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SeaTrade 2017: Buoyant cruise executives predict flourishing opportunities for growth

The global cruise ship industry – with more than \$50 billion in new build’s on order --is in its largest growth era ever, said Andrew Williams, SeaTrade CEO at the SeaTrade Global event on March 14.

With orders for 74 new cruise ships that will enter service over the next decade, Williams said that more berths translate into more passengers, more ports and more destinations.

All of which represent new opportunities for the travel retail industry.

CLIA President Cindy D’Aoust said that 25.3 million people are expected to take a cruise globally this year, up from 15.8 million only ten years ago.

The industry has immense opportunities ahead, especially as Asia continues to develop.

“Asia has the potential to surpass North America as the largest cruise market within the next ten years,” she said, a theme that was repeated throughout the event. “Japan alone had 1500 port calls last year.”

The industry is committing itself to this market, she said, by refitting existing ships or bringing new ships.

The leaders of Carnival Corp.

& plc, Royal Caribbean Cruises Ltd., Norwegian Cruise Line Holdings and MSC Cruises then each presented a talk on a specific topic, after which they met in a panel to debate some questions posed by moderator CNBC reporter Susan Li.

Carnival president and ceo Arnold Donald addressed techno-

logy and innovation, Royal Caribbean chairman and ceo Richard Fain spoke about environmental and safety practices, NCLH president and ceo Frank Del Rio was passionate about destinations and MSC Cruises executive chairman Pierfrancesco Vago discussed ship-

Singapore Changi tops Skytrax airport list, YVR Best Airport in North America

Singapore Changi Airport has been named as the World’s Best Airport by air travelers for the fifth consecutive year, at the 2017 Skytrax World Airport Awards.

Changi was followed in the rankings by Tokyo Haneda, Incheon, Munich, and Hong Kong International Airport. Vancouver International Airport, at number thirteen, was the top-ranked airport in the Americas, and was named Top Airport in North America for the eighth straight year.

Seven North American airports were ranked among the top 50 in the world, with Cincinnati/Kentucky (26), Denver Airport (28), San Francisco Airport (39), Atlanta Hartsfield-Jackson (41), Toronto Pearson (46), and

Dallas/Fort Worth (46) following Vancouver. Cincinnati/Kentucky was also named Best Airport 5-10 million passengers and Best Regional Airport: North America.

Bogota El Dorado (42) was named Best Airport in South America, while Panama Tocumen (90) won Best Airport in Central America/Caribbean.

Three U.S. airports placed among the top ten in The World’s Most Improved Airports with Houston IAH coming in at number three, Phoenix at number seven, and Los Angeles at ten.

London Heathrow was awarded with The World’s Best Airport Shopping title, followed by Seoul Incheon, Hong Kong, Singapore Changi, and Doha Hamad.

Bombata bound for Brazil

Bombata, the Italian computer and tablet case manufacturer, has secured its first listing in Latin America with Dufry do Brasil, reports Phil Peterson, Bombata’s travel retail adviser for the Americas.

“The first order has just been shipped and we will start sales shortly in six locations at both Sao Paulo Guarulhos and Rio de Janeiro Galeão airports,” confirmed Peterson.

“Later in the year we will roll out to other airports in Brazil as we build up our promotional program in their monthly catalog. The buyers in Brazil were really impressed by our selection of cases and the bright colors and modern designs. We are all convinced that the Brazilian traveler, as well as visitors to Brazil, will love the range.

“This is our first sales point in duty free in Latin America, and we are convinced that the range will do really well. Within the next month or so, we hope to announce more displays in other airport and border shops in the region,” he tells *TMI*.

Aer Rianta International (ARI) has appointed **Jackie McDonagh** as the new general manager of ARI North America.

McDonagh has been general manager ARI Ireland since last September, after being promoted from her position as Head of Retail at ARI.

McDonagh is replacing **Seamus Holmes** who left the company.

ARINA operates duty free concessions at Canada’s Montreal, Ottawa, Halifax and Winnipeg airports and its Caribbean division operates three stores at Barbados’ Grantly Adams International Airport.

Carefully selected and beautifully packaged in keepsake boxes, our gift set collections of the complete Tea Forté experience are a most welcomed gift.

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The Exceptional Tea Experience

Global TR: Hanan Fraysse, hfraysse@actium.us; Latam-and Caribbean TR: Daniel Bras, dbras@actium.us

B+D Readers lands major listing with WH Smith

B+D Readers have gained a major listing with UK-based, international retailer WH Smith.

The International division of WH Smith currently operates around 220 stores in Europe, the Middle East, Australia, South-East Asia and India.

In addition, the division operates around 600 stores in airports, railway stations, motorway service areas and hospitals throughout the UK.

The B+D brand will initially be listed in select locations in Europe, the Middle and Far East and subsequently rolled out to the other regions during the rest of the year.

“We are delighted to have secured this listing with WH Smith for our range of Readers. Our B+D brand continues to grow throughout the world and we are convinced that this new listing will bring additional sales in new areas where we are not present at the moment,” commented Roberto Crom, CEO of B+D.

“We know that travelers all over the world love our contemporary and fashion designs and we will continue to innovate to bring new ideas as the new Digital & Blue Ban glasses and even more exciting colors to the market. We expect demand to be strong in the new

markets where we are launching,” says Crom, who says that with this listing, the brand will now be available in more than 60 markets.

WH Smith International Trading Director Peter Newbould

adds, “We are really excited to have the full range of B+D Readers available in our international store network, and are pleased to be working with the brand.”



Altimetre adds best-selling baby skin care range for Caribbean distribution

Miami-based Altimetre has just signed a distribution contract with French company Expanceance Laboratoires for one of their most renowned brands: Mustela.

Mustela has provided expert skin care for newborns and expectant mothers for over 60 years. Specially formulated to be both gentle and effective for babies’ skin, it features effective and botanically based cleansers, shampoos and moisturizers. Its best-selling Bebe range incorporates the revolutionary protective ingredient, Avocado Perseose that nourishes, hydrates and conditions delicate skin.

Altimetre’s contract covers Caribbean local markets and Travel Retail Americas all channels, duty free and duty-paid, company founder Arnaud de Volontat tells *TMI*.

“Mustela is present all over the Americas with a strong leading position in the category. Mustela will be a perfect fit for this changing and very volatile Travel Retail consumer, who is always looking for new shopping experiences, innovation and value,” said de Volontat.



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PGT introduces a range of new products to help travel safe, smart and comfortable

Full service sales and marketing company Premier Global Trading, Inc. has added three exciting new brands offering a range of must-have travel products to its portfolio for this year, reports PGT president Elizabeth Taylor.

BioMiracle, the single application Korean-made face masks that are the leading trend in Asia right now, are an excellent impulse buy for travelers, offering easy to carry top quality skin care treatments with no danger of leaking or spilling.

“BioMiracle has masks that cover every skin care need, moisturizing, firming, rejuvenating, anti-aging, after sun care, and more. Made from the finest ingredients to target each problem concern, each sheet is formulated to give the maximum results,” says Taylor. BioMiracle masks are available in an assorted 5 pack or for individual sale.

Million Mile Travel Accessory line. PGT is introducing a distinct, high end line of Travel Accessories from Bahama Bay, that include neck pillows and travel blankets in luxurious faux fur material. Bahama Bay, who supplies its Luxury Home Textile Collection to the better national stores such as Macy's, has translated that experience into the Travel Sector with the Million Mile Travel Accessory line.

“The Bahama Bay Travel Blankets are large sized and feature a cell phone pocket, so your phone, glasses or pen are always close to you when the blanket is in use. They are the perfect travel companions for those overnight flights,” says Taylor.

Aquinelle. The personal hygiene spray + wipe Aquinelle replaces bulky, heavy flushable wipes. One spray of Aquinelle's soothing mist onto toilet tissue



PGT is also introducing award winning Italian Dive watch brand Strumento Marino, and Lancaster luxury watches, Myme Electronic Accessories and will be featuring its core Zwilling Beauty Group and Tweezerman brands.

Rounding out the new products showing in Orlando, PGT will show Kids Insect Repelling Superbands, a must-have product with the Zika virus a concern to all. Superbands does not contain Deet and offers added protection for kids 3 years old and up.

The brands will be showcased at the PGT booth #429.

transforms the tissue into a refreshingly clean wipe. Environmentally-friendly, the tissues do not clog pipes, comes in assorted scents and at 3.5 ounces is sized for TSA compliancy.

Spongellé gains new travel retail listings worldwide

Spongellé, the innovative sponge/body buffer bath product represented in global travel retail markets by Arnaud de Volontat's company Altimetre, continues to expand internationally.

After being listed with DFS (US and Asia doors) last November, Spongellé will soon start selling to King Power in Thailand, and to Lagardere Group in the US and Asia for travel retail, says de Volontat.

“We have also started discussions to list our product with Inflight concessionaires including ISG, DF Partners and others, and should soon have a few airlines listings confirmed,” he adds.

Altimetre is also expanding Spongellé's international distribution for domestic markets with new distributors appointed for Spain, Indonesia/Malaysia/Singapore and Columbia/Panama.

“In Orlando in March and Singapore in May we will launch new products and among them the star product for the Travel Retail Chanel -- the Mani/Pedi buffer Treatment Set for manicure and pedicure. This is the perfect beauty tool to bring with you when traveling to take care of your hands and feet!” he says.

Altimetre is exhibiting in Orlando at Booth #423.



Air service to Cuba: Too much, too soon for some airlines

Fort Lauderdale-based Silver Airways is one of four carriers which have cut back or canceled air service to Cuba, citing overcapacity and competition.

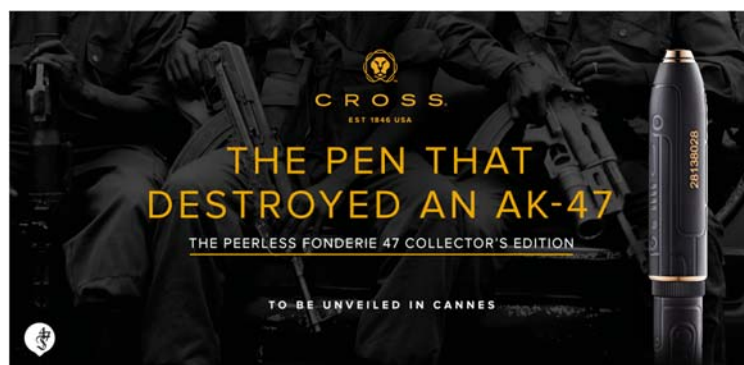
Silver, which had offered flights to all nine regional airports in Cuba, will suspend all flights to the island on April 22.

“However, Silver will continue to monitor Cuba routes and will consider resuming service in the future if the commercial environment changes,” said the airline in a statement.

Denver-based Frontier Airline is canceling its Miami-Havana route starting next June 4 due to high costs and low demand.

“Market conditions did not materialize there, and there is excess capacity in the Florida-Cuba market,” said the airline in a statement.

American Airlines -- which offers service to Havana, Holguin, Santa Clara and Varadero --has reduced its number of Cuba flights and JetBlue, which still offers nearly 50 weekly round-trip flights between the United States and four Cuban cities, has switched to smaller aircraft.





Southern Glazer's Wine & Spirits launches new Travel Sales and Export Division

Southern Glazer's Wine & Spirits, the largest North American wine and spirits distribution company, has launched a Travel Sales and Export Division, making it the first major U.S. wholesale distributor to offer brokerage services to travel and export market channels.

The new division will serve supplier partners as a broker across the Caribbean and Latin American regions, the cruise line industry, and duty free operators in the Americas. As a broker, Southern Glazer's will act as an agent of record and provide sales, marketing, and logistical support to these markets.

"Many of our supplier partners continue to express interest in finding new growth avenues, while also maintaining a single-broker solution across all export and travel retail sales channels," said Wayne Chaplin, CEO of Southern Glazer's Wine & Spirits. "We are well positioned to deliver that one-stop solution by leveraging our infrastructure, expertise, and trading partner relationships to more effectively introduce supplier products in these underserved export markets."

Southern Glazer's says it will leverage the strategic location of its Florida-based distribution network to increase product offerings and improve product availability across these markets – for expanding existing presence and expediting new product introductions.

"Our new Travel Sales and Export Division solution is another way we can add value for our supplier partners by addressing some of the supply chain and service challenges they face in these channels," said Brad Vassar, EVP and Chief Operating Officer of Southern Glazer's Wine & Spirits. "Because of our distribution facilities' geographical proximity to many of these markets, our expertise in logistics, and the broad product portfolio we maintain for our supplier partners, we have the unique ability to help suppliers, cruise lines, duty free operators, and distributors optimize their growth opportunities across the export region."

Sal Gentile, Vice President and General Manager, Travel Sales & Export, will lead the Division, reporting to John Wittig, Southern Glazer's Eastern Region President. Gentile is a 25-year Southern Glazer's veteran.

"I'm excited to lead a team of dedicated experts who will bring additional value to our supplier and distributor partners in these strategic markets," said Sal Gentile.

"We're excited to bring the same high level of brand stewardship, customer service, and logistics efficiency to the Caribbean and Latin American regions, cruise lines and duty free operators in the Americas that we provide in U.S.-based Southern Glazer's markets," said John Wittig. "Our suppliers and distributor partners will benefit from a dedicated, on-the-ground presence of Southern Glazer's employees across these markets who can provide the attention, education, and service required to meet their needs effectively."

Southern Wine & Spirits of America, Inc. and Glazer's, Inc. merged last January to become Southern Glazer's.

Editor Note: This is a development that the travel retail industry should keep an eye on to see what kind of changes it may introduce into the channel.

WTDC celebrates 40 year anniversary and promotes Sean P. Gazitua to President & CEO

Sean P. Gazitua has been promoted to the position of President & CEO of Foreign Trade Zone company WTDC, which is celebrating its 40th anniversary this year.

Founded by the Gazitua family in March 1977, the company began as a U.S. Customs General Order Warehouse. A General Order warehouse stores cargo that has been seized by U.S. Customs and helps alleviate congestion at seaports and airports. WTDC has now evolved into a full service Foreign Trade Zone and Logistics Company, specializing in inventory management.

Sean, the third generation of the Gazitua family to manage the company, succeeds his father, WTDC Chairman Ralph L. Gazitua, as well as his uncle John Gazitua and grandfather Luis Rafael Gazitua.

"It's an honor to continue the Gazitua family tradition of excellence in logistics.

"My grandparents, father, and



uncle are all included on the monument near PortMiami as 'Pioneers in International Trade and Transportation Industry.' We build upon that legacy each day at WTDC by providing excellent customer service and attention to detail for our customer," he said.

Sean Gazitua has worked his way through the ranks at WTDC as an Operations Manager, Director of Logistics, Vice President of Sales and Marketing, and most recently as Vice President, and has been integral in building WTDC's client

base of manufacturers and consolidators.

The company specializes in managing inventory in its Foreign Trade Zone, a cost saving measure for its customers.

"This year we look forward to growing our existing accounts and further developing our transportation department with air and ocean freight forwarding. We are unique in the local market in that WTDC maintains rigorous-corporate standards of accountability while having the flexibility as a family owned company to customize our operations for our customers."

"WTDC's future is focused on building a company that unites technology and best practices with the values we share as a family. We've come a long way since our founding 40 years ago but still maintain our commitment to service and our employees as a family-owned company," he added.

Kering and Cartier enter into eyewear deal

Kering Eyewear and the Richemont Group's Mansion Cartier announced plans to enter into a strategic partnership to manufacture and distribute Cartier eyewear worldwide, subject to clearance by antitrust authorities.

The agreement calls for Richemont to acquire a minority stake in Kering Eyewear, whose twelve brands currently consist of Gucci, Bottega Veneta, Saint Laurent, Alexander McQueen, Brioni, Christopher Kane, McQ, Stella McCartney, Tomas Maier, Boucheron, Pomellato and Puma.

Kering Eyewear will manufacture Cartier Lunettes in Sucy-en-Brie, France.

If approved, the Cartier 2018 Spring Summer collection will be presented in October.

See exclusive article about Kering eyewear's progress in the travel retail Americas market in the current issue of *Travel Markets Insider's* Orlando magazine.

EMPLOYMENT OPPORTUNITIES**WEBB Banks**

has an opening for an Accounting Manager based out of Miami, FL

The Accounting Manager will have an active role in monthly account analysis, book close and for either supervising or performing the functions of Accounts Payable, Accounts Receivable, 401 (K) plan administration, and Payroll.

Region: Caribbean Domestic

Qualifications:

Bachelor's degree in accounting
3 to 5 years experience
Excellent communications skills required

Good computer skills including Microsoft Suite with emphasis on Excel, ADP or compatible payroll systems
Able to handle multiple tasks and stay organized

Please send resume to:
swelch@ewtra.com

REGISTRATION IS NOW OPEN FOR THE 21ST ASUTIL CONFERENCE – HILTON BARRA HOTEL

<http://conferencia2017.asutil.org/registration/>

L'OREAL TR Americas

has openings for a **Retail Education Manager (Kiehl's & Urban Decay)**

Responsible for delivering stellar training strategy, material, and vision to the field education executives and makeup artists. At least 4 years of experience in training/sales in luxury cosmetics and skincare.

Must be bilingual in English and Spanish (Portuguese a plus).

Strong communication and presentation skills required. Must have experience managing and coaching a team.

Must be able to travel 50% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=31070>

Account Coordinator

Responsible for maximizing sales and market share for multi-brands through building partnership with Area Sales Managers and other internal stakeholders.

At least 2 years of experience in business analytics/sales.

Must be bilingual in Spanish and English.

Strong follow up, negotiation, and analytical skills.

Must be advanced Excel, PowerPoint (SAP a plus).

Must be able to travel 5-10% of the time and the position is based in Miami.

Please apply directly online <http://career.loreal.com/careers/JobDetail?jobId=32009>

*** To be considered, candidates must be eligible to work in the United States. No visa sponsorships will be provided.**

*** To be considered, candidates must be able to work in Miami, FL. No relocation assistance will be provided.**

***NEW* ACTIUM**

has an opening for an **Area Sales Manager TR - Tea Forte**

Position overview:

Will be responsible for managing the brand and its full mix from sales, marketing, merchandising, animations, new product launches, training of sales associates to business development

Region:

Travel Retail Worldwide all channels (airports, cruises, border stores, airlines etc)

Qualification:

- Minimum Bachelor's degree
- 3 years of experience in Travel Retail
- Bilingual English - Spanish

This position is based in Miami

Please send resumes to:
Dflores@actium.us

HEINEMANN AMERICAS INC

has a position available for a **Supply Chain Manager/ Demand Planner**

- o Reach purchasing targets, Supply Chain KPIs
- o Optimization of the Supply Chain to increase efficiency
- o Optimize stock level/prevent out of stock
- o Review, manage, identify seasonal trends.
- o Forecasting future demand

Requirements:

Minimum 3 years of experience
Bachelor's degree in Business Administration or comparable level of education
Experience in the field of international luxury good/ and or consumer goods
Advanced Microsoft programs Excel, Word, Power Point
Advanced experience with SAP R/3 ERP
Excellent data evaluation and analytical skills
Pls send resume to
info@heinemann-americas.com

***NEW* COTY**

Is looking for a **Key Account Manager**
To join our Travel Retail Americas Team.

Responsible for achieving Sales and Profit Plan, Key Account management (including driving commercial negotiations at HQ level, forecasting and managing a team of Retail Specialists), implementation of the marketing and promotional plans, and merchandising (negotiating and implementing Coty Brand Image).

Qualifications:

University graduate (MBA preferred).

At least 3-5 years' experience in sales. International exposure. Excellent written and spoken communication.

Fluent in English and Spanish. Industry knowledge and Travel Retail experience a plus. Must be able to travel 50% of the time.

Position is based in Miami.

Please send resumes to:
Sandra_schmidt@cotyinc.com

NEW**SISLEY**

is looking for a **Marketing Manager** for Export Latam and TR Americas. Bilingual in Spanish and English a must. French would be considered an advantage. 5 years minimum experience in the Luxury business, ideally in fragrance/cosmetics. Please send resume to
kally.hudson@sisley.fr