

Go Travel joins the Travel Retail Consortium

Travel accessories brand Go Travel has joined the UK-based Travel Retail Consortium.

With a primary focus on Travel Retail, Go Travel works with a large number of retail partners in the UK, and its products can be found in thousands of retail stores and most airports across the region.

Its products are also distributed and stocked in over 100 countries worldwide, with a large presence in the Americas.

Since the company was founded over 40 years ago, it has sold in excess of 250 million units.

Go Travel is owned by Design Go Ltd., a family business established in 1978.

Steve Worden, Sales Director of Design Go, says that joining the Travel Retail Consortium offers the

Go Travel brand a fantastic opportunity to widen its network.

“We are really looking forward to sharing valuable knowledge and experience with other members of the Consortium in the future.”

Rebecca Harwood-Lincoln, TRC’s PR Relation Manager, adds: “Go Travel’s products perfectly complement the other brands at TRC and we look forward to a fruitful partnership going forward.”

The Travel Retail Consortium members currently includes: Accolade Wines, Aurora, Go Travel, Guinness, Heineken, Imperial Tobacco, INVU ultra polarized sunglasses, Kurate, Mars, Morgan and Oates, Remy Cointreau, RHA, Sekonda, Skross, Champagne Taittinger and Twinings.

Brazil authorizes two more border stores

Continued from page 1.

Dufry do Brasil CEO Gustavo Fagundes comments, “We expect to receive the authorization from the Receita Federal within the next week or so. Clearly this is the first step to getting started, then we can look at bringing merchandise to the store and prepare for the opening.

“Our store is ready and our new personnel have all been trained but until the authorization is in our hands, we are not able to give an exact date when we will open. Once we have the authorization, we will be able to move goods to Uruguaiana,” he said.

“This is our first land border store in Brazil and we will be looking closely at opening two or three more in other border cities between the second half of this year and the first quarter of 2020.”

* * *

Thiago Salman, Director of Central Duty Free told *TMI* that they hope to open their first store in July.

“We have been working on the project for more than 18 months – the new store was completed in January this year but the Customs authorization took longer than everyone expected,” said Salman.

“We are now facing some logistical issues getting merchandise to the store. Uruguaiana is quite a distance from the normal logistics circuits for duty free merchandise, so we are sourcing from suppliers and distributors in Miami and Montevideo. As soon as we have goods on the shelf in the store, we will open to the public and at the moment we estimate that this will be towards the end of July.”

“The store is situated in the center of the town and measures 200 sqm. We are looking at this project as a test situation and this will allow us to see how the market reacts to the new border stores.

“We are already looking at other locations and we have an expansion plan already in place if the test store brings good sales and the required financial return.”

John Gallagher

AT THE POINT OF SALE

Swarovski opens branded store on board *Carnival Inspiration* with Dufry



Swarovski has unveiled its “sparkling” new store opened on board the Carnival Inspiration with Dufry. The company is embarking on a renewed focus on travel retail. See full story in a future issue.

MONARQ Group obtains Carbon Neutral Footprint

Spirits distribution company MONARQ Group announces that it has obtained its Carbon Neutral Footprint, “a first step in our contribution to reduce climate change,” it says.

By doing this, the carbon emission that MONARQ produces will be compensated and invested in emission reduction projects which combine energy, environment and developmental solutions into sustainable business opportunities in developing countries.

Many of MONARQ’s customers are located in the Caribbean, which in 2017, suffered a catastrophic hurricane season.

“With total damage of at least \$294.67 billion and over 3350 casualties, it was the heaviest season since 2005, unfortunately impacting many of our business partners and their friends and families. It is our great concern that hurricanes are expected to intensify their impacts, due to the climate change causing higher ocean temperatures,” said the company.

Working through the “Climate Neutral Group,” MONARQ is investing in Efficient Cooking Stoves in Uganda. In Uganda, 90% of households cook on open fires or traditional inefficient charcoal cook stoves, which causes serious deforestation, and puts biodiversity under enormous threat with the consequences of climate change.

The project invests in the local production, distribution and sales of efficient cooking stoves to make these available for all households in Uganda. These cook stoves use up to 50% less fuel (wood or charcoal) for cooking and release much less smoke into the atmosphere.