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TFWA

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& TRAVEL RETAIL
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07 - 11 MAY 2023
SINGAPORE



MEADFA announces details for November 2022 conference

Further details were announced yesterday regarding the speakers and key topics at the 2022 MEADFA Conference, with an encouraging number of delegates already pre-registered. Managed by TFWA, the event will take place from 27 to 29 November at The Art Hotel & Resort located in the Kingdom of Bahrain, hosted by Bahrain Duty Free.

MEADFA President Sherif Toulan will open the conference with a welcome address. Within the opening session, participants will hear from some of Bahrain's leading industry experts, including Waleed Abdulhameed al Alawi, Acting CEO, Gulf Air, and Bassam Al Wardi, Chief Executive Officer & Board Director, Bahrain Duty Free.

The morning will continue with comments from prominent figures from the region's duty free and travel retail industry, in which they will assess the current and future state of the market in the Middle East and Africa.

The afternoon sessions will explore unlocking the potential of West Africa, innovation, and insights into the regulations and challenges duty free and travel retail companies are facing.

Day two will include discussions on how businesses are implementing

sustainable practices while retaining operational excellence, how global supply chains are transitioning, and the growth of cruise lines in the region. A session will also take place focusing on rebuilding tourism in East Africa.

Alongside the extensive learning opportunities, visitors to the conference will also benefit from a packed social programme, which will include an Opening Cocktail, Gala Dinner, and networking coffee and lunch breaks.

"Featuring prominent industry leaders, we are happy to be bringing the MEADFA event to Bahrain and look forward to the thought-provoking debates and discussions that will take place during the conference, covering a wider regional array with an emphasis on Africa," said Sherif Toulan, MEADFA President.

Erik Juul-Mortensen, TFWA President, added: "TFWA is delighted to continue our long-term partnership with MEADFA and we are glad to be supporting the MEADFA Conference once again. As an important air hub in the Gulf region, the Kingdom of Bahrain is the perfect location for the event, connecting industry colleagues from the region with those from other international markets, and vice versa."

Today: TFWA Annual General Meeting

A reminder that the TFWA Annual General Meeting (for TFWA members only) will be held today at 09:00 in Auditorium K of the Palais des Festivals.

Caritas collection

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.

WiTR raises over €17,000 for The Hope Foundation

During Women in Travel Retail's (WiTR's) networking and fundraising event on Tuesday evening, women from the travel retail industry joined forces to raise money for WiTR's chosen 2022 charity – The Hope Foundation. WiTR exceeded its target of €15,000, raising €17,236, and sincerely thanks all who contributed and participated in raising the much-needed funds.



TFWA App



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Innovation in Action

Yesterday's Innovation in Action Workshop explored how new tech is helping shape positive passenger experiences in the post-pandemic world.

“The future of digital travel retail is aggregation”

In yesterday's Innovation in Action Workshop, Wassim Saadé, founder and CEO, Inflyter, focused on two key areas: digital distribution strategies and aggregation, and the importance of brands in the travel retail ecosystem.

“Travel retailers need to be embracing all digital distribution strategies, including those from third-party digital specialists like Inflyter,” he said. “We should be seen as providing a complementary channel to their own ecommerce platforms that make it easier, more convenient and give travellers more choice as to how they want to shop, and not as a competitive threat. This is particularly pertinent given that we believe the vision for the future of digital travel retail is aggregation.”

Saadé highlighted the post-pandemic prioritisation of digitisation for many travel retailers and brands. “In addition, the need to challenge traditional travel retail models has helped create new passenger experiences and strong value propositions which look to maximise the significant potential of audiences that have been previously less important such as US domestic travellers,” he said.

It is here that Inflyter's collaboration with 3Sixty Duty Free has seen it further develop its travel retail technology platform.



Wassim Saadé, founder and CEO, Inflyter: “Travel retailers need to be embracing all digital distribution strategies, including those from third-party digital specialists like Inflyter. We should be seen as providing a complementary channel to their own ecommerce platforms that make it easier, more convenient and give travellers more choice as to how they want to shop, and not as a competitive threat.”

“Together we are able to announce the launch of a new offering that will enable both international and domestic airline passengers, travelling anywhere in the world, to shop at tax free prices using the Inflyter app and have their order delivered to any address in the United States,” Saadé explained.

“Airports, retailers and brands must introduce more personalised communication channels”

Morten Pankoke, Managing Director, Intelligent Track Systems A/S, Executive Vice President, CPHI Holding, believes airports need to embrace new tech to be able to deliver improved passenger services, which in turn will help passengers relax and be more openminded.

“Happy passengers buy more!” he said. “Millennials and the even younger consumer generations demand customised value propositions and experiences. Hence, airports, retailers and brands must introduce more personalised communication channels to meet the needs of the individual passenger, important consumer segments etc.”

To do so, airports, brands and retailers need to know their customers better. “They must get access to data about passenger behaviour, their context, buying patterns, segmental differences and much more,” Pankoke explained. “New technologies developed into intelligent products and services can provide all this information and turn it into actionable solutions.”

He added that, with its intelligent trolley service, Intelligent Track Systems has integrated several technologies into one innovative service, which offers a one-to-one communication channel between for example retailer and customer, producing valuable granular data that until now has not been available



Morten Pankoke, Managing Director, Intelligent Track Systems A/S, Executive Vice President, CPHI Holding: “Millennials and the even younger consumer generations demand customised value propositions and experiences. Hence, airports, retailers and brands must introduce more personalised communication channels to meet the needs of the individual passenger.”

to retailers and brands. “To take advantage of the new digital solutions like gamification, AI and machine learning, retailers and brands will benefit from working closely together with cutting-edge tech start-ups and service providers.”

Entertaining and unique experiences to increase purchasing conversions

Alexander Trieb, founder and CEO, Duffle Travel Retail Platform, explained that consumer behaviour and expectations, particularly from the younger generation, have changed over the last few years. “Digital is the only interface and touchpoint they understand, accept and demand,” he said. “Meeting these demands is complex and can be solved with technology, but be very cautious of following the latest buzzwords and trends without truly understanding the customers’ expectations.”

The advent of B2B and B2B2C Marketplaces in travel retail with integrated quick commerce capabilities is exciting. This also includes D2C capabilities to improve direct to consumer, personalised and more relevant interactions and experiences.

“Data remains key and real-time data integration technologies, such as data clean rooms, allowing the sharing of information in a secure, privacy conforming and scalable environment is interesting, as now brands and retailers, and even airlines and airports, can exchange information to make better data-driven decisions,” said Trieb.

So, how is new tech helping shape positive passenger experiences in the post-pandemic world? Trieb believes speed and simplicity are absolutely critical. “The mantra of ‘less is more’ remains even more important today than before,” he added. “Convenience is what people are expecting and demanding, and technology should be used in such a way to work for the customer and hide the complexity as best



Alexander Trieb, founder and CEO, Duffle Travel Retail Platform: “Bridging offline with online through AR-enhanced experiences could offer some entertaining and unique experiences to increase purchasing conversions.”

as possible. Technology can be used to shape the overall experience by connecting the dots across the traveller journey. Although technically feasible, it still requires openness and partnerships across all stakeholders to become reality.”

Meeting consumer expectations in a premium and engaging way

The key message delivered by John Williams, Global Scotch Director, Diageo, in yesterday’s Innovation in Action Workshop was that “technology is a tool to aid and improve the shopper journey and break down previous perceptions or barriers for consumers”.

He explained the work Diageo is doing to encourage, inspire and explain the whisky category to consumers, showcasing the new technology that Diageo has invested in to inform and engage consumers.

“There has been a seismic change in the way that brands and retailers engage with consumers,” said Williams. “The more successful solutions consider the omnichannel experiences that allow the shopper journey to flow seamlessly between the physical world and online.”

Diageo’s new ‘What’s your Whisky’ platform takes personalised insights into consumer flavour profiles – via a quiz – and then matches them to a whisky range that sits within their preferred flavour. “This ultimately allows us to change the way we speak to consumers and drive traffic and engagement into the whisky category,” Williams explained. “It again eases the consumer journey, and helps explain and inform in a simple and straightforward way.”

As the industry recovers, the challenge is to engage and excite travellers even more. New technology is critical to engage consumers into brand experiences and retail initiatives. “Digital is now at everyone’s fingertips – it is crucial that we



John Williams, Global Scotch Director, Diageo: “Digital is now at everyone’s fingertips – it is crucial that we leverage this key driver during the shopper journey. The expectation from consumers is both physical and digital, and this expectation has to be met in a premium and engaging way.”

leverage this key driver during the shopper journey,” Williams added. “The expectation from consumers is both physical and digital, and this expectation has to be met in a premium and engaging way.”

TFWA Lounge: after-work session

VENUE: Carlton Beach

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TFWA Lounge: night-time session

VENUE: Carlton Beach

The TFWA Lounge returned this year at Carlton Beach. The after-work sessions took place between 18:30 and 21:00. Later in the evening, between 23:00 and 02:00, brand-new, night-time sessions were held in the TFWA Lounge.



Qatar Duty Free is the main sponsor of the TFWA Lounge and has been welcoming guests to enter a competition this week by playing a virtual reality shootout game. The prize was two tickets to the opening ceremony of the long-anticipated 2022 FIFA World Cup at the Al Bayt Stadium. Thomas Thiollier, Head of Marketing, Qatar Duty Free, announced the winner: Marc Buchacker, Project Manager, Rum & Co, who achieved a score of 5,596.



Freixenet unveils new fizz and queries everyone's NYE drink

Henkell Freixenet is showcasing its Mionetto Rose Prosecco and organic cava at this year's TFWA World Exhibition & Conference.

Speaking at the show, Sandra Janetzki, Global Senior Vice President, Henkell Freixenet, said: "Our news is from Mionetto and we have launched some GTR exclusives too, as people can see," pointing out the new fizz range.

Janetzki revealed: "Some things are completely new and are GTR exclusives and these we will be launching in April 2023. Our fizz is going to have a shelf price of £13.90."

"Some of our bottles are already in Heinemann stores," she added.

Responding to her thoughts on the fizz category and whether Champagne was still popular, or if the fizz market had experienced any volatility, Janetzki said: "For our category and for our products, our entire industry is wondering: 'What will we drink on New Year's Eve?' 'What will we drink at Christmas?' 'Will it be another form of premiumisation or downtrading?'"

Janetzki explained that bubbly was still likely to ride through the recession and added: "I think there is now a lot of competition on the market and lots of price increases" reiterating how "everybody has to increase their prices in order to continue a healthy business, you have to do it."

 **Blue Village F11**





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The TFWA i.lab is located within the Red Village on Level -1 of the Palais des Festivals. Yesterday, there were two TFWA i.lab pitch sessions in which exhibitors offered a glimpse into the future of duty free and travel retail.

TFWA i.lab pitch sessions: a glimpse into the future of duty free and travel retail



Neil Muir, Managing Director, Blynk, participated in the TFWA i.lab pitch sessions yesterday. "In-store digital has become ubiquitous in travel environments," he said. "At Blynk, we aim to work with brands and retailers to build effective and successful digital strategies. We combine physical and digital technologies to create eye-catching, engaging, and dynamic experiences that help brands to connect with their audience, inspiring, informing and influencing them at the point of decision. In addition, our software can also provide real-time feedback and analytics on participation to demonstrate ROI."



Tokinomo participated in the TFWA i.lab pitch sessions yesterday. "When it comes to choosing a product, customers don't rely on just facts but also their feelings," said Ciprian Campanu, Chief Revenue Officer, Tokinomo. "Tokinomo's light, sound and motion capabilities allow brands to better make emotional connections with shoppers. Show off your brand's values and personality in ways that go beyond 2D static displays and product packaging. Tokinomo acts like a speed bump within retail, stopping customers right in front of your own brand's stage."

TFWA I.LAB EXHIBITORS

- Bluedog Group – TFWA 365 Discovery i.lab
- Blynk – i.lab M8
- DIGILAB – i.lab M12
- Duffle App – i.lab M5
- DutyFreak Airport.Store Marketplace – i.lab M7
- iClick Interactive – i.lab M9
- Inflyter – i.lab M10
- Intelligent Trolley Service by ITS – i.lab M6
- Mydutyfree – i.lab M2
- Perfect Corp – i.lab M11
- PERFUMIST – i.lab M13
- TFWA 365 – i.lab M15
- TOKINOMO – i.lab M4
- tRetail Labs – i.lab M3
- Valtech – i.lab M1
- Visuall – i.lab M14

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KT International: accessorise your taste

KT International is presenting its latest CORSET capsule collection. Inspired by the vibrancy of the design of the Shellpack range, the brand has altered the look and feel of CORSET DEUX and CORSET DOUBLE to match the premium quality and high-fashion sense searched for by consumers.

CORSET DEUX is with a single menthol capsule, while CORSET DOUBLE possesses a taste of menthol glaze and blueberry blush.

“Innovated and crafted with inspiration, knowledge and precision from start to finish, CORSET was designed for her – confident, magnetic, independent,” said Milena Stoyanova, Corporate Brand Manager, KT International. “From the refined taste of carefully-selected high quality tobaccos in creating the renowned and premium American blend of CORSET to the crafted pack, CORSET Shellpack sets a new benchmark.”

KT International is also highlighting the King Compact – a smaller format delivering a macro taste experience. It comes in slimmer format that fits the latest demands from discerning consumers. “Even in a compact format, the product comes loaded with taste,” said Stoyanova.

Meanwhile, for those striving to energise their smoke with extra flavour, KT International has created the King Pop Compact. “It is our most vibrant proposition yet, giving you the opportunity to experience a variety of tastes,” Stoyanova explained.

The King Pop features the same well-balanced blend, now



complemented with the newest generation capsule flavoured filter. Two taste options are available – menthol and blueberry – that can be activated on demand.

 **Bay Village Bay 19**

DELSEY PARIS: durable, secure luggage with a French aesthetic

DELSEY PARIS innovates every day to promote freedom of movement and fluid travel by developing durable and secure luggage and accessories with a French aesthetic. The company is dedicated to making travel easier for users by inventing new products, new functionalities, and new features.

In the 1970s, DELSEY was the first brand to offer luggage with an ultra-resistant rigid shell, to better protect the traveller's personal belongings. Then it introduced the revolutionary trolley system creating a suitcase with retractable wheels and adding movement to luggage for the very first time.

DELSEY PARIS has continued to innovate to ensure the security of contents inside the luggage by creating locking systems specifically for suitcases and designing the patented anti-theft SECURITECH® zip, staying true to its original vocation of protecting a camera.

Here at TFWA World Exhibition & Conference, DELSEY PARIS is showing key luggage lines including Châtelet, which Natalia Maslova, Export Manager East Europe, UK, Africa and Travel Retail, explained is a number one bestseller. “We have had a very good show, with lot of traffic at our stand.”

Vincent Michel, Export Director, DELSEY PARIS, added: “Visitors have been very enthusiastic. They are very happy with our new brand identity and logo, which is a little more premium.



Our new collection is stackable to maximise space, so it comes with new colours and new functionality.”

The new collection also has a strong focus on sustainability, being made from recyclable materials.

 **Blue Village A6**

New Valrhona collection: perfect for all moments

Valrhona is presenting its new collection of exceptional chocolate. Visit the stand to discover its tasting squares gift boxes, fine handmade chocolate bonbons, and snacking chocolates. They are said to be perfect for all moments, no matter the occasion.

The recyclable boxes have a high gift value, with an average reduction in plastic of 93% and an 18% reduction in weight per gift box. The face of the pack contains a new Valrhona identity and a highlight of the products. Meanwhile, the back of the pack features the story of the Valrhona mission, plus presentation of all the chocolates in the box. The inside of the packaging contains an introduction to chocolate tasting and highlights the chocolate-maker's knowhow.

The modernised square chocolates feature a new identity, tracing the different stages of chocolate: from the pod to the couverture.

"We have had an amazing experience here at TFWA World Exhibition & Conference," said Zeyneb Larabi, Head of Global Retail and Travel Retail, Valrhona. "We have had a full schedule of meetings and it has been good for us to welcome our partners to our 'home' here at the show."

Larabi explained that Valrhona is also showcasing the "art of gifting" as it celebrates its 100th anniversary this year. It is using furoshiki – a fabric of Japanese origin that is traditionally used to wrap gifts. "The result is that the item is easier to wrap and the



furoshiki can be kept as a second gift. It can even be personalised with a card," Larabi added.

 **Riviera Village RH16**

Expanded Penfolds Cellar Reserve portfolio broadens appeal

Treasury Wine Estates is showcasing a new AUD\$50 range within the Penfolds Cellar Reserve portfolio, which is designed to drive greater recruitment and accessibility. The new range consists of three varietals: Shiraz, Cabernet Sauvignon, and Grenache Shiraz Mataro (GSM).

The 2021 Cellar Reserve Shiraz is a modern interpretation of this highly-coveted varietal, showcasing the tangible benefit of blending across complementary regions. It showcases the best of Penfolds' maritime regions offering a cooler fruit expression and intense, lifted aromatics.

Sourced from McLaren Vale, where the maritime climate is perfect for ripening these three varietals, the 2021 Cellar Reserve Grenache Shiraz Mataro offers an approachable, fruit-driven wine style that is versatile with food.

A standout vintage for Cabernet Sauvignon allowed the Penfolds winemaking team the opportunity to use small parcels of exceptional grapes sourced from coastal regions to craft the 2021 Cellar Reserve Cabernet – a polished and approachable wine, showcasing generous, varietally pure fruit.

"The launch of this new range within the Penfolds Cellar Reserve portfolio is not only about broadening consumer appeal, but it also plays a central role in our upweighted focus on Penfolds Cellar Reserve as a key exclusive range for travellers," explained Pieta Jordan, Head of Marketing, Global Travel Retail.



"Recent research we conducted in May this year informed us that one in three wine shoppers are interested in seeing travel retail exclusive wine products in store and one in three shoppers are interested in well-known brands, reinforcing Penfolds Cellar Reserve's potential with premium wine shoppers in the channel."

 **Bay Village Bay 18**

Pringles presents a multi-sensorial experience

The Pringles Duty Free (Kellogg's) vision is to grow a more sustainable travel retail snacking category. It is presenting its potato-based snacks, which are designed to pop the mind and mesmerise the mouth, at TFWA World Exhibition & Conference.

The 185g Pringles flavours range from the sharp kick of Salt & Vinegar to the tongue tingling tang of Sour Cream & Onion, and also include Original, Hot & Spicy, Hot Paprika, Barbecue, and Cheese & Onion.

Meanwhile, the 70g and 40g cans are small and handy, while packing all the taste. 70g flavours include Original, Sour Cream & Onion, and Hot Paprika. 40g flavours include Original, Sour Cream & Onion, Hot Paprika, Hot & Spicy, and Barbecue.

 **Marine Village R1**



PVM launches Chupa Chups customer engagement activation concept

Perfetti Van Melle (PVM) is launching a customer engagement activation concept at TFWA World Exhibition & Conference. It will use the dedicated travel retail activation to increase footfall and underscore its focus on fun for its key brand Chupa Chups.

The activation concept has been designed to include a photo booth and product promotion area to encourage customers to engage with the Chupa Chups brand; they can have their photo taken as one of the Chupa Chups backpack animal family, take-away a polaroid memento and enter their contact details to receive the digital photo, using it across social media platforms.

Chupa Chups is set to become a key POS tool for increased cash till engagement across PVM's GTR customer base. "We have an extremely strong presence at the cash till with our domestic business," said Femke van Veen, Brand Manager, GTR, PVM. "We want to replicate that strength at the cash till in partnership with our travel retail customers and driving consumer engagement."

PVM is showcasing new travel retail exclusive products for both Chupa Chups and Mentos. New children's gifting offers include an extended Chupa Chups plush animal backpack range – a pink flamingo and green dinosaur join the tiger and elephant designs, all carrying 16 lollipops in Strawberry, Orange, Watermelon and Raspberry flavours.

Chupa Chups has partnered with Looney Tunes for a new kid's markers and colouring set. Each set contains eight markers, seven lollipops and a colouring book.

PVM is also reinforcing the freshness appeal of Mentos in 2023 with new Mentos Mints and Mentos Gum offers. A smaller and curvier pack design is available for the current Mentos Gum bottles: Pure Fresh, Fresh Mint and Spearmint. The range is being expanded with two new flavours: Strawberry, the best-selling fruit flavour, and a fortified Vitamins Gum in citrus flavour for the European market. Also new for 2023 are Mentos Mints Peppermint and Strawberry flavours.



"We are aggressively targeting travel retail sales levels of 2019 for 2023," van Veen adds. "Before the pandemic we knew we needed to address decreasing levels of footfall; now that passenger numbers are up again, we are paying attention to increasing customer footfall in line with returning passengers. We are looking at new ways to be visible on the shop floor, with more focus on cash till opportunities and POS for both Chupa Chups and Mentos."

 **Mediterranean Village PS**

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William Grant & Sons launches new 'Glenfiddich Perpetual Collection'

William Grant & Sons has launched a travel retail exclusive selection of whiskies for its Glenfiddich whisky brand that are in perpetual motion within VATs that have never been emptied.

Speaking yesterday at TFWA World Exhibition & Conference, the spirits giant revealed The Perpetual Collection, explaining how each successive vat fill is like a new generation of whisky building on the past, ever increasing in character, dimension and complexity.

The technique – the 'Solera Vat' process – adds continuous layers of flavours to the whisky, by only ever bottling half the whisky in the vats before refilling. As such, the vats still contain the original liquid, hence the name the Perpetual Collection – a whisky that never sits still.

The range includes four exclusive expressions: Vat 01 is 40% ABV and an accessible single malt matured in Bourbon and red wine casks; Vat 02 is a 43% ABV single malt whisky that has been double-matured in oak and Spanish sherry casks and married in Glenfiddich's Solera Vat 2 to develop through continuous motion; Vat 03 is a 50.2% ABV full-bodied single malt whisky that has been non-chill filtered and matured for over 15 years in European oak sherry and ex-Bourbon casks and Vat 04 is a 47.8% ABV refined single malt that has been non-chill filtered and aged in Oloroso sherry and Bourbon casks for 18 years before being married and continuously adapted in Solera Vat 4.

"The global travel retail channel is returning with momentum and Glenfiddich has continued to perform exceptionally well, consistently delivering rare and premium offerings to our customers and consumers around the world," said David Wilson, Managing Director GTR, William Grant & Sons. "What you will see from today on is us rolling out the new Glenfiddich range, inspiring consumers and continuing to lead the category in so many ways."

Lindsay Hitzeroth, Head of Customer Marketing Global Travel



Retail, William Grant & Sons, added: "This is Glenfiddich's biggest launch in global travel retail in the last decade – the perfect celebration of the world of travel opening back up. A range of whiskies that never sit still, for travellers always in motion."

To celebrate the launch of the collection, a series of Glenfiddich pop-up retail spaces will also appear in select airport destinations, adding to the excitement of travelling.

 **Golden Village GO2**

Al Nassma showcases 'beautiful' Samha brand

Al Nassma Chocolate reports a busy week of meetings here at TFWA World Exhibition & Conference. "There has been a great vibe, with people happy to see each other and meet face to face again," said Patrick Dorais, Director of Sales, Al Nassma Chocolate.

The company has launched a new brand called Samha, which means 'beautiful' in Arabic. The camel milk chocolate-covered dates are available at a more accessible price point, with the core Al Nassma Chocolate brand traditionally a premium product.

Samha varieties include camel milk chocolate coated dates with pistachio, a dark chocolate version with roasted almonds, and a white chocolate version with roasted whole hazelnuts.

Meanwhile, the core Al Nassma Chocolate brand is being showcased here in Cannes with new packaging that is more elegant and premium.

 **Blue Village F1**



Molton Brown leads the way with sustainability

Molton Brown, which has been big on sustainability for a long time, is continuing talks in Cannes by presenting its new airport ranges alongside refillable bottles for the luxury consumer.

Speaking at TFWA World Exhibition & Conference, Jane Chadwick, International Sales Manager Global Travel Retail, Molton Brown, said: "We are presenting all about sustainability this week. As a brand, it is something we have been doing since day one."

Chadwick explained: "We are now taking it to the next level. We have launched in the past year some refillable pouches, but now it is all about the 'Infinite Bottle'. These are 400ml, 100% recyclable aluminium and it's definitely the way forward for the luxury consumer."

"The other things we are doing in terms of airport exclusives are showing our new range which includes all of the trios we do," she added, and said that the company is also showcasing its haircare range, which is "also is new for us".

 **Riviera Village RF15**




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FlyWithWine answers people's needs with suitcases made for wine bottles

FlyWithWine is exhibiting for the first time at TFWA World Exhibition & Conference and answering the need for how to travel with bottles of wine.

"This is basically a suitcase of wine that can be checked onto an aeroplane," said Ryan Neergaard, Partner, FlyWithWine. "The basis, and one of the fundamentals of the company, was that when people would go to visit a winery it is expensive if people want to take the wine home with them."

He explained: "For someone that goes to a few different wineries and takes this home, they are basically able to save the value of the cost of the suitcase in one trip."

The reason the idea is novel as much as it is useful is the multi-use benefits of having a suitcase that is specifically for bottles. Neergaard pointed out that "internationally, for people to come from Japan, China, Europe, Canada, South America – all those people in one single trip will save enough to make the suitcase worth it" and demonstrated how "all the inserts can pop out as well, so it can be used as a normal suitcase. You can put any combination of two, four, six, eight, 10 or 12 bottles into it."

Neergaard highlighted how FlyWithWine was answering a need, not just for oenophiles but for wineries as well as people who wanted to simply protect their rare or giftable bottles from being bumped around in an aircraft or on a journey, revealing that sustainability messages were also at the heart of the invention.

He said: "You hear a lot about sustainability nowadays and the wine industry has notoriously been known as one of the largest wasters of cardboard and insulated products in order to be able to sell. In order to ship something, you need to have styrofoam on the inside and yet this is something you buy once and then use it a million times and it really reduces the carbon imprint from a lot of those materials that are being used on a regular basis."

Neergaard reiterated the need for a product as well-made and



as simple as the new luggage solution, demonstrating how it fitted with travel, life and also many airport destination regulations about liquids.

 **Blue Village E1**

Venice Olfactory brings fragrances to Cannes

Venice Olfactory is a first-time exhibitor at TFWA World Exhibition & Conference and feels jubilant that meetings can take place in person.

Speaking at the company's stand, Monica Pepe, Sales Manager, Venice Olfactory, said: "Especially after the last two years where all the meetings in-person were impossible. It is definitely more important to be here and meet people face-to-face."

Pepe added: "We – Lorenzo Vidal, our CEO and founder and I – are especially happy to be here because it is our first time as an exhibitor."

 **Riviera Village RE1**



Accolade positions its wines as 'accessible' fine wine

Accolade Wines invited visitors to its stand at TFWA World Exhibition & Conference to talk through and taste its portfolio and discuss its positioning within the channel.

Jeff Bond, Senior Regional Manager – EMEA, Global Travel Retail, Accolade Wines, said: "The purpose of Accolade Wines is to enrich everyday moments in people's lives through our amazing wine portfolio and to contribute to a better world."

Bond revealed: "We have strands for that within our strategy – premiumisation and innovation in fine wine and sustainability. Today, we are going to concentrate on our fine wines."

Bond explained: "Our winemakers generally try to make wines that are accessible, so you can open these as soon as they are released, or you can also cellar them for 10-20 years."

He also divulged that "the majority" of Accolade's 'Vintage Programme' is "for Asia and Australia" but highlighted how in the UK, Accolade sells them "into Harrods, Selfridges and high-end places as well as to personal collectors".

Bond hinted: "We do have some available in Europe, but we don't really have a strong fine wine market base outside of Dubai, really."



 **Yellow Village D26**

Loch Lomond branches out from whisky to gin and fizz

Loch Lomond Group is showcasing a raft of new products, including both a gin and a bottle of Champagne.

Speaking at TFWA World Exhibition & Conference, Catherine Bonelli, Managing Director – Global Travel, Loch Lomond Group, said: "We are the fastest-growing single malt company in development and we are showing a new range of our products with Glen Scotia Littlemill Whisky and we are also introducing a gin into the gin category with Ben Lomond and we have launched a new brand PIAFF Champagne."

Bonelli added: "We are super happy about the show because it is super exciting. There are so many opportunities for our new projects, so we just have to select the right product with the right visibility for the brand."



 **Bay Village Bay 17B**

Go Travel goes for colour

Go Travel has revealed its latest range of neck pillows with colour accents and carry pouches and eye masks at this year's TFWA World Exhibition & Conference.

Speaking about the products, Kellie Little, Communications and HR Manager, Go Travel, said: "This year, we're looking at colour. We've started looking a lot at consumer profiles and have been learning from them. With our neck pillows we have our 'Ultimate' which has memory foam inside, then a middle offer in colour with bamboo and then there is the Memory ZZZs, which has small colour accents and focuses on Millennials and Gen Z."

Little explained: "We are also looking at bringing in sets with eye masks and the carry pouches for the pillows as well" revealing that neck pillows are more than an impulse purchase, but a canny way to appeal to travellers and help them feel equipped. Also, she identified how the cases with all the items that match was a good product for retailers to use as a gift to reward consumers visiting their store to spend. She added: "They are more of a considered product" and hinted they are good for "retailers giving it as a promotion".

The travel accessory company is also "looking at how things are packaged and displayed" and has used the past couple of years to reassess its business.

Little explained: "I think, for us as a business, we have really been grabbing the time to look at our consumer profiles and it has been really important for us."



 **Yellow Village B24**

Bottega reveals new launches

Sandro Bottega, President & CEO, Bottega SpA, said: "TFWA World Exhibition & Conference is the most important show in the world, including VinItaly or ProWein, and being here is extremely important. Over 30% of our market is made here within duty free."

Never resting or shy at innovating, Bottega said: "We are presenting new products and have a bunch of new ideas. This year, we are presenting a non-alcoholic sparkling wine, a non-alcohol digestif, two Pinot Grigio wines, an organic vodka and a newer version of our gin."

Bottega also said that he was presenting a new by-the-glass serve too and made hints it included flavours of "panna cotta, tiramisu and cappuccino" before revealing that he had also created "a premix Negroni" to answer demand for the trend.

"We are also presenting a new product which we will start next year which is our new lemon Spritz Bottega," he added and revealed "that is being launched in January".



 **Blue Village A11**

Dubai Duty Free

Day 1

24th November 2022

Emirates Golf Club - Faldo Course

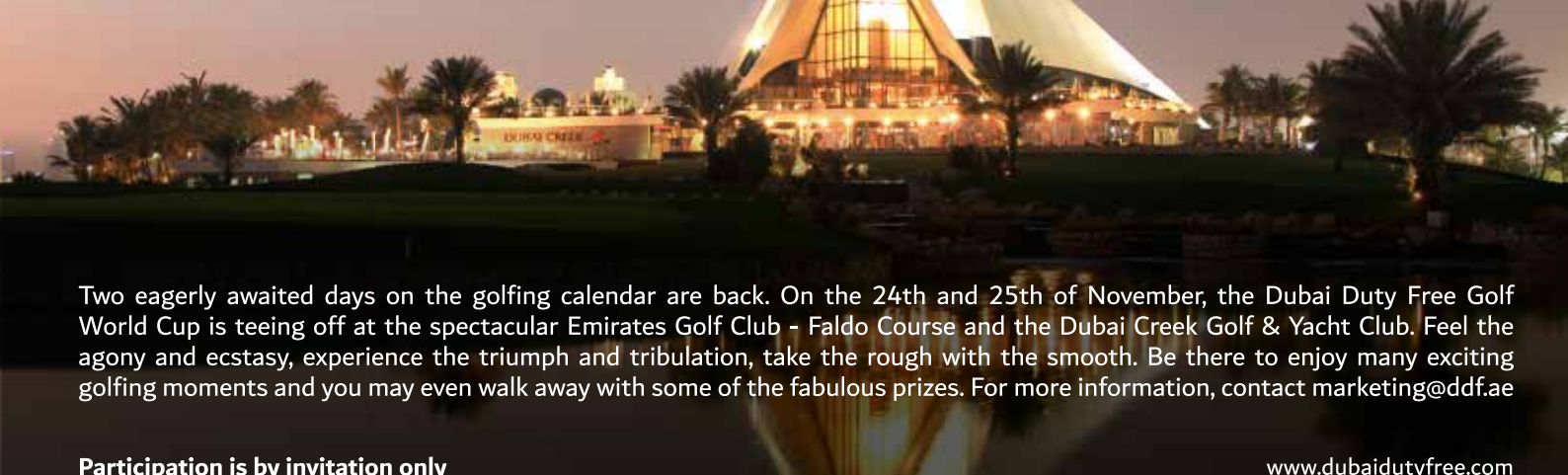


DUBAI DUTY FREE GOLF WORLD CUP WORLD CUP GOLF, WORLD CLASS ENTERTAINMENT.

Day 2

25th November 2022

Dubai Creek Golf and Yacht Club



Two eagerly awaited days on the golfing calendar are back. On the 24th and 25th of November, the Dubai Duty Free Golf World Cup is teeing off at the spectacular Emirates Golf Club - Faldo Course and the Dubai Creek Golf & Yacht Club. Feel the agony and ecstasy, experience the triumph and tribulation, take the rough with the smooth. Be there to enjoy many exciting golfing moments and you may even walk away with some of the fabulous prizes. For more information, contact marketing@ddf.ae

Participation is by invitation only

www.dubaidutyfree.com



Full of surprises.

Moments-led approach will drive confectionery growth further



Yesterday Mars Wrigley International Travel Retail (MWITR) Sales Director Marcus Hudson explained how focusing on specific moments in the day when shoppers are most inclined to purchase is the key enabler to unlock further category growth.

“By shifting to a moments-led approach we create a win-win for both retailers and suppliers,” said Hudson. “Unlocking category growth, whether a snack to consume while enjoying travel time together or a gift for a loved one when arriving home.”

MWITR’s research shows that the consumption of treats and snacks happens at specific moments. Within travel retail, the most dominant moments are: enjoying travel time together, giving a gift, and space to refresh and energise on the go and unwind and indulge.

In Cannes, MWITR presented a product portfolio to attract travellers to the category and further grow the core. This includes pouches of its most loved brands like M&M’s, Maltesers, Mars and Bounty.

For the ‘Give a Gift’ moment, MWITR revealed an exciting innovation: Maltesers Truffles, a modern twist on a global favourite that is fun but premium enough to gift and impress. The new Maltesers flavour will attract younger shoppers to the category who are looking for the ideal gift to bring home. Elevating traveller moments with ‘unique fun’ is what hero brands such as M&M’s, Twix, and Maltesers do. “Unique fun has and will be the heart of the M&M’s brand and in 2023, the company will come with a new activation approach to create even better experiences for the traveller,” Hudson continued.

Mars Wrigley also announced that from 2023, 100% of the cocoa purchased for its direct factory operations in Europe will be verified as responsibly sourced cocoa in a sustainable way which includes the cocoa for products including Snickers, M&M’s, Mars,

Dove, Galaxy, Maltesers and Milky Way.

“We are committed to creating a sustainable cocoa supply chain where human rights are respected, the environment is protected, and everyone has the opportunity to thrive. I am extremely proud we can share this important milestone today, which is also extremely relevant for travel retail as almost 90% of our portfolio is produced in our European factories,” said Hudson.

Mars Wrigley’s goal is for 100% of the cocoa used globally to be sourced under their Responsible Cocoa programme by 2025.

 **Bay Village Bay 9**



Budapest Airport wins Campaign of the Year at Frontier Awards

Budapest Airport was shortlisted in two categories at last night's Frontier Awards, winning 'Campaign of the Year' for its LIVE CONSCIOUSLY. THINK GREEN sustainability programme.

The Frontier Awards, held during TFWA World Exhibition & Conference, honour airports, retailers, suppliers and products throughout the aviation industry. Known for its creative campaigns, Budapest went head-to-head with not only one of the world's busiest airports, London Heathrow, but also some huge brands including Lagardère, Hershey, and Rituals – testament to the innovative and inspiring marketing at the airport.

"We're immensely proud to be recognised in not one, but two categories this year which pays tribute to the hard-work we continue to put into the concept and principles for each campaign," said Andrea Trencsén, Head of Marketing, Budapest Airport. "Trinity promotions are one of the most successful forms of cooperation at Budapest Airport and we were delighted to work alongside Heinemann Duty Free and Royal Tokaji once again in the initiative."

Trencsén added: "Retail marketing is no exception. As a committed advocate of sustainability, we considered it important to involve our biggest partners – the passengers – in a 'journey' which focused on sustainable consumption and the 'green' products of airport retail outlets. Throughout the LIVE CONSCIOUSLY. THINK GREEN campaign, we experienced unprecedented cooperation and support from our commercial partners, despite the fact that this activity was not specifically aimed at increasing sales."

The retail spend-per-passenger in August YTD outperformed the equivalent period in 2019, with Food & Beverage +18.2%, Specialty Retail +2.9% and Duty Free +0.3%. This has predominantly been driven by the development of the pre-order kiosk in F&B and increased penetration in souvenirs, sunglasses, and casual/sports fashion.



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Smoking seriously harms you and the others around

2022 Frontier Awards winners

Airport of the Year

Heathrow Airport

Airport Retailer of the Year

King Power International

Best New Shop Opening

Pernod Ricard Global Travel Retail
– Maison Martell: Martell Mova Mall
Boutique

Border, Downtown or Non-Airport Retailer of the Year

IGL Duty Free (Importations Guay Ltée)

Campaign of the Year

Budapest Airport – Live Consciously. Think Green.

Collaboration of the Year

Dubai Duty Free – Dubai Duty Free,
Givenchy and Glenmorangie

Cruise or Ferry Line Retailer of the Year

Harding

Inflight Retailer of the Year

Retail inMotion

Online Travel Retailer of the Year

Lotte Duty Free

People & Planet Award

Pernod Ricard Global Travel Retail – Life Cycle Analysis Tools

Star Beauty Product of the Year

ICT Reykjavik (Spa of Iceland) – Spa of Iceland

Star Confectionery & Fine Foods Product of the Year

Love Cocoa – Love Salted Caramel 75g Bar
Limited Edition

Star Electronics, Toys, Gifts & Travel Accessories Product of the Year

On the Mark Consultancy – Beach Powder

Star Jewellery & Watches, Fashion & Accessories Product of the Year

E Gluck Corporation – Anne Klein
Considered Solar Recycled Ocean Plastic
Bracelet Watch

Star Spirits Product of the Year

Distell International – Amarula Vegan
Launch

Star Tobacco & New Generation Product of the Year

Philip Morris International – IQOS Iluma

Star Wines Product of the Year

VSPT Wine Group – Tarapacá Gran
Reserva

Supplier of the Year

Nestlé International Travel Retail

Team of the Year

Lagardère Travel Retail

Technology Success of the Year

Retail inMotion – Digitization of onboard
sales on Eurowings Discover

Outstanding Contribution to the Industry

Julie Lassaigne, Secretary General, ETRC

Lifetime Achievement Awards

Julian Diaz, Former CEO of Dufry



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Full of surprises.