

First Brazilian border stores authorized – two companies get go ahead to open outlets

Five years after the Brazilian government authorized the opening of duty free stores on the country's land borders, the first two stores have been authorized by the Receita Federal, the Brazilian Custom's Authority, who will control the operation of stores throughout the country.

The authorization allowing a Duty Free store in Uruguiana, controlled by local businessman Thiago Salman, and the Caraballat Free Shop in Jaguarão was published Friday in the *State Gazette*.

The Caraballat Free Shop in Jaguarão was announced in *TMI* in issue 20-15 in February.

Uruguiana shares a border with the Argentine town of Paso de los Libres but is also located close to the Uruguayan border towns of Bella Union and Artigas. The town is situated on an important route for vehicular traffic from Argentina to Brazil.

Jaguarão is the sister town to the Uruguayan town of Rio Branco and is located just over 400km from Porto Alegre, the biggest city in Rio Grande do Sul, the southern-most province of Brazil.

Unlike the Uruguayan border stores, which are only open to foreign travelers, the Brazilian stores will be open to Brazilians and foreigners alike. Brazilian visitors will have a monthly allowance of \$US300 which will be controlled by a special software

program designed by the Receita Federal.

Uruguayan border store owners are now expected to lobby their government to allow duty free privileges to Uruguayan nationals.

Marcos Lemos, Director of Caraballat told *TMI*, "This is great news. We are ready to go and we hope to open to the public within 20 days, but earlier if at all possible. We have been storing merchandise in a free zone in Uruguay and already we have given instructions to load the lorries and move the merchandise to our store. After so many months working with the authorities to get the final approval,

we are really looking forward to the opening."

Lemos added. "This is great news for our town as everyone knows that the opening of the store and others in the future will bring new jobs and an increase in tourism to the area. We have been ready to go for some time but the good news is that we can now continue to plan for the future."

Lemos and his partners hope to open two further stores within the next few months. "We have already looked at a couple of sites and we are negotiating an agreement to open the new shops as soon as possible."

John Gallagher



The shutters come off the Caraballat Free Shop in Jaguarão, Brazil, which on Friday received government authorization to open. Marcos Lemos, Director of Caraballat, expects the store to open to the public in 20 days or less.

Caribbean reports robust 1Q 2019 growth

The Caribbean recorded a healthy 12% increase in tourist arrivals during the first quarter of 2019, according to statistics compiled by the Caribbean Tourism Organization (CTO).

The strong growth was spurred in large part by a 24% rise in arrivals from the United States, says the CTO.

During the annual Caribbean Week New York gathering this week, CTO chairman Dominic Fedee reported that 9.1 million international tourist trips took place to the region between January and March this year, up by 970,000 over the same period last year.

The cruise sector was booming also, with a single quarter record 10.7 million cruise passenger visits, up 9.9%, (+900,000 more arrivals) over 1Q 2018.

Due to its bullish economy, high consumer confidence and the strength of the U.S. dollar against global currencies, the United States was the strongest performing market during the first quarter, with 4.5 million tourist visits; Canada accounted for 1.5 million visits to the Caribbean, up by 4%.

Arrivals from Europe were less encouraging, up marginally by 0.6%. Of the 1.6 million tourist arrivals from Europe during 1Q, 300,000 came from the United Kingdom (+0.1%), but arrivals from Germany fell by 8.1% to 200,000 tourist visits. The Caribbean (+1.8%) and Latin America (+1.6%) grew at a much slower pace than the major markets.

With the overall healthy growth in both stayover and cruise visits, coupled with a 1.4% rise in available airline seats during 1Q 19, (for a total of 12.4 million international air seats), the CTO is bullish in its forecast for the year, predicting an 8-9% increase in tourist arrivals, along with 5.5 - 6.5% growth in cruise arrivals.



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IATA reports “solid” pax growth in April

Global passenger traffic demand in April 2019 rose by 4.3% compared to April 2018, reported the International Air Transport Association (IATA), which was “solid but not exceptional rising demand” according to Alexandre de Juniac, IATA’s Director General and CEO.

The airline group also noted that comparisons between the two months are distorted owing to the timing of the Easter holiday, as it fell later in the month in 2019.

Internat’l Passenger Markets

April international passenger demand rose 5.1% compared to April 2018. All regions recorded year-over-year traffic increases, led by airlines in Europe.

North American airlines posted a 5.5% increase compared to April 2018, which was up from 3.2% year-over-year growth in March. A strong domestic econ-

omy, low unemployment and a strong dollar are offsetting any impacts from current trade tensions.

Latin American airlines saw a 5.2% rise in April in international passenger demand compared to the same month last year, slightly up on 4.9% growth in March. Strong South-North traffic flows may be supporting demand growth, says IATA.

European airlines’ April traffic increased 8% compared to last April, up from 4.9% annual growth in March, the strongest monthly growth since December, on a seasonally-adjusted basis. But RPKs have only risen by 1% since November 2018, suggesting the global economic and trade backdrop – along with the uncertainty surrounding Brexit – is impacting demand.

Continued on page 4



Steve Fortgang, North America Duty Free CEO, Fred Rogacki, President of International Warehouse Services, and Broward County Vice Mayor Dale Holness.

North America Duty Free IWS facility breaks ground for new logistics center in Port Everglades

North America Duty Free’s receiving and distribution facility -- International Warehouse Services (IWS) located at Port Everglades in Florida – broke ground this week for a new 300,000 sq ft International Logistics Center (ILC) that will contain warehouse, refrigerated warehouse, office space and cross-docking facilities.

NADF CEO Steve Fortgang tells *TMI* that the new ILC is scheduled to open in summer 2020. The current Port Everglades facility has handled the NADF for nearly 40 years, says Fortgang. The new center is a partnership between the Port and CenterPoint Properties and will be located in Foreign-Trade Zone No. 25.

MIA wins approval for up to \$5 billion in modernization projects

The Miami-Dade County Board of County Commissioners this week adopted a new capital improvement program at Miami International Airport that will fund up to \$5 billion in airport-wide modernization projects over the next five to 15 years. The program – reported by *TMI* last week-- will pave the way for future growth in passenger and cargo traffic at MIA, which is projected to reach 77 million travelers and more than four million tons of freight by the year 2040.

The airport reports that the comprehensive program will address the airport’s future capacity and operational needs through five sub-programs: a redevelopment of Central Terminal concourses E and F; an expanded South Terminal (concourses H and J); renovated Concourse D gates

to accommodate additional wide- and narrow-body aircraft, as well as larger regional jets; two new hotels (one which will include a business and conference center with exhibition space) and other miscellaneous landside projects; and expanded aircraft parking positions and warehouses for cargo operations.

The multi-billion-dollar program will be phased in in stages. MIA celebrated its 90th anniversary last September, and in 2018, the airport surpassed 45 million annual passengers, including 21.8 international passengers. MIA is the 3rd busiest U.S. international gateway.

MIA is also ranked as the busiest U.S. airport for international freight, and set a new record of 2.3 million total tons of freight in 2018.

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Starboard Cruise Services “redefines” cruise shopping on RCL’s new Spectrum of the Seas

Starboard Cruise Services has unveiled almost 8,000 square feet of retail space showcasing global luxury brands and experiential moments onboard Royal Caribbean International’s China-based *Spectrum of the Seas*. The ship features concepts that Starboard says will “redefine” cruise shopping.

Among the highlights, Starboard has introduced The Boutique, a shopping area limited to guests staying in the ship’s Golden Suites, where guests book shopping experiences with a retail specialist or host for an intimate look at the ship’s offerings in a luxurious setting.

Spectrum of the Seas carries Marc Jacobs and Titoni of Switzerland, two brands that have never before been available on the Royal Caribbean fleet. Other firsts-at-sea in Asia include Breitling and Jo Malone.

Spectrum of the Seas boasts the biggest Swiss timepieces retail space on a Royal Caribbean ship.

Beauty Avenue has the largest dedicated beauty space in their fleet and features in-demand Asian and international brands.

Spectrum of the Seas will also carry Asia’s largest collection of exclusive Royal Caribbean branded merchandise when the assortment debuts in August.

Spectrum of the Seas features an 890-square-foot Bvlgari boutique, the largest ever designed by Starboard and the biggest at sea in Asia. Other luxury spaces include Tiffany

& Co. and Omega boutiques, as well as a Cartier Espace.

International brands that are especially sought after by the Asian market are also included: Salvatore Ferragamo, Michael Kors, IWC and Jaeger-LeCoultre.

Starboard is also focusing on creating exceptional guest experiences, building immersive and engaging connections through events, activations and product showcases that bring each brand to life. These include:

Cartier Grooms: This event showcases Cartier’s world-famous uniformed “Groomsmen.” Guests receive an exclusive co-branded *Spectrum of the Seas*/Cartier postcard that can be brought to the onboard Cartier shop and mailed from a Cartier-branded mailbox

Bvlgari Sweet Summer Event: Guests can explore Bvlgari’s latest Roman-inspired collection while celebrating summer all year long. Bvlgari branded photo-ops allow guests to take home a keepsake of Bvlgari’s Italian celebration

Omega Seamaster Event: Guests are encouraged to explore beneath the waves and unlock the mysteries of Omega’s new Seamaster Diver 300M at a celebration where guests can feel like VIPs, walk Omega’s blue carpet and pose for photos in front of the Omega-branded backdrop.

Continued on next page.



Cutting the ribbon on retail on Royal Caribbean’s new Quantum Ultra Class ship Spectrum of the Seas: Starboard Chief Commercial Officer Brenda Baty; Anish Melwani, Chairman & CEO LVMH Inc. North America; Joni Gevriye, Hotel Director at Royal Caribbean International; Captain Charles Teige; Marco Di Santo, Senior Regional Manager - Travel Retail, Cruise ships and Caribbean, Bvlgari; Andrew Wu, LVMH Group President Greater China; and Derek Wong, Starboard Vice President & General Manager, Asia.



The Collection onboard Spectrum of the Seas.

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Starboard “redefines” cruise shopping on new *Spectrum of the Seas* *Continued from page 3.*

Spectrum of the Seas, Royal Caribbean International’s first Quantum Ultra Class ship sailed into Shanghai on June 3 after completing a 46-night Global Odyssey that spanned 17 cities.

In honor of *Spectrum* arriving to her new home, the cruise line held a grand naming ceremony with Chinese celebrities and Royal Caribbean brand ambassadors, Xiaoming Huang and Angelababy, in attendance.

Spectrum’s historic milestone is on the heels of Royal Caribbean’s 10th anniversary in China. Building on years of success with *Quantum* and *Ovation of the Seas*, RCL says that the arrival of the largest and most expensive cruise ship in Asia will continue to raise the bar and lead the Chinese cruise industry

into a new era. The ship has a capacity for 4,246 guests.

Starboard has collaborated with Royal Caribbean on all three ships in the region, culminating in *Spectrum of the Seas*, Royal Caribbean’s first purpose-built ship for the Asian market.

“Starboard partners with the most innovative cruise lines in the world,” stated Derek Wong, Starboard Vice President & General Manager, Asia. “Similar to Royal Caribbean, which is celebrating its tenth anniversary in Asia, Starboard has more than a decade of cruise retail experience in the region. Our alliance is uniquely suited to offer guests the exceptional experiences they seek in this increasingly important market.”

IATA reports “solid” pax growth in April

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Asia-Pacific carriers posted a 2.9% traffic rise in April, up from 2% growth in March but well below the long-term average.

Asia-Pacific was the only region to experience a decline in load factor compared to the same month a year ago. Results largely reflect the slowdown in global trade, including the impact from the China-US trade tensions on the broader region, which continue to weigh on passenger demand.

Middle East carriers saw demand rise 2.9% in April, which was a recovery from a 3.0% decline in traffic in March. Notwithstanding the monthly turnaround, in seasonally-adjusted terms the downward trend in traffic growth continues.

African airlines had a 1.1% traffic increase in April, which was down from 1.6% growth in March and was the slowest regional growth since early 2015.

Like Latin America, Africa is seeing some economic and political uncertainty in the largest markets.

Domestic Passenger Markets

Demand for domestic travel climbed 2.8% in April compared to April 2018, down from 4.1% growth in March year-over-year. The slowing trend is being driven primarily by developments in China and India.

China’s domestic traffic increased 3.4% in April, up from 2.8% in March, but still well below the 2016-2018 period when growth averaged around 12%. IATA says this reflects the impact of the US-China trade dispute and softening in a number of economic indicators.

India’s airlines’ traffic fell 0.5% year-over-year, reflecting the impact of the shut-down of Jet Airways. This marked the first time in six years that monthly domestic traffic declined compared to the year-ago period.



Top: *Spectrum of the Seas* boasts the biggest Swiss timepieces retail space on a Royal Caribbean ship featuring top brands, including Piaget Watches and Jewelry. Above: The 890-square-foot Bvlgari boutique is the largest at sea in Asia.

Cuba travel ban goes into effect: impacts cruise lines and 800,000 cruise passengers

The Trump Administration this past week ended an educational travel program to Cuba which included banning “passenger and recreational vessels,” a move that significantly impacts the major cruise lines and as many as 800,000 passengers.

The State Department cited the Cuban government’s support of Venezuelan president Nicolas Maduro, and Cuba’s repression of its citizens as reasons for the ban, which was announced on June 4, and took effect on June 5.

Cruise Lines International Association (CLIA) estimates that nearly 800,000 passenger bookings were currently scheduled or already underway.

“Today, the United States Government announced the immediate implementation of new regulations prohibiting previously approved cruise line travel to Cuba from the United States. Without warning, CLIA Cruise Line Members are forced to eliminate all Cuba destinations from itineraries effective immediately,” said CLIA in a statement on June 4.

Passenger bookings on cruises from the U.S. to Cuba had been made under a general license previously issued by the United States Government that authorized “people to people” travel to Cuba. The new travel restrictions effectively make it illegal to cruise to Cuba from the United States. The ban covers cruise ships and yachts, as well as private and corporate planes.

Florida newspaper *Sun-Sentinel* reports that cruise travel generated many millions of dollars a year in docking fees and payments for on-shore excursions for the Cuban government.

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Cuba travel ban goes into effect: impacts cruise lines and 800,000 cruise passengers

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Cuba had become the most-requested destination for many South Florida-based cruise lines. (Cruise travel to the Caribbean in general is up. See page 1.)

Cruise travel brought 142,721 people to Cuba in the first four months of this year, more than 300% higher than the same period last year, according to the AP.

Impact on itineraries and bottom line

All the major cruise lines with U.S.-Cuba itineraries -- Carnival Cruise Line, Royal Caribbean, Norwegian Cruise Line, MSC and Virgin Voyages -- have been affected by the ban.

The ban took place so quickly, the cruise lines had to rush to modify itineraries, and are offering significant discounts to their passengers to try to compensate for the disappointment and inconvenience caused by the restrictions.

For example, Royal Caribbean International announced that anyone who had planned to sail to Cuba this year aboard *Majesty of the Seas* and *Empress of the Seas* could keep their date and sail to alternative Caribbean ports, and receive a 50% refund; or cancel for a full refund.

Carnival Corp., which had cruises to Cuba onboard its Carnival and Holland America brands, and was due to begin sailing to Cuba with its Seabourn brand in November, was offering passengers on the canceled cruises full refunds, or various shipboard credits if they changed the ship or kept the reservation with the modified itinerary.

In all cases, the change will hit the companies hard on the bottom line. Norwegian Cruise Line issued a statement estimating that the ban will impact its earnings per share between \$0.35 to \$0.45 for full year 2019.

Although sailings to a Cuban port of call represented slightly more than 3% of the Company's

remaining sailings in 2019, all three of the company's cruise line's brands, Norwegian, Oceania Cruises and Regent Seven Seas Cruises, were affected.

Norwegian said the cut in earnings is due to "the modification of these itineraries, the substantial discounts offered to guests for them to remain on their booked cruise, the accommodation of cancellations and changes to reservations, incremental marketing investment to support the compressed sales cycle for the modified voyages, along with the protection of travel agent commissions."

Royal Caribbean Cruise International also estimates that the financial impact of the regulatory change will cost the company between \$0.25 to \$0.35 per share.

"While the affected sailings impact only 3 percent of our 2019 capacity, the extremely short notice period for this high yielding destination amplifies the earnings impact," said Jason T. Liberty, RCL executive vice president and CFO, in a statement.

"The result of this policy change has created a short-term impact to our guests, operations and earnings; fortunately, we have many alternative and attractive destinations for our guests to choose from."

LP

Little Switzerland unveils exclusive lab-grown diamond brand Engrace Diamonds

Caribbean luxury watch and jewelry retailer Little Switzerland has launched Engrace Diamonds, an exclusive lab-grown diamond brand.

One of the Caribbean's leading luxury retailers with more than 30 luxury watch and designer jewelry stores throughout the region, Little Switzerland says that it is seeing a growing awareness about lab-grown diamonds worldwide and with its customers. With the demand for lab-grown diamonds increasing, the company took the opportunity to be the "first to market" in the Caribbean.

Little Switzerland CEO Hal Tayler, said "As an industry leader we felt it was important to not only be the first stores in the Caribbean to offer lab-grown diamonds but to expose and educate our customers on this important new-age product. Our initial results have been amazing and our team members really see the value in selling Engrace Diamonds."

In late 2018 the FTC ruled that a "Diamond is a Diamond" and opened the door for exponential growth and acceptance of lab-grown diamonds, reports the company.

Engrace Diamonds are available at www.littleswitzerland.com and in most Little Switzerland stores now, with a planned expansion to all stores by late 2019.

Engrace Diamonds are sold as loose diamonds and as finished jewelry set in 14kt and 18kt gold. Engrace Diamonds have exceptional brilliance and are offered in white, pink, blue, orange and olive green. All loose diamonds over .50 ct. are laser inscribed on the girdle with "LG" and the certificate number from an independent lab. Finished jewelry includes rings, bracelets, earrings and necklaces all stamped with "LG" and each piece comes with an independent lab certificate.

All Engrace Diamonds also come with a 30 day return/exchange policy and a five year replacement guarantee.



Brand Strategy to launch Robert Graham in global Travel Retail

Brand Strategy, the fashion distribution company that debuted in travel retail at the Orlando Duty Free & Travel Retail Summit of the Americas, is now launching the Robert Graham brand into the global travel retail channel.

Brand Strategy owner Ken Papile says that he is thrilled to represent the well-respected fashion brand in TR. "We showcased Robert Graham during The Summit of the Americas and had a great response," he said.

The Robert Graham brand positions itself as "the American Eclectic lifestyle brand-where craftsmanship, luxury and style intertwine."

A design house since 2001, Robert Graham is known for its unique garment-making techniques, complex textile patterns, and use of mixed fabrics, one-of-a-kind trims and embroideries.



For additional information please contact Ellyn Porpora, Head of Travel Retail Sales, at ellyn@brandstrategyusa.com or 201-770-0001.

Edinburgh Gin expands to Dufry stores worldwide

Ian Macleod Distillers has signed an agreement for Edinburgh Gin that expands listings with Dufry. In a significant move for the brand, the travel retailer will stock the range of full strength gins and gin liqueurs in Dufry stores outside the UK for the first time, increasing international distribution and awareness.

The new listings for Edinburgh Gin include airport stores across Europe, including Spain, Portugal, Greece, Malta, Turkey, Switzerland, Russia, Armenia and Bulgaria, as well as in the U.S., Brazil and Argentina.

In the home market, Dufry will stock an increased range of Edinburgh Gin with four full strength products, including three new expressions which will be on shelf at the start of June: the new GTR exclusive **Edinburgh Gin Distillers' Cut** and two new flavored gins, **Edinburgh Gin Rhubarb and Ginger** full strength, along with **Edinburgh Gin Watermelon and Lime** full strength, which is exclusive to Dufry.



Edinburgh Gin Watermelon and Lime full strength, exclusive to Dufry.

Launched in 2010 in the domestic market and with Dufry in 2016, Edinburgh Gin is now the #2 super premium gin in the UK.

"This far-reaching deal significantly extends our existing agreement with Dufry and signifies a huge shift in the development of Edinburgh Gin globally," says Ian Macleod Distillers' Global Travel Retail Director William Ovens.

Tom Ford honored at 2019 Fragrance Foundation Gala with Hall of Fame Award

The Fragrance Foundation held its annual Awards Gala at Lincoln Center's David Koch Theatre in New York City on June 5.

Over 900 people within the global fragrance community including industry leaders, media and celebrities, came to celebrate the outstanding accomplishments of the brands, perfumers and visionaries in the fragrance world.

A highlight of the evening was the presentation of the Hall of Fame award to Tom Ford, presented by *Crazy Rich Asians* star Henry Golding. The Hall of Fame Award was Ford's seventeenth Fragrance Foundation award; before the end of the night, he would go on to win his eighteenth, for *Lost Cherry*, Women's Luxury Fragrance of the Year.

Perfumer honoree Dominique Ropion was presented with the Lifetime Achievement Award. An added plus, Ropion had created an ambient fragrance created exclusively for the event.

Among the other winners this year:

FRAGRANCE OF THE YEAR – WOMEN'S LUXURY –

Tom Ford *Lost Cherry*, Tom Ford Beauty

FRAGRANCE OF THE YEAR – MEN'S LUXURY –

CHANEL BLEU DE CHANEL PARFUM

FRAGRANCE OF THE YEAR – WOMEN'S PRESTIGE –

Jo Malone London *Honeysuckle & Davana* Cologne

FRAGRANCE OF THE YEAR – MEN'S PRESTIGE –

Dior *Sauvage* Eau de Parfum, LVMH

IWSR: Worldwide alcohol consumption falls -1.6% in '18, but gin leads growth

Beverage alcohol drinkers around the world consumed a total of 27.6 billion nine-liter cases of alcohol in 2018, down -1.6% versus 2017, reports IWSR in its Drinks Market Analysis Global Database. However, while the numbers dropped last year, IWSR forecasts that total alcohol consumption will steadily increase over the next five years, to 28.5 billion cases in 2023.

In terms of retail value, the global market for beverage alcohol in 2018 was just over \$1 trillion, a number which the IWSR expects to grow 7% by 2023 as consumers continue to trade up to higher-quality products.

Gin was the leading global growth category in 2018 selling more than 72 million nine liter cases globally last year. Gin posted total growth of 8.3% versus 2017, with pink gin the key driver. By 2023, the gin category is expected to reach 88.4 million cases globally, with particular strong growth in key markets such as the UK, Philippines, South Africa, Brazil, Uganda, Germany, Australia, Italy, Canada and France. Brazil has emerged as a new hotspot for the category, with volumes there more than doubling last year and forecasted to grow at 27.5% CAGR 2018-2023, as the gin-and-tonic trend has increased in upmarket bars of São Paulo and Rio de Janeiro, reports IWSR.

The global whisky category increased by 7% last year, with the US market growing 5%. The IWSR forecasts whisky to grow by 5.7% CAGR from 2018 to 2023, to almost 581 million nine liter cases.

The agave-based spirits category (tequila and mezcal) grew 5.5% globally in 2018 – and is expected to post 4% growth over the next five years (2018-2023 CAGR).

The mixed drinks category (which includes premixed cocktails, long drinks, and flavored alcoholic beverages) grew 5% globally in 2018. By 2023, it is projected that more than 597 million nine liter cases of mixed drinks will be consumed across the world. The growth is backed by continued strong gains in ready-to-drink (RTD) cans in the US and Japan, the category's two largest markets. In the US, the popularity of alcohol seltzers has helped fuel the growth in the RTD market.

Vodka lost volume in 2018 (-2.6%) as the market for lower-priced brands continued its decline in Russia and the Ukraine. Higher-priced vodkas, however, showed a more positive trend last year. IWSR forecasts that total vodka over the next five years will fall -1.7% CAGR 2018-2023.

The flavored spirits category (liqueurs) dropped by -1.5% globally in 2018, and is expected to continue to slip in 2019 before rebounding slightly in 2020.

FRAGRANCE OF THE YEAR – WOMEN'S POPULAR –

Ariana Grande *Cloud*, LUXE Brands

PACKAGING OF THE YEAR – WOMEN'S –

CHANEL N°5 LIMITED EDITION EAU DE PARFUM

PACKAGING OF THE YEAR – MEN'S –

John Varvatos *JVxNJ*, Revlon

MEDIA CAMPAIGN OF THE YEAR – WOMEN'S –

YSL *Black Opium* Eau de Parfum

MEDIA CAMPAIGN OF THE YEAR – MEN'S –

CHANEL BLEU DE CHANEL PARFUM

SOCIAL MEDIA CAMPAIGN OF THE YEAR –

Marc Jacobs *Daisy Love*, COTY

FRAGRANCE HALL OF FAME –

Donna Karan *Cashmere Mist*, The Estée Lauder Companies

And also: CONSUMER CHOICE AWARDS

WOMEN'S PRESTIGE - Marc Jacobs *Daisy Love*, COTY

WOMEN'S POPULAR - Victoria's Secret *Tease Rebel*

MEN'S - Paco Rabanne *1 Million Lucky*, Puig

EMPLOYMENT OPPORTUNITIES

LA PRAIRIE

has an opening for a
Regional Travel Retail Coordinator
in Miami

Enter a world of timeless beauty to discover the world's most luxurious skincare – where science meets art. La Prairie has an opportunity for a Regional Travel Retail Coordinator in our Miami office. This individual will be the central point of contact for all Travel Retail Americas administrative and team management tasks. The TR Coordinator will support the regional team (including reporting and events), and be responsible for office coordination.

Responsibilities

- *Support the teams with global guidance on local merchandising adaptation with new launches;
- *Planogram creation for all doors following global guidelines;
- *Provide counter maintenance support;
- *Provide support with any library requests (art work, videos, translations, pack shots, etc.)
- *Assist with organization and execution of VIP Events;
- *Suggest and implement improvements on retailer.com appearance of LP TR Americas with support from Global TR;
- *Provide monthly TR Americas report coordination;
- *Responsible for regional compilation of data to sales team for easy analysis
- *Prepare shipped vs. forecast file;
- *Prepare basic Qlik View Reporting;
- *Assist with Global or Regional Beauty Advisor convention support;
- *Provide office support including: technical support on available tools, replenishing stock, supply coordination and 2 per year inventory control;
- *Provide ongoing Administrative tasks.

Qualifications

- *Minimum 3-5 years of experience, ideally in Travel Retail and Beauty industry;
- *Strong administrative and organizational skills;
- *Excellent PC Skills (MS Office 365 Suite, including Excel, Power Point and familiarity with IPAD);
- *Strong Sense of responsibility and ownership;
- *Task oriented; Attention to detail;
- *Willingness to help and support others;
- *Excellent command of English and Spanish.

To apply please visit the Careers section of our website:

https://www.careers.laprairiegroup.ch/?locale=en_US

NEW**Essence Corp.**

is looking for an

Account Executive and Trainer
to join our team! This position reports to the Area Director and works closely with several internal and external stakeholders.

Responsibilities:

- Sell-in and sell-out of assigned territories.
- Sales, training, POS visits, support and animation participation.
- Update and monitor advertising and promotion expenses (A&P) in accordance to clients purchases and brands guidelines.
- Responsible for counter events, animations and sell-thru results.
- Follow up on shipping and installation of the transparencies for the Point of Sales.
- In charge of proposing and implementing sell-out activities, promotional events and animation as per the Marketing Plan.
- Prepare presentations for training sessions.
- Booking of training location and organization of the training events.
- Educate participants on novelties, discontinued products, upcoming promotions, incentives, merchandising guidelines and sales techniques.
- Ensure portfolio brands spaces are respected at the points of sales and look for potential spaces to improve visibility.
- Implement brand merchandising guidelines as well as incentives and promotion.
- Transparencies & Logos: update brand visuals and logos before expiration as per brand guidelines.
- Monitor store inventory levels at each point of sale.

The ideal candidate is Highly-driven, self-motivated and thrives in a fast-paced environment. Possess excellent communication and presentation skills with a high level of analytical skills using Excel, PowerPoint, and MS Office applications. 50% - 60% travel required.

Fluent in English & Spanish both written and oral is a MUST.

More detail can be found at

<https://www.ziprecruiter.com/job/0b7f96b2>

NEW**Essence Corp.**

is looking for an

Advertising & Promotions Intern.

This position reports to the Senior Advertising and Promotions Manager and works closely with several internal and external stakeholders.

Responsibilities:

Acting as key liaison between brands and vendors for production and installation of launch materials for fragrances and cosmetics. Assisting on simulations, coordination, development and implementation of advertising material in stores, following brand's guidelines. Overseeing installation until completion and preparing internal presentations with promotions for Brands and Management.

Requirements:

This is a 12-month paid internship. The ideal candidate will have the ability to think quickly and problem solve. Eager to learn and be proactive with new tasks. Must be able to handle a fast-paced environment and maintain exceptional work ethic. Must be organized, detail oriented with the ability to shift priorities in workload. Strong knowledge and experience in using Photo shop (renderings), Ai, PP, IMovie, Prezi, Sage, Prism. Must be fluent written and orally in English and Spanish, French is a plus.

More details can be found at

<https://www.ziprecruiter.com/job/56faf954>

EMPLOYMENT OPPORTUNITIES**Duty Free
Dynamics****DUTY FREE DYNAMICS CORP**

has an opening for a

Brand Manager**Based in Panama City, Panama**

Duty Free Dynamics (DFD) is a 'One Stop' service provider and distributor of global lifestyle brands throughout the Americas travel retail channel. The company's key categories are watches, jewelry, sunglasses, leather goods, travel gear, footwear, apparel, outdoor, cosmetics, personal care, toys and electronics.

Responsibilities

- Manage the relationship with the assigned brands, being the centralized point of contact for all marketing, administrative, sourcing and training purposes.
- Ensure the sales projection, from budget to execution, constantly challenging sales department.
- Act as part of the sales team from prospection to close the sale on the field.
- Prepare brand planning and reports.
- Create and update price lists according to brand agreement and market conditions.
- Coordinate brand trainings to the sales representative and ensure that sales train customer's sales team.
- Participate in marketing events such as seminars and trade shows.

Qualifications

- Bachelor's in Business Administration or relevant field; Master/MBA will be a plus
- Minimum 5 years proven experience as a Sales Representative and/or Brand Manager; Travel Retail experience will be considered a strong plus.
- Advanced/Native English. Knowledge of Spanish and/or French is an advantage.
- Advanced Excel and Outlook skills are Mandatory.
- International working exposure. Experience in the Americas region will be considered a strong plus.
- Customer-oriented and flexible personality that is open to travel up to 30%
- Effectively manage time and prioritize multiple responsibilities.
- Self-motivated and the ability to excel with minimum supervision.

Please send resume to
irasema.vazquez@dutyfreedynamics.com

**Duty Free
Dynamics****DUTY FREE DYNAMICS CORP**

has an opening for a

Sales Representative for Caribbean**Based in Miami**

Duty Free Dynamics (DFD) is a 'One Stop' service provider and distributor of global lifestyle brands throughout the Americas travel retail channel. The company's key categories are watches, jewelry, sunglasses, leather goods, travel gear, footwear, apparel, outdoor, cosmetics, personal care, toys and electronics.

Responsibilities

- Development of business relationships with existing customers' portfolio.
- Increase company's customer base and ensure its strong presence.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Achieve agreed upon sales targets and outcomes within schedule.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Travel extensively across assigned territory meet with key accounts and target leads.
- Participate in marketing events such as seminars and trade shows.

Qualifications

- Minimum 5 years proven ability to drive the sales process from plan to close; experience travel retail channel and/or our key categories will be considered a plus
- Advanced/Native English. Knowledge of Spanish and/or French is an advantage.
- Advanced Excel and Outlook skills are mandatory.
- International working exposure. Experience in the Caribbean will be considered a strong plus.
- Effectively manage time and prioritize multiple responsibilities.
- Excellent communication and interpersonal skills, persuasive ability while negotiating.
- Self-motivated and the ability to excel with minimum supervision.
- Expect intensive travel up to 50% of working time during peak seasons.

Please send resume to
irasema.vazquez@dutyfreedynamics.com