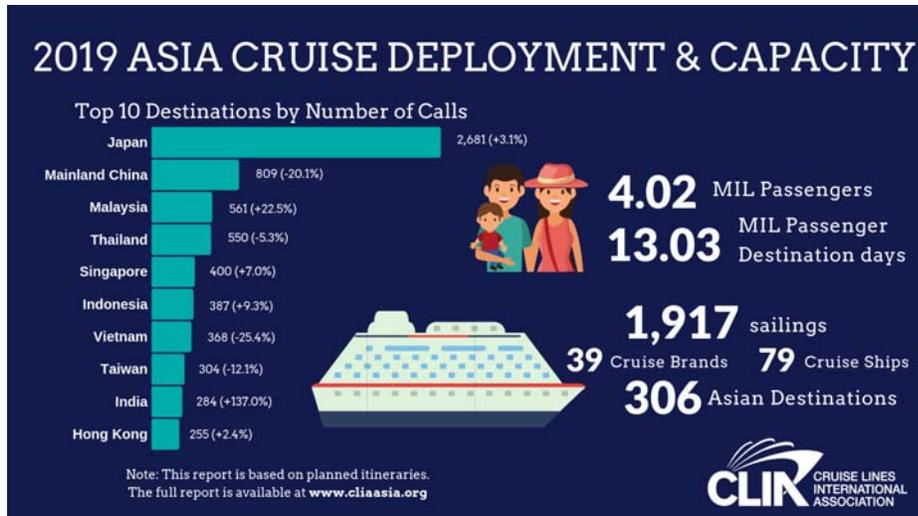


## CLIA: more cruise destinations in Asia in 2019



Cruise ships in Asia will call at 306 different destinations in 2019, an increase of 18 destinations from 2018, said Cruise Lines International Association (CLIA) in its 2019 *Asia Cruise Deployment and Capacity Report*, which was released this week.

The report details Asia's planned cruise activity in 2019, providing stakeholders with information to keep pace with the cruise industry in this region, which showed a slight decline last year.

#### Highlights:

\*2019 will see a total of 1,917 sailings, and generate capacity for 4.02 million passengers to cruise in Asia. This year's total passenger capacity has been reduced by 5.7% year-on-year after several years of rapid expansion. The decline was mainly due to the reduction of short cruise itinerary options from mainland China. Nevertheless, 2019 will still see 79 ships from 39 cruise brands sailing in Asia, a similar level to last year.

\*306 different destinations in Asia will receive cruise ships in 2019, an increase from the 288 destinations in 2018. Ships in Asia increasingly call at more places, increasing the range of choice for passengers.

\*Port calls to Asia will remain steady this year with 7,154 calls. Many of the destinations – especially India, Malaysia, Indonesia, Singapore, Japan, Hong Kong and South Korea – will see growth.

\*Asia will also see a slight rise in passenger destination days. The 13 million passenger destination days forecast in 2019 will translate to more potential onshore visits from cruise passengers, creating a stronger tourism impact for the destinations across the region.

"The popularity of cruising in Asia is expected to grow further over coming years as cruise lines deploy new, larger vessels that have been purpose-built for Asian consumers," said Joel Katz, MD for CLIA Australasia & Asia.

## U.S. fall in overseas travel market share to continue through 2022

The U.S. is undergoing a steady decline in its share of the lucrative international travel market, according to the latest forecast from the U.S. Travel Association, which says that the decline could continue to at least 2022.

U.S. global long-haul travel market share is on a four-year slide since its previous high of 13.7% in 2015, falling to 11.7% in 2018. The decline in market share represents losses to the U.S. economy of 14 million international visitors, \$59 billion in international traveler spending, and 120,000 U.S. jobs, says the trade group.

The market-share drop is forecast to dip to a 10.9% share in 2022. Between now and 2022, that would mean a further economic hit

of 41 million visitors and \$180 billion in international traveler spending.

The U.S. Travel Association cites the continued strength of the U.S. dollar, which makes traveling here from other countries more expensive, for the decline.

Other factors include ongoing trade tensions, which dampen the demand for travel, and stiff competition for international tourism dollars.

The association is strongly endorsing legislation to renew Brand USA, the organization that promotes the U.S. globally as a travel destination. Brand USA is up for renewal via bills that have been introduced in both the House and Senate.

Brand USA was authorized by Congress a decade ago to counter aggressive tourism marketing campaigns by countries that compete with the U.S. for travel market share.

This national tourism program is funded by a small fee on certain international visitors to the U.S., plus contributions from the private sector.

The group is also calling for the government to rename and expand the Visa Waiver Program; expand Customs' Global Entry program; and focus on lowering both Customs entry wait times and visa processing wait times, especially in commercially pivotal markets such as China.



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## DFI launches range of sustainable shopping bags for travel retailers

In a first for travel retail, Swiss company Duty Free Innovation AG (DFI) has announced it has launched a range of eco-friendly sustainable bags for the industry.

As the conversation surrounding plastic waste continues to become exponentially louder and against a backdrop of consumer activism, DFI's officers say they are reacting to the demand for plastic-free packaging and the ever-changing and ever stricter legislation surrounding plastic that is coming in to force.

DFI states that the range, which is currently being considered by a number of travel retailers, is not only great for shopping but also for the traveling shoppers' conscience. Designed to allow retailers to either replace or upgrade their existing range of bags, DFI says that by implementing their range of bags they match the quality and weight-carriage needs of the existing bags provided to shoppers across the globe.

The sustainable bag is currently not being used in the U.S. but Garry Stasiulevicus, Vice President Global Commercial Strategy, tells *TMI* that the company is speaking to 3sixty and engaging with Dufry to see how it could work.

"Our core bag can be security tagged and could be used as the bag to deliver to gate – or the current security bag could be placed in the Travel Bag. We are looking at a clear compostable option too which is in development," he says.

DFI estimates that up to 10 billion single use bags are being used in travel retail every year with only a small percentage of these being recycled or reused.

According to DFI, its range of sustainable bags will allow travel retail to be at the forefront of the global fight against plastic leaking in to the environment, with a clear and affordable alternative for retailers across the industry to replace single use plastic. "This is something that will help slow or halt the global plastic waste epi-

demic, says Stasiulevicus.

Simon Best, Vice President Innovation for DFI adds, "It is critical for the travel retail industry as a whole to react and embrace change when considering the role of single use plastic and the industry must act now and serve as a role model to other channels."

The DFI range, already being used by multiple high street retailers including Selfridges, Boots and other well-known brands, includes a variety of sustainable materials for retailers to consider.

These include:

**The Travel Bag** -Made from 3 plastic bottles saved from landfill and is certified 91% rPET material, to create a reusable bag.

**The Shopper Tote Bag and Duffel Bag** -Made from 100% certified recycled plastic, taking 2 and 1 bottle from landfill respectively.

**Paper Bag Range; various sizes and styles available** - Made from up to 100% recycled paper and Forrest Stewardship Council approved.

**Polythene bag Range; various sizes and styles available** Made from 70% recycled factory waste.

DFI notes that its core range of rPET recycled bags directly stops plastic bottles from polluting the environment by saving them from reaching landfill and that their progress can be measured in the number of bottles they use. The Swiss company says it believes the industry could save up to a billion bottles from landfill by 2025.

Stasiulevicus says, "At DFI, we believe everyone has a role to play in changing how plastic pollutes the environment. The range we provide allows us to help retailers make progress on their sustainability efforts while driving their social and ethical credentials for travelers and shoppers."

Additionally, DFI says the travel bag is designed specifically for travel retail and is part of a

shopping system that is proven to encourage shoppers to buy more while allowing them to easily carry their purchase. The bag is designed to easily fit over the handles of a trolley bag, allowing hands free shopping and carriage.

For any retailer or brand who would like to know more or who would like a copy of the sample catalogue, please contact: [garry@dutyfreeinnovation.com](mailto:garry@dutyfreeinnovation.com) [simon@dutyfreeinnovation.com](mailto:simon@dutyfreeinnovation.com) [chris@dutyfreeinnovation.com](mailto:chris@dutyfreeinnovation.com) or visit [www.dutyfreeinnovation.co](http://www.dutyfreeinnovation.co)

*Travel bag - A patented design, created specifically with ease-of-shop for the traveler in mind, the Travel Bag also meets all cabin-approved guidelines and can accommodate products of all sizes. It is certified 100% recycled rPET and fully recyclable, and provides an opportunity for mass exposure.*



*The Travel Basket fits most trolley designs and offers multiple opportunities for personalization, branding, advertising and sponsorship.*



## SFO to prohibit the sale of water in plastic bottles as of August 20th

**Water to be sold in recyclable aluminum, glass or BPI-certified compostable bottles**

San Francisco International Airport (SFO) will prohibit the sale of water in plastic bottles effective August 20, 2019. This move will require all airport retailers, restaurants, airline lounges, and vending machines to sell or provide water in recyclable aluminum, glass or BPI-certified compostable bottles.

The policy applies to purified water, mineral water, carbonated or sparkling water, and electrolyte-enhanced water, but does not include flavored beverages such as sodas, teas, or juices.

In 2016, SFO established a goal to achieve zero waste going to landfill by 2021. Since then, SFO has been working with concessions and tenants on policies to achieve this goal, including a requirement to provide single-use food ware in compostable packaging.

Prohibiting the sale of bottled water in plastic packaging was implemented at this time because the market for acceptable alternatives to plastic bottles has matured sufficiently to provide retailers with a variety of choices for sale. SFO has provided retailers with a list of approved alternatives to plastic water bottles and will continue to update this list as the market for plastic-free bottled water evolves.

Passenger activity at SFO generates over 28 million pounds of waste annually, which includes approximately 10,000 bottles of water sold every day at SFO.

## ASUTIL details regional border conference

South American Duty Free Association ASUTIL revealed details of its regional conference, announcing that the event will take place Nov. 5-6 in the Brazilian city of Porto Alegre.

Speaking at a media webinar on Thursday, ASUTIL Secretary General José Luis Donagaray said that the meeting will be an “intensive two days” of conference presentations and networking opportunities, and will focus on the new free shops opening on the Brazilian border.

“We need to help new operators and suppliers understand how the business will develop,” he said. There will be a review of regional economics from Argentinian economist Carlos Melconian, an address on taxes and customs from Receita Federal and updates on new border rules and regulations.

The conference will also feature a panel that includes logistics experts and a representative from the Uruguay Free Zone to explain how best to send merchandise.

In a break from past ASUTIL conferences, the November meeting is welcoming non-member operators to participate in the afternoon networking sessions, and will provide a venue for all of the

operators to make a 5-10 minute presentation about their company. The organizers expect about 15 member and non-member operators to attend, and between 150-200 participants in total.

“We want to help this new business develop in the best way. The potential can be huge. Brazil has borders with every country in South America except Chile,” said Donagaray explaining the rationale for the conference.

ASUTIL expects to announce the hotel venue and registration details sometime next week.

In related news, Donagaray confirms that Dufry held a soft opening of its first duty free store on the Brazil border this week in Uruguiana, with the official opening of the 850 sqm store scheduled to take place on August 22. For more information on the Brazil border stores to date, see *TMI*'s special LATAM-Carib digital magazine here.

Speaking of business, Donagaray reported that duty free sales improved in May and June but he expects the rest of the year to be very difficult for the industry, following the unexpected pre-election results in Argentina over the weekend.

### Update:

## DR bookings show some improvement

A report by ForwardKeys shows that the slump in bookings and jump in cancellations of flights to the Dominican Republic at the end of May and early June, which coincided with a number of tourist deaths there, appears to be reversing.

From the June 1 to the July 2, bookings for July and August from the USA to the Dominican Republic fell by 84.4% compared to the equivalent period in 2018. In the two months prior to the deaths on May 30 of Nathaniel Holmes and Cynthia Day, bookings had been up 2.8%.

The decline in bookings to the Dominican Republic was offset by a surge in bookings for other Caribbean destinations, most notably Jamaica, Bahamas and Aruba.

However, with the recovery in bookings for Dominican Republic, the surge of interest in those islands has slowed.

Olivier Ponti, VP Insights, ForwardKeys, said: “The deaths of US citizens which occurred around the end of May and early June triggered an avalanche of media interest and speculation. That kind of attention was bound to put some holidaymakers off and indeed that is what we saw.

“I am greatly relieved for the Dominican Republic that the crisis in confidence appears to be abating and I am hopeful that it will be relatively short lived, particularly if there are no more deaths and if the current FBI investigation establishes a clear cause of death in each case and none of the causes was sinister.”

## Pro-business President Macri suffers “rout” in Argentina primary elections

Argentine president Mauricio Macri suffered a stunning and unexpected 15 point defeat in primary elections held last Sunday ahead of October's general election. On Monday, investors dumped stocks and bonds, and the country's peso crashed as international markets fear the country is headed for another default if Center-left opposition candidate Alberto Fernandez wins, which is virtually now assured.

Fernandez's vice president candidate is ex-president Cristina Fernandez, whose policies helped put the country in the position it is in.

Argentina is currently in a recession and posted 22% inflation for the first half of the year -- one of the highest rates in the world. Poverty now affects 32% of the population.

Backed by the IMF, Macri has initiated an austerity plan that is deeply unpopular among ordinary Argentines, who have seen their spending power plummet. The peso lost half of its value against the dollar last year.

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## Molton Brown focuses on personality with revolutionary Fragrance Finder

British luxury brand Molton Brown will debut its new **Fragrance Finder**, a unique interactive profiling tool, in Cannes later this year.

The brand announced its intention to build on its fragrance heritage as it showcased a new collection of Eaux de Parfum in Cannes at the end of last year. Molton Brown now produces 27 different fragrances, which the company says underlines its credentials as the “new guard in British perfumery.”

The company is looking to reinvent their fragrance experience with the launch of their new Fragrance Finder. Created with trends and insights agency The Future Laboratory, the profiling tool uses a shopper’s personality to pair them with a fragrance, rather than the less-understood olfactory preferences used by most existing profilers.

The Fragrance Finder, which launches in standalone stores and online on August 28, will make Molton Brown’s extensive array of fragrances more accessible than ever before for shoppers. This tool will also be present in travel retail, initially within selected World Duty Free counters via tablets in Heathrow T3/T5, and Gatwick North, with the intention to roll out to more locations in the near future.

Rosie Cook, Molton Brown Associate Director Global Travel Retail says: “Research has shown that smell is the least educated of our senses, so questions about what scents we like can result in an inaccurate way of pairing our customers with the perfect fragrance.

“This new Fragrance Finder will give customers the opportunity to find the scent which perfectly expresses their personality. This is a revolutionary approach in fragrance profiling in the sense that it doesn’t get you to think about fragrance – rather to answer questions about yourself. In the end, customers will learn as much about themselves as the fragrance that matches their personality.”

This concept of humanizing fragrance is in line with Molton Brown’s legacy which has always been about individuality and making every single customer look and feel unique since the very beginning in the 1970s.

Rosie Cook continues: “For our on-counter teams and partners, it results in a better understanding of the customer and how to communicate with them.”

For more details, to book an appointment in Cannes or to find out more about the drop-in session on Tuesday October 1, please email [Sophie.sponagle@kao.com](mailto:Sophie.sponagle@kao.com).



## Brown-Forman and MONARQ Group enter into Caribbean distribution partnership

Brown-Forman and MONARQ Group have entered into a regional distribution partnership in which MONARQ will represent the Brown-Forman portfolio in 16 Caribbean markets, effective July 1.

“We are enthused to welcome MONARQ to the Brown-Forman family and look forward to working closely together to continue to grow our brands in these important Caribbean markets. Given the importance of the territory we took time selecting our partner. We are confident we have found a like-minded and ambitious company to take advantage of the opportunity to develop our brands, which are enjoying rapid growth across all key global spirits markets,” says Carlos Diaz, Director and General Manager – Latin America & Caribbean of Brown-Forman.

Robert de Monchy, founder and CEO of MONARQ Group, added: “The Brown-Forman brands are a great addition to our portfolio of leading premium alcoholic beverage brands. Internationally, the key brands, such as Jack Daniel’s, Woodford Reserve, and Herradura are showing tremendous organic growth and the brand extensions are innovative and successful. This coincides perfectly well with our corporate philosophy of building premium and innovative drinks brands in the region. We are looking forward to working closely with the Brown-Forman team and outperforming our mutual expectations.”

## Lancôme to launch new improved version of its iconic Advanced Génifique serum

Lancôme has created a new formula for its award-winning Advanced Génifique Serum.

The latest formulation is based on microbiome science, enriched with a new complex of 7 prebiotic and probiotic-derived extracts that works in optimal affinity with skin. The skin’s barrier recovery is improved and skin looks healthier and younger. Major signs of aging appear visibly improved: radiance, fine lines, face firming, uneven skin tone and uneven skin texture.

Lancôme’s new Advanced Génifique Serum will be available worldwide at the end of August, with a major launch in travel retail coming soon.

Coming 10 years after the original launch of Génifique, the new formulation is the culmination of 15 years’ worth of research into the skin microbiome, says Lancôme. Advanced Génifique serum -- a true beauty icon of the past decade -- has sold 25 million bottles worldwide to date.

“We know that microbiome science is a promising new field of research that has the potential to offer endless possibilities in terms of our overall health and skincare. That’s why we are very proud to launch new Advanced Génifique, which harnesses microbiome science and the research conducted by our own teams, in collaboration with the world’s leading scientific experts,” commented Françoise Lehmann, Global Brand President Lancôme International.



*The new Lancôme Advanced Génifique helps keep the microbiome of the skin in balance.*

**Lagavulin 10 Year Old to be available exclusively with Dufry**



Diageo has introduced the new Lagavulin 10 Year Old exclusively with Dufry.

The 43% ABV Lagavulin 10 Year Old is available now in Dufry Travel Retail stores in the UK for a RRP of £50 for 70cl and will roll out to selected European markets as well as the Americas, Middle East, and Asia later in the year.

Anna MacDonald, Marketing and Innovation Director at Diageo Global Travel, said: “Lagavulin 10 Year Old is a rare and wonderful innovation from an incredibly skilled team of expert whisky-makers who draw on more than 200 years of craft. This iconic Scotch is the embodiment of the legendary island of Islay from

where this richly textured whisky derives its intense and remarkable nose of smoky, briny sweetness.

“To have this new and highly-anticipated single malt as a Dufry exclusive is a great incentive for consumers in search of new and exceptional flavor experiences to peruse the Dufry aisles as they await their flight.

“We have a long-standing partnership with Dufry, and the team there have helped us to create a number of inspiring in-store experiences to mark the launch, including sampling opportunities and engaging displays replete with sensory elements all designed to delight our consumers.”

**PEOPLE**

We are very sad to announce that **Gretchen Goslin** died on August 14 after a long illness.

A key executive and influencer in the perfume and cosmetics industry, Gretchen was with Elizabeth Arden for 15 years, and most recently with The Premier Group.

We have no other information at this time.

In more sad news, we were informed of the passing of **Silvio Alejandro Vargas Martinez**, General Manager of PLISA / DUFREY Nicaragua.

If you would like to get in touch with his family, or for any personal matters, please contact his wife Ivette Sotomayor at [ivette.sotomayor@gmail.com](mailto:ivette.sotomayor@gmail.com)

**Diageo to release The John Walker, Last Cask**

Diageo has announced the final release of the limited edition The John Walker with a portion of the last 330 bottles for sale in travel retail.

The John Walker, Last Cask (40% ABV) will be available to travelers beginning in October for a RRP of £2,900.

The John Walker combines six single malt whiskies and three rare grain whiskies to create “exceptional depth of flavor.”

These whiskies are hand-selected from just nine distilleries that were in existence during the lifetime of Johnnie Walker founder John Walker (1805 - 1857). The whiskies are then matured with a special triple maturation technique, which includes a final marrying in a bespoke cask made from 100 year old oak staves.

Anna MacDonald, Marketing and Innovation Director, Diageo Global Travel said, “This is a very special release from Johnnie Walker that we are excited to be able to share with our travel retail consumers. It has provided us with an exceptional opportunity to offer whisky connoisseurs the finest luxury collectable.”



*Duty Free Global’s Nathalie Roelands (left) and Barry Geoghegan, right.*

**Hunter Laing appoints Duty Free Global to represent it in select duty free markets**

Barry Geoghegan’s Duty Free Global has expanded its spirits portfolio with the brands of independent Scotch whisky blender and distiller Hunter Laing. Duty Free Global, a specialized wines and spirits brand partner, will represent Hunter Laing’s key brands with selected travel retail accounts in Europe and Asia Pacific. The new agreement becomes effective August 2019.

Among the key brands are Highland Journey and Islay Journey blended malts and the recently launched Scarabus Islay single malt. Hunter Laing will be exhibiting at the TFWA Conference & Exhibition for the first time this year, in Blue Village stand H17.

## EMPLOYMENT OPPORTUNITIES

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