

## Nearly 2 million airline seats affected by new Europe to U.S. travel ban, says OAG

Travel data provider OAG estimates that the Europe to United States travel ban announced by U.S. President Donald Trump on Wednesday night, not surprisingly, will have far-reaching implications for the global aviation industry.

OAG says that the ban will affect 10.9% of all international flights and 16.9% of all scheduled international seats between the United States and Schengen countries (the 22 countries of the European Union plus Norway, Iceland, Switzerland and Lichtenstein). Overall, 6,747 flights and roughly 2 million seats will be affected each way over the next four weeks.

Delta and United Airlines are the most affected U.S. carriers. Together, they account for 31% of the affected flights. Lufthansa is the most affected European airline (13%). The most affected European countries are Germany, France and the Netherlands—which service 57% of all flights between the Schengen Area and U.S.

“COVID-19 has caused the single largest disruption to the air travel market ever,” said John Grant, senior aviation analyst at OAG. “The situation is extremely fluid, with travel restrictions, capacity and airline schedules changing by the day. Expect a significant amount of cancellations from U.S. and European carriers in the coming days.”

Looking ahead to scheduled capacity for April, there are currently 13,169 scheduled, one-way flights from Europe to the U.S., including the United Kingdom. The countries with the most scheduled flights include the UK (4,121 flights), Germany (1,741 flights), France (1,570 flights), the Netherlands (1,212

flights) and Spain (851 flights).

For more information on the impact of coronavirus on aviation, visit OAG’s dedicated page:

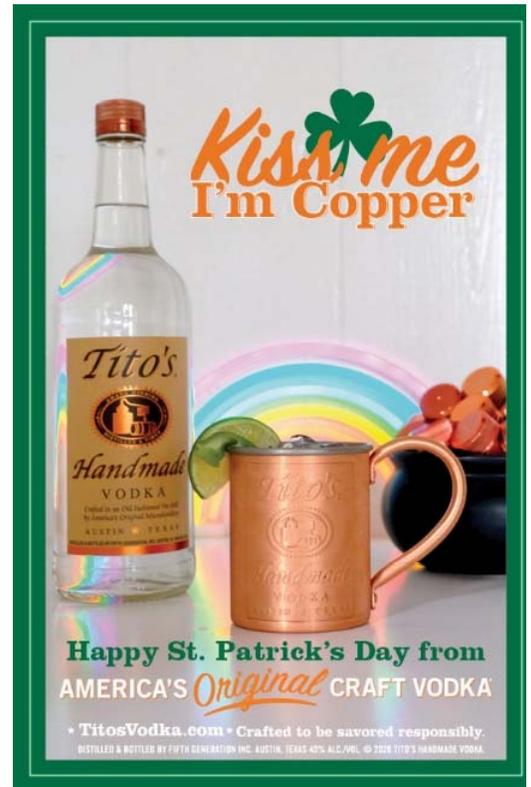
<https://www.oag.com/coronavirus-airline-schedules-data>.

### Breaking News: Cruise industry voluntarily shuts down in the U.S.

Cruise Lines International Association has announced the voluntary suspension in U.S. Cruise operations. The Association issued the statement late on Friday, March 13.

CLIA ocean-going cruise lines will be voluntarily and temporarily suspending cruise ship operations from U.S. ports of call for 30 days as public health officials and the U.S. Government continue to address COVID-19.

“CLIA cruise line members are voluntarily and temporarily suspending operations from the U.S. as we work to address this public health crisis,” said Kelly Craighead, President and CEO, CLIA. “This is an unprecedented situation. Our industry has taken responsibility for protecting public health for more than 50 years, working under the guidance of the U.S. Centers for Disease Control and Prevention, and prides itself on its ability to deliver exceptional vacation experiences for guests, as well as meaningful employment opportunities for crew. This has been a challenging time, but we hope that this decision will enable us to



focus on the future and a return to normal as soon as possible.”

The temporary suspension will take effect at 12:00AM EDT on 14 March 2020. CLIA ocean-going cruise lines are focused on the safe and smooth return of those currently at sea onboard ships that will be affected by this decision.

“We do not take this decision lightly, and we want the traveling public to know in no uncertain terms the commitment of this industry to putting people first,” said Adam Goldstein, CLIA Global Chairman. “During this time, we will continue to work with the CDC and others to prepare for resumption of sailings when it is appropriate. We know the travel industry is a huge economic engine for the United States and when our ships once again sail, our industry will be a significant contributor to fueling the economic recovery.”

The cruise industry is a vital artery for the U.S. economy, supporting over 421,000 American jobs, with every 30 cruisers supporting one U.S. job, and annually contributes nearly \$53 billion to the U.S. economy. Cruise activity supports travel agencies, airlines, hotels and a broad supply chain of industries that stretches across the United States.



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## A Commentary

by Lois Pasternak, TMI Editor/Publisher

With the WHO officially declaring COVID-19 a global pandemic on March 11, the subsequent series of developments have changed the world as we know it for the immediate future.

U.S. President Donald Trump stunned the world by banning most flights from Europe, (and then added the UK and Ireland), and with this country bracing for its own explosion of infections, on Friday afternoon he declared that the U.S. is in a national emergency.

By Sunday, March 15, the number of confirmed cases is above 156,000, and more than 5,800 have died. Although China--the epicenter of the outbreak-- is registering fewer new infections, the number of cases in Europe, mainly Italy, France and Spain, is burgeoning. The disease has spread to 110 countries in the past month, resulting in lockdown of cities, cancellation of public gatherings, travel restrictions and devastated stock markets.

There are now over 1,200 confirmed coronavirus cases in the United States and more than 40 deaths, and experts say this country is just in the early stages of contagion.

The impact has spread far beyond the cancellation of trade shows: New York's Broadway is dark, Disney has shut down properties around the world, nearly all professional sports have been postponed, and if we aren't in lockdown we are urged to practice "social distancing."

Headlines from the past two days hint at the unparalleled scope of the crisis in our own travel-related industries: As bookings plummet, airlines are cancelling flights and laying off hundreds, U.S. and Canadian officials warned citizens -- especially older cruisers --to avoid cruising and soon after cruise lines from Princess to MSC announced that they will stop operations for the next few months, as will Viking River Cruises, among many others. (*Breaking News on page 1.*)

The World Travel and Tourism Council has warned 50 million industry jobs are at risk because of the coronavirus pandemic, and the sector could contract by 25%.

But business will go on. As the organizers of **Seatrade Cruise Global** event said in announcing that they were postponing the huge show planned to be held in Miami in April: "These are unprecedented times as we look to reinvent and reposition our events to adapt accordingly, while still bringing you the dedicated platforms for meetings, collaboration and business generation."

This philosophy of reinventing and repositioning ourselves may be the new normal for the future. Stay well.

## m1nd-set: Travel retail revenues to take unprecedented hit following US and Italy Coronavirus measures

The U.S. ban on traffic from Schengen countries across Europe will result in a drop in traffic of over 3.5 million passengers over the two month period, reports Swiss research agency m1nd-set, who has analyzed the impact on air traffic across affected countries, following the United States' unilateral travel ban on air traffic from Europe. The latest report also analyzes the impact of a total shutdown of international flights to and from Italy following the country's lockdown.

The analysis shows traffic impacts and highlights the key categories in travel retail that will be affected. Drawing on data from its Business Intelligence Service (BIS) traffic tool, the m1nd-set report compares traffic data across March and April 2020, with traffic in the same period in 2019.

Germany will be the most affected country in passenger numbers, with a decline of 890,000 passengers (-5.4%), followed by France with a loss of 657,000 passengers (-5.8%) and the Netherlands where traffic will fall by just under 500,000 passengers or 7.5%.

In percentage terms, Iceland will experience the largest decline with a 23.7% drop in passengers over the same period in 2019, a loss of circa 128,000 passengers.

The airports in Europe most affected by the US ban are Paris Charles de Gaulle (-10.7%), Frankfurt (-11%) and Amsterdam (-8.3%).

The largest percentage decline is again Iceland with Reykjavik Airport suffering the 23.7% drop in passengers.

CDG will lose over 618,000 passengers over March and April, Frankfurt will lose over 572,000 passengers and Amsterdam Schiphol's traffic will fall by just over 493,000 passengers.

The impact on travel retail revenues is shown in BIS through an analysis of the duty free shoppers purchasing each specific category and evaluating the potential losses based on the decline in passenger numbers. The analysis looks at the top categories purchased by both European travelers in U.S. airports and the main categories purchased by all travelers in Italian airports, as well as the impact on Europeans purchasing at their outbound airport.

On average 19% of travelers from Europe purchase at duty free shops in the U.S., which over the March-April period this year will mean 665,000 less travelers from Europe shopping at U.S. airports with the travel ban in place. The percentages vary across categories with Confectionery and Souvenirs & Gifts set to suffer the biggest impact, as 27% of European travelers purchase these categories at U.S. airports. 25% purchase Perfumes, 17% buy both Alcohol and Tobacco, 14% purchase Fashion & Accessories, 8% buy Skincare products and 6% purchase Make-up.

m1nd-set's CEO and owner Peter Mohn commented: "Given the unprecedented situation, we are being inundated with enquiries from companies, eager to understand the potential impact on sales. We have to be candid, the outlook is quite serious. We can analyze the direct impact on traffic from our BIS traffic data tool and, when we combine this with the data from our extensive shopper insights database, we're able to provide accurate estimates of the overall impact on sales following traffic bans, like this U.S. ban on European flights."

The same applies with markets such as Italy, said Mohn.

### Top DF categories purchased by EUROPEANS IN US AIRPORTS




**AT THE POINT OF SALE**

## MAC and the Indy airport partner with Dress for Success to empower women

MAC Cosmetics celebrated the grand opening of its new boutique at Indianapolis International Airport (IND) this week with a special event in association with Dress for Success Indianapolis by giving a small group of local women makeovers and professional headshot photos to enhance their presence for career success.

MAC Cosmetics is one of 15 new store concepts that have opened at the Indy airport as a part of the Concessions Refresh program. MAC is known for promoting personal self-expression and female empowerment – which aligns with the Indy airport’s own commitment to its internal hiring and promotional practices and support of women-owned businesses, says the airport in a statement.

“MAC Cosmetics is a welcome addition to the mix of national and local brands that reflect the diverse

range of retail and food-and-beverage concepts at IND,” said Mario Rodriguez, executive director of the Indianapolis Airport Authority. “MAC’s business model is based on celebrating diversity and individuality, and that philosophy aligns exactly with IND’s business practices.”

Rodriguez also applauded Dress for Success of Indianapolis for joining the event and providing makeovers that further encourages individuality and diversity by providing the women with the confidence needed to be successful. Dress for Success Indianapolis strives to remove women from poverty by providing them with the confidence, knowledge and professional attire needed to be financially independent and thrive in the workplace.

The organization has positively touched the lives of 17,000 women in Indiana.

The MAC Cosmetics boutique

is located post-security in Concourse B. MAC is operated by Paradies Lagardère, which operates several other retail stores throughout the Indy airport.

“MAC Cosmetics is an iconic and dynamic brand, well-loved by many for their creativity and innovation, and respected for their commitment to diversity, inclusion and philanthropy. We’re not only

pleased to open our first MAC store at the Indianapolis International Airport, but to partner with and support Dress for Success Indianapolis to celebrate the new store. This event, which gives back to the community, is not only a MAC Cosmetics core value, but ours as well,” said Gregg Paradies, president and CEO, Paradies Lagardère.



## DFD incorporates L.O.L. Surprise! into its toy portfolio

Duty Free Dynamics has expanded its Master Franchisor’s toys category – which already includes LEGO -- with the addition of the L.O.L Surprise! brand from MGA Entertainment, Inc. (MGAE). DFD will distribute the brand throughout the Americas Travel Retail Channel.

Launched in 2017, L.O.L Surprise! has become a worldwide phenomenon, cashing in on the Youtube craze for unboxing. L.O.L Surprise’s flagship product is a sphere that contains a three-inch tall figurine. To get the doll, the child has to unpack different levels of layers that contain stickers, secret messages or mix and match accessories.

In 3 years, more than 300 million balls have been sold all over the world and L.O.L. Surprise!’s global Youtube channel has more than 1.3 million subscribers and over 11 billion views. Last fall, the company released the L.O.L. Surprise Winter Disco movie, which debuted in the U.S. on Amazon Prime.

MGAE Entertainment, Inc. (MGAE), is one of the world’s leading privately held toy companies. Last month L.O.L. Surprise! won the heralded Toy of the Year award during the Annual Toy Industry Awards. This was the third consecutive year that L.O.L. Surprise! received the highest accolade of the night. For more information contact Tatiana Pinto, Business Developer - Brand Manager, for the toys category: [Tatiana.pinto@dutyfreedynamics.com](mailto:Tatiana.pinto@dutyfreedynamics.com)



### Coronavirus threat causes Hershey to pull U.S. TV ads featuring hugging

Earlier this week, *Ad Age* ran the following news brief about Hershey Co. pulling two commercial spots focused on human interaction and replacing them with spots featuring only chocolate bars, text, and voiceover, because of the coronavirus.

*Ad Age* reports that Hershey made the decision to pull spots featuring Bob Williams and Diggy Moreland handing out Hershey bars to strangers, often with hugs and handshakes, since the coronavirus can spread with person-to-person contact. The spread of the virus has already led some people to stop performing usual greetings such as handshakes and has progressed so quickly that the U.S. is now in a state of national emergency.

“Sadly, we have decided to temporarily replace two of our ads that feature human interaction, that include hugging and handshakes, due to the current sensitivities surrounding the COVID-19 virus,” Hershey Co. Chief Marketing Officer Jill Baskin said in a statement to *Ad Age*. “At this time, our ads have been replaced with product-centric spots.”



## Family Brands Alliance restructures and expands in the Americas

The Family Brands Alliance has announced a new structure in the Americas.

The Alliance, which is made up of four 100% family-owned companies, had hoped to share the new structure with the travel retail industry at the Duty Free & Travel Retail Summit of the Americas.

Formed in 2017, the Family Brand Alliance has been growing steadily and now comprises four partners which share the same visions, passions, and values: Waldemar Behn, producer of premium spirit DANZKA Vodka; Pallini Limoncello, producer of the N° 1 Limoncello brand in Duty Free & Travel Retail; Bache-Gabrielsen Cognac, producer recognized for its innovation within its category; and G'Vine a luxury French gin distilled from grapes and infused vine flowers.

The Alliance allows them to offer a diverse portfolio, creating synergies and optimizing logistics, marketing and service.

The Family Brands Alliance has reinforced its Americas structure with the appointment of **Veronica Huber**. Huber, who joins from Chase International, was going to be part of the team at the Summit of the Americas. She reports to **Tito Gonzalez**, Waldemar Behn Americas Regional Director.

All the products from the four Family Brands Alliance partners are available to ship to the region from the Miami Warehouse.

## Calvin Klein unveils new unisex fragrance, CK EVERYONE

Calvin Klein's new fragrance, CK EVERYONE, is a genderless scent that celebrates the freedom of self-expression, and builds on the iconic legacy of CK ONE.

Made from naturally-derived alcohol and infused with ingredients derived from natural origins, the fragrance is vegan, and claims the distinction of being Calvin Klein's first 'clean' fragrance.

CK EVERYONE has been available from Coty globally since February 2020.

Master perfumer and creator of the iconic CK ONE fragrance, Alberto Morillas, this time crafted a gender-neutral fragrance using 79% of naturally derived ingredients.

A citrus fragrance with organic orange oil, it is paired with a blue tea accord and a cedarwood base.

### The bottle & packaging

The CK EVERYONE bottle and packaging were created from recycled materials. The transparent glass bottle contains 10% of post-

consumer recycled materials and is recyclable with the removal of the pump and the elastic while the folding carton contains 30% of post-consumer recycled materials.

CK EVERYONE pays homage to the iconic CALVIN KLEIN UNDERWEAR waistband with a signature elastic band on the bottle.

### The Advertising

The CK EVERYONE campaign is fronted by an inspirational collective of multi-hyphenate models, artists and musicians including musician Eliot Sumner, model Cara Taylor, skater and photographer Evan Mock, artist MLMA, model Parker Van Noord, and rapper Priddy the Opp, under the theme of **I am one, I am many. I love everyone of me.**

A collaboration of fashion and fragrance, CK EVERYONE is featured alongside the new CK ONE jeans and underwear, both inspired by the original CK ONE fragrance.

## Brown-Forman launches Jack Daniel's Tennessee Apple in GTR after U.S. success

Following a successful launch in the United States domestic and travel retail markets, Brown-Forman Travel Retail is launching Jack Daniel's Tennessee Apple in global travel retail.

Jack Daniel's Tennessee Apple was launched this past October in bars, liquor stores and travel retail outlets across the United States. After "exceptional" response in the U.S due to word of mouth and social media, the Jack Daniel's apple liqueur will now be available throughout the travel retail world.

"Carrying the Jack Daniel's name ensures that a product will receive a close look by consumers with an interest in authentic brands with a reputation for the highest quality. American consumers and international visitors gave Jack Daniel's Tennessee Apple not just a close look but a serious taste test and embraced it to a degree that surpassed even our expectations. Subsequently, the demand for Tennessee Apple has moved on to other international markets and we are taking steps to meet that demand," explained Aude Bourdier, Vice President and Marketing Director for Brown-Forman Global Travel Retail.



Gebr. Heinemann is the first to list Jack Daniel's Tennessee Apple through its European retail stores and will launch in Sydney in June. During this time Jack Daniel's Tennessee Apple will also start to roll out through various other retail partners in Global Travel Retail.

"People who enjoy Jack Apple will find it to be a deliciously smooth and refreshing apple-flavored whiskey that is uniquely Jack," said Bourdier.

## CALVIN KLEIN



I LOVE EVERYONE OF ME.

#CKEVERYONE



## Rituals launches special collection that enhances relaxation and sleep

Rituals newest collection -- the Ritual of Jing -- is inspired by the ancient Chinese concept of calmness, stillness and tranquility.

The Ritual of Jing is available immediately in Rituals' travel retail locations globally.

The Ritual of Jing comprises two ranges -- Relax and Sleep -- and helps consumers create a personal sanctuary that helps them escape from the hectic pace of everyday life.

The **Relax** range provides a calming and soothing experience with a warm, floral fragrance based on the essential oils of sacred lotus and jujube, combined with a bouquet of intense blossoms, soft woods and musks.

The Ritual of Jing products can be incorporated into everyday routines to help keep stress levels at a minimum, says the company. The morning routine can begin with the Foaming Shower Gel, followed by an invigorating Body Scrub composed of ultra-fine bamboo particles and a rich cream

base to awaken skin, then finished with a nourishing layer of Body Cream and a spritz of the Hair and Body Mist Fragrance.

Other products in the collection have been designed to encourage consumers to take a break midway through the day. The easy-to-use Relaxing Serum roller, which combines refreshing Chinese peppermint and relaxing Jujube, offers a 10-second stress fix while the soothing Scented Candle helps calm mental state. The Ritual of Jing Relax Tea, infused with Chamomile and Verbena, can be enjoyed at any point during the day along with the nourishing Hand Lotion.

The **Sleep** collection features a tranquil fragrance, based on the essential oils of Lavender and Sacred Wood, which helps to promote quality sleep. Opening with fresh citrus notes that build to a heart of lavender, the scent finishes with a woody and musky base. Products in the Sleep collection encourage customers to



slow down in the evening with a pre-bedtime routine.

The collection includes a scented Massage Candle that contains essential nourishing and moisturizing oils that help soothe the skin and enhance the quality of sleep and the Ritual of Jing Sleep Tea, a high-quality herbal infusion of lavender and valerian a bedtime drink that encourages deep sleep; along with Shower Oil, Magnesium Bath Crystals, a Dry Oil, a Foot Mask and a Pillow Mist.

Neil Ebbutt, Rituals Director Travel Retail, comments: "All too often our health is compromised when traveling due to a number of reasons, including stress, jet lag and a change in environment. We're confident that by incorporating The Ritual of Jing into their daily routines, travelers will be relieved of stress and able to unwind after a long journey."

Rituals is represented by Essence Corp. in the Americas travel retail channel.

## Molton Brown unveils its first musk scent

London fragrance expert Molton Brown has released its first musk fragrance, Milk Musk.

The new Milk Musk collection offers a unique interpretation of a musk fragrance using a milk accord.

The milk accord is said to evoke poignant memories, and while it is still a rarely used note, Molton Brown, as a pioneer of British New Guard Perfumery, has entwined it with musk to create the sensual embrace of skin-on-skin softness.

Top notes of pear and peach balance the fragrance's powdery depth, with a dry down of warm white cedarwood and spicy tonka beans.

The collection is presented in a Limited Edition bottle in white gift boxes printed with gold thread.

The Bath & Shower Gel and Body Lotion are housed in soft-touch tactile bottles.

Rosie Cook, Molton Brown Associate Director Global Travel Retail, says "The new Milk Musk fragrance is an exciting next step for Molton Brown as we lead the way as the pioneers of the New Guard British perfumery. We expect Milk Musk to be a great addition to our portfolio of core fragrances with unique blend of milky notes resonate with the emerging trend we have identified in niche perfumery."

To support the launch, Molton Brown will run an in-store GWP activation across all their World Duty Free and Lagardère manned counters, offering any shopper who spends £45 a complimentary



soothing satin eye mask.

The launch will also be enhanced with eye-catching visuals, with the Milk Musk collection showcased in cushions to highlight the gentle and comforting nature of the fragrance.

The Milk Musk collection, which launched in Travel Retail, in-store and online on February 26, includes an Eau de Parfum, Eau de Toilette, Bath & Shower Gel and Body Lotion.

## Glow on the Go: Shiseido Travel Retail unveils latest make-up innovations

Shiseido Travel Retail has unveiled a new assortment of make-up products from its four prestige brands – NARS, Laura Mercier, SHISEIDO and Clé de Peau Beauté.

Premiering in the first quarter of 2020 in travel retail, the technology-infused offerings – ranging from foundations to colored lip balms and palettes – have been launched in response to the growing traveler demand for make-up that provides a softer, natural look.

Elisabeth Jougelet, Vice President of Marketing and Innovation, Shiseido Travel Retail, commented: “The make-up segment has become the fastest-growing category within Shiseido Travel Retail and we are committed to accelerating this growth through continuous beauty innovation.

“This glow-enhancing make-up range is a result of blending consumer insights, traveler data and cutting-edge technology and is a reflection of how we fuse art and science in our products. Also, in line with our consumer-centric strategy, we are proud to present a collection that meets the current consumer trend of all-natural beauty; it is truly a compelling and competitive addition to the market that we are confident will meet our travellers’ wants and needs.”

**NARS**-The limited-edition *Afterglow Collection* features the *Afterglow Lip Balm* that hydrates lips and delivers a sheer finish in six new shades; the *Afterglow Eyeshadow Palette*, which contains 12 high-impact eyeshadows in vivid warm shades; and the *Overlust Cheek Palette* that features three new gel-to-powder highlighters.



Available from March in Travel Retail Asia Pacific (APAC) and Europe, Middle East & Africa (EMEA).

**Laura Mercier** - The revitalized *Pure Canvas Primers Collection* with a water-based, silicone-free formula has been relaunched in five varieties and a Power Primer Supercharged Essence.

These are available only in Travel Retail APAC.

**Shiseido**- The *Synchro Skin Self-Refreshing Custom Finish Powder Foundation* is formulated with ActiveForce Technology that resists heat, humidity and motion for a lightweight and natural finish that delivers flawless, buildable coverage that lasts for 24 hours. It is available in eight shades in both Travel Retail APAC and EMEA, and 14 shades in Travel Retail Americas.



Available from March in Travel Retail APAC and Americas and from May in Travel Retail EMEA.



**Clé de Peau Beauté** - The hydrating *Correcting Cream Veil*, which is Clé de Peau Beauté’s top-selling product in the Asia Pacific region, is a reformulated primer that protects the skin against damaging environmental aggressors, evens tone and blurs pores, fine lines and dullness, while maximizing a foundation’s finish.



Now containing the enhanced Skincare Tint Balm Formula, the *Lip Glorifier* offers a beautiful make-up finish while locking in moisture, to make lips look refreshed and glowing, and is available in three new, natural-looking shades – Pink, Red and Coral.

The *Radiant Cushion Foundation* imparts ultra-fine coverage with a weightless finish and seals in moisture for up to 24 hours, and is now available in a new shade, B00, which is created for fairer skin tones.

This new range of Clé de Peau Beauté products is now available in Travel Retail Worldwide.

### Gucci Beauty debuts Mascara L’Obscur

Gucci Beauty has launched its first mascara this month, a “buildable” new mascara called *L’Obscur* which the company says was created with an “ultimate formulation for customized performances.”

Inspired by creative director Alessandro Michele’s ideals of beauty, Thomas de Kluyver, Gucci Global Makeup Artist, applies the mascara by handling brushes in different positions - vertically or horizontally - depending on the desired finish. For this reason, the Mascara L’Obscur has a uniquely shaped brush and formula to grip lashes and create distinct results.

Presented in a pastel pink tube and gold metal hued wand with vertical grooves, Gucci Mascara L’Obscur features an ultra-rich creamy texture, available in one intense black shade at launch; a highly comfortable film, which quickly transfers the perfect amount onto lashes, and is near impossible to smudge, flake, feather or migrate once dry; thin brush tip, perfectly designed to catch the smallest lashes at the top and bottom corners of the eyes, which also fans, lengthens and separates each lash with panoramic precision; and a long-wearing finish of up to twelve hours.

#### The Campaign

The Mascara L’Obscur campaign is directed by Sean Vegezzi and photographed by Martin Parr with art direction by Christopher Simmonds, the narrative merges references from vintage Hollywood to surrealism and an 80s aesthetic of irony, humor, and playfulness. With two different looks modeled by Mae Lapres and Dani Miller, the versatile nature of L’Obscur showcases the diversity of the and its wearer.



## SUPPLY SIDE NEWS

## ESTÉE LAUDER COMPANIES:

**Too Faced extends line with three new Hangover Skincare products in travel retail****HANGOVER<sub>Rx</sub>**

The Estée Lauder Companies has launched three new products in its Too Faced Hangover Skincare Line that are now available in travel retail.

The newest products in the line include Too Faced Hangover Wash The Day Away Gentle Foaming Cleanser, Too Faced Hangover Pillow Balm and Too Faced Hangover Pillow Cream. All are now available in major airports, downtown and online duty free stores worldwide.

The Too Faced Hangover Wash The Day Away Gentle Foaming Cleanser is a pore purifying gentle foaming cleanser that removes makeup and deep cleans skin, with a refreshing, invigorating scent. The formula is powered by a blend of lime peel, apple extracts and ginger root, infused with Hangover's signature coconut water and probiotic ingredients. It is packaged in a twist tube with the Hangover shield design.



The Too Faced Hangover Pillow Balm is a soft pink lip balm that creates a protective barrier that prevent lips from drying and replenishes lips with intense hydration. The formula is a complex of fruit oils, conditioning butters, coconut water and plumping hyaluronic acid that smells like coconut water and mint.



The Too Faced Hangover Pillow Cream is a rich moisturizer that absorbs into skin overnight to renew and replenish skin. Formulated from a blend of super-charged minerals, coconut water, sea kelp, mango seed butter, avocado oil, vitamin B, and other nourishing ingredients, skin looks instantly rejuvenated and renewed. The soothing scent helps calm senses to promote happy sleep.

**ALFA Brands and InnoTRI sign exclusive deal for CIHUATÁN Rum from El Salvador in Canada Duty Free**

ALFA Brands and Miami based distributor InnoTRI have signed a deal which will make ALFA Brands the exclusive duty free agent in Canada for the El Salvadorian CIHUATÁN rums.

The companies' focus for the next 12 months will be on the duty free exclusive Obsidiana 1L, as they look to create differentiation in the market.

"We are honored to be chosen to represent CIHUATÁN Rums in Canada," said ALFA Brands' Operations Manager Amy Hildreth.

"InnoTRI believes ALFA Brands is a great partner for us to establish the presence of CIHUATÁN Rum into the Canadian DF markets. Franco and Amy have been building long standing relationships in the Canadian DF market which operates very differently than the US DF marketplace. We are very happy they share the same excitement about the brand as we do," said Christoph Henkel – Co-Founder and Manager InnoTRI Limited. "Our focus for 2020 will be on Obsidiana 1L which is exclusive to duty free and has a suggested retail of US\$62. Later in 2020 we have another exciting project to reveal which will increase the premium rum portfolio even further."

CIHUATÁN Rums draws heavily on the heritage of the CIHUATÁN valley in El Salvador where it is created. The company is vertically integrated and controls every step of the production process from the seed of the sugarcane to the bottling.

The bottle-label design for CIHUATÁN Obsidiana illustrates Mayan symbols such as the alligator, snake and butterfly. The juice inside is a blend of three rums, aged in new American oak and American oak ex-bourbon barrels.

**Hudson Group reports record 2019 revenues but warns of COVID-19 impact in '20**

In a year highlighted by major agreements with food and beverage concessions operator OHM Concession Group and Brookstone stores in U.S. airports, North American travel retailer Hudson Group turned in record full year revenues of \$1.95 billion, a 1.5% year-over-year increase, in 2019.

Despite the strong showing in 2019, Hudson Group CEO Roger Fordyce voiced concerns about the impact that COVID-19 is having on world travel and Hudson.

Hudson, a Dufry company, operating more than 1,000 stores in airport, commuter hub, landmark, and tourist locations, reported that turnover increased \$4.4 million or 0.9% to \$475.8 million for the fourth quarter compared to \$471.4 million in the fourth quarter of 2018. Full year turnover increased \$29.5 million or 1.5% to \$1,953.7 million compared to \$1,924.2 million in the prior year.

Full year adjusted EBITDA of \$230.6 million was a 3.1% year-over-year decrease; but full year operating profit of \$147.4 million was 50.1% above the year before.

"Throughout 2019, we continued to win new contracts and extend existing ones, added exciting new brands to our portfolio...and entered new markets such as Indianapolis and St. Pete Clearwater," said Fordyce.

"Looking ahead to 2020, we feel well positioned to compete on the robust pipeline of RFP packages and capture additional whitespace opportunities as airports continue to invest in renovating existing terminals and building new ones," he said.

Recognizing the impact that COVID-19 is having so far in 2020, Fordyce says: "Our thoughts go out to our customers, partners and landlords that have been impacted around the globe."

Hudson has seen its duty free business, which is approximately 20% of its total sales, decrease over the past eight weeks, primarily from reduced Chinese passenger travel.

But Fordyce points out that duty paid revenue, which represents 80% of Hudson's total sales, comes from domestic travelers in the U.S. and Canada, and has seen less of an impact.

"However, we are actively monitoring the situation. If travel restrictions, event cancellations and overall concerns about the outbreak continue for a prolonged period and extend more prominently to domestic travel, we could see further impact on sales. While this is a temporary disruption, we are confident in the long-term strength of our business model and the resiliency of the travel retail industry," he said.