



## Caribbean celebrates UK repeal of Air Pax Duty for kids

The British Chancellor of the Exchequer, George Osborne, announced on Wednesday that the Air Passenger Duty (APD) on flights for children under 12 will be scrapped come next May, and abolished for children under 16 in 2016.

The APD has risen by up to 160% since it was introduced 20 years ago and six times in the last six years, says the Caribbean Tourism Organization.

Chancellor Osborne's announcement follows the news earlier this year that the UK is reforming and simplifying the current four-band system for the APD to a two-band system starting April 1, 2015. Under the new two-band system, APD on fares to the Caribbean and other long-haul destinations (over 4,000 miles) will be the same as the rate to the US.

The Caribbean Hotel & Tourism

Association (CHTA) reports that according to the Budget, as of April 1, 2015, the tax on long-haul flights between 4,001 and 6,000 miles will be reduced by £14 per person, while those over 6,000 miles will be cut by £26. With the latest repeal, a family of four (two adults, two children) could save over £140 starting May 2015, a savings that could help rebuild British tourism to the region.

Both the CTO and CHTA were celebrating the news of the APD repeal this week.

CTO Chairman, Hon. Richard Sealy, the Minister of Tourism and International Transport for Barbados, said:

"The CTO welcomes [the] announcement by the Chancellor of the Exchequer. This reduces the burden on families traveling to the Caribbean, as it will make flying a bit more affordable.

These adjustments will come just before summer 2015 and linked to the re-banding exercise which takes effect from April will impact positively on arrivals from the United Kingdom. The CTO would like to thank everyone including our industry partners who continue to advocate in favor of more affordable flights to the Caribbean by the lowering of the APD."

Jeffrey S. Vasser, director general and CEO of CHTA, added: "We welcome [the] announcement by Chancellor Osborne about the elimination of the Air Passenger Duty on children as this alleviates costs for family vacations and essentially cuts the taxes in half for a family of two adults and two children. The timing of the abolition of the tax will further benefit families as vacations in the Caribbean are reduced for summertime travel."

### NUANCE comments on winning FDFA GOLD Award

As reported last week, Nuance North America won the Best Canadian Airport Duty Free Company award from the Frontier Duty Free Association (FDFA) during the annual convention held in Toronto, Canada in November. It was the third consecutive year that Nuance has won this recognition.

Andrew Rattner, vice president buying and merchandising comments:

"Winning this prestigious award for the third time is a great honor for us. I would like to take this opportunity to thank The Canadian Airport Council for their sponsorship of this award. I would also like to thank everyone at Nuance who have contributed to our success. We are very proud of our stores and service here in Canada, especially our recent state-of-the-art developments in Toronto Pearson.

"We are committed to continue providing our customers with exciting retail environments and outstanding customer service," said Rattner.

## Gustavo Magalhães Fagundes joins Dufry as COO in Brazil, Jose Carlos Rosa to take new role

Dufry has announced that Jose Carlos Rosa, Chief Operating Officer of Region America II, will be leaving his position for a new role in the company at the end of this year. Rosa has successfully led Dufry's operations in Brazil and Bolivia for the past nine years.

In its announcement, Dufry thanked the very popular and respected Jose Carlos Rosa for his valued contribution in leading the America II business during these years.

"With his dedication and personal engagement, he has been a key person in developing the region to where it stands today. Thus, Dufry is very pleased to have been able to retain Mr. Rosa as part of the Dufry management. His new role will be announced

in due time," said the statement.

Rosa's replacement, Gustavo Magalhães Fagundes, who joins the company January 1, 2015, is also a familiar figure in Brazil's travel retail and aviation scene. He was a Director of Brasif's duty free operations prior to the Dufry buyout, and the COO of Brasif Holdings between 2010 and 2014, becoming a director at Odebrecht Transport this past September.

Odebrecht, along with Changi Airport Group and Infraero, assumed the operations of Rio de Janeiro's Galeão airport in August. Dufry is the duty free concessionaire at Galeão, and last week announced it had signed an agreement to double its commercial area from 4,000 sqm to 8,000 sqm.

Fagundes also held positions at AmBev and worked at Accenture in the Strategic Services and Retail Services unit.

His educational background includes a degree in business administration and management from EAESP/Fundação Getúlio Vargas in São Paulo, a master in international economics and management from Bocconi University in Milan, an executive MBA from AmBev Corporate University, as well as a general man-

agement degree from Harvard Business School.

Julián Díaz, CEO of Dufry Group, commented: "We are very pleased that Gustavo Magalhães Fagundes joins the Dufry management. He has extensive experience in retail and will contribute to the further development of Dufry in Brazil and South America. We wish him a warm welcome and we are looking forward to working with Gustavo."

*Gustavo Magalhães Fagundes and Jose Carlos Rosa*





## Dufry sponsors Hand in Hand for Haiti Student Program

Dufry has announced that it has joined the new Student Sponsorship Program initiative launched by the Hand in Hand for Haiti Foundation (HIHH) and will be supporting an entire class of 25 students at the school complex "Lycée Jean-Baptiste Pointe du Sable" in Saint Marc, Haiti.

Through Dufry's donation, the sponsored children will receive tuition-free trilingual education in the school's best-in-class academic program in French, English and Creole, in full alignment with the Haitian academic curriculum.

The school also provides children with two nutritious meals per day, health services, uniforms and school supplies as well as free bus transportation to and from school. After-school programs are organized daily for all children as well as day-camps during the Easter and summer breaks.

The Hand in Hand for Haiti initiative is the biggest charity fund-raiser

in the travel retail industry's history. Uniquely, the school is not only being funded by the industry, but operated by it on a permanent ongoing basis through the Foundation.

The hurricane-proof and anti-seismic educational institution was built as a humanitarian response to the catastrophic earthquake of January 2010. It was opened in October 2011 for 153 students and was officially inaugurated in May 2014 by Haiti's President, Michel Martelly. The school has 300 children in 12 classes aged 3 to 8, and will eventually provide free education to over 700 students from nursery to secondary levels in the years to come.

Julían Díaz, CEO of Dufry Group, commented: "We are very pleased to announce such a commitment to support the most fragile members of society, children, who need our special attention and protection especially



*Students at the Lycée Jean-Baptiste Pointe du Sable in Saint Marc, Haiti, the school built by the travel retail industry through the Hand in Hand for Haiti Foundation.*

in Haiti devastated by the earthquake in 2010."

Olivier Bottrie, co-founder, Hand in Hand for Haiti: "We are very appreciative of Dufry's leadership and long-term commitment to support Hand in Hand for Haiti. Financial sustainability is the most critical success factor of our program, unique in scope and magnitude in Haiti. We are hopeful that others in the industry will join Dufry to ensure this charitable initiative lives on forever."

## Wojtek Wydro joins U'Luvka Vodka in global role

Wojtek Wydro has been named global sales & marketing director of U'Luvka Vodka, the award-winning Polish vodka. U'Luvka traces its heritage back to the 16<sup>th</sup> century Polish Royal Court.

Formerly with the Belvedere Group, Wydro managed the sales of Danzka Vodka and global duty free sales of all products for the group. After leaving Belvedere Group, Wydro created and owns Exclusive Brands, a distribution company of premium, niche brands in Poland.

U'Luvka Ltd Director Sudhir Dewji says that Wydro will be working on a new strategy to support existing distributors worldwide, with an initial focus on Europe followed by existing and new distributors in the Americas and Far East.



Wojtek Wydro

Wydro says that Duty Free is another focus: "Duty Free and Travel Retail are also markets to which U'Luvka belongs, especially due to its premium packaging and luxury gift box range.

"U'Luvka already has a strong position in the Middle East and parts of Europe and our aim will be to replicate this success in other areas such as the Far East and the Americas."

U'Luvka's most recent award was winner of the "Best of Show" of all vodkas at Wine & Spirits Wholesalers of America 2014 competition. Wydro can be reached at [wojtek@uluvka.com](mailto:wojtek@uluvka.com)





## Bacardi launches 10<sup>th</sup> anniversary 2015 Cruise Competition

Bacardi Global Travel Retail has launched the 2015 Bacardi Cruise Competition Bartender of the Year, now celebrating its 10th anniversary. Its goal is to identify the best bartender on the high seas, as part of the Bacardi strategy to help raise standards of professionalism and cocktail-making in the cruise sector.

The competition opened on Nov. 19 via [www.bacardicruisecompetition.com](http://www.bacardicruisecompetition.com) and all bartenders on cruise and ferry lines around the globe are invited to enter. Participants are required to create their own cocktail recipes using at least one spirit from the Bacardi rum portfolio, in a way that demonstrates how the cocktail is inspired by their love of travel, and the flavors, people and places they have experienced on their journeys including the interactions with guests they meet in the onboard bars.

This year's competition is a one-stage competition where all entrants stand the chance to make the finals based on the quality of their recipes. Entries close on January 12, 2015 and the five finalists

will be announced on January 19, 2015. The finals will take place in Miami, March 18-20, 2015.

Zachary Sulkes, regional manager Bacardi Travel Retail Americas, explains the purpose of the competition:

"Cruise is such a dynamic sector of tourism with strong levels of growth in the numbers of people choosing to vacation on the high seas - for example South America is a key market as more consumers start to travel internationally. With ever more sophisticated vessels launching each year and with many of these 'super-ships' offering up to 30 bars and restaurants as a major focus of the guest experience, we're actively seeking to work with more cruise operators who share our vision to guarantee great cocktail experiences and to develop the mixology and presentation skills of the onboard bartender through initiatives such as the Bacardi Cruise Competition and in spotlighting the quality of destination bars such as Carnival's Alchemy Bars, Celebrity's Molecular Bars and Norwegian's Mojito Bars, to name just a few.

"... By helping the cruise lines and the ambitious onboard bar-tending community to enhance their craft, we can really create a sustained category driving strategy that wins all round..." he added.

The winner will receive \$5,000 cash prize and a Bacardi experience, specifically selected to further the recipient's craft and knowledge base.

### Amarula Gold wins NYISC Liqueur of the Year

Amarula Gold has been named Liqueur of the Year at the 2014 New York International Spirits Competition (NYISC). The blind taste test competition claims to be the only international spirits competition where all judges come from the trade, with a thorough understanding of what consumers want.

Amarula Gold, a clear golden-colored 30% ABV spirit, was launched last year to coincide with the brand's 25th birthday.

Launched exclusively in South Africa and in duty free outlets globally, Amarula Gold, like the original Amarula Cream, is made with real marula fruit fermented with the skins for maximum extraction of flavor, and turned into marula wine, which is twice distilled and aged in brandy oak casks for two years.

Amarula is owned by leading South African alcoholic beverages company the Distell Group.

### Florida ports dominate global cruising

Florida's three main cruise ports, PortMiami, Port Everglades in Broward County, and Port Canaveral, which serves the Orlando market, are the world's three busiest passenger cruise ports, according to the latest figures released by the port authorities.

PortMiami is the world's busiest cruise port with 4.8 million multi-day cruise passengers in the fiscal year ending September 2013, according to numbers released on Monday.

Port Everglades, a little further north from Miami in Fort Lauderdale, was named the second-busiest cruise port with 3.88 million multi-day cruise passengers, according to the *Sun Sentinel*.

Port Canaveral ranked #3 with 3.86 million. According to the *Sun Sentinel*, record growth at Port Canaveral had helped it to overtake Port Everglades as the world's second-busiest cruise port in financial years 2012 and 2013, but the Port Everglades facility pulled ahead again this year.

In Miami, FY 2014 cruise statistics include 4.77 million multi-day passengers, 167,000 daily passenger, and 13 total cruise brands servicing 32 ships.

In the 2014 cruise season MSC Cruises began sailing one of its newest ships, *MSC Divina*. Additionally, PortMiami welcomed Norwegian Cruise Line's newest ship, the *Norwegian Getaway*. In 2015, NCL's 4,300 passenger new-build ship, the *Norwegian Escape*, will sail year-round from PortMiami beginning November 2015.

For Fiscal Year 2015, PortMiami will service 34 ships and 15 different cruise brands, including: Aida Cruises, Azamara Club Cruises, Carnival Cruise Lines, Celebrity Cruises, Costa Cruises, Crystal Cruises, Disney Cruise Line, Hapag-Lloyd Cruises, MSC Cruises, Norwegian Cruise Line, Oceania Cruises, P&O Cruises, Regent Seven Seas Cruises, Resorts World Bimini, and Royal Caribbean International.

In other Florida cruise news, industry trade group Cruise Lines International Association - CLIA -- announced it would be closing its Ft. Lauderdale office next spring, at which time it will be consolidating its US offices in Washington, D.C.



## Pop Artist Romero Britto sets sail on Royal Caribbean's *Oasis of the Seas*



Internationally renowned pop artist Romero Britto has launched his fourth Royal Caribbean concept store onboard Royal Caribbean's *Oasis of the Seas*, featuring limited editions, collectibles, mixed-media sculptures and digital prints.

Britto's store is the only art-specific store onboard the Royal Caribbean line.

Known for his vibrant colors and bold patterns, Brazilian-born Romero Britto has transformed into an iconic international brand using his art as a visual language of hope and happiness, reflecting his optimistic faith in the world.

To date, Romero's work can be seen onboard *Allure of the Seas*, *Mariner of the Seas* and now, *Oasis of the Seas* as well as in Miami International Airport and other travel retail venues.

Romero's work has been exhibited in galleries and museums in more than 100 countries, including the Carrousel du Louvre in Paris.

### Heinemann Americas is looking for an Accountant

based at its headquarters in Miami, Florida.

The successful candidate will report directly to the Finance Director, and be responsible for the month end closing and financial reporting on a monthly basis for the regional HQ.

#### Responsibilities of the position:

Responsible for handling the full sets of accounts; Ensure timely submission of financial and management reports; Prepare management and statutory reporting, forecasting and annual budgeting; Liaise with auditors, tax agents and related local government agencies; Perform other ad-hoc assignments to be directed by the line manager.

#### Competencies and minimum requirements:

Degree qualified accountant with strong business acumen; Minimum 5 years of relevant experience with a minimum 3 years handling full sets of accounts in SAP; An independent self-starter with dynamic personality; Strong interpersonal and communication skills; Strong Excel skills; Must be highly pro-active, hands-on and motivated; Have an eye for details and meticulous; Enjoys working independently as well as in a team.

United States/Permanent Resident preferred

Salary will commensurate with experience.

Please send resume to [info@heinemann-americas.com](mailto:info@heinemann-americas.com)

### Bulgari Corporation of America is seeking a Perfume Area Sales Executive for North America Travel Retail,

based in Miami.

The Area Sales Executive for Bulgari Parfums will be responsible for managing all aspects of the relationships with the Travel Retail clients in North America.

**Accountabilities include:**  
**Travel Retail Management;**  
**Business Analysis, Strategy & Planning:** Work with Regional Sales Manager and clients; and  
**Marketing:** including assisting local brand/marketing managers with the implementation of local brand plans and product launches and developing strategic options for Brands.

#### Professional Skills and Competencies:

5+ years of relevant experience in Travel Retail industry. Fragrance experience preferred. North America TR management experience is a must. Strong customer service, project management and communication skills required. Team player. Thorough understanding of the market. Fluent English and Spanish is a plus. Undergraduate degree required. 30-40% travel required. U.S. Work Authorization required.

For more information or to apply please visit

<http://www.bulgari.com/en-us/about-bulgari-people-and-careers>

### BEAUTE PRESTIGE INTERNATIONAL has an immediate opening for a Brand Manager for the Latin American Local Market.

This position is responsible for assisting the Marketing Director with the budget preparation process, ensure follow-thru of marketing plans, forecasting, communication, coordination of media plans, as well as organization of special events for the local markets. Ideal candidate has three years of luxury industry experience and holds a degree in Marketing/Business Management. Submit resumes to [gcamplani@bpi-sa.com](mailto:gcamplani@bpi-sa.com)

### THE HERSHEY COMPANY has an immediate opening in World Travel Retail, Europe & Middle East.

Position is responsible for the business development and profitable growth of Hershey's Travel Retail business in Europe and the Middle East. This position plays a central role in profitably growing Hershey's Travel Retail business in Europe and the Middle East and will be accountable for delivering aggressive net sales and operating income targets in these strategic growth markets. This position has clear command of the Travel Retail business in the region and has the ability to tap current opportunities in the short term while being able to contribute at a strategic level in mapping the future. 8-10 years of experience in Travel Retail Channel in Europe required, with high level key account penetration success achieved in the industry in prior positions.

Please send resumes to [ejmiller@hersheys.com](mailto:ejmiller@hersheys.com)

### L'OCCITANE AMERICAS has an immediate opening for an East Coast Sell Out Manager.

The ideal candidate will have strong experience in the fragrance/cosmetics industry and have worked in similar sales management positions.

Ability to work from home is required.

**Mandatory requirements:**  
 Fluent in English; Spanish a plus  
 Ability to read, prepare and analyze sales reports

Good proficiency of Excel and PowerPoint

3-4 years of relevant professional experience (Account Management or Retail Management);

New York Based; 30-40% travel

#### Job Description

Coordinate sales development according to brand objectives, client needs/considerations and guidelines provided by Regional Sales Manager.

Build and maintain link between the RSM and respective accounts on the territory  
 Direct management of dedicated Beauty Advisors.

Maintain proper merchandising according to the brands' guidelines.

Analyze sales on each point of sales and reports suggestions to the Regional Sales Manager.

Coordinate sales goals, recruitment, trainings, schedules, etc... for the Beauty Advisors on the territory.

Send resumes to [loccitane.eastcoast@gmail.com](mailto:loccitane.eastcoast@gmail.com)