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Covering the Americas & the Caribbean. parsnip5@aol.com

ATL opens new international terminal; Emporio Armani is one of the featured luxury boutiques

Atlanta's new \$1.4 billion Maynard H. Jackson Jr. International Terminal opened for business on Wednesday, May 16. Airport officials expected that the majority of planned concessions – more than 20 retail outlets, restaurants and other services – would be ready to greet passengers on opening day.

"Additional locations will open throughout the spring and summer," said Aviation General Manager Louis Miller.

Shopping choices set for opening day were The Body Shop, Tommy Hilfiger, Kiehl's, Sunglass Icon, Touch Table, Clutch, Brookstone, InMotion Entertainment, Simply Books, two CNN International News locations and two DFA duty free locations.

Also opening, the first Emporio

Armani store in Atlanta's Hartsfield-Jackson Airport. Located in Terminal F, the 51sqm-boutique is distinguished by the graphic contrast of materials and colors typical of the Emporio Armani concept. Black glass wall elements contrast with grey fabric surfaces, grey stone floors and Plynyl carpets, for a harmonious overall look, says the company.

During 2011, Emporio Armani opened its first two travel retail boutiques in the US; the first at Miami International Airport's new North Terminal in Concourse E, and the second at New York JFK T7, both in partnership with DFA.

The Armani Group also established its presence in China with an opening in Sanya, and in Hong Kong airport.

Armani fast-tracks TR expansion

Next up, AJ | Armani Jeans will open its first travel retail outlets: 13 in Europe, and 1 each in China, Thailand and Dubai, as it "fast-tracks" its expansion in the duty free and travel retail channel.

With 38 Emporio Armani points of sale, 1 Giorgio Armani boutique, 36 AJ | Armani Jeans and 4 Armani Junior spaces globally, the Armani Group's program of travel retail openings is not only well established, but also constitutes a significant presence in the world's most important airports, with the support of strong partnerships with leading retailers, said the company in a statement.

In the second half of 2012 the expansion will continue with 7 new Emporio Armani stores worldwide.

Godiva focuses on growth, opens new office in S. Florida and expands Americas team

Luxury chocolate brand Godiva's Travel Retail business in the Americas has been growing so significantly over the past few years, that the company has now set up a new office in the Fort Lauderdale area and expanded its team, **Diane Buchanan**, International Travel Retail Regional Manager Americas & Caribbean tells *Insider*.

"In order to support this continued growth, we decided to expand the team with new roles and members in order to focus particularly on emerging markets in South America," she says.

Karen Granit, who was recently promoted to Global Travel Retail Area Manager for North America and the Caribbean, will be working from the new South Florida office. Joining her is **Lymarie Prudencio**, formerly with L'Occitane, who has been appointed Area Manager for Latin and South America. In her role, she will shape the regional strategy and plans to drive the business and continue the brand's sustainable growth in this new market. She will work closely together with Granit.

Godiva also welcomes to the team: **Thom Blincoe**, as Trade Marketing Manager, and **Ivanova Febres**, as Travel Retail Coordinator, who will both focus on an extensive program of marketing and promotional activities for the Americas and Caribbean. Blincoe was previously with Price Weber, a full service ad agency, and Febres joins Godiva from L'Oreal Paris.

For 2012, Godiva is introducing a special Limited Edition collection, Origins, and two travel retail exclusives, the *Coeur Iconique Travel Set* and *Les Tentations du Chef*, and seasonal collections for Christmas and Chinese New Year. Godiva will also continue to roll out its new Travel Retail Store concept worldwide.

Carnival breaks ground on new Dominican cruise center

Carnival Corp. and its local Dominican partner have broken ground on a new \$65 million cruise ship port and welcome center on 30-acres on the north coast of the Dominican Republic. The Amber Cove Cruise Center, which will be on the Bay of Maimón northwest of Puerto Plata, is scheduled to open in 2014.

When completed, this new facility will allow cruise ships to dock on the north shore of the island for the first time since 1988, Carnival Corp. SR VP of Global Port and Destination Development Giora Israel told *Insider*. The joint project between Carnival and the Rannik family of Grupo B&R will have two berths and will be capable of hosting more than 250,000 cruise passengers in its first year of operation.

Dominican Republic President Leonel Fernandez praised the project, noting that it will significantly contribute to Puerto Plata's economic development.

Like Carnival's other port projects in Roatan, Grand Turk and Cozumel, the new facility will include retail, dining, recreation and transportation facilities.

The area already has excellent infrastructure and tour destinations, said Israel in an earlier interview. Nearby Puerto Plata features Ocean World, a zoological marine park that houses one of the largest marine sanctuaries in the world, as well as the historic San Felipe Fort, the Jarabacoa waterfalls and the renowned Brugal Rum Distillery.



Carnival Corp. Sr. VP Giora Israel presents Dominican Republic President Dr. Leonel Fernandez with a commemorative plaque from the groundbreaking



The Amber Cove groundbreaking: local Senator Francis Vargas, Minister of Public Works & Comm. Victor Diaz Rua, Gov. Heridania Llibre, President Dr. Leonel Fernandez Reyna, Carnival's Giora Israel and VP of Dev. & Operations David Candib, Mayor of Puerto Plata Walter Musa, and Mayor of Maimon Ramon Saldana.



FDFA unveils FB marketing contest



The Canadian Land Border Duty Free Stores officially launched a 4-week National Marketing Facebook Contest on May 15. The contest invites participants to share their favorite "Road Trip Rule" [Never play the same song twice, for example] and offers more than \$2,000.00 worth of prizes, including: a weekend getaway, a Citizen watch, a Stila gift basket, a fragrance gift basket, a \$100 Duty Free gift card, and more!

The contest runs through June 12, 2012, FDFA executive Director Laurie Karson tells *Insider*.



MarketPlace Management adds new merchants to concessions at Philadelphia Airport

The Philadelphia Marketplace Food & Shops at Philadelphia International Airport (PHL) has added several new retail and food options to the concession portfolio, with more on the way, announces MarketPlace Philadelphia Management, the manager of the food and retail program throughout PHL.

New retail offerings include: **d_parture spa** (Terminal F), the first and only eco-friendly airport spa; **Tech Interaction** (Terminal C) – for travelers to pick up accessories for phones, computers, cameras and more; **Time to Fly** (B/C Connector) – featuring popular brands such as Michael Kors, Diesel, Kenneth Cole, Nautica and Anne Klein; and **TUMI**

(B/C Connector) – one of the leading brands of luxury travel, business and lifestyle accessories

“We are constantly in pursuit of new and exciting retailers and restaurants,” said Clarence LeJeune, President of the Philadelphia Marketplace Food & Shops. “Adding these great stores and eateries will give our 31.8 million passengers at PHL even more options.”

The airport features more than 160 in-line stores, restaurants and services, plus more than 30 specialty retail units. MarketPlace is an affiliate of New England Development, a full-service development company based in Newton, Massachusetts. www.philamarketplace.com.

Marcolin launches Tom Ford Sunglass Collection with gala event in Mexico City

Marcolin Eyewear, the Italian manufacturer of luxury/fashion sunglasses, launched the new Tom Ford Eyewear collection at the "W" Hotel in Mexico City on May 9, 2012.

Present at the event were major TV, music, movies and mass media personalities, such as Paola Nunez, Ari Borovoy, Lidia Avila, Bernie Paz, Sofia Lama, and the musical group OV 7 among the best known artists attending this event.

Shown below is Marco Lares, Marcolin’s Travel Retail/Duty Free Sales Manager, (center) along with some of the many personalities invited.

“Mexico represents a very important market for Marcolin Eyewear, and its sales of Tom Ford Eyewear continue to increase due to the high demand for the brand in that country,” Lares tells *Insider*.

Marcolin also recently launched its trendy, upscale Diesel Collection which, with its bold rock ‘n’ roll look, has seen a big demand in South America and the Caribbean, says Lares.

In addition to its best-selling Tom Ford line and exciting Diesel lines, the Marcolin sunglasses portfolio includes MontBlanc, Roberto Cavalli, Just Cavalli, Timerland, Kenneth Cole, DSQUARED2, Swarovski and, available in selected markets, its high-styled, sophisticated Tod’s Sunglass Collection.



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\$170 million Christophe Harbour retail and marina mega-venture underway in St. Kitts *By Larry Luxner*

In a continuation of the *TMI Special Reports on Caribbean Tourism investments* begun with the article on St. Maarten's \$110 million Maarten Quarter in Vol. 14 No. 38, today Larry Luxner highlights Christophe Harbour, a \$170 million hotel, retail and marina venture for the twin-island nation of St. Kitts & Nevis.

The mega-venture, which encompasses 2,500 acres on the south-eastern peninsula of St. Kitts, was profiled during the annual Caribbean Hotel & Tourism Investment Conference in San Juan, Puerto Rico last month.

The project is the brainchild of Kiawah Partners, which in the mid-1970s developed Kiawah Island near Charleston, South Carolina into an exclusive resort community with more than 4,000 residential units. In 1999, Kiawah acquired the 390-acre Doonbeg golf community in Ireland, and now sees St. Kitts as its next great investment opportunity.

Phil Keb, executive vp of Cristophe Harbour Development Corp., said his company has spent \$170 million since 2006 on land acquisition, bungalows and a beach-house restaurant as well as golf and marina development.

The property encompasses six beaches and 13 miles of shoreline on the peninsula.

"Our master plan has been approved for 2,000 units, a marina, multiple hotels and a golf course," said Keb, adding that in the past three years, he's racked up more than \$55 million in lot sales.

St. Kitts Port Zante, located in the capital Basseterre, can already receive the world's largest cruise ships. Cristophe Harbour aims rather to lure wealthy yacht owners, so the developers are dredging the harbor to accommodate 18- to 20-foot yachts. That and the planned marina will cost around \$25-30 million. There's also a residential and retail complex valued at \$10 million.

But the global economic downturn forced Kiawah Partners to lower its expectations for a time.



St. Kitts & Nevis: The Southeast Peninsula offers spectacular views of both the Atlantic and the Caribbean. Photo by Larry Luxner

"When the project first got started, capital was available so we started our marina and golf project," said Keb, who says they have since stopped construction on the golf course, but will restart once they have demand.

So far, Christophe Harbour has sold 47 lots. About 80% of the buyers are from the US, 10% from Europe and the rest from Asia-Pacific and the Middle East. Keb says the company is looking at new investments of \$5m for primary capital projects focused on allowing them to continue to sell real-estate, and will soon announce a 125-room luxury hotel and a \$5-10 million co-investment along with a developer from Dubai.

Christophe Harbour is benefitting from a unique program approved by the twin-island nation in 1984 that grants St. Kitts citizenship to anyone investing at least \$400,000 in an approved local property. That's a strong attraction for foreigners — particularly wealthy Arabs — who have difficulty entering the United States with their current passports.

"If you have a St. Kitts passport, it allows you to travel to 132 countries visa-free, so there's strong interest in that," said Keb. He hopes to break ground and announce the first hotel soon."

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PEOPLE/COMPANY NEWS

Robert A. Williams has joined **HK Global Duty Free** as Buyer for Perfumes, Cosmetics, Watches, Fashion and Accessories.

Williams has worked in the Travel Retail industry for over 20 years on the supplier side representing prestigious global brands in sales and brand management and recently an emerging designer of leather handbags.

HK Global Duty Free and Robert look forward to putting this experience to work in building relationships that will develop business for HK Global Duty Free and its vendor partners. Contact him at rwilliams@hkgdutyfree.com. Office: 954/606-0163.

Bacardi Global Travel Retail has announced the appointment of **Diego Lord** as the division's manager for South America. Diego, who will be based in Buenos Aires, was formerly sales manager for Philip Morris International.

International visitor spending surges by \$1.5b in US in March

International visitors spent an estimated \$13.7 billion on travel to, and tourism-related activities within, the United States during the month of March - an increase of more than \$1.5 billion, or 13%, from March 2011. Year-to-date, US travel and tourism exports have grown nearly 13% in 2012, and the industry has generated a \$10.6b trade surplus during the first quarter of 2012, reported the US Department of Commerce on May 15.

Purchases of travel and tourism-related goods and services by international visitors totaled a record-breaking \$10.4b, up nearly 12% from March 2011. Goods and services include food, lodging, recreation, gifts, entertainment, local transportation, and other items incidental to foreign travel. International spending on US travel and tourism-related goods and services set an all-time record of \$153b in 2011, up 8.1% from 2010, says the DOC.



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