax and escape the hustle & bustle of the exhibition in a stress-free area. The executive facilities offer enhanced comfort & an extensive range of services, offering total support for your business week
- Access to Annual General Meeting during TFWA World Exhibition and a **right to vote on the Association's management** (complimentary one day entrance on Wednesday every two years for the sector elections and every year on Thursday for the AGO)
- **A preferential rate for entrance to The Scene in Cannes**
- **One additional invitation for the Welcoming Cocktail during TFWA Asia Pacific & GATE ONE2ONE**
- **20% discount on the video & photo service:** promote your company's presence with professional photos of your stand and film interviews of your VIP guests
- **Special "Member" mention in official event publications**



2012 List of Members

3Lab Inc., Advanced Wireless Technologies, Advini, AGGF
Cosmetic Group Spa/DIEGO Dalla Palma, Agio Cigars, Air-Val International, Albert Bichot, Alexandra Plata, Amouage Ltd, André Claude Canova, André Mouche SA, Angus Dundee Distillers Plc, Anheuser-Busch Inbev International GmbH & Co KG, Annayake, Annick Goutal Paris, Antica Murrina Veneziana Srl, Apu Company, Arcus AS, Arnold André - The Cigar Company, Art & Fragrance SA, Artdeco Cosmetic Group, Aurora World Ltd, Azienda Vinicola Follador Di Rossi Italia & C. S.N.C., Bacardi-Martini Global Travel, Baccarat, Bally, Bardinet Division Vins/Adet Seward Export, Barton & Guestier, BB & R Spirits Ltd, Beauté Prestige Int'l, Beauty Contact, Beauty San S.P.A., Beiersdorf AG, Belvedere Scandinavia A/S, Beschle Chocolatier Suisse C/O Monrosa Ltd, Beurer GmbH, Biscuiterie Jules Destrooper, Bodegas Williams & Humbert SI, Bonardo Travel Retail, Bond No 9, Bottega Verde S.R.L., Bouchard Père et Fils, Braun GmbH, Bric's, Brioni Roman Style Spa, British American Tobacco Int'l Ltd., Bros Manifatture Srl One Associate, Brown-Forman Beverages, Bruyere, Bulgari Parfums SA, C. Josef Lamy GmbH, Café-Tasse S.A., Calvados Boulard - SACB, Campari International, Camus International Ltd, Capella Industries AB, Caran d'Ache SA, Carlsberg Breweries A/S, Casa Vinicola Zonin Spa, Castaing SA, Castel, Caviar House & Prunier France, CB Products, Inc., Centre Vinicole Champagne Nicolas Feuillatte, Cerruti 1881, Champagne Laurent Perrier, Chanel, Charrier Parfums, Château Le Puy JP & P Amoreau, Chocolat Frey AG,

Chocolaterie Duc d'O, Chocolats & Cacaos Favager SA., Chopard & Cie S.A., Churchill's Confectionery Plc, Cilag GmbH International - Division Greiter, CL World Brands Global Duty Free, Clarins SA, Clogau Gold of Wales, Coach Inc., Cofinluxe, Cognac A. De Fussigny, Cognac Godet, Collistar S.P.A., Colorful Licenses BV/Oilily, Compagnie de Guyenne, Compagnie de Provence, Compania Licorera de Nicaragua/ Flor de Cana Rums, Comtesse GmbH, Coprova SAS, Corné Port-Royal Chocolatier SA, Coty Geneva SA, Daks-Simpson Ltd, Danielle Roches, Daskalides NV, De Kuyper Royal Distillers, Deborah Cosmetic Group (Italia), Delaviada Alimentacion SA, Denis Charpentier, Design Go Ltd, Design Sportswears Gérard Darel, Designer Parfums S.A., Desigual/Abasic, S.L.U., Dessange, Deumer GmbH, Diageo, Dickie-Spielzeug, Distilleria Bottega, Distillerie Franciacorta Spa, Dobbe Cognac Sarl, Donum Massenez, Douglas Laing & Co Ltd, Dragées Reynaud, Dufre - Duty Free & Travel Retail Management Group, Dufri International BV, Durance, Eastpak/VF Europe, Edouard Artzner Foie Gras, Elizabeth Arden International, Ella Morissa GmbH, Elsa Groupe S.A.M., Empire of Scents, Equss Pty Ltd, Ermenegildo Zegna, Erol Sarl, Escale Holding Inc, Estée Lauder International, Inc., Etienne Aigner AG, Eton Corporation, Etro Spa, Euralis Gastronomie, Eurocosmesi- Division of Coswell S.P.A., Euroitalia Srl, Falic Fashion Group, Fauchon, Fazer Confectionery Ltd., Ferrero Trading Lux S.A., First American Brands, Inc., Folli Follie Hong Kong Ltd., France Excellence,

François de Fonbelle, Frapin & Cie., Fratelli Branca Distillerie Srl, Frédérique Constant S.A., Frey Wille, Fuente Cigar International, Furla Spa, Gade Cosmétiques, Galler Chocolatier SA, Gebr. Heinemann, Georg Jensen A-S, Georges Bruck - Foie Gras de Strasbourg, Gérard Bertrand, Gerzon Duty Free BV, Giogio Fedon & Figli Spa, Giorgio Armani, Giorgio Jäneke Srl, Global Drinks Finland, Global Lifestyle, Godiva Belgium B.V.B.A., Gold Silk Inc., Goldkenn SA, Gosh Cosmetics, Goulibeur, Groupe GL, Guépard SA, Guerlain SA, Guylian Chocolaterie NV, H. Krull & C. Spa, H. Mounier SA, Habanos, Hanowa Ltd, Hanse Distribution GmbH, Harston Group, Haumont International, Hédiard, Heineken International, Henkell & Söhnlein Sektkellereien KG, Hermès Ventas aux Voyageurs - Travel Retail, Hervé Gambis, History & Heraldry Ltd, Hiyoko Incorporated, HTI Collection, Ltd., Hugo Boss AG, Hunting World, I Santi Srl, Ian Macleod Distillers Ltd, ID Beauty International Distribution, Idesa Parfums, Il Borro Srl - Societa Agricola, Imperial Tobacco Int'l Ltd, INCC Group, Inflight Trade Services Pte Ltd, Initiative Co. Ltd, Institut Karité Paris, Inter Parfums, International Beverage, Interprestige, Ishiya Co., Ltd, Isotta Fraschini Milano S.R.L., ITF S.P.A., J. Cortes Cigars, J.A.S. Hennessy & Co, J.C. Newman Cigar Company, J.M. Cazes Selection, Jack Russell Malletier, Jacobsens Bakery Ltd, Giacomo SAS, Jacques Bogart Group, Jelly Belly Candy Company, Jose Cuervo International, JSC Synergy, JTI Trading S.A., Kaloo, Clayeux & Corolle by the M.E.C., Kanebo Cosmetics Inc., Kapp & Peterson, Karelia Tobacco Company Inc.,

Kerview SA - B+D Buch & Deichmann, Kim's Chocolates, Kipling Division - VF Europe, Koto Parfums, Kraft Foods World Travel Retail Llc, L & L S.A.S, L & M Swiss Watch Ltd, La Bagagerie S.A., La Colline International, La Perla Asia Pte Ltd, La Prairie Group AG, La Ric Kosmetik GmbH, La Sultane de Saba/Le Roi Salomon, La Tweez, Laboratoire Carole Franck Paris, Laboratoire Nuxe, Lacoste Devanlay, Larson International Diffusion, Larsen «Le Cognac des Vikings» S.A., Latelint AG, LATR, Layla Cosmetics Srl, Le Palais des Thés, Le Tanneur & Cie, Leaf, Lego Group, Leo Wittwer GmbH & Co KG, Leonidas, Leonor Greyll, Les Caves du Château d'Esclans, LeSportsac, Lifetrons International Limited, Limestra Concept, Lindt & Sprüngli (Schweiz) AG, Lladro Comercial SA, L'Occitane, Lollipops, Lombard Brands Ltd, London Exports PTT Ltd, Longchamp SAS, L'Oréal Marly, L'Oréal Produits de Luxe International, Lorience Paris, Louis Royer SAS, Luciano Soprani Srl, Lumene OY, Luxottica Group, LVMH Fragrance Brands, M&J Cosmetics SA, Mähler-Besse SA, Marchon Eyewear, Inc., Marcorossi Srl, Mars International Travel Retail, Massenez G.E., Maui Jim Sunglasses, Mäurer & Wirtz World of Perfumes, Mavala SA, Mavive Spa, Maxxium Travel Retail Ltd., Mazzetti d'Altavilla Srl, MCM Products AG/Sungjoo, MG Cellars, Micys Company Spa - Pupa, Miguel Torres SA, Mimex Brands & Labels B.V., Miriade S.R.L., Misaki SAM, Moët & Chandon, Molinard GLB SAS, Mondaine Watch Ltd, Montblanc Simplo GmbH, Morgan & Oates - Calzeat & Co Ltd, Morrison Bowmore Distillers Ltd, Mozart Distillerie GmbH, Multi Duty Free

Dept. S.N.C., Nars Cosmetics, Natura Bissé International S.A., Nemiroff Ukrainian Vodka Company, Nestlé International Travel Retail SA, Neuhaus, Nici GmbH, Niclas AG, Nigura Metzler Optics International GmbH, Nougat London Ltd, Oettinger Davidoff Group/Oettinger Imex AG, OPI Products Inc, Orlane, Orléans Group International, Llc, Oxygen, Pa.Co.Dis. Spa, Pacific Création Parfums, Pages Védrenne - Château Paulet, Pal Zileri/Forall Confezioni Spa., Pandora Jewelry A/S, Panouge SA, Paramount Farms International Llc, Parfums Caron, Parfums Christian Dior, Parfums Corania, Parfums L.T. Piver - E. Coudray, Parlabo, Parlux Fragrances Inc., Patons Macadamia Plantations Pty Ltd, Patron International AG, Patyka Cosmetics SAS, Paul Sapin, Pelle Moda, Perfetti Van Melle Global Travel Retail, Perfume Holding, Perfumes Loewe SA, Perfumes Y Diseño Comercial S.L., Perideo S.A., Pernod Ricard Travel Retail Europe, Philip Morris Travel Retail Singapore Pte Ltd, Pierre André - Château Corton André SAS, Piquadro, Polaroid Eyewear, Porsche Lizenz und Handelsgesellschaft Mbh & Co KG, PP Products Prestiges, Pranda Jewelry Public Company Limited, Premier Portfolio, Procter & Gamble Prestige, Productos J. Jimenez (Dona Jimena), Profumitalia, PT Switzerland GmbH, Puig, Rancé & C. S.R.L., Rausch Schokoladen GmbH, Reflecta S.A.S., Réminiscence, Rémy Cointreau Global Travel Retail, Repetto, Retail Concept Llc, Revlon, Richemont Luxury Asia Pacific Ltd, Ritmeester Cigars B.V., Royce' Confect Co. Ltd., Russ Berrie (UK) Ltd, Russian Standard Vodka, S.I.R.P.E.A. S.P.A.,

Safilo Group, Salvatore Ferragamo Italia Spa, Santa Margherita Spa, Sarl Ets Peuch et Besse, SAS International/Pashma, Saybrex International Inc., Scandinavian Tobacco Comp, Schleich GmbH, Scorpio Distributors Ltd, Sea & Sky Supply BV, Secret Wish, Sekonda, Selectiva Spa, Shiseido Europe, Silhouette International Schmied AG, Silver Base Int'l Development Co., Ltd, Sisley, Skagen Designs A/S, Socatec, Société des Produits Marnier Lapostolle, SPI Group SA, Stance, Starbrook Airlines, Stock International Distribution GmbH & Co KG, Storck Travel Retail Ltd, Sun Jewelry Co., Ltd., Swarovski AG, Synoco Scandinavia AB, Tag Heuer, Tangs Department Stores Ltd. (Shanghai Tang), Tateossian Limited, Tequila Corralejo, Texier SA, The Absolut Company AB, The Drambuie Liqueur Co Ltd, The East India Company Fine Foods Ltd, The Edrington Group, The First, The Hershey Company, The Swatch Group Ltd, Thomas Sabo GmbH & Co. KG, Three Hats Imaginative Food Pty Ltd, Tintamar, TKS SA (Orotime), Tommy Hilfinger Europe B.V., Toms Group, Toscow PTY Ltd, Travel Blue Ltd, Travel Retail Experts Ltd., Trexta, Troika Germany GmbH, Troll Cosmetics GmbH, Tumi Inc., Underberg AG, United Wineries International, Vag & Distribution, Valora Trade Travel Retail, Valrhona SAS, Veld's, Villa Massa, Villiger Sons Ltd, Vranken Pommery Monopole, Waldemar Behn GmbH & Co KG, Wellington Jeweller Pty Ltd., Weruska & Joel, White House Travel Retail LLP, Whyte and Mackay, William Grant & Sons Ltd, Wolford AG, World of Patria International Ltd, Zilli, Zylangia SA

TFWA Board Management Committee & Permanent Staff



TFWA Board Members



Erik Juul-Mortensen
President TFWA



Frédéric Garcia-Pelayo
Vice-President Finance



Sylvie Lavagno
Vice President
Marketing



Alessandra Visconti
Vice-President
Corporate



Thom Rankin
Vice-President
Conferences & Research



Erik Thomsen
Vice-President
Commercial

TFWA Management Committee

Jewellery & Watches



Philip Gerzon
Gerzon Duty Free



Nadia Skouri
Oxygen



Alessandra Visconti
Reflecta

Fashion, Accessories & Leather Goods



**Ségolène
Audras-Verdillon**
Hermès Ventes aux
Voyageurs - Travel Retail



Massimo Barzagli
Salvatore Ferragamo



Angela Silvestri
Ermenegildo Zegna



Jesper Gustafsson
Hugo Boss AG



Carla Guiducci
Giorgio Armani



Alexandra Schimel-Fila
Zilli

Gifts



Thom Rankin
Dufri International BV



Alain Bonardo
Bonardo Travel Retail



Steven Candries
Guylian



Philip Geeraert
Neuhaus

Confectionery & Fine Food

Wine & Spirits



**Donatienne de
Fontaines-Guillaume**
Moët & Chandon



Andrew Carter
Bacardi Martini



Lionel Erhmann
Marnier-Lapostolle



**Manou Heitzman-
Massenez**
Distillerie G.E. Massenez



Matthew Hodges
Rémy Cointreau



James Perry
Brown Forman
Beverage



Erik Thomsen
William Grant & Sons



Matthijs Kramer
Campari

Fragrances & Cosmetics



Priscilla Beaulieu
Kaloo, Clayeux &
Corolle by The M.E.C



Paolo Bevegni
Collistar S.p.A.i



Patrick Bouchard
Puig



Hervé Ducros
Chanel



Frédéric Garcia-Pelayo
Inter Parfums



Nicolas Piquereau
Clarins



Sylvie Lavagno
Christian Dior Parfums



Jean-Charles Seité
Estée Lauder
International



Eric Tarral
L'Oréal Produits
de Luxe Int'l

Tobacco



Santiago Llaio
JTI Trading S.A.



Arie Slinger
Imperial Tobacco



Christian Vonthron
Oettinger Davidoff
Group



TFWA Team

Executive office



Alain Maingreud
Managing Director



Emilie Vin
PA to President
& Managing Director



Sabine Parmentier
Membership & Administration
Co-ordinator

Membership

Marketing



Cécile Lamotte
Marketing Director



Maud Normandin
Communication
Manager



Myriem Chalabi
Client Relationship
Manager



Maha Abdennbi
Marketing &
Communication
Assistant



Gavin Lipsith
Web editorial
Manager

Conference & Research



Michael Barrett
Conference & Research



Ana Homawoo
IT Systems Manager



Francisque Montagne
IT Systems Co-ordinator

IT

Commercial



Mathieu Vanhalst
International Sales
& Exhibitions Manager



Françoise Parigi
Exhibitions & Logistics
Supervisor



Marissa Phanivong
Exhibitions
Co-ordinator



Jane Grant
Advertising & Sponsoring
Sales Manager

Accounting



Sylvie Guigue
Finance Manager



Carole Berrebi
Accountant



Sabine Dissaux
Exhibitor Registration



Laure Bouchet
Visitor Registration

Registration

Press Office



Kate Teagle
Press Manager



Rowena Holland
Press Manager



Shigeru Kikuchi
Japanese Envoy



Pierre Lequeux
Agent in Korea & greater China

Agents in Asia



63, rue la Boétie - 75008 Paris - France
T: +33 (0)1 40 74 09 86 - F: +33 (0)1 40 74 09 85
contact@tfwa.com - www.tfwa.com