

COVID-19 Update: worrisome IATA forecasts for aviation, m1nd-set develops a special B1S Report

Emergency measures and travel restrictions are being put in place worldwide, as outbreaks of the COVID-19 continue to grow abroad, most notably in South Korea, Italy and Iran. Other countries in the Middle East see new infections, too. In the US, a top CDC official said it's not a question of if coronavirus will spread but when.

The International Air Transport Association (IATA) late last week estimated that the impact of the Novel Coronavirus 2019 outbreak (COVID-19) shows a potential 13% full-year loss of passenger demand for carriers in the Asia-Pacific region.

In this scenario, that would translate into a \$27.8 billion revenue loss in 2020 for carriers in the Asia-Pacific region—the bulk of which would be borne by carriers registered in China, with \$12.8 billion lost in the China domestic market alone.

In the same scenario, carriers outside Asia-Pacific are forecast to bear a revenue loss of \$1.5 billion, assuming the loss of demand is limited to markets linked to China. This would bring total global lost revenue to \$29.3 billion (5% lower passenger revenues compared to what IATA forecast in December) and represent a 4.7% hit to global demand.

In December, IATA forecast global RPK growth of 4.1%, so this loss would more than eliminate expected growth this year, resulting in a 0.6% global contraction in passenger demand for 2020.

These estimates are based on a scenario where COVID-19 has a similar V-shaped impact on demand as was experienced during SARS. That was characterized by a six-month period with a sharp decline followed by an equally quick recovery.

In 2003, SARS was responsible for the 5.1% fall in the RPKs carried by Asia-Pacific airlines.

The estimated impact of the COVID-19 outbreak also assumes that the center of the public health emergency remains in China. If it spreads more widely to Asia-Pacific markets then impacts on airlines from other regions would be larger.

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Delta reduces flight schedule to South Korea; issues travel waivers for Italy

Delta is temporarily reducing the number of weekly flights it operates between the U.S. and Seoul-Incheon (ICN), South Korea, due to global health concerns related to coronavirus (COVID-19).

Delta previously issued a waiver for Shanghai and Beijing, China. Delta has also issued a travel waiver to include destinations in Italy including Bologna, Milan and Venice through March 2 to match its partners at Air France.

South Korea: From Feb. 29 through April 30, the carrier will suspend service between Minneapolis/St. Paul and ICN, with the last flight departing MSP for ICN on Feb. 28 and departing ICN for MSP on Feb. 29. Delta will also reduce to five times weekly its services between ICN and Atlanta, Detroit and Seattle through April 30.

In fact, 26 airlines have canceled flights beyond China amid fears that the coronavirus is spreading globally, reported Reuters on Feb. 26, with South Korea and Iran feeling the biggest impact at this time.

Caribbean recovery: region registers highest ever stayover and cruise arrivals in 2019

Sparked by robust recovery in the destinations that were affected by hurricanes Irma and Maria in 2017, Caribbean tourism rebounded soundly to post record arrivals in terms of both stayover and cruise in 2019.

Stayover arrivals grew by 4.4% to reach 31.5 million. This outpaced the international rate of growth of 3.8% reported by the World Tourism Organization.

Neil Walters, the acting secretary general of the Caribbean Tourism Organization (CTO) presented the Caribbean Tourism Performance Report for 2019 in an online presentation this morning. Not surprisingly, the destinations most impacted by the hurricanes in 2017 saw some of the highest rates of growth, he said. The record performance was triggered by steep rises – as high as 80% in the case of St. Maarten – in the hurricane affected countries.

In addition to the 80% improvement in St. Maarten, Anguilla was up by 74.9%, the British Virgin Islands was up 57.3%, Dominica was up 51.7%, the US Virgin Islands rose by 38.1%, and Puerto Rico increased 31.2%.

Cruise visits increased by 3.4% to 30.2 million, representing the seventh consecutive year of growth.

The U.S. was the best performing of the major stayover markets, registering an increase of 10% to reach a record 15.5 million visitors.

However, Canada, one of only two main markets to have sustained growth in each of the last three years, was sluggish in 2019 at 0.4% growth, equivalent to 3.4 million tourist visits.

The European market dipped by 1.4% from 5.9 million in 2018 to 5.8 million. The UK was down by 5.6% to approximately 1.3 million visitors.

Intra-Caribbean travel increased by 7.4% to reach 2.0 million, but the South American market declined by 10.4% to 1.5 million.

“For 2020, tourist arrivals to the 2017-hurricane impacted destinations should further normalize, returning closer to the pre-hurricane levels. Other destinations are expected to show modest growth as the world’s economy is expected to expand by 2.5%, according to the World Bank, while the USA economy (the region’s largest source market) is only expected to grow 1.8%,” said Walters.

“Based on our preliminary estimates, tourist arrival levels to the Caribbean are projected to grow between 1.0% and 2.0% in 2020, with a similar rate of growth expected for the cruise sector,” he concluded.

Tea Forte
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Global TR contact: Zack Boiko, zboiko@Actium.us



Luke Gorrige joins Trtl as Director of International Retail –sees huge potential in USTR

Well-known travel retail executive Luke Gorrige has joined Travel Accessory brand Trtl as Director of International Retail. Until recently, Gorrige had held senior management roles with Aer Rianta and was previously the CEO at Delhi Duty Free and then General Manager in Indonesia.

Trtl (pronounced Turtle) is a Glasgow based brand that designs and retails innovative travel products with an aim to solve the most common travel problems from sleeping in-flight to packing a carry on.

The company has had global success with its Trtl Travel Pillow and travel accessories on major e-commerce platforms, and is now focusing on international retail and the travel retail channel.

The brand is already available in some key airports having secured listings with Dixon's and WHSmith in Europe and with Brookstone in the US.

Trtl's full range of travel products are also available on Amazon and its own e-commerce site. Gorrige said of his new role: "I am delighted to join the team at Trtl. It's a young, cool brand that is dominating the category within e-commerce."



Luke Gorrige has joined Trtl

"I am excited to be given the opportunity to further contribute to this success and drive the portfolio within Travel Retail on a global level."

Gorrige tells *TMI* that he will be focusing on a big expansion in the U.S. "We already dominate the category on Amazon.com, and are in some Brookstones but have a massive opportunity in the U.S.," he said.

Michael Corrigan, CEO Trtl said of the appointment: "We are excited to have Luke onboard at Trtl. His track record at a senior level within travel retail brings new expertise to our existing team and will help us secure our place as a market leader in airside retail."

House of Sōmrus names Guy May as new head of global business

The House of Sōmrus, which positions itself as the world's fastest growing line of liqueurs inspired by India, has named Guy May as head of global business, with responsibility to drive the company's strategic expansion into international and duty free markets.

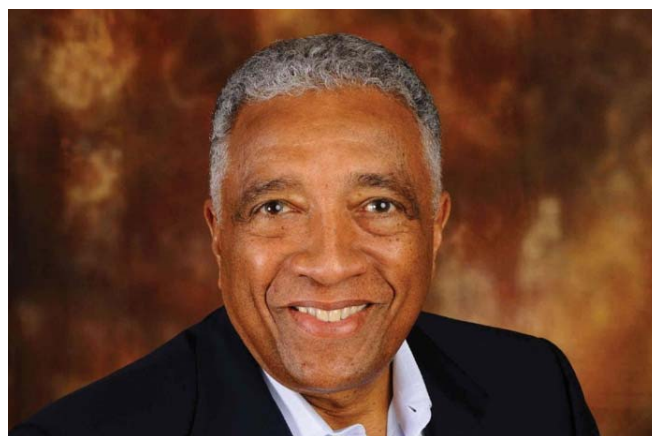
May joined House of Sōmrus in December from leading U.S. spirits supplier Sazerac Company, Inc., for which he served as Global Sales Director, as well as a Board Member for both Hi-Spirits, LTD (UK) and Southtrade International PTY (AUS).

In those roles, May was responsible for the international expansion of brands including Fireball Cinnamon Whisky, Buffalo Trace

Bourbon and Southern Comfort.

Prior to this, May also worked for Constellation Brands in a global role, growing the international footprint of brands including SVEDKA vodka, EFFEN vodka, and Black Velvet Canadian whiskies.

Sōmrus CEO and Founder Mr. Pankaj K. ("PK") Garg said, "In just 5 years of our existence as a brand, we have sold thousands of 9L cases in just a few U.S. states, and the time is ripe for us to scale up nationally as well as take the brand global. We are gratified to have attracted a talent like Guy to join our already strong team. Guy brings tremendous insight from his decades of growing marquee global



Grenada's Sir Royston Hopkin dies

Grenada's Sir Royston Hopkin, one of the region's "most legendary hoteliers," passed away over the weekend at the age of 75 in Trinidad following complications from heart surgery.

Hopkin was the owner of the five-star Spice Island Beach Resort on Grenada's Grand Anse Beach.

A former CHTA Caribbean Hotelier of the Year, Hopkin was also a past president of both the Caribbean Hotel and Tourism Association and the Grenada Hotel and Tourism Association.

CHTA President Patricia Affonso-Dass of Barbados remembered the Grenadian businessman as "... a bright light that lit up a room-

- not a man of half measures, but rather someone who believed that anything that was worth doing was worth doing excellently."

Affonso-Dass credited Sir Royston's passion and engagement for helping build modern Caribbean tourism with "a vision always larger than himself, his hotel and his island."

In its official statement, the Caribbean Tourism Organization added:

"Sir Royston's passing leaves a massive void in the Caribbean hospitality sector, and his generosity, hospitality, courtesy, helpfulness and friendliness will be sorely missed.

"The CTO council of ministers and commissioners of tourism, board of directors, staff and the entire CTO family extend deepest condolences to his wife, Lady Hopkin, his family, Spice Island Resort staff and the Grenadian and Caribbean tourism sector on whose lives his contributions had and will continue to have, a positive and lasting impact."

According to the *Caribbean Journal*, Hopkin was made a knight by Queen Elizabeth II in 2005 for his contribution to the Caribbean and its tourism industry.

He had been chairman of the Spice Island Beach Resort -- which became synonymous with luxury and remains a flagship for Grenada -- since purchasing a majority interest in the then-Spice Island Inn back in 1987. Hopkin is survived by his wife Betty and four children, who continue to run Spice Island.



Guy May

brands, as well as the passion and expertise to help set up our global operations. The entire Sōmrus Board is excited to welcome Guy into our fold."

Starboard Cruise Services & Celebrity Cruises unveil reimagined shopping experience onboard refurbished Celebrity Silhouette



Above: The Sail the Ocean Blue pop-up shop onboard the newly refurbished Celebrity Silhouette features a blue-themed motif and assortment. Below: Luxury vintage brand, What Goes Around Comes Around, offers Celebrity Cruises' guests selections from Louis Vuitton, Chanel, Gucci, and Hermès.



Starboard Cruise Services and Celebrity Cruises have introduced new retail offerings on board the *Celebrity Silhouette*. With almost 6,500 square feet of retail space, the newly reimagined *Celebrity Silhouette's* retail highlights include brands debuting on Celebrity for the first time and exciting new retail concepts supporting Celebrity's immersive destination experiences.

Celebrity Silhouette is the cruise line's fourth ship to be transformed as part of The Celebrity Revolution - Celebrity Cruises' \$500 million investment in ship-wide upgrades that will continue across the fleet through 2023.

Following the *Celebrity Silhouette's* dry dock, the ship will travel through the Caribbean, Mediterranean and South America.

The new shopping experience has been designed to engage and delight cruise guests, says Starboard.

"We are extremely pleased to continue our longstanding, 14-year partnership with Celebrity Cruises with The Celebrity Revolution and introduce *Celebrity Silhouette's* reimagined shopping experience to guests," stated Lisa Bauer, Starboard's President and CEO.

"We are excited for Celebrity's guests to enjoy discovering new brands, destination-centric product offerings and engaging shopping experiences onboard."

Brian Abel, Celebrity Cruises' Senior Vice President of Hotel Operations, said, "The Celebrity Revolution presented an opportunity to mark a real sea change in our onboard offerings. We wanted an enhanced focus on sustainable fashion and merchandising, unique pop-up experiences, and even more first-at-sea offerings with brands that exemplify our modern luxury positioning. In collaboration with Starboard, we have accomplished this and more."

Point B – New Destination Shop

The ship's specially curated destination shop, Point B, was created exclusively for Celebrity and debuts on *Celebrity Silhouette*. Point B carries apparel, handbags, and fashion jewelry from brands authentic to the region. For the Caribbean sailing season, guests will find modern fashion jewelry from Tagua; Marcela Cofre home decor; and Porto Marino handmade bags. Point B will rotate its offerings according to the ship's itinerary.

First on Celebrity Cruises

Luxury vintage brand, What Goes Around Comes Around, offers Celebrity Cruises' guests the opportunity to choose from a curated selection of the world's most sought-after designers, including Louis Vuitton, Chanel, and Gucci handbags, along with, a first on Celebrity Cruises, Chanel jewelry and Hermès scarves.

Lemlem, an artisan-driven brand founded by supermodel, Liya Kebede, offers a collection of resort wear, shoes and handbags made entirely in Africa. Lemlem makes its Celebrity debut on the ship.

Other Celebrity firsts include Tarbay, a collection from Venezuela that features handcrafted fine jewelry, along with Tao Company Jewelry by Vanessa Arcila, known for its raw emeralds and pre-Columbian designs.

Pop-Up Shop

Celebrity Silhouette's new pop-up shop concept offers a unique shopping experience with a rotating collection of products around an engaging theme. Sail the Ocean Blue, the first shop, is inspired by the ocean and features different shades of blues across a variety of categories, including accessories, handbags and apparel. The theme will change every three months.

Newest Tom Ford fragrance, Rose Prick, includes the thorns

The newest fragrance in the Tom Ford Private Blend collection is Rose Prick, because, says the company, "A rose by any other name wouldn't be Tom Ford."

Inspired by Tom Ford's private rose garden, Rose Prick is described as a wild bouquet of intoxicating and rare hybrids. It contains a "trilogy" of Rose de Mai, Turkish and Bulgarian roses, made more sensual with patchouli, Tonka, woody balsam and musk.

Rose Prick EDP comes in a matte opaque rose pink Tom Ford Private Blend bottle. It is capped with a matte black metal inset, and the 50mL flacon has the sleek, architectural look of a chess piece. Rose Prick is also available in a 250mL decanter.

Tom Ford's Rose Prick is now available in major airports and downtown duty free stores worldwide through Estée Lauder Travel Retailing.



Oakley partners with NFL in North America, launches new collection in travel retail with DFA

Luxottica-owned sunglasses brand Oakley has signed a “monumental” deal with the National Football League to be an official on-field partner and licensee of the NFL in North America.

The partnership – Oakley’s biggest deal in history – commenced at the start of the 2019 football season, with Oakley shields and eyewear Powered by Prizm Lens Technology being available for all 32 teams, as well as making the Officially Licensed NFL Eyewear available to fans.

The Oakley NFL Collection is set to increase Oakley’s presence in North America through selected distribution across domestic and travel retail outlets and Oakley’s global online store. The company has already begun working with Duty Free Americas in its Miami, Atlanta and New York JFK airport duty free stores.

The Oakley NFL Collection is also available now at DFS’ stores

in JFK, San Francisco International Airport and Guam’s T-Galleria by DFS.

As an official licensee, Oakley is producing a special-edition NFL eyewear collection for all 32 teams in the league in two men’s styles, Holbrook and Flak 2.0 XL.

The special-edition NFL eyewear collection comes equipped with Prizm, official team logo etch and team color accents throughout.

To drive awareness of the Oakley NFL Collection in North America’s travel retail market, Luxottica worked with Duty Free Americas to implement eye-catching digital screens in-stores, featuring videos of NFL football athletes Patrick Mahomes, JuJu Smith-Schuster and Derwin James, wearing the Oakley NFL Collection.

Advertisements at selected HPP areas in Duty Free America’s Miami and Atlanta airports also enhanced product visibility over the launch period.



Oakley’s NFL collection includes Flak (top) and Holbrook (above). Right: Ad with Derwin James, wearing the Oakley NFL Collection.



Enrico Destro, Global Travel Retail Director at Luxottica, commented: “The launch of this exclusive new collection is a milestone in our partnership with the National Football League and is the perfect fit for our Oakley brand, which prides itself on its revolutionary, technology-infused eyewear that enhances the performance of athletes on and off the field.

With the Oakley NFL Collection, we are able to bring one of North America’s favorite sports closer to home and give our consumers the opportunity to represent their favorite team.

“Working closely with our partners in travel retail, we are able to meet our goal at Luxottica of offering our consumers unique and exclusive products in the channel.”

Nintendo opens Nintendo Switch On The Go pop-up lounges in four U.S. airports

Nintendo has opened Nintendo Switch On The Go pop-up airport lounges at four major U.S. airports. Beginning in mid-February and running through the end of March, the lounges feature comfortable seating, charging ports and Nintendo Switch game demos playable in both Handheld mode and TV mode.

“With a vast library of exciting entertainment to launch into, we hope travelers discover that Nintendo Switch and Nintendo Switch Lite make great companions for their trips,” said Nick Chavez, Nintendo of America’s Senior Vice President of Sales and Marketing. “Spending time with Nintendo games at our On The Go lounges will give people the opportunity to begin or end their journeys with a smile.”

The Nintendo On The Go lounges are currently open at Washington Dulles Airport (Concourse B near west entrance/exit, next to Gate B62), Seattle-Tacoma International Airport (Concourse C, next to Gate C10), O’Hare International Airport (Terminal 1, Concourse B, between Gates B12 and B14), and Dallas Love Field Airport (West Terminal, near Gates 14 and 16).

In the lounge, travelers can order Nintendo Switch and Nintendo Switch Lite systems and receive a free carrying case with their order. Travelers can also order select Nintendo Switch games and Nintendo merchandise. Just for stopping by, visitors will also receive a free Nintendo Switch branded luggage handle wrap and a \$10 coupon from Target to use on any Nintendo purchase of \$75 or more.



The Nintendo interactive airport pop-ups feature a wide spectrum of popular games including The Legend of Zelda: Breath of the Wild, Mario Kart 8 Deluxe, Super Mario Odyssey, Super Mario Party and Tetris 99, among others.

In related news, Dallas Fort Worth International Airport opened two permanent Gameway gaming lounges in 2018, which includes 36 gaming stations. Each gaming station features a leather chair, 43’ flat-screen 4K television, noise-cancelling headphones, and a charging station for electronic devices.

M1nd-set develops COVID-19 Special B1S Report

COVID-19 Analysis

Following widespread uncertainty among travel retail industry stakeholders, m1nd-set has developed a new B1S module to allow subscribers to input any combination of scenarios to assess how their business may be affected by the temporary route and border closures introduced to stop the spread of the COVID-19 virus.

The module allows for various severity scenarios: mild, moderate and severe, with varying degrees in the percentage decline of traffic demand to and from China, as well as demand around Asia and in the rest of the world over the months of February, March and April.

This can be assessed both for domestic and international, separately or combined.

Looking at the impact on international departures alone, global air traffic would see a 7.1% decline in the 'mild' scenario, a 9.6% drop in traffic in the 'moderate' scenario and a 15.2% decline in the 'severe' scenario.

Mild Scenario

Asia Pacific: - 19.1%
Middle East and Africa: - 3.4%
Americas: - 2.1%
Europe: - 1.8%

Moderate Scenario

Asia Pacific: - 23.9%
Middle East and Africa: - 5.4%
Americas: - 3.5%
Europe: - 3%

Severe Scenario

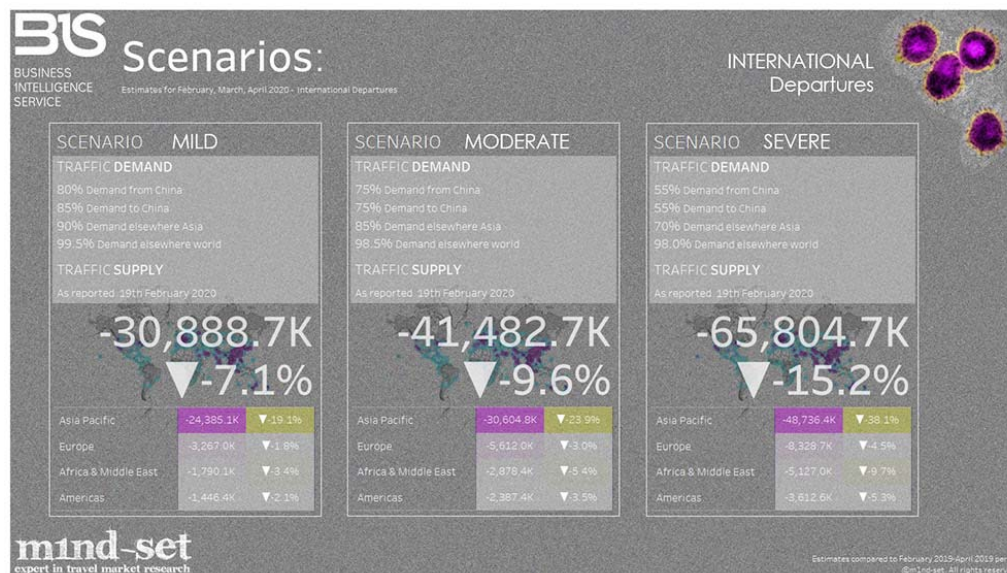
Asia Pacific: - 38.1%
Middle East and Africa: - 9.7%
Americas: - 5.3%
Europe: - 4.5%

MSC cruise ship denied entry to Jamaica and Cayman Islands ports over virus fear

The *MSC Meraviglia*, carrying over 4,500 passengers and more than 1,600 crew members, was denied entry to Ocho Rios, Jamaica on Tuesday and the Cayman Islands on Wednesday, after it was discovered that a crew member had flu symptoms.

Officials cited "an abundance of caution" according to local media reports. MSC Cruises says that crew member has the flu and has been in isolation onboard the vessel. He had embarked at the beginning of the cruise in Miami, after passing the mandatory health screening that all guests and crew members receive before joining the cruise, and had not traveled to, from or through mainland China, Hong Kong or Macau, or been near people who during the past 14 days have traveled to, from or through any of the municipalities that are subject to quarantine in central northern Italy, commented the cruiseline.

The *MSC Meraviglia*'s next port of call is Cozumel, Mexico, where it is expected to dock on Wednesday night.



Airport specific analysis: severe scenario

Europe

Most significant % decline: Helsinki and Moscow
Largest drop in passenger numbers: London Heathrow, Paris Charles de Gaulle, Frankfurt, Amsterdam and Istanbul

Asia Pacific

Most significant % decline: Macau, Bali, and Hong Kong
Largest drop in passenger numbers: Hong Kong, Seoul, Singapore, Bangkok and Taipei

Americas

Most significant % decline: Guam, Honolulu and San Francisco
Largest drop in passenger numbers: Los Angeles, San Francisco, Toronto, New York (JFK) and Vancouver

Middle East and Africa

Most significant % decline: Dammam, Sharjah and Jeddah
Largest drop in passenger numbers: Dubai, Doha, Jeddah, Abu Dhabi and Muscat

The new module has successfully enabled companies across the travel retail sector to assess the real and potential impact on travel and adapt strategies and business plans accordingly, reports m1nd-set.

B1S COVID-19 Methodology

All data is sourced from m1nd-set's unique and comprehensive traffic and shopper insights tool, B1S (Business Intelligence Service).

m1nd-set's Covid-19 scenarios tool uses the B1S airline traffic destinations database, which contains the full flight path (airline-origin, airport-direct destination and airport-final destination) for every single unique flight path (more than 3.4 billion) as well as ticket sales data from more than 4 billion passenger flight tickets over the past 12 months.

The model calculates the scenarios based on actual passenger numbers from the previous 12 months and adapts the data based on current restrictions, including airlines that have ceased operations to airports in China, countries that have banned passengers on certain routes or that have locked down the borders for all air traffic from China, all of which have a direct impact on actual traffic.

In addition, the model integrates traffic demand data, both to and from China as well as within Asia Pacific and across the rest of the world to take into account how the Coronavirus is affecting demand globally. The traffic demand scenarios are then applied to every individual flight path to provide the most probable and realistic estimates on how traffic will be affected over the coming weeks and months.

For more information, contact us at info@m1nd-set.com.

EMPLOYMENT OPPORTUNITIES


NEW
MARKETING CLERK

Essence Corp has an immediate opening for a Marketing Clerk.

The ideal candidate has proven abilities working in a fast-paced, results driven environment with strong organization/prioritization skills, a keen attention to detail and possesses fluency in both written and oral English and Spanish.

This individual will be responsible for inventory & purchasing (creating new references, preparing purchase orders, following through to delivery and launch on markets), updating of price lists and databases, updating of launch calendar and creation of Digital Outreach calendars for Key Retailers, communication of merchandising guidelines to Commercial & Training teams and ordering/coordination of visuals.

Proficiency in Microsoft Excel, Outlook and PowerPoint required. Interested candidates may apply via email to

LWade@Essence-Corp.com

ACCOUNT EXECUTIVE

Essence Corp. has an immediate opening for an **Account Executive**.

The ideal candidate must have 2 years of retail sales experience preferably within the luxury brand industry.

Willing to travel 50% to 60% of the time.
 Strong communication and presentation skills.
 Team player with the ability to motivate sales.
 Must be organized, detail oriented, and possess strong analytical skills.

This individual will be responsible for counters, beauty advisors, sell-outs and in store events and promotions. Coordinate the organization of travel schedule in conjunction with Area Managers.

Must have a high level of skills using Excel, PowerPoint and other MS Office applications.
 Fluent in English and Spanish both written and oral.

Interested candidates may apply via email to

LWade@Essence-Corp.com

ACCOUNT MANAGER

This role will oversee a defined territory in the Caribbean with quantitative and qualitative objectives to ensure the success of our brands.

The position reports directly to the Sales Director.
 The ideal candidate should be fluent in English & Spanish (French is a plus) with an advanced level of Excel skills.
 Must possess strong organizational skills, self-driven, team player, and the ability to multi-task in a very fast paced environment.

Interested candidates may apply via email to

LWade@Essence-Corp.com

Campo Viejo partners with Dufry to launch GTR exclusive Tempranillo wine

Campo Viejo has unveiled a new Tempranillo expression, which is exclusive to Dufry stores within global travel retail.

The GTR exclusive wine launched exclusively in Heathrow Terminal 5 in February before becoming available to travelers around the rest of the world, including Spain, Australia and America.

Handpicked by Dufry after Campo Viejo winemakers welcomed the retailer to the Rioja wine region last year, Selección de Tempranillo, aged in oak barrels, is described as a smooth and spirited vintage.

Positioned between Campo Viejo Reserva and Campo Viejo Gran Reserva as a special edition, the liquid has been aged for 17 months in barrels with French oak prevailing over American oak. Four specially chosen coopers were selected to craft the handmade barrels “to show respect for the aromatic personality of the wine”: two were chosen to pay particular attention to the aging process, while the other two focused on drawing out the sweeter, more toasted aromas.

“Campo Viejo is a valued part of our portfolio here at Dufry and working on this project together with the brand has been a great experience. It’s when we work hand in hand with our partners that we can deliver the most impactful work and we’re confident that our customers will enjoy the fruits of this partnership. We can’t wait to share this unique expression exclusively with travelers visiting our duty free stores,” says David de Miguel, Global Category Head of Liquor at Dufry said.

Campo Viejo Selección de Tempranillo (RRP £10.49 GBP) launched across airports in the UK on February 5, 2020, with the in-store activation live in London Heathrow Terminal 5 until March 4, 2020. It will next be rolled out in Spanish, Australian and American markets.



Diageo today announced that it expects the Coronavirus outbreak to have a “significant disruption” in its business in Greater China, which it expects to last to at least March.

As a result, the spirits giant estimates its net profits could be down between £140m to £200m.

SHISEIDO

**Retail Manager /Account Executive
 for North America - Southeast region**

Shiseido Miami office is looking for a Retail Manager, based in Miami. Ideal candidate will have a minimum of 2-3 years experience in the Travel Retail luxury goods market.

Responsibilities include developing sell-out figures for its cosmetics and perfume brands through supervision of salespeople, implementation of the brands’ merchandising and promotion guidelines.

Experience in retail sales is a plus.

Must be able to travel 40 to 50% of the time.

Applicants please send resumes to:
gcamplani@sac.shiseido.com