

## Leading brands confirm plans to exhibit at TFWA World Exhibition & Conference

A number of the leading brands in travel retail have confirmed that they will exhibit at the 2021 TFWA World Exhibition & Conference in Cannes this year, reports the Tax Free World Association.

Chanel and L'Oréal in perfumes & cosmetics, Lacoste and Ermenegildo Zegna in fashion & accessories, Brown-Forman and Moët Hennessy in wine & spirits, and Mondelez and Al Nassma in confectionery are among those who last week joined the growing list of exhibitors saying that they will participate in the event, which was canceled last year due to COVID-19. The Association recently rescheduled the Exhibition from September to October 24-28, for safety concerns. Even so, the Show will take place only if the health situation permits.

Other major companies confirming they intend to exhibit in Cannes, in anticipation of an improvement in the global health situation, are Clarins, Interparfums, Gonzalez Byass, Euroitalia, Micys and Capi Global, reports TFWA, which will provide further updates in the coming weeks.

"The list of prominent duty free and travel retail brands joining us in Cannes never fails to impress, and once again we welcome all who have been supporters of the event for many years," commented **Jaya Singh**, TFWA President and Managing Director at Mondelez World Travel Retail, European Export & Switzerland. "Their presence will add an extra layer of excitement to this year's TFWA World Exhibition & Conference, and I'm in no doubt that delegates will be keen to learn more about the latest innovations and the future plans of these leading forces in travel retail."

Singh continues: "Of course, my own team at Mondelez will also be present, and I know my colleagues are eager to be resuming face-to-face meetings after such a long time."

"Cannes is the perfect opportunity to do business, share plans for the recovery of the industry and build common initiatives with all key stakeholders. It's all part of emerging stronger together," he said.



## CDC approves *Celebrity Edge* as first cruise ship to sail from a U.S. port

"Someday is here." With that one-line tweet, **Celebrity Cruises** CEO and President **Lisa Lutoff-Perlo** announced the news that on Saturday, June 26, the *Celebrity Edge* will be the first cruise ship to sail from U.S. waters in more than a year.

The seven-night trip will launch from Fort Lauderdale and be led by Cpt. Kate McCue, who was the first American female captain, the company announced.

The *Celebrity Edge* will have a fully vaccinated crew and require U.S. guests aged 16 and older to be fully vaccinated. In August, the ship will extend that requirement to U.S. guests aged 12 and older. *Celebrity Edge* will depart Port Everglades after having met all new standards for providing a healthy cruise experience for its guests and crew.

"For the past 15 months our conversations with friends and loved ones about seeing the world have been accompanied by the phrase 'someday.' I'm beyond proud and excited to say that day has arrived," said Lutoff-Perlo.

"We've been preparing for this day for months and, on behalf of all of us at Celebrity Cruises, we're ready and we can't wait to welcome our guests aboard once again!"

"Today's exciting news is the result of a collaboration with the CDC, our elected officials at the local, state and national levels and our industry partners at CLIA," said **Richard Fain**, Chairman of Royal Caribbean Group, parent company of Celebrity Cruises. With this announcement, eight of the 15 ships within the Celebrity Cruises' fleet now have plans to



return to sailing in 2021 and are ready to take guests to destinations in the Caribbean, Europe, Alaska and the Galapagos.

The *Celebrity Millennium* will be the first in the fleet to sail with guests again, as well as the first ship in the industry to sail the Caribbean when she makes her return to service in St Maarten on June 5. The seven-night cruise will visit Aruba, Curacao & Barba-

dos. Just last week, Celebrity Cruises also announced it would begin Alaska cruises on July 23.

Celebrity sailings will also take place in the Greek and British isles.

**Royal Caribbean Cruises**, meanwhile, on Friday announced it had received CDC approval for a test cruise. Its *Freedom of the Seas* will sail from PortMiami on June 20-22.

## Norwegian Cruise Line Holdings Ltd. announces plan for return to cruising in and outside of the U.S.

Norwegian Cruise Line Holdings Ltd., which operates the Norwegian Cruise Line, Oceania Cruises and Regent Seven Seas Cruises brands, also announced its expected return to cruising in the U.S. this summer, starting with Alaska cruises on *Norwegian Bliss* sailing from Seattle on August 7, 2021.

The cruise line said that it expects to be granted a Conditional Sailing Certificate from the U.S. Centers for Disease Control and Prevention (CDC) in the coming days for its U.S. sailings.

All initial voyages will operate with fully vaccinated guests and crew in addition to the company's multi-layered SailSAFE™ health and safety program.

On May 26, the company released its plans for the next phase of its planned resumption of cruising across its three cruise lines. Norwegian Cruise Line announced plans for eight additional ships to relaunch beginning Fall 2021. Oceania Cruises will resume cruise operations with three additional ships, *Riviera*, *Insignia*, and *Sirena*, between October 2021 and January 2022. Regent

Seven Seas Cruises will see all five ships back by February 2022.

"Our Great Cruise Comeback continues to build momentum with today's announcement of the return of fifteen additional ships across our three brands," said Frank Del Rio, president and CEO of Norwegian Cruise Line Holdings Ltd.

"We continue to see incredible pent-up demand for future cruise vacations and as regions across the globe continue to reopen for travel and tourism, we are excited to get back to what we do best and deliver exceptional vacation experiences for our guests to once again explore the world."

## Latest CDC guidelines ease mask and social distancing restrictions

Helping to make the cruise restart more of a real possibility, the past week also saw a new update from the U.S. Centers for Disease Control and Prevention (CDC) for cruise guidelines, which give the cruise lines significantly more freedom in deciding on mask and social distancing protocols.

The key is that vaccinated passengers and crew may forgo masks and social distancing in specific locations:

"Cruise ship operators, at their discretion, may designate areas as only accessible to fully vaccinated passengers and crew where masks and physical distancing are not required (e.g., casinos; bars; spas; entertainment venues; and dining areas, including self-serve buffets)."

The CDC also removed the suggestion to wear a mask outdoors in crowded settings, again this is for fully vaccinated passengers.

Ships where nearly everyone onboard is vaccinated will have the most leeway. The CDC guidelines stipulate:

"For ships with at least 95% of crew and 95% of passengers fully vaccinated, cruise ship operators, at their discretion, may advise passengers and crew that they do not have to wear a mask or maintain physical distance in any areas."

## Dufry wins new, five-year duty-free contract at Cayenne International Airport in French Guiana

Dufry has won a new, five-year concession contract to operate the duty free shop at Cayenne – Felix Eboué International Airport in French Guiana, the French overseas department located in the north of South America. Cayenne airport served 550,000 passengers in 2019.

This concession win further consolidates Dufry's footprint in Central and South America, which includes the important tourist destination of the Caribbean, says the company.

Dufry will start operations with

a 120 sq meter duty free shop on August 1, 2021.

The new Cayenne shop will offer customers a comprehensive assortment of all core duty free categories including perfume and cosmetics, confectionery as well as tobacco, jewelry and travel accessories.

The store will also offer a selection of local food, rums and souvenirs designed to provide a sense of place.

Christophe Ricard, General Manager Dufry France, said "We are proud to add French Guiana

and the Cayenne airport operation to our portfolio, as it allows us to further strengthen our footprint in South America as leading international operator. We thank our partners of the Central Administration and Chamber of Commerce of French Guiana for the trust put in Dufry and we are looking forward to develop the Cayenne airport duty-free shop to international standards and offer its travelers an attractive shopping experience."

## ETRC appoints Ricardo Oliveira as Senior Counsel

The European Travel Retail Confederation has appointed Ricardo Oliveira as ETRC Senior Counsel to support the association in its advocacy work during this crucial time for the industry.

In his capacity as external consultant, Oliveira will advise ETRC on specific regulatory matters that concern the Duty Free and Travel Retail channel in Europe and globally.

A Brazilian and Portuguese national, Ricardo is an experienced general counsel and consultant specialized in public affairs and communication, including strategic engagement and campaigning on regulatory matters. His background is in Law and Engineering. Ricardo is also an accredited mediator. Previously he worked for multinational companies including IBM and BAT. He has an extensive international profile having lived and studied or worked in 5 different countries.



## THE CARIBBEAN

### Baha Mar unveils new luxury beachfront water park, Baha Bay

Iconic Bahamian resort destination Baha Mar has announced the opening of its Baha Bay luxury beachfront water park on July 2, 2021. The park will be exclusively available to all Baha Mar guests.

The \$200 million luxury water park is set on 15 oceanfront acres, and will feature 24 water slides, a dueling water coaster, group raft rides, a spectacular wave pool, an action river winding through exuberant tropical landscape, a first of its kind Surf Simulator and more.

Baha Bay also includes splash zones for kids, beachside tranquility, and well-appointed luxurious cabanas ideal for privacy, entertaining and relaxation.

The Baha Mar resort includes Grand Hyatt, SLS and Rosewood properties.

For more information, visit [www.bahamar.com](http://www.bahamar.com).





## SFO opens seven new gates at Harvey Milk Terminal 1



The San Francisco International Airport (SFO) opened the next phase of the \$2.4 billion Harvey Milk Terminal 1 on May 25. This new section includes seven new departure gates, a new post-security connector to the International Terminal, a new museum gallery, and a new display of exhibit content honoring the life and legacy of Harvey Milk.

"We are excited to complete the latest phase of Harvey Milk Terminal 1, on schedule and in time for this summer travel season," said Airport Director Ivar C. Satero. "With this newest addition, we're taking the airport experience at SFO to a whole new level, using this facility to share the story of Harvey Milk to an even broader audience of global travelers. My thanks go out to the entire project team for this achievement."

The new display of content from the exhibit *Harvey Milk: Messenger of Hope* features historic

images that provide a glimpse from Milk's life, including his activism and ascendance as a political leader, his assassination, and his legacy of advocating for diversity, equity, and inclusion.

This is a temporary exhibit.

This fall, a long-term location – housing nearly all the content of the original exhibit – will open in the passenger walkway connecting Harvey Milk Terminal 1 to the customs area of the International Terminal Boarding Area A.

The new phase also includes an expanded Recompose area, and a Children's area adjacent to departure gates.

The final phase of Harvey Milk Terminal 1, which will create a new North check-in lobby, was postponed by the COVID-19 pandemic, but has now resumed. Originally scheduled for completion in spring 2023, this final phase will now be completed as early as spring 2024.

## Fraport brings more local flavor for travelers at BWI

Fraport Maryland, a division on Fraport USA, the developer and manager of the retail, food and beverage programs at Baltimore/Washington International Thurgood Marshall Airport (BWI), opened three new anchor shops the Concourse A extension: regional favorite dining venues Miss Shirley's Café and the R&R Seafood Bar, and the District Market, which brings more local specialties to the airport with brands such as Maryland's iconic Otterbein's Cookies.

The 616 square-foot District Market store is a one-stop travel essentials shop featuring health and beauty, tech accessories, snacks, gifts and more. Regional specialties range from T-shirts, hats, sweatshirts, keepsakes and famous Otterbein's crisp, thin cookies. The concept has a proven track record in airports, including LGA and SFO.

Miss Shirley's Café, now in its 16<sup>th</sup> year, is a local family owned restaurant serving breakfast, brunch, lunch, dinner, and snacks in a new 2,100 square-foot café and full bar at BWI – its fourth location and first in an airport.

R&R Seafood Bar's new location is docked at the end of the Concourse A extension. Reminiscent of an old-fashioned raw bar, R&R specializes in fresh Chesapeake Bay regional seafood. The first R&R Seafood Bar at BWI opened in 2017.

"These iconic brands give our guests a taste of what the Baltimore/Washington region has to offer," says BWI Executive Director/CEO Ricky Smith. "It's a testament to our commitment to enhance the passenger experience by bringing more local flavor to our program and all our retail, food and service offerings at the airport."



## FAA downgrades Mexico's Air Safety Assessment

The U.S. Department of Transportation's Federal Aviation Administration (FAA) last week announced that the Government of Mexico does not meet International Civil Aviation Organization (ICAO) safety standards. Based on a reassessment of Mexico's civil aviation authority, the FAA has downgraded Mexico's rating to Category 2 from Category 1.

While the new rating allows Mexican air carriers to continue existing service to the United States, it prohibits any new service and routes. U.S. airlines will no longer be able to market and sell tickets with their names and designator codes on Mexican-operated flights. The FAA will increase its scrutiny of Mexican airline flights to the United States.

During its reassessment of the Agencia Federal de Aviación Civil (AFAC) from October 2020 to February 2021, the FAA identified several areas of non-compliance with minimum ICAO safety standards.

A Category 2 rating means that the country's laws or regulations lack the necessary requirements to oversee the country's air carriers in accordance with minimum international safety standards, or the civil aviation authority is lacking in one or more areas such as technical expertise, trained personnel, record keeping, inspection procedures, or resolution of safety concerns.

ASUR, one of the leading international airport group with operations in Mexico, which operates in the popular tourism cities of Cancun and Cozumel, responded to the downgrade by noting that its air traffic to the U.S. in the past two years accounted for only a very small percentage of its overall traffic.

ASUR, in its official notification, said:

"Passengers transported to the U.S. by Mexican Airlines departing ASUR's airports during 2019 and 2020 represented 0.5% and 0.2%, respectively of the Company's total passenger traffic in its Mexican airports."

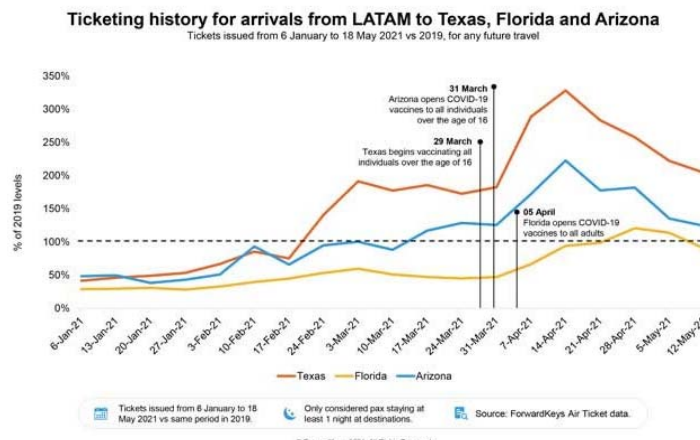
## ForwardKeys: “Vaccination travel” spurs air traffic from LATAM to the U.S.

People are traveling to the United States to receive a vaccination against COVID-19, according to the latest research from ForwardKeys. The trend is most pronounced in travel from Peru, and other parts of Latin America, especially to Arizona, Florida and Texas.

ForwardKeys’ analysis of flight tickets issued up to May 18<sup>th</sup> reveals a substantial uplift in international bookings to Texas and Florida, during the fortnight after those destinations opened up vaccinations to all adults, including visitors.

Bookings from all origin markets to Florida rose from 44% of 2019 levels to 67%, and bookings from all origin markets to Texas rose from 58% to 91% of 2019 levels.

Bookings from Latin America to Arizona soared from 126% of 2019 levels to over 220% and bookings to Texas from 180% to 330%.



The largest increases in flight bookings have been to Texas – from Peru, 684% ahead of 2019 levels, followed by Costa Rica, 338% ahead, and from Mexico, 317% ahead.

The leading “post-vaccination” Latin American origin markets for Florida are Peru, 161% ahead, and

Colombia and Guatemala, both 88% ahead.

Arizona has seen flight bookings from Peru 166% ahead of 2019 levels, from Ecuador 135% ahead and from Mexico 129% ahead.

Analysis of “post-vaccination” travel shows an increase in both

bookings for short stays (1-3 nights), particularly for Texas, and an even greater increase in long stays ( $\geq 22$  nights) for Florida and Arizona, where the proportion of visits exceeding three weeks has more than doubled.

This would be consistent with people flying in only to receive a jab and also combining a jab with an extended vacation.

Olivier Ponti, VP Insights, ForwardKeys commented: “As the pandemic progresses, we are seeing how closely linked vaccination is to tourism revival. Last month, we saw countries like Greece and Iceland, which declared themselves open to vaccinated visitors, gaining many more bookings than competitor destinations. This month, we are seeing the emergence of what could be called vaccine tourism, which is travel to a specific destination to receive a vaccination.”

## LAX celebrates dedication of \$1.7B state-of-the-art West Gates at TBIT

Los Angeles Mayor Eric Garcetti officially dedicated the West Gates at Tom Bradley International Terminal on May 24, celebrating the opening of Los Angeles International Airport's (LAX) \$1.73 billion investment which modernizes the guest experience with cutting-edge technology, stunning architecture, a checked-bag storage system, biometric boarding gates and top amenities.

The five-level, 15-gate, 750,000-sq-foot facility that is nearly 1,700 feet long, will serve both domestic and international flights, and marks the latest step in the airport's \$14.5 billion modernization program.

The modernization will see continued upgrades to the airport, including the addition of a new train system and the Intermodal Transportation Facility West.

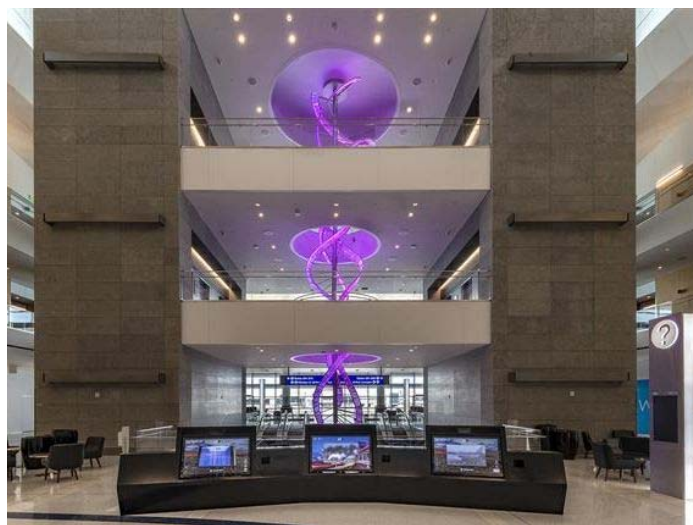
The new gates were designed around a modern, digitally based travel experience and offer numerous seating options, with

thousands of places to plug in, while accessing next-generation wireless internet, touchscreen kiosks and the most advanced baggage handling and boarding systems of any airport in the United States today.

The West Gates at Tom Bradley also offers two nursing rooms, a service-animal relief area, art exhibitions, a quiet room and three children's play areas.

“LAX is our gateway to the world — a global crossroads where dreams take flight and where we welcome the future of our city with open arms,” said Mayor Eric Garcetti.

“Completing the West Gates is the latest step in our unprecedented campaign to reimagine LAX — to help our airport realize its potential as a premier, 21st century destination, as a source of jobs and economic growth for local workers, and as a site of seamless travel for millions of passengers.”



*The Downtown core of the new West Gates at Tom Bradley International Terminal features a breathtaking 7,000-crystal chandelier (above).*



## Victorinox gets colorful with new collection

Victorinox has unveiled a vibrant new multi-tool collection complemented by matching cases and pouches in various shapes and sizes. Aimed at younger consumers and Victorinox fans, the Classic Colors Collection features playful names such as Smashed Avocado, Tropical Surf and Cotton Candy. The Classic Colors Collection is available globally in local markets and selected airports in Europe and Latin America.

The new Classic Colors Collection range is comprised of 30 individually colored multi-tools made of regular Cellidor, transparent Cellidor and Alox.

Measuring 58 millimeters in length, these small multi-tools feature a blade, a nail file, a screwdriver, scissors and a key ring. All Cellidor models include tweezers and a toothpick.

The collection also offers matching accessories in the form of

five different leather pouches as well as five silicone cases in shapes such as a unicorn and cow.

All Victorinox knives and tools are made from high quality stainless steel and, in line with Victorinox's sustainability goals, are designed to last for life. Each item has a lifetime guarantee against any defects in material and workmanship.

Victorinox multi-tools, including Classic Colors, are permitted to be sold in selected airports in Europe and Latin America due to regulations allowing blades up to 60mm in length.

Florent Breton, Victorinox Senior Sales Manager Travel Retail EMEA, said: "Combining functionality with style, the Classic Colors multi-tools and pouches are ideal for everyday use and add a fun, contemporary twist to the iconic multi-tool that Victorinox



is famous for. By offering our multi-tool, already a popular souvenir choice with consumers globally, in a vibrant array of colors we aim to reach a new audience and strengthen our position as a go-to lifestyle brand."

## Amber Beverage Group appoints Huber Brands to expand distribution in U.S. TR/DF channel

Global producer and distributor of alcoholic beverages, Amber Beverage Group (ABG), has appointed Huber Brands to expand distribution in the U.S.

Huber Brands will represent and distribute all of ABG core brands in the U.S. Travel Retail and Duty Free markets, including KAH Tequila, Moskovskaya Vodka, Rooster Rojo tequila, Cosmopolitan Diva sparkling wine, Riga Black Balsam and Cross Keys Gin.

Angela Bosco, Amber Beverage Group's U.S. Brand Director, said, "This is a really exciting opportunity for Amber Beverage Group to continue to expand our footprint in the U.S. through Travel Retail. Vodka and Tequila perform very well in this market and we are especially excited to introduce KAH Tequila, which we believe will continue to thrive."

Veronica Huber, Huber Brands President said, "We are excited about this partnership with Amber Beverage Group and the opportunity to represent and expand their prestigious global brands in the U.S. I look forward to a bright future with ABG and our partners in the U.S. cruise ship, airport, airline, diplomatic and border industries."

At the end of 2020, ABG restructured the approach to its U.S. operations. The company has appointed several premium distributors for its core brands, emphasizing the importance of the U.S. market within ABG's global scope.

Veronica Huber has over two decades of experience in brand building, route-to-market, account management and trade marketing management. Before founding Huber Brands, Veronica was the Sales and Marketing Director at Chase International for the U.S. Travel Retail and Caribbean.

Amber Beverage Group is a rapidly growing global spirits company, whose products are found in millions of households across the globe. ABG core brands are Moskovskaya Vodka, KAH Tequila, Riga Black Balsam, Rooster Rojo tequila, Cross Keys Gin and Cosmopolitan Diva. ABG produces, bottles, markets, distributes, exports and retails a comprehensive range of beverages of more than 600 own-and third-party brands spanning everything from premium vodka and sparkling wines to specialty Mexican tequilas.

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Essence Corp has an immediate opening for an Area Manager. This role reports to the Area Director.

The Area Manager conducts supervisory responsibilities of personnel representing sales, promotional activities, and evaluation of their performance on an annual basis, manages all aspects of relationships with TR clients in area, management of sales and sales targets, monitors client activity (ex-factory & wholesale commitments, forecasts, budget, pricing).

The ideal candidate should be fluent in English & Spanish (French is a plus) with an advanced level of Excel skills.

Must be organized, detail oriented, strong analytical 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](mailto:LWade@Essence-Corp.com)



*KAH Tequila Reposado*