



Harrods supplier targets duty free
▶ **Luxury chocolate**

London-based confectionery firm RJF Farhi Ltd. has ambitious plans to expand its travel-retail business.

Established by Michael Farhi in 2008, RJF Farhi Ltd. supplies luxury,

gift-oriented chocolates to high-end UK department stores such as Selfridges, Harrods, Fortnum & Mason and Harvey Nichols. With an annual turnover of £3m, the company also exports to countries such as US, Canada and France.

Within travel retail, RJF Farhi Ltd. has supplied

onboard snacking products for British Airways and has Rita Farhi and Mallow Tree listed at Harrods UK airport stores.

The company is targeting two of its ranges for travel retail: the Rita Farhi Gold Range with prices ranging £9 to £100, and a newly launched on-the-go range. "It's our first on-the-go-snacking range where we have developed 20 amazing products featuring our best sellers – all of which are palm-oil free, Vegan or vegetarian friendly and are packed in our brand new fully compostable and 100% plastic-free, FSC-certified board-based boxes," said Founder and Director Michael Farhi.

Wonderful Pistachios enjoys Asia success
▶ **Snacking**

Wonderful Pistachios & Almonds International has reported strong growth in Asia/Pacific this year with double-digit sales increases in several key travel-retail markets.

Director of Sales Australia, SE Asia & Global Travel Retail (GTR) James Kfoury highlighted the excellent double-digit increases the company has experienced in Singapore, Australia and Hong Kong. "Middle East sales are progressing well, particularly in Qatar and Saudi Arabia. With new locations to come later in 2019, next year is also looking good.



"Our US business has been led by our Miami-based cruise listings, which is increasing year over year," Kfoury added. "South America has been relatively quiet having had three very good years, but we hope to see this change

in 2020 with the new border stores opening and the No Shells listing progress."

The key focus for the brand in Cannes will be the 160g Wonderful Pistachios No Shells Roasted & Salted bag, which was first launched last year.

Snacking line a hit for El Almendro
▶ **Snacking**



Delaviuda Group has reported that its Spanish almond and turrón brand El Almendro grew its travel-retail sales by 7.6% over the first six months of 2019.

International Director Gonzalo Machado said that the new snacking line El Almendro Cubits, which are both gluten-free and palm-oil-free, had driven the company's GTR sales this year. At Cannes, the company will launch a new range of El Almendro Turrón Sticks in three different varieties: Traditional Almond Turrón, Chocolate and Caramel with a touch of sea salt.

