

IAADFS reports 2016 exhibition space 95% sold out

The IAADFS expects nearly 200 exhibitors and hundreds of buyers from duty free and travel retail stores throughout the world to attend the 2016 Duty Free Show of the Americas, taking place April 3-6 at the Orlando World Center Marriott in Orlando, Florida.

The IAADFS reports that approximately 95% of the available space has already been booked. Most of the exhibitors from 2015 have returned for this year, and the show will also feature a variety of first-time exhibitors.

The show features a three-day exhibit hall complemented by several social events that provide valuable networking opportunities, as well as a sports day program that includes golf, tennis, and a fun run/walk.

Exhibitors returning for 2016 after an absence include Churchill's Confectionery, Latin American Wine & Spirits, Luxe Brands, Inc., and Thomas Sabo.

"We are fortunate to have such a dedicated and supportive base of

exhibitors returning year after year," commented IAADFS Executive Director Michael Payne.

"At the same time, it is great to welcome so many new exhibitors whose unique products and services add value to what is already a very vibrant industry," he added.

The most current floorplan and exhibitor list can be found at www.iaadfs.org/2016floorplan.

As reported last month, the IAADFS is adding an education session on Monday morning featuring Angela Gittens, Director General of Airports Council International (ACI World), and Peter Mohn, Owner and CEO of m1nd-set.

Gittens will share her insights about the state of the travel industry and ramifications for duty free and travel retail. Mohn will provide an overview of new research findings conducted just prior to the IAADFS show concerning traveler buying habits in North America and the Caribbean.

Mohn's Monday morning presentation will be followed by a more in-depth workshop presentation of the new research data on Tuesday morning.

As in 2015, IAADFS offers a single registration option that includes access to the exhibit hall plus all IAADFS sponsored social events – the Opening Reception, Gala Evening, and Club Americas.

This registration structure maximizes participation in all social events, making them valuable networking opportunities.

Sunday's Sports Day program will feature a golf tournament sponsored by American Caribbean Gateway/ Macanudo Cigars, tennis, and a fun run/walk sponsored by Essence Corp that will benefit a worthy charity.

Pre-registration for the show remains open until the beginning of on-site registration on the morning of Saturday, April 2.

Go to <http://www.iaadfs.org/> for more information.

PEOPLE

Alessandro Assunção has been appointed Marketing Manager at **Melancia Mall & Free Shops** in Rivera, Uruguay.

Assunção arrives at Melancia from a similar position in Itajaí Shopping, the premier shopping center, located just north of Florianópolis on Brazil's Atlantic Coast.

His brief in the new post is to attract larger numbers of Brazilian shoppers to the new Mall as well as ensuring that the needs of local residents from Rivera are also addressed.

The Estée Lauder Companies has promoted **Stephane de la Faverie**, previously Sr Vice President/ General Manager, Origins and Darphin, to Global Brand President, Origins and Darphin. He will continue to report to **Jane Hertzmark Hudis**, Group President, The Estée Lauder Companies.

Beth DiNardo, Sr. Vice President/ Global General Manager, **Smashbox**, has been promoted to Global Brand President, Smashbox. She will continue to report to **John Demsey**, Executive Group President, ELC.

Daniel Rachmanis – who has led The Estée Lauder Company's expansion in Latin America since 2009 when he was named Sr. Vice President, GM, Latin America and International Business Development, has been promoted to President, Latin America. He will continue to report to **Cedric Prouvé**, Group President, International, ELC.

Mosquito viruses threaten travel in the Americas

As if plunging economies and unfavorable currency exchange weren't enough to worry the Americas travel industry, a growing portion of the region is now under threat from two mosquito borne diseases, the Zika virus in the Caribbean and Latin America, and dengue fever in Hawaii.

The current outbreak of the Zika virus, which is transmitted by mosquitoes, began in Brazil last May and has since moved into more than 20 countries in the Caribbean and Latin America.

The mosquito-borne virus has been linked to birth defects in thousands of new born babies and the World Health Organization has

warned that the virus could affect as many as four million people in the Americas.

The U.S. government is recommending that pregnant women stay away from areas where the virus has been found, including Brazil, which is getting ready to host the summer Olympics in just a few months. The only treatment to date against the virus is prevention.

The World Health Organization (WHO) recently declared Zika an international public health emergency, a decision prompted by growing concern that it could cause birth defects.

At a recent news conference in Geneva, Switzerland, Dr. Margaret Chan, the director general of the

WHO, said that clusters of microcephaly in regions with Zika cases "constitute an extraordinary event and a public health threat to other parts of the world."

An article in *Caribbean 360* reports that the Zika virus is discouraging increasing numbers of American tourists from traveling to the Caribbean and Latin America, according to a new Reuters/Ipsos poll.

The poll is the latest sign that the virus could negatively impact tourism in the Caribbean, and some female athletes are questioning whether they will travel to Brazil to compete in the Olympics this summer.

Continued on page 4.



IATA Financial Monitor Report- January

The International Air Transport Association – IATA – has released its Airlines Financial Monitor for January.

Among the Key points in the report:

Worldwide airline share prices fell by 10% in January, alongside widespread sell-offs in global financial markets;

Airline financial results from Q4 2015 point to a strong end to 2015, with strong improvements in North America and Europe. Weakness on the cargo side means that Asia Pacific airlines saw the smallest improvements;

Crude oil prices dropped to a 12-year low during January. If sustained, the most recent declines in oil prices would reduce the industry's annual fuel bill by approximately \$12 billion in 2016;

After adjusting for the distortionary impacts from the rise in the U.S. dollar over the past 18 months, global air fares fell by around 5% in annual terms in 2015. Recent falls in oil prices mean that further falls in air fares are likely to be seen in 2016 as hedging contracts unwind, which will help to stimulate demand over the year;

Passenger traffic in 2015 enjoyed its strongest growth in five years. The passenger load factor averaged a record high over the year, which alongside a lower breakeven load factor, helped to drive strong financial performance;

By contrast, cargo volumes ended the year just 0.5% higher than they started it. The freight load factor has settled at a six-year low, keeping intense pressure on cargo yields.

ATL busiest airport worldwide for passengers and aircraft ops in 2015

Hartsfield-Jackson Atlanta International Airport (ATL) has regained its number one spot in the airport race, serving more passengers and handling more aircraft operations than any other airport in the world in 2015.

ATL has retained the title as the World's Busiest Airport for 18 years.

"Hartsfield-Jackson is once again leading the global aviation industry and last year's performance confirms that Atlanta's airport is still the busiest airport on the planet," said Atlanta Mayor Kasim Reed. "This designation is not only a bragging right, but it underscores the airport's ability to move over a hundred million passengers and hundreds of thousands of takeoffs and landings with seamless efficiency."

"Maintaining our status as the World's Busiest Airport is quite an achievement," Airport General Manager Miguel Southwell added.

"It's a testament to the relationship we've built with our tenant airlines, our employees, our concessionaires and, most importantly, our passengers."

ATL hosted 101,491,106 passengers in 2015, becoming the first airport ever to serve more than 100 million passengers in a single year. The total passenger number for 2015 was a 5.52% increase over the 2014 total of 96,178,899 passengers served.

ATL also hosted more aircraft operations than any other airport in 2015. The 882,497 aircraft movements at ATL 2015 was an increase of 1.63% over 2014's total of 868,359.

In addition, ATL's cargo traffic increased by 4.15% over 2014.

DEN sets passenger traffic record with 54m travelers in 2015

Denver International Airport (DEN) set an all-time record for passenger traffic in 2015 with more than 54 million travelers – marking the second consecutive year of record-setting traffic in Denver.

A total of 54,014,502 passengers passed through DEN in 2015, up 1% over the 53,472,514 passengers in 2014 – which was previously the airport's busiest year on record.

December 2015 was also the busiest December in DEN history, with 4.58 million passengers. This was the fourth consecutive month of record-setting passenger traffic.

"Denver International Airport had a tremendous year in 2015," said airport CEO Kim Day.

"We celebrated our 20th anniversary, opened the Westin Denver International Airport and an amazing outdoor public plaza, and we saw demand for air travel to and from Denver at historic levels. We are so thankful to our passengers, airlines and business partners for an amazing year

– but we aren't done yet.

"We will continue to seek out new airlines and destinations, elevate the passenger experience and continue our efforts to put Denver on the world map."

In December, international passenger traffic increased 4.3%. International flights that use the airport's customs facility had strong gains in 2015, with an increase of 16%, while Canadian preclearance flights declined 22% due to an economic downturn within the oil industry. That decline caused overall international traffic to be nearly flat in 2015 with 2,192,613 international travelers, compared with 2,208,209 international passengers in 2014.

DEN served 181 destinations around the world during 2015. In 2016, the airport will add several new carriers and new nonstop destinations, including nonstop service to Munich, Germany from Lufthansa in May, and daily nonstop service from Denver to Montreal from Air Canada in June.



ESTÉE LAUDER
THE NIGHT IS YOUNG

Weekly Power-Up

Prepare for Repair

"Beauty Sleep" in a Bottle

Safilo to launch Swatch branded eyewear this spring

Eyewear creator Safilo and Swatch Ltd have signed a five-year agreement to create a colorful, playful lifestyle collection of Swatch branded sunglasses.

The Swatch eyewear--called Swatch The Eyes --will be launched in spring 2016 and will be sold through Safilo's U.S. retail chain, Solstice, as well as select North American eyewear retailers and distributors around the world.

The launch of the collection will be supported by a fun and "smile inducing" campaign, "I ALWAYS WANT MORE LOOKS," say the companies.

Safilo and Swatch are to co-design eyewear collections and Safilo is to develop and manu-

facture the eyewear in its European production network.

Commenting on the agreement, Safilo CEO Luisa Delgado said, "This partnership represents a further milestone in our 2020 strategic plan. We are adding an iconic brand to our portfolio, complementing our presence in the vast and fast growing Mass Cool consumer segment with a unique proposition that leverages the smart, playful, innovative DNA of Swatch.

"We also reconfirm our commitment to European eyewear manufacturing now also for the Mass Cool segment, enabled Through smart design, innovation via simplicity of the product



construction, and implementation of modern manufacturing processes. We feel privileged to become stewards of the Swatch brand, and to apply its philosophy in Eyewear."

Nick Hayek, president of Swatch, said, "Recreating a success story in Eyewear via the reinterpretation of the category is an exciting challenge. Swatch is globally recognized as a lifestyle brand, expressive and meaningful in the way it captures trends and emotions: beyond timepieces, eyewear also belongs to those product categories that customers enjoy because they merge fun, style and quality. Safilo is a quality partner offering the highest quality craftsmanship and we are happy to join forces with them."



Kiehl's teams with Zoolander with two limited edition sets

Kiehl's since 1851 has tapped into the zeitgeist of the zany Zoolander film, teaming up with the film's star Derek Zoolander to combat aging worldwide and help keep the public "ridiculously good looking."

To celebrate the film Zoolander N°2, Kiehl's will introduce two limited edition Kiehl's x Zoolander2 sets: The "Ridiculously Youthful Collection", a unisex and antiaging kit, and the "Blue Kiehl Men's Collection."

Both sets will feature a selection of iconic Kiehl's products.

During February and March, Derek Zoolander will be staged alongside Mr Bones in select Travel Retail locations.

Traveling customers will be invited to take selfies with the "almost real" film's star.

"Crazy for You" limited edition for Valentine's Day from Jo Malone

Jo Malone London has found a new way to gift Red Roses with a special limited edition fragrance for Valentine's Day.

"Crazy for You" is described as a bold blend inspired by seven of the world's most exquisite roses, combined with crushed violet leaves and a hint of lemon.

Red Roses has inspired a limited edition set of playful 'Crazy for You' stickers that can decorate a box or bag.

The Red Roses Collection includes Cologne in 30ml and 100ml sizes, Body & Hand Wash, Body & Hand Lotion, Body Crème, Bath Soap, Bath Oil, a Bath Oil Glass Decanter, Home Candle, and Scent Surround Diffuser and Scent Surround Room.

The limited edition set of 'Crazy for You' stickers will be available at select Jo Malone London Travel Retail Locations worldwide.



Mosquito viruses threaten Americas travel *Continued from page 1.*

The Caribbean Tourism Organization, among others, has been closely monitoring the situation in its region, and has been issuing ongoing updates.

The latest CTO update, says in part: "The Caribbean Tourism Organization and the Caribbean Hotel & Tourism Association remain in close contact with the Caribbean Public Health Agency (CARPHA) to monitor and research the Zika cases in the Caribbean and to communicate prevention and control measures to residents and visitors, while the health authorities in our member countries are taking the necessary steps to limit the number of new cases.

"Local populations and visitors alike are assured that the Caribbean remains open for business and safe for travel. The CTO and CHTA will continue to work closely with CARPHA to assess the situation, but we encourage visitors to continue with their travel plans to the Caribbean and follow the advice and precautions issued by the World Health Organization, similar to those which are provided to travelers to most tropical destinations.

"Note also that the World Health Organization has not issued any travel restrictions to affected countries," said the CTO.

A number of airlines, cruise lines and tour operators have announced cancellation or change policies that would allow concerned travelers to change their plans if they were going to travel to an affected country.

Most recently, Antigua-based regional airline LIAT announced it was allowing customers who were booked on flights to destinations reporting the Zika virus to change or cancel their travel plans free of charge. Passengers have until March 14 to make the changes.

The Caribbean countries that have confirmed cases of the Zika virus are: Barbados, Curaçao, Dominican Republic, Guadeloupe, Haiti, Jamaica, Martinique, Puerto Rico, Saint Martin, and the U.S. Virgin Islands.

There have also been a few cases confirmed in the U.S., reportedly all travel related. The *Cruise Safely* newsletter reports that U.S. President Barack Obama said he would ask Congress to approve \$1.8 billion in emergency funding to combat Zika.

Reportedly, it could take 18 months before a vaccine is ready, although *Cruise Safely* wrote that a director of the National Institute of Allergy and Infectious Diseases said he hopes to begin Phase 1 of a trial of a vaccine against Zika by the middle of this summer.

Hawaii

Meanwhile, Hawaii is under threat from mosquito-borne dengue fever.

As of Feb. 9, 252 people on Hawaii Island had contracted dengue fever over the past five months, 24 of whom were visitors (only one of these cases is currently infectious).

Although most of the dengue fever cases on Hawaii Island have been confined to the rural southwestern region – with no locally acquired cases of dengue found on any other island of Hawaii, the mayor of Hawaii Island declared a state of emergency.

According to the Hawaii Tourism Authority, the decree primarily prohibits Island residents from dropping off used tires to county landfills, thus eliminating a prime breeding site for mosquitoes.

The HTA points out that while the state of emergency is getting a lot of attention in the press, it is important to note that Hawaii's Governor has not declared a state of emergency.

Moreover, the state has been working with the County to break the cycle of dengue fever infection and transmission on Hawaii Island and has released special funding to support these efforts.

"There is no reason for travelers or business groups to cancel their travel plans to any of the Hawaiian Islands. No travel advisories have been issued for Hawaii by any health organization. We encourage travelers to have confidence in booking a trip to Hawaii and look forward to welcoming them with aloha," commented George D. Szigeti, president and CEO of the Hawaii Tourism Authority.

ROYAL OPPORTUNITIES LOVE TO TRAVEL?

Make travel your way of life by becoming a Port Shopping Guide! Voyage on the world's best ships with the world's best brands. Live and work on board Royal Caribbean's and Celebrity Cruises' fleets, sailing in the Caribbean and Alaska. The Port Shopping Guides not only serve as ambassadors for RMP, but also for the cruise lines, RMP's merchants, and brand partners. On the ships, Port Shopping Guides give Port Shopping Talks, specialty seminars, and provide cruise passengers with information about the exciting shopping opportunities that await in each port of call. In the ports, Port Shopping Guides serve as a point of contact with all RMP merchant partner store representatives.

QUALIFICATIONS:

The ideal Port Shopping Guide candidate is a highly motivated, ethical, sales-driven, comfortable with public speaking, and ready to embark on a challenging and potentially lucrative adventure. Key attributes include organization, focus, dedication, and commitment to excellence. Previous onboard experience is not required. RMP is especially interested in bilingual candidates, fluent in Spanish and/or Portuguese.

TO APPLY:

Interested candidates should submit the following for review: résumé (please indicate all languages you speak and note proficiency), three professional references, and video auditions. Submissions should be sent via email to RMP Human Resources. Contact them for more information at

jobs@royalmp.com.

Please indicate "Port Shopping Guide Applicant" in the subject line.

To find out more please visit
"PORT SHOPPING"
(<http://royalmp.com/PortShopping>)

Key facts: Zika virus

Zika virus disease is caused by a virus transmitted by *Aedes* mosquitoes.

People with Zika virus disease usually have symptoms that can include mild fever, skin rashes, conjunctivitis, muscle and joint pain, malaise or headache. These symptoms normally last for 2-7 days.

There is no specific treatment or vaccine currently available

The best form of prevention is protection against mosquito bites. The virus is known to circulate in Africa, the Americas, Asia and the Pacific.

Source: WORLD HEALTH ORGANIZATION



BEAUTE PRESTIGE INTERNATIONAL

BEAUTE PRESTIGE INTERNATIONAL is seeking an Area Sales Manager for

Travel Retail

based in Miami.

Responsibilities include implementing our sales and distribution strategies, negotiating sales conditions, determining product listing and price structures, managing sales budget/P&L, implementation of marketing calendar, and direct management of a team.

Ideal candidate has at least 3+ years sales experience in the Travel Retail fragrance industry, as well as strong management and excellent communication skills.

40-50% travel required
To apply please contact
gcamplani@bpi-sa.com

ACTIUM

Has an opening for a Customer service specialist

Candidate must be fluent in English and Spanish and possess exceptional customer service and organizational skills.

This position will be responsible for processing orders and assisting the Brand Manager with day to day operation as well as acting as a liaison between distribution team and 3rd party warehouse.

Knowledge of MS Office applications (with strong proficiency in Excel) is a must. Quickbooks knowledge and industry experience is a plus.

Company is based in Miami.
Send resume to
prodriques@actium.us



Heinemann
Americas, Inc.

Heinemann Americas Has an immediate opening for a Junior Buyer – All Categories Located in the Miami office.

Objectives of the jobs:

Ensuring efficient assortments for each brand with optimal assortment
Reassuring flawless master data information; Ensuring correct pricing and payment terms for invoice discrepancies during invoice confirmation process

Qualification and minimum requirements:

Degree in Business Administration
Experience in purchasing
Experience in the field of international luxury goods and/or consumer goods
Negotiation skills in several languages (fluent in English, Spanish preferred)
Advanced Microsoft Excel, Word, Power Point
Excellent data evaluation and analytical skills
Experience with SAP

Logistics Customer Service Officer

The position maintains a professional business relationship between our Customers and Third-party logistics provider, ensures that U.S. Compliance is being upheld, and maintains updated status's on all outbound orders.

Professional qualifications:

5-10 years of experience in supply chain management and or logistics
Basic user knowledge of SAP
At least 5 years of experience working in logistics environment
Experience working in international logistics companies
Strong analytical, communication, negotiation and decision making skills
Business fluent in English
Advance knowledge of MS Office
Able to work independently
Experience in handling small to medium sized teams

Please send resumes for both positions to
info@heinemann-americas.com



La Prairie has an opening for a Regional Marketing & Sales Coordinator position in the Miami office.

Candidate must be fluent in English and Spanish.

For more information, please send resume to
Catherine.cochaud@laprairiegroup.ch

ESSENCE Corp. is looking for a:

Senior Area Manager

Essence Corp is currently seeking an experienced full time Senior Area Manager with a minimum of 4 years in management in travel retail.

The ideal candidate will have a solid understanding of the best practices in the retail industry.

Exceptional management and leadership skills.

The understanding and ability to work with P&L. Must have strong written and oral skills in English and Spanish.

French a plus.

Ability to travel extensively.
Advanced knowledge of MS Excel, MS Work and MS PowerPoint.

Please send resumes to
musallan@essence-corp.com



A Fort Lauderdale-based Wines & Spirits marketing and distribution company, has an immediate opening for a

Sales Marketing Manager.

Bacchus is focused on the Duty Paid/ Duty Free channels in the Caribbean and Latin America as well as the Diplomatic, Cruise and Ship Chandlers markets.

Requirements

Fluent English
Highly proficient in MS Office, very organized, self-starter and able to multi task

University level studies
Minimum 2 years Sales Marketing experience
Traveling 2 weeks per month

Plus

Experience in the Wines & Spirits industry and the Caribbean Islands are pluses

Accurate and structured with attention to detail

Service oriented with good communication and organizational skills

Ability to work under pressure, meet deadlines and with foreign nationals

Flexible, proactive and positive attitude

Experience with Navision and Adobe an advantage

For more information go to
www.bacchusllc.com

Please send resume to
tom@bacchusllc.com

