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# CARIBBEAN REVIEW



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*One of the ancient canons from the battlements that overlook the historic harbor in San Juan, Puerto Rico. The battlements have been designated a United Nations World Heritage Site. Photo Courtesy of SMT Duty Free*

## DUTY FREE CARIBBEAN REVIEW 2014

An Examination and Analysis of the factors affecting  
Tourism in the Caribbean

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## TRAVEL MARKETS INSIDER **DUTY FREE CARIBBEAN REVIEW 2014**

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Photo by Chris Hetzer. Paradise Island, The Bahamas

## What Lies Ahead?

The Caribbean will enjoy steady growth in its all-important tourism sector as the U.S. economy continues its recovery, but serious issues — ranging from violent crime in some destinations like the Bahamas and Trinidad to the widely despised U.K. air passenger duty — could prevent the region from realizing its full potential in 2014.

The biggest challenge, say hotel and tourism executives throughout the region, is increasing airlift — whether it's bringing tourists from around the world or getting residents from one Caribbean island to another.

"Airlift is basic. The islands that will deliver the most returns are the ones that have the most airlift," said Frank Rainieri, vice-president of business development and real estate for Grupo Puntacana, speaking at a November 2013 tourism conference in the Dominican Republic.

"We see a bright future because investors are investing in hotels, banks are lending again, and brands are starting to do things they haven't wanted to do in the past," Rainieri told *Hotel News Now*, noting that a 13% jump in the number of seats flying into Punta Cana has been a huge boost to the hotel sector.

Expect to see the largest hotel ever built in the Caribbean — the 2,900-room Baha Mar resort in the Bahamas — open this year. The planned December 2014 inauguration of the \$3.5 billion project means an additional 260,000 [air] seats will be needed to fill all its rooms, says Vincent Vanderpool Wallace, the country's former tourism minister and now principal of Nassau-based Bedford Baker Group.

"We should figure out some ways that the cost of air transportation coming into the region is as low as possible," Wallace said. "We need ways to fill the rooms we have in the Caribbean that aren't filled more than we need more rooms."

With the exception of Cuba, which remains subject to a U.S. embargo more than half a century after its enactment, the Caribbean region depends on the American travel market — and that region's booming cruise ship industry has helped cement Miami's position as the world's busiest cruise port. In late December, port director Bill Johnson announced that Miami had added two new cruise brands — Regent Seven Seas Cruises and Disney Cruise Line — and that more than 5 million passengers will use the port in fiscal 2014, up from just over 4 million in fiscal 2013, which ended Sept. 30.

During the 2011-12 season, cruise ship tourism generated nearly \$2 billion in direct expenditures, more than 45,000 jobs and around \$728 million in employee wages among the 21 destinations included in an exhaustive survey conducted by the Florida-Caribbean Cruise Association.

The FCCA said five destinations enjoyed direct cruise tourism expenditures of \$100 million or more in 2011-12: Bahamas (\$393.8 million); St. Maarten (\$356.2 million), U.S. Virgin Islands (\$339.8 million); Puerto Rico (\$186.6 million) and Cayman Islands (\$157.7 million). Combined, these five destinations with \$1.43 billion in direct spending comprised 72% of total cruise expenditures among the 21 destinations surveyed by the FCCA (the Caribbean's largest island, Cuba, wasn't included in the report).

The next nine destinations, with expenditures between \$25 million and \$100 million, accounted for 23% of total cruise tourism spending — ranging from \$30.3 million in the British Virgin Islands to \$70.6 million in St. Kitts-Nevis. In addition to St. Kitts, Aruba (\$63.7 million), Turks & Caicos (\$60.6 million) and Barbados (\$53.7 million) all had total cruise tourism expenditures exceeding \$50 million.

Yet the Caribbean's share of the

global cruise market is gradually shrinking. Industry statistics show that in 2010, 41% of all cruise itineraries were to Caribbean destinations. By 2011, it had fallen to 39%, and in 2012, the Caribbean's share had declined further, to 37%.

Here's a look at the latest developments in the region's top 13 tourism markets:

### BAHAMAS

On Oct. 23, Nassau's Lynden Pindling International Airport officially opened its new terminal for domestic flights and international departures, marking the completion of a four-year, \$409 million redevelopment of the country's largest airport.

LPIA, measuring 606,000 sqf, will be able to accommodate more than five million passengers a year — 50% more than before. They will enjoy 24 retail locations and 16 restaurants, bars and lounges.

Outside, an additional one million square feet of aircraft operating surface has the capacity for A380 jumbo jets and other large aircraft. Officials of the Nassau Airport Development Co. (NAD) designed the new airport with 10 aircraft bridges and 30 aircraft ground loading positions that can handle up to 12 U.S. jets simultaneously.

When it comes to cruise ships, the Bahamas leads the rest of the Caribbean in sheer numbers. The FCCA study says just over 4.4 million passengers and crew arrived aboard cruise ships during the 2011-12 cruise year, up 87% from the 2.4 million who came during the 2008-09 season.

Of the current total, 90% disembarked and visited the Bahamas. Along with crew members, they spent a combined \$393.8 million — up 60% from \$246 million in

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2008-09 — though crew members spent an average \$110.00 each, as opposed to \$64.81 per passenger. Despite the generally upbeat numbers, per-passenger spending declined by 23%, particularly on food and beverages, jewelry and local crafts.

All told, cruise ships contributed \$146.2 million to the Bahamian economy in 2011-12 and employed 8,668 people — the highest figure for any Caribbean country.

Getting to the Bahamas — at least the resort island of Bimini — got easier in 2013 with the inauguration of the Resorts World Bimini SuperFast ship in July. The 32,000-ton ship, which carries 600 passengers, makes the 50-mile voyage from the Port of Miami in two hours and is owned by Genting, a Malaysian conglomerate that also plans to build a 300-room resort on Bimini. Day and evening cruises are available and cost \$99 round-trip.

The venture is expected to transport 400,000 passengers a year between Florida and Bimini. In 2012, about 70,000 tourists visited Bimini, which is home to 1,500 people.

On Nov. 19, the owners of Baha Mar announced that Spain's Meliá Hotels

International would operate the all-inclusive \$3.5 billion resort. The luxury project, which encompasses 1,000 acres including 3,000 feet of oceanfront, is 12 minutes from Nassau International Airport. The new destination will offer more than 2,900 hotel rooms and luxury residences. Amenities include the 100,000-square-foot casino, an 18-hole, 72-par Jack Nicklaus golf course and more than a dozen pools. A convention center will provide 200,000 square feet for meeting facilities.

The Bahamas government also signed a deal with a major resort line for a \$90 million refurbishment and expansion project at Columbus Isle Village, and on adjacent land in San Salvador. Prime Minister Perry Christie said the agreement with Club Mediteranee and Sand & Ocean Investments Ltd. would include existing guest rooms, buildings, grounds, mechanical plant and the creation of a spa, and new restaurants. The construction of 360 luxury condo-hotel units will be followed by the building of a 125-room boutique hotel to be managed by a European resort operator, and should be completed in four years.

## BARBADOS

Economic difficulties in Europe and the ever-increasing air passenger duty (APD) imposed by the British government have combined to dampen expectations for an improvement in the Barbados tourism sector for 2014.

Barbados, in fact, is the only country in the Western Hemisphere whose economy is predicted to shrink this year, according to the International Monetary Fund. The latest IMF projections show the island's overall GDP declining by 1.1%.

The latest increase in the air passenger duty is being blamed for a 10.7% decline in U.K. arrivals during August 2013 alone. The APD — supposedly an attempt to fight global warming by taxing airline passengers for long-haul flights — now adds £332 to the cost of a Barbados holiday for a family of four flying from any British airport, or £664 when flying in premium economy, business or first-class. The tax on flying to the Caribbean has more than doubled since 2009, when the same family of four would have had to pay only £160, or £320 in premium cabins.

Although attempts to fight the APD have gone nowhere -- indeed, the APD is scheduled to go up again in April in line

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*Just in time for Christmas 2013, Tairo International celebrated the success of the YSL L'Homme Franchise with the YSL L'Homme Fragrance Bar Animation, during John Bull's annual Holiday Launch at Bay Street store in Nassau. The YSL L'Homme Fragrance Bar was a great success attracting guests to experience the fragrances and drive sales.*

*Photo courtesy of Tairo International*

with inflation -- the Barbados Tourism Authority has begun issuing British tourists vouchers worth a maximum of £128 to offset the increased airfare they pay to visit the island for at least two weeks.

"For Barbados and the Eastern Caribbean islands in particular, the U.K. remains their main tourism source market," said David Jessop, managing director of the London-based Caribbean Council.

During the 2011-12 cruise year, 770,608 passengers and 311,471 crew arrived in Barbados, virtually unchanged from 2008-09, according to FCCA. Average passenger expenditures declined by 5%, however, from \$69.10 in 2008-09 to \$65.64 in 2011-12.

"The decline in average expenditures by transit passengers varied by category," said FCCA. "In some cases, such as shore excursions and ground transportation, the average spend per purchase remained relatively constant or increased, but the percentage of passengers purchasing these services declined. In other categories, such as jewelry or clothing, the average spend per purchase remained relatively constant or declined, but the percentage of passengers purchasing these goods increased. For homeport passengers, an increase in both the average spend and percentage of passengers purchasing lodging and food and beverages was partially offset by a decline in spending in the remaining categories."

On the other hand, the Barbados government says cruise ship arrivals rose from 616,317 in 2012 to 656,083 in 2013 — up 6.5% — with further growth of 5% projected this year. Local officials hope to reach 700,000 cruise passengers this year for the first time since 2011. They also say cruise ship calls will rise from 372 in 2013 to 395 this year, an increase of 6.2%.

Cruise arrivals are expected to increase dramatically with the opening of the Sugar Point Cruise Terminal. Tourism minister Richard Sealy said this project will not only ensure that Barbados has a proper cruise facility, but that it would provide the island with more adequate facilities for the home-porting of vessels.

Work began in late 2012 on the \$300 million project, which is a partnership comprising the Barbados Port Authority, Royal Caribbean Cruise Ltd. and SMI Infrastructure Solutions Inc. It involves the reclamation of 15 acres of land from the sea off Trevor's Way in Bridgetown, the capital. The completed facility — themed around the island's rum and sugar culture — will incorporate the Bridgetown Fisheries Complex.

At the new terminal, cruise and cargo facilities are to be separated. The initial phase, spanning two years, will include two cruise piers to accommodate four megaships, arrival and departure facilities and parking lots. Phase two will start in 2017 and involve the construction of a third

pier and the rollout of shopping outlets.

On a positive note, the average stay for visitors in Barbados has gone up by two days, said Tourism Minister Richard Sealy — thanks to an increase in air traffic from Europe.

The Barbados government recently signed an agreement with Sandals Resorts to take control of the defunct Almond Beach Village. Jamaica-based Sandals has also purchased the Casuarina Hotel in southern Barbados and will turn it into a Couples resort.

Sealy said the venture is worth \$250 million and will employ 1,500 people at both properties. Together, the two hotels will add 800 rooms to the island's hotel stock, bringing an additional 130,000 visitors to Barbados annually.

## BERMUDA

Bermuda's tourism industry remains stagnant, with the British colony of 60,000 expecting little or no growth this coming year. In 2012, total arrivals fell to 615,171, nearly 6% lower than the year before. Some 73% of all visitors come from the United States, 13% from Canada, 9% from the United Kingdom and the remaining 5% from all other countries. The average length of stay has remained relatively consistent at 6.09 nights, according to government statistics.

Air arrivals dropped by 2% to 232,063, while cruise arrivals tumbled



*Le Rouge International BV opened a stunning 310-square meter The Yellow House ( La Casa Amarilla ) store in the heart of Curacao at the end of 2013, relocating from its former location in Salinja Galleries to Fokkerweg 64 with a complete make-over. The new store has added a wide range of product categories, including a full range of popular luxury perfumes, cosmetics and skin care; watches by Michael Kors, Guess, Fossil, Mulco and Diesel; handbags by Guess & Michael Kors; sunglasses by Rayban, Carrera and more, and jewelry by Swarovski and TOUS, reports Le Rouge Director Meena Hemrajani.*

by 9% to 378,262 — mainly due to a reduction of 20 cruise calls compared to 2011, a record year.

Cruise arrivals were expected to fall even further in 2013 due to the withdrawal of service of the *Veendam*, which docked in Hamilton in 2012.

Seeking to remain competitive in the Caribbean cruise market, Bermuda recently passed a law allowing visiting cruise ships to keep their casinos open while overnighting.

The Cruise Ship Casino Act of 2013, approved Oct. 3, allows on-board casinos to operate between 9 p.m. and 5 a.m. — allowing cruise companies to boost their revenues and the Bermuda government to collect higher license fees as a result.

But ships must be in port for at least one night to qualify for permission.

“The use of the casino is to be limited to passengers on board the ship only. No local residents or visitors to the ship will be allowed to participate in casino activities,” said Tourism Minister Shawn Crockwell in presenting the legislation, adding that the impact on local retailers would be minimal.

“Our research has indicated that the majority of visiting cruise passengers return to their ship by 9 p.m. and, by this time, most of our retail shops are closed,” Crockwell told Bermuda’s *Royal Gazette*. “However, if the destination provides good products that include good entertainment and amenities that goes beyond the traditional offerings, the passenger will stay ashore to take in the local experience and spend money.”

Smaller ships carrying less than 2,000 passengers and capable of berthing in either Hamilton or St. George’s are exempt from the license fee.

Crockwell explained that the government, which opposed the casinos on cruise ships provision four years ago, was supporting it now so as to stay competitive with other destinations.

At the same time, Bermuda has appointed an eight-member board to oversee efforts to rebuild its tourism industry. Crockwell hailed the board — which comprises six locals and two overseas directors — as a “watershed” and “the beginning of a new era.”

#### DOMINICAN REPUBLIC

The undisputed king of Caribbean tourism number-wise, the Dominican Republic consistently attracts more visitors to its shores than any other country in the region. In 2012, the D.R. —known for its low prices and friendly people — saw a 7% growth in arrivals, reaching over 5.0 million. Not content with that number, the Dominican government recently boosted the annual budget of its Ministry of Tourism by \$61 million in order to reach the ambitious goal set by President Danilo Medina: 10 million tourists a year within 10 years.

The country’s Central Bank reported that during the first seven months of 2013, just over 2.93 million tourists visited the D.R., up 0.81% from the same period a year ago. The country received 83,577 more U.S. tourists compared to the

year-ago period, but travel from Central America, Asia and Europe is down.

Between January and July 2013, the biggest segment of tourists visiting the D.R. came from North America (60.42%), followed by Europe (24.58%), South America (10.18%), Central America and the Caribbean (4.57%) and the rest of the world (0.25%).

Another growth market is Russia, with an increase of 16,072 passengers in the first seven months of 2013. The Russian government already has a consulate in Punta Cana and is considering opening a second one in Puerto Plata, because both destinations are popular with Russian tourists (thanks to a D.R. promotion office in St. Petersburg). Daily flights on Transaero direct from Moscow are filled with wealthy Russian tourists eager to spend money.

Other countries that have seen increases in the number of tourists traveling to the D.R. include Germany (up 12,697 travelers in the first seven months of 2013); Chile (up 8,359); Sweden (up 5,917); Brazil (up 4,469) and Great Britain (up 3,895).

Government statistics show that 63.6% of all tourists flying to the D.R. arrived at Punta Cana International Airport. Another 18.80% flew into Santo Domingo’s Las Américas International Airport, and 9.46% via Puerto Plata International Airport.

Aeropuertos Dominicanos Siglo XXI (Aerodom), the concession holder which operates the airports in both Santo



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Domingo and Puerto Plata, said it intends to build a hotel, convention center and cargo terminal at Las Américas, and a new control tower at Puerto Plata. Works to improve facilities for security staff and install modern alternative power systems are proposed for other terminals.

In total, Aerodom plans to invest \$350 million on infrastructure for both airports. It also wants its concession contract extended by another eight years, to end in 2038. Aerodom currently pays the Dominican government 6% in gross income. The company said that to date, it has invested \$440 million in the facilities under its charge.

The Dominican Ministry of Tourism has begun an urban renewal project for the colonial zone of Santo Domingo. The intention: to improve the experience tourists have when visiting this UNESCO World Heritage Site.

Architect Maribel Villalona said the first phase will center on Isabela la Católica and Arzobispo Merino, Presidente Billini and Arzobispo Portes streets. The \$29.7 million project is funded by the Inter-American Development Bank.

Villalona said the plan calls for the installation of underground power and phone lines as well as new signage, sewers, parking, sidewalks and pedestrian areas. The program will take around eight months and will result in improvements at Ozama Fort, the Museum of Casas Reales, the Columbus Alcazar and other leading historic sites. The San Francisco monastery ruins will become a cultural and arts center.

Sansouci Port of Santo Domingo has contracted Coralux SA to dredge and maintain the Río Ozama estuary where cruise ships dock. The investment will also fund expansion of the Sans Souci tourism dock on the port's eastern side, and a major cleanup and improvement of the port in order to facilitate the arrival of larger-tonnage ships.

The D.R. is not yet a major cruise ship destination compared to nearby rivals such as Puerto Rico and the U.S. Virgin Islands.

During the 2011-12 cruise season, the country received just under 270,000 cruise tourists, including 213,000 transit passengers and 57,000 passengers embarking on cruises in the D.R. Of the transit passengers, 85% disembarked and visited the country. Along with crew, they spent a total of \$21.4 million, or \$49.31 per passenger, while homeport visitors

spent \$133.82 each, according to the FCCA study.

That will change in 2014, when Carnival Cruise Line opens its \$65 million Amber Cove Cruise Center along the Bay of Maimón, near Puerto Plata on the north coast. The project, which broke ground in May 2012, represents one of the largest cruise industry investments ever made in the Dominican Republic.

A joint venture between Carnival and the Rannik family's Grupo B&R, the mammoth cruise port will accommodate up to 8,000 passengers and 2,000 crew daily. The 30-acre facility is expected to host more than 250,000 cruise passengers in its first year of operation — bringing cruise ships back to Puerto Plata after a 30-year absence.

According to a Carnival press release, Amber Cove will feature a welcome center with a variety of retail offerings, including a marketplace for locally sourced Dominican crafts and souvenirs, as well as a wide range of themed restaurants and bars.

"Amber Cove promises to be a spectacular facility that will serve as a gateway for cruise guests to experience the natural beauty and wonder that makes the Dominican Republic such an attractive tourist destination," Giora Israel, Carnival's senior VP of global port and destination development, said in a press release.

## GRENADA

Grenada, which in October marked the 30th anniversary of the 1983 U.S. invasion that overthrew the island's Marxist regime, celebrated the 40th anniversary of its independence in February 2014.

Long dependent on exports of nutmeg and other spices, the now politically stable island is currently pushing high-end, boutique tourism in order to attract foreign exchange and create jobs for its 110,000 inhabitants.

"Grenada has had to diversify. We've moved into tourism, which is now the mainstay of our economy," said Angus Friday, the country's ambassador to the United States, estimating that 194,000 foreigners visited his island in 2012. "Grenada is one of the best sailing destinations in the world, and our tourism is being fueled mainly by yachting and diving."

In 2011-12, nearly 275,000 passengers

visited Grenada aboard cruise ships, up slightly from the 273,000 who came ashore in the 2008-09 season, said FCCA. But total direct expenditures (including those by crew members) plummeted by 30%, from \$21.7 million in 2008-09 to \$15.2 million in 2011-12. Likewise, in 2011-12 the average cruise ship passenger spent \$40.82 while in Grenada, down from \$49.01 in 2008-09.

Meanwhile, Sandals Resorts has invested \$100 million to reopen the 100-room LaSource Resort following a government decision to grant the chain a 25-year holiday on corporate taxes and import duties, among other perks. Separately, Egyptian billionaire Naguib Sawiris plans to construct three five star hotels on Grand Anse Beach, with investment likely to total in the hundreds of millions of dollars.

Sawiris also has major investments in Egyptian telecom, cement manufacturing and other industries.

Grenada has also gotten into the lucrative business of selling citizenship. A Grenadian passport costs \$500,000 — far more than what most of its Caribbean neighbors charge. The program, less than two months old, has already attracted the attention of several wealthy Arabs and Asians.

"Grenada has one of the lowest crime rates in the Caribbean, so we have the most expensive passport," Friday quipped. "We think our low crime rate and the lifestyle opportunities that Grenada offers, from healthcare to education, make Grenada an attractive investment. We're looking for people who want to commit to the island."

## GUADELOUPE

Last year marked the introduction of direct air service from the U.S. mainland to Guadeloupe, a French overseas department in the Lesser Antilles. The April 2013 launch of a weekly American Airlines nonstop flight from Miami to Pointe-à-Pitre and Seaborne Airlines' decision to boost the frequency of its service between San Juan and Pointe-à-Pitre to four times a week helped bring 4,900 U.S. visitors to Guadeloupe last year, a 23% jump from the 4,000 who managed to find their way there in 2012.

In November, Seaborne became interlined partners with JetBlue Airways, offering U.S. travelers more access. In addition, local carrier Air Antilles

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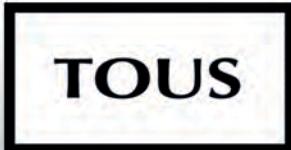
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Express began biweekly service between Guadeloupe and Antigua, providing an additional option for arrival by connecting in Antigua, as well as opening the French-speaking archipelago to British visitors who can connect via flights originating in England.

As a consequence, Guadeloupe reported a 26% increase in hotel room-night bookings in 2013 over the year before, with mainland France continuing to be the island's largest source of visitors. But Germany, Sweden and the United States are among Guadeloupe's fastest-growing source markets. Guadeloupe is especially popular for its premium award-winning rums, diverse landscape and French and creole cuisine as well as perfumes and other luxury imports.

"We have seen a tremendous increase in interest and arrivals from the U.S. since amplifying our strategic push in the market," said Willy Rosier, director-general of the Guadeloupe Islands Tourist Board. "Our islands' blend of French and Caribbean culture and our very modern infrastructure offer U.S. travelers a new and exciting source for travel adventures."

Even so, Americans account for only 1% of the roughly 420,000 tourists who

flew last year to Guadeloupe, which is comprised of five islands: Basse-Terre, Grande-Terre, Les Saintes, Marie-Galante and La Desirade. That leaves plenty of room for growth; to boost those numbers, in November 2012, the Guadeloupe Islands Tourist Board opened a promotional office in New York.

At present, the archipelago has 5,700 guestrooms, with many hotels scheduling renovations for 2014 through 2015.

Cruise ship arrivals have also been increasing rapidly, from 139,396 passengers in the 2011-12 season to 252,229 passengers in 2012-13 and a projected 300,000 passengers in 2013-14. This season, Guadeloupe expects to receive more than 80 port calls, including two new ships from Costa Cruises and one new ship from MSC Cruise Lines.

A new cruise terminal, the Centre Saint John Perse, opened in November 2012 in Guadeloupe's commercial capital, Pointe-à-Pitre, boosting passenger capacity by 2,000 compared to the previous terminal. The new facility, which cost €1.4 million, has a local crafts village, many new restaurants and improved pedestrian pathways.

Officials say 2014 will be an important year for tourism in Guadeloupe. The latest

Route de Rhum — a legendary sailing race which takes place every four years — is scheduled to depart Saint-Malo, France, on Oct. 24 and arrive in Guadeloupe on Nov. 2, attracting sailing enthusiasts from around the world.

## HAITI

Haiti, the poorest country in the Western Hemisphere, will nevertheless show the Caribbean's fastest growth rate in 2014. According to the latest IMF projections, Haiti's GDP will expand by 4.5% this year after having grown by 2.8% in 2012 and 3.4% in 2013. Granted, the country is starting from an extremely low base — and its problems have been greatly exacerbated by the 2010 earthquake that destroyed Port-au-Prince — but the rapid growth should nonetheless bode well for Haitian tourism prospects.

As late as the 1960s and 1970s, Haiti was a prime tourist destination for U.S. vacationers, including Bill and Hillary Clinton, who honeymooned there. But recreational tourism to Haiti vanished in the wake of coups in 1991 and 2004, with the vast majority of visitors now consisting of missionaries, aid workers and business executives.

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The new cruise terminal opened in Pointe-à-Pitre, Guadeloupe, features a local crafts village that imparts a Caribbean sense of place for cruise visitors embarking. This season (2013-2014) Guadeloupe expects to receive more than 80 port calls, and a projected 300,000 passengers, up significantly from the year before.

The glaring exception is cruise ship tourism, which is dominated by Miami-based Royal Caribbean Cruises Ltd. RCCL owns the private island of Labadee, off Haiti's northern coast. The \$55 million resort is fenced off from the rest of Haiti, and RCCL passengers are confined to the resort area without the need to clear customs or immigration. Labadee attracts about 600,000 visitors a year, many arriving on two of the largest ships in Royal Caribbean's fleet: *Oasis of the Seas* and *Allure of the Seas*.

In 2012, some 950,000 people entered Haiti on tourist visas — compared to 4.6 million who visited the neighboring Dominican Republic that same year. Those numbers have been kept low because of poor tourism infrastructure and fears about violence which have been exacerbated by alerts from the U.S. State Department.

Yet only 3% of tourists surveyed by Brazil's Igarapé Institute, which in June 2013 issued a 23-page report on Haiti's tourism potential, said they had been victims of crime.

Indeed, tourists — including many from the Haitian diaspora — are starting to trickle back to Haiti. In December 2012, the 128-room Royal Oasis opened in the Port-au-Prince suburb of Petionville. Rooms at the business-class hotel, which is managed by Occidental Hotels & Resorts, start at \$246 per night. Nearby is the Best

Western, which opened in March 2013 with rooms starting at \$149 a night.

Construction is also continuing on a 145-room full-service Marriott, which is being developed in cooperation with Caribbean mobile phone provider Digicel. The 175-room hotel — which is getting a \$26.5 million loan from the World Bank's International Finance Corp. — will generate about 200 jobs and will be one of the few sizeable direct foreign investments in Haiti since the earthquake. Digicel, a veteran investor in Haiti, is the sponsor of Turgeau Developments SA, a company established for this project. The hotel is expected to open in 2015.

In December, JetBlue launched three flights a day to Port-au-Prince — one from New York JFK and two from Fort Lauderdale-Hollywood International Airport.

In addition, the Haitian government recently reopened the L'Ecole Hôtelière d'Haiti (EHH), an educational training center supported by the Ministry of Tourism and the Clinton-Bush Haiti Fund. Students at EHH have the option of completing a nine- to 18-month course in tourism-related professions including human resource management, accounting, geography and foreign languages.

Stéphanie Balmir Villedrouin, Haiti's tourism minister, said her government has been able to "reposition Haiti on the

international tourist map," with tangible results.

"We constantly expand our efforts to reveal the country's natural and cultural heritage. At all prestigious international events, we spare no opportunity to show off Haiti and make it win acceptance as a tourist destination," she said. "In 2014, we reiterate the hope that tourism can pave the way to prosperity and contribute to the improvement of the socio-economic living conditions of the Haitian people."

## JAMAICA

On Dec. 30, with only two days left in 2013, Jamaica welcomed its two millionth air passenger to the island — the first time Jamaica has ever accomplished that in one year. The island hopes to repeat the milestone in 2014, though it's unclear how quickly tourism will grow, given the IMF's projection of only 1.3% economic expansion for Jamaica this year after growth of only 0.4% in 2013 and a 0.5% decline the year before.

Jamaica recently got a boost with the inaugural flight of Air Canada Rouge in November and new service from Air Transat; the two aircraft landed at Montego Bay's Sangster International Airport with just under 600 passengers.

October 2013 saw an increase of 11.2% in air arrivals compared to October 2012, and the following month was up

7.3% over the year-ago period. Tourism Director John Lynch said more than one million air seats have been secured through the winter months into April 2014 — a jump of 40,000 seats compared to last winter.

"Increased airlift and significant hotel investments are due to a greater demand of visitors to Jamaica," Lynch said in a press release. "The destination continues to see an increase in its annual visitor arrivals, with 2012 recording 1.8 million stopover arrivals."

The United States supplies 86% of all stopover arrivals to Jamaica and is holding steady, while the U.K. market is recovering. British Airways will introduce a fourth flight to Jamaica this year, and TUI will add a sixth flight to complement its recently announced summer flights that serve its cruise ship, now home-porting in Montego Bay.

Tourism Minister Wykeham McNeill said cruise-ship visitor arrivals to Jamaica are projected to surpass the 1.4 million mark by the end of 2014 for the first time

"We are also concentrating on home porting," said McNeill, adding that in 2014, Ocho Rios will welcome for the first time the *Norwegian Epic*, as well as the return of Royal Caribbean. While cruise ship arrivals increased by 17.3% in 2012, McNeill said Jamaica will have ended 2013 "marginally down."

"But, we have to view this in the context of two phenomenal years of growth after the opening of the Falmouth pier," he told Jamaica's House of Representatives last July. "I have every confidence that the tourism sector will meet the expectations we are placing on it, as the path ahead continues to offer promise of further growth, and destination Jamaica retains its international competitive edge."

## PUERTO RICO

Puerto Rico, deep in the throes of an economic and fiscal crisis, is losing ground to rival Caribbean tourism destinations while the island's population continues to shrink — from just over 3.8 million in 2010 to under 3.7 million today.

"We face strong competition from our neighbors and we need to focus on price-value added, better air access network, and languages," said a new report issued by H. Calero Consulting. The San Juan consulting agency said the key to improving tourism

"focuses on the traditional traveler as well as on medical tourism; on improving air and maritime access; on expansion of more accommodations; more niche markets on luxury, nature, adventure, gastronomy, and sports tourism."

Given world tourism trends, said the study, Puerto Rico must focus on new markets such as Germany, China, Japan and the United Kingdom, to lure tourists to its shores and slash its reliance on other industries.

In 1980, Puerto Rico received 19% of the Caribbean's total arrivals and 26% of its total tourism income. By 2012, these shares fell to 13% and 15%, respectively.

In fiscal 2013, the island received 3.2 million tourists, about 4.7% more than in fiscal 2012. Currently, Puerto Rico has 151 lodging facilities, 86 of which are hotels — down from 169 hotels and lodgings in 2006.

"International competition and the U.S. mainland and Puerto Rican recessions have contributed to the closing of many hotels in the island, particularly in the non-metro area," said the Calero study, noting that Puerto Rico now has 14,252 rooms with an average daily rate of \$130 and an occupancy rate of 69.8%.

Legitimate casinos are also hurting — mainly because of the proliferation of illegal slot machines, the difficult economic situation and the rigidity of Puerto Rico's gaming law. In fiscal 2012, the Puerto Rico Tourism Co. received 73% of its budget from revenue generated by legal casinos island-wide — but the PRTC said revenues began dropping in 2012, due to casino closures at El Conquistador Resort in Fajardo, Gran Melia Resort in Río Grande and other hotels.

The island's tourism infrastructure got a boost last year, when Aerostar Airport Holdings LLC took over the operation and management of San Juan's Luis Muñoz Marín International Airport, Puerto Rico's main link with the rest of the world.

Aerostar, a 50-50 venture between New York-based Highstar Capital and Mexico's Grupo Aeroportuario del Sureste (ASUR), has a concession to run LMM for the next 40 years. The airport now handles 8.5 million passengers a year, and Agustín Arellano, general manager of Aerostar, aims to boost that by at least 2% a year.

"We're going to completely change the way this airport deals with retail. It's

a very old airport from the 1950s that has been renovated in different generations," said Arellano in a recent interview with TMI. "No profile was ever made of passengers' needs. We'll establish the same system we have in our Mexican airports so we can offer passengers a very appealing commercial mix."

The average passenger transiting LMM spends \$2.70, compared to \$7.80 per passenger in Cancún and \$14 at Miami International Airport, he said, noting that "we are almost in last place in the whole U.S. airport system in terms of per-passenger spending."

Arellano said certain items like liquor — especially rum — should be promoted at LMM. Taxes make other products like fragrances and cosmetics uncompetitive, meaning mainland-bound passengers will just wait until they arrive in Miami, New York or other gateway cities to buy those items.

He said Dufry, which operates 12 stores at LMM, will expand to 15 shops when the remodeling is finished by December 2015 or January 2016. Dufry's contract expires in 2029. At present, the airport has 121 food, beverage, retail and duty-free concessions.

"Passengers are going to see a modern, high-quality airport — just the same as Cancún," Arellano said. "There will be construction all over the airport. There's just no other way to modernize it. Construction will be running 24/7."

San Juan is still a major homeport for cruise ships, with 1.17 million passengers arriving during the 2011-12 cruise year, says FCCA. These included 685,628 transit passengers and 491,109 passengers embarking on their cruises in Puerto Rico, making the island the Caribbean leader in passenger embarkations. Of the former group, 91% disembarked and visited the U.S. commonwealth.

Passenger and crew visits generated a combined \$186.6 million for the Puerto Rican economy. Transit passengers spent an average of \$70.49, while passengers who arrived on the island to begin their Caribbean cruise spent an average \$178.35.

Compared to the 2008-09 season, total passenger and crew visits fell 7%, from 1.39 million to 1.30 million. However, total direct cruise tourism expenditures actually rose by 2.4% over that same three-year period. The industry keeps about 5,000

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*TAG Heuer has opened its first boutique in the US Virgin Islands, in conjunction with the new Little Switzerland store on Main Street in St Thomas. The boutique features its own dedicated entrance and was inspired by the landmark design of the TAG Heuer 360° Museum in Switzerland. This new store in St. Thomas marks TAG Heuer's 8th Boutique in the Caribbean after St Maarten, Aruba, Cayman, Cozumel, Barbados, Bahamas and Cancun, and showcases the new boutique concept.*

Puerto Ricans employed, according to the FCCA study.

Last year, the commonwealth government passed a new incentives package to spur activity in the Puerto Rico cruise ship sector. Law 80 extends the 2011 incentives package approved by the previous administration of Gov. Luis Fortuño, adding four incentives to increase cruise ships' homeport frequency and duration in Puerto Rico.

The first gives a discount increase of \$1.50 per passenger if the homeport ship sails before 4 p.m. The second offers an additional \$1.50 if ships dock before 11 a.m., with a minimum eight-hour port stay. The third gives a 50¢ increase per passenger if the homeport ship includes another Puerto Rico port, such as Ponce, during a week-long itinerary, and the fourth extends a further discount of 50¢ per passenger for homeport ships that embark or disembark from a Puerto Rico port more than once a week.

#### ST. KITTS-NEVIS

St. Kitts-Nevis, the smallest sovereign state in the Americas in both area and population, has only 53,000 inhabitants and measures just 104 square miles — less than twice the size of the District of Columbia. Yet it's at the forefront of a cruise ship and hotel building boom that shows no sign of slowing down.

In early 2013, the government said it would spend \$31 million to build a second cruise pier at Port Zante that'll be able to accommodate two Oasis-class cruise vessels — the world's largest passenger ships — one on either side. Construction is expected to be completed by November 2014, just in time for the 2014-15 cruise ship season.

"The unprecedented growth in the cruise tourism subsector that St. Kitts has experienced over the past six years has placed tremendous pressure on our berthing infrastructure — particularly on those days when more than three large vessels request berthing," said Jonathan Bass, CEO of the St. Christopher Air and Sea Ports Authority.

Under the MOU, Massachusetts-based Jay Cashman Inc. will invest all the money necessary to build the pier. During the 30-year concession, SCASPA will continue to manage and operate the cruise facility.

In November, Prime Minister Denzil Douglas announced that St. Kitts will get its first high-rise buildings — in the form of the \$70 million Prime Hotel and Condominium project to commence in May 2014.

Located in the hills of St. Kitts overlooking Basseterre National Park, the project will consist of a 70-room, eight-story major hotel and nine multi-floor buildings with 324 one-bedroom condos built into the hillside, with views

of Basseterre. The principal investor is Gholam Abbas Fahim, who gained St. Kitts citizenship more than a year ago.

Earlier this year, Douglas announced two projects by Russian investors involving combined investment of \$50 million. The first is the \$37 million Ocean Grove project, which consists of 50 two-bedroom villas, and the second is the Windswept Residence Club of nine villas at a cost of \$13 million. Ocean Grove is a joint venture between Christophe Harbour Development Co. and Canada's Apex Capital Partners Corp.

Dwarfing all these projects is Paradise Haven on the island of Nevis. Asia Pacific Investment House recently raised \$50 million toward the project's total price tag of \$250 million. The government says more than 1,000 local jobs will be created by Paradise Haven, a 500-acre golf and beach resort that will include villas, condos, retirement and family residences as well as a five-star hotel and a health and wellness spa

#### ST. MAARTEN

When it comes to duty free shopping, no Caribbean destination holds more appeal than St. Maarten, the Dutch-speaking outpost of the Netherlands that shares the 37-square-mile island with French-speaking St. Martin.

It also has one of the Caribbean's most attractive airports. Last year, St.

Maarten's Princess Juliana International Airport (SXM) closed a \$132 million bond to finance a long list of improvements including rehabilitating the airport's 7,546-foot runway, construction of a new fuel farm that can store 5 days of jet fuel, the building of new taxiways to increase runway efficiency, expanding aprons to provide more aircraft parking, and acquisition of land so the airport can expand later on if necessary. As part of its capital improvement program, SXM will also be constructing a state-of-the-art FBO building, rehabilitating its Cargo building, remodeling its Rescue & Fire Fighting facility and constructing a new Technical building.

SXM also embarked on a new commercial strategy, which involves the redevelopment of its landside and airside retail and F&B areas to boost non-aviation revenues, deemed by a recent study to be lower than regional and global norms for airports its size. The non-aeronautical revenue enhancement study conducted by the InterVISTAS consulting group revealed that there was room for improvement in terms of the performance of concessionaires, and also highlighted the fact that there was unused space in the airside Food and Beverage and Retail area that could be better utilized.

The new strategy promises to create an

exciting, innovative, operationally efficient, financially productive and comprehensive retail environment. The grand opening is scheduled for later this year.

SXM — which on Dec. 3, 2013 celebrated its 70th anniversary in business — is upgrading the entire shopping area “with better layout, décor and lighting, which will make passengers more disposed to spend,” said Michael R. Granger, a reporter for St. Maarten’s online *Daily Herald*. He also noted that “the majority of the retail outlets remain locally owned and operated.”

In addition, at least 9 new concessionaires have opened at SXM, reports Suzy Kartokromo, the airport’s acting manager of marketing and customer service. She said all of the available space at SXM has already been allocated, and 85% of the concessions are local and already existing stores.

The cruise business is also booming. In 2013, the Port of St. Maarten received 1,785,670 passengers — 32,455 more than in 2012, itself a banner year. Cruise passengers arrived on 631 vessel calls, up from 622 the previous year, said Mark Mingo, CEO of the St. Maarten Harbour Group. Incredibly, only 105,000 cruise ship passengers visited St. Maarten back in 1980, fewer than the amount which now visits in three weeks.

According to the FCCA, passenger and crew visits together generated \$356.1 million in revenues for St. Maarten during the 2011-12 cruise season, up a whopping 55% from the \$230.3 million reported in the 2008-09 season. Per-capita expenditures by those passengers also rose dramatically, from \$147.98 in 2008-09 to \$185.40 in 2011-12 — by far the highest anywhere in the Caribbean.

The weighted average spend per party in 2011-12 came to \$389.34 and was almost totally dominated by watches and jewelry (\$267.03). Perfumes, cosmetics, liquor and electronics also contributed to overall sales, though at much lower levels. Crew members, however, spent slightly more on electronics than on watches and jewelry.

More than 8,100 people are employed in the cruise ship industry, a major driver of St. Maarten’s tourism-driven economy.

## ST. VINCENT & THE GRENADINES

The Caribbean’s newest airport is opening in early 2014, though recent festivities marking the handing over of the new terminal at St. Vincent’s Argyle International Airport were tinged with sadness over the widespread destruction throughout St. Vincent caused by December’s storms and flooding



*Little Switzerland, which is celebrating 60 years in business in 2014, has opened a completely remodeled new flagship store on Main Street in St. Thomas, US Virgin Islands, following a devastating fire that destroyed the store in April, 2013. The new concept incorporates the traditional look of an old Caribbean home, with wooden shutters, wainscoting, a pitch ceiling with wood planks, and wood flooring, combined with all the technology necessary to engage and enhance all the products — including a fully functioning Diamond Bar in the center of the store. The store was built by Artco Group of Miami.*

Prime Minister D. Ralph Gonsalves, at a ceremony turning Argyle's new terminal building over to the International Airport Development Co., said that the Christmas Eve flooding killed nine people and caused "hundreds of millions of dollars" in damage throughout St. Vincent — and is the worst disaster to strike the 32-island nation in living memory.

When completed, the new airport, which occupies 275 acres on the main island, will have a 9,000-foot runway measuring 150 feet wide. Likewise, the passenger terminal covers 145,000 square feet and will handle up to 1.5 million passengers annually. Funding came from Austria, Cuba, Iran, Mexico, Qatar, Turkey, Trinidad and Venezuela.

The airport marks an important milestone for St. Vincent, which will now be connected to the United States, Canada, Europe and South America since it is big enough to accommodate Boeing 747-400 jets.

St. Vincent gets cruise passengers, though not many compared to destinations like Barbados or St. Maarten. In the 2011-12 season, 65,347 passengers arrived aboard cruise ships. Passenger and crew visits generated \$3 million for the country. But those numbers are down by 55% from the 2008-09 season, which brought 144,000 visitors and \$6.8 million in tourism receipts, according to the FCCA.

Despite the stagnant economy, nearby St. Lucia — which was also hit hard by the same storms that devastated St. Vincent —

managed to boost arrivals from the United States by 12% last year. During the first 11 months of 2013, U.S. arrivals came to 116,982, while in November alone, 9,732 Americans visited the island, up 19% from the 8,171 who arrived in November 2012.

Tourism Minister Lorne Theophilus noted that stayover arrivals for the first 11 months of 2013 came to 288,023, up 4% from the same period in 2012.

## U.S. VIRGIN ISLANDS

Officials in the U.S. Virgin Islands expect 2017, which will mark 100 years since the United States bought the territory from Denmark, to be a banner year for tourism.

But meanwhile, the numbers look mixed at best.

Air visitor arrivals to the USVI for the first 10 months of 2013 came to 579,613 — down 5.5% from the 613,647 passengers who flew into the territory's two major airports during the first 10 months of 2012. The statistics were even worse for St. Croix, where arrivals fell by 17.8%, from 131,573 to 108,185, over that same time period.

The cruise business didn't fare much better. An estimated 2.0 million passengers arrived aboard cruise ships during the 2011-12 season, according to the USVI Department of Tourism. Of these, 1.8 million disembarked and visited the territory.

However, total direct expenditures in the USVI by passengers and crew members

dropped by 12% from \$384.4 million in 2008-09 to \$339.8 million in 2011-12. Passengers spent an average \$146.70 while crew members spent an average \$138.30. Together, the industry generates 3,375 jobs in the Virgin Islands.

"The 13% decline in passenger expenditures was the net result of the 14% increase in passenger visits, which was more than offset by the 24% decrease in average passenger expenditures," said the FCCA study, noting that the percentage of passengers making onshore purchases fell from 2008-09 to 2011-12 as follows: shore excursions (51% to 46%); watches and jewelry (39% to 34%); clothing (54% to 48%) and local crafts (36% to 34%).

The situation for crew expenditures was similar, though the study says that the 8% decline in total crew expenditures was driven primarily by an 80% decline in the weighted average crew expenditure for jewelry. "Relative to the 2008-09 cruise year, a smaller percentage of crew purchased jewelry during the 2011-12 cruise year, and when they did, they spent much less," it said.

Even so, USVI Tourism Commissioner Beverly Nicholson-Doty remains optimistic that 2014 will bring good news.

"It appears that in the St. Thomas-St. John district, the winter season is coming in strong. St. Croix is still not as strong as we would like it to be, but the territory overall is looking good based on year-to-year comparisons," she told the *Virgin Islands*



*St. Maarten's Princess Juliana International airport (SXM) had welcomed nine new concessionaires as of February 2014, part of the redevelopment of its landside and airside retail and F&B areas, including the whimsical Taloula's Bar shown here. The grand opening of the redeveloped commercial project, which is still under development, is scheduled for later this year.*

*Daily News*. Yet the tourism commissioner added that over the course of the last five years, consumers have tended to shy away from being “collectors of things” and more toward being “collectors of experiences”—which would support merchant observations that tourists are coming off boats and planes with less money to spend on duty free goods.

Joseph Boschulte, president and CEO of the government-owned West Indian Co. (WICO), said he’s expecting to see a 7.8% increase in cruise ship calls to the USVI this season. Between October 2013 and September 2014, WICO anticipates 423 ships will call at its dock in St. Thomas, bringing around 1.3 million passengers. In addition, four new ships will be in circulation: the *Royal Princess*, the *MSC Divinia*, the *Carnival Conquest* and the *Norwegian Breakaway*.

Yet he warned that the USVI is losing territory as the Caribbean in general sees its share of the global cruise market shrink.

“From my discussions with their representatives, it is highly unlikely that any of those cruise lines that used to, but no

longer, include the U.S. Virgin Islands on their itineraries will be returning any time soon if we maintain the status quo,” Boschulte said.

That’s why WICO, whose dock can now accommodate three megaships, plans to build a second dock for \$50 million to \$60 million to reduce overcrowding in the harbor.

Boschulte told the *Daily News* that in addition to the three berths along the WICO dock, a ship can berth in the inner harbor and one in the outer harbor, and the V.I. Port Authority can take two ships at Crown Bay.

“But there are times when the Port of Charlotte Amalie also is unable to find space for the ships, so they go elsewhere,” he said. To keep the ships and revenues coming into the territory, WICO plans to build a second dock, a 1,334-foot finger pier on the western side of Yacht Haven Grande that will accommodate two cruise ships. The project will be funded by partnering with cruise lines rather than using taxpayer dollars.

Meanwhile, the USVI’s newest attraction could be a water adventure park on St. Croix. In November, the territory’s governor, John de Jongh, hired Baker Berrios Architects to prepare an economic feasibility study on the project, which was first proposed in a report by the Virgin Islands Port Authority. At least four companies have submitted bids for the project.

On St. John — smallest of the three islands that comprise the U.S. Virgin Islands — Starwood Hotels & Resorts announced a \$35 million project to renovate the Westin St. John Resort & Villa. In addition, Starwood will convert 79 guestrooms into 54 luxury vacation ownership villas under the new Coral Vista Villas brand. Upon completion, a total of 200 villas will grace the resort’s 47 acres.

Also on St. John, Caneel Bay Resort has been rebranded as an independent property. The 170-acre resort, founded by philanthropist Laurance Rockefeller 53 years ago, boasts seven beaches within the Virgin Islands National Park.

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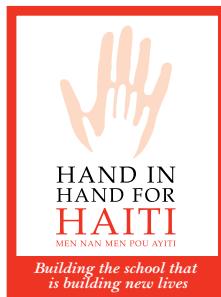
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Products: Liquor

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Toronto, Ontario Canada M3J 3C7  
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Fax: 416 742-9024  
Email: [rwickler@3eyefish.com](mailto:rwickler@3eyefish.com)  
URL: [www.3eyefish.com](http://www.3eyefish.com)  
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Fax: 305 757-0747  
URL: [www.e-abcworld.com](http://www.e-abcworld.com)  
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Fort Lauderdale, FL USA 33315  
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<b>Bausch &amp; Lomb Export</b> P.O. Box 363869 San Juan, P.R. 00936-3869 Contact: Melissa Varral Tel: 787 758-4330 Fax: 787 282-9065 Email: melissa_varral@bausch.com Products: Eyewear	<b>Boisset America</b> 2320 Marinship Way Suite 140 Sausalito, CA 94965 Tel: 800 878-1123 Fax: 415 339-0236 Email: deridre.conley@boisset.com URL: www.boisetamerica.com Products: Liquor	<b>Hertfordshire WD39XB United Kingdom</b> Contact: Sally-Ann Jones Tel: 44-7967029034 Fax: 44-1923-486-486 Email: sally.a.jones@cspic.com URL: csit.com Products: Confectionery	<b>Cartier Latin America &amp; Caribbean</b> 550 Biltmore Way, Penthouse 1 Coral Gables, FL 33134 USA Contact: Christophe Massoni Tel: 305 448-4111 Fax: 305 448-3057 christophe.massoni@cartier.com Products: Watches	Tel: 201 271-1400 Fax: 201 558-5044 Email: chip.fody@swatchgroup.com URL: www.swatchgroup.com Products: Watches
<b>Bay Distributors</b> "Waverly" Hastings W13 Worthing Post Office, Barbados, W.I. Contact: Maxime C. Barete Tel: 246 435-8941 Fax: 246 435-6660 Products: Watches	<b>British American Tobacco Eastern Main Road Champs Fleurs, Trinidad, W.I.</b> Contact: Christian Preuss Tel: 868 662-2271 Fax: 868 645-3660 Email: christian_preuss@bat.com URL: www.bat.com Products: Tobacco	<b>Callanen International</b> 145 Woodward Avenue Norwalk, CT USA 06854 Contact: Cindy Livingston Tel: 203 866-3787 Fax: 203 831-9521 Email: clivington@callanen.com URL: www.guesswatches.com Products: Watches	<b>Cerveceria Cuauhtémoc Moctezuma</b> Avenida Alfonso Reyes No. 2202 Norte Colonia Bella Vista 46 Monterrey, N.L. 64412, México Contact: Bernice Gil Tel: 52 8-328-513 Fax: 52 8-328-5210 Products: Beer	<b>Clairol</b> 1 Blachley Road Stamford, CT USA 06922 Contact: Mary Fitzwilson Tel: 203 316-2586 Fax: 203 316-2224 URL: www.clairol.com Products: Haircare
<b>Beam Global</b> 2450 Greenbrier Court Weston, FL USA 33327 Contact: José Aponte Tel: 954 217-4968 Email: jose.aponte@beamglobal.com URL: www.beamglobal.com Products: Liquor	<b>Brown &amp; Williamson Tobacco</b> P.O. Box 2139, Caparra Station San Juan, PR 00922-2139 Contact: Leonel Araujo Tel: 787 722-2982 Fax: 787 778-4311 Email: leonel_araujo@bat.com Products: Tobacco	<b>Calvin Klein Accessories</b> 205 West 39th Street, 3rd floor New York, NY USA 10018 Contact: Richard Demina Tel: 212 292-9153 Fax: 212 292-9709 Email: richard@ck.com URL: ck.com Products: Accessories	<b>Chase-Durer</b> 9601 Wilshire Blvd., Suite 1118 Beverly Hills, CA USA 90210 Contact: Tim Mezic Tel: 800-544-4365 Fax: 310 550-0830 Email: tim.mezic@chase-durer.com URL: www.chase-durer.com Products: Watches	<b>Clarins Group C/O Essence Corp.</b> 1101 Brickell Avenue, Suite 802S Miami, FL USA 33131 Tel: 305 577-3773 Fax: 305 577-3959 Products: Cosmetics, Fragrances
<b>Beauté Prestige International</b> 1221 Brickell Avenue Suite 2600 Miami, FL USA 33131 Contact: Antonio Andrade Tel: 305 379-7700 Fax: 305 379-9393 Products: Fragrances, Cosmetics	<b>Brown-Forman Beverages Worldwide</b> 850 Dixie Highway Louisville, KY USA 40210-1091 Contact: David Page Tel: 502-774-7701 Fax: 502 774-6798 Email: David.Page@b-f.com URL: www.b-f.com Products: Liquor	<b>Campari</b> 32, Beacon Hill Road St. Martin, Netherland Antilles Contact: Jean Philippe Beyer Tel: +599 545-2608 Fax: +599 545-2609 Email: jp.beyer@comparicaribe.com URL: www.camparicaribe.com Products: Liquor	<b>Chase International</b> 15200 Deer Run Road Louisville, KY USA 40299 Contact: Chase Donaldson Tel: 502 297-9846 Fax: 502 267-4734 Email: chase@chasedutyfree.com URL: www.chasedutyfree.com Products: Liquor	<b>Clear Channel Airports</b> 4635 Crackersport Rd Allentown, PA 18104 Contact: James Carey Director, Business Development Tel: 610 395.8002 Email: JamesCarey@clearchannel.com www.clearchannelairports.com
<b>Beauty2market</b> 271 North Avenue, Suite 1105 New Rochelle, NY USA 10801 Contact: David Tillman Tel: 914 235-4080 Fax: 914 235-4062 Email: dttillman@beauty2market.com URL: www.beauty2market.com Products: Jewelry, Cosmetics	<b>Buch + Deichmann</b> Cramer 4002 Buenos Aires, Argentina 1429 Contact: Roberto Crom Tel: +54 114-703-0400 Fax: +54 114-703-0400 URL: www.buchdeichmann.com Email: buch@sion.com Products: Eyewear	<b>Camus International</b> 90 LongAcre London WC2E 9RA United Kingdom Contact: Frederic Delesque Tel: 44 207 845-5400 Fax: 44 207 240-8820 Email: fd.delesque@camus-intl.com URL: www.camus.fr Products: Liquor	<b>Chopard Marketing Services</b> 75 Valencia Avenue, Suite 1000 Coral Gables, FL USA 33134 Contact: Rudolph Lang Tel: 305 774-3898 Fax: 305 774-3899 Email: rudylang@chopard.com URL: www.chopardusa.com Products: Watches	<b>Coach International</b> 516 West 34th Street, 12th floor New York, NY USA 10001 Contact: Christiana de Muro Tel: 212 629-2395 Fax: 212 629-2657 Email: cdemuro@coach.com URL: www.coach.com Products: Leathergoods
<b>Bell and Ross USA</b> 1688 Meridian Avenue, Suite 504 Miami Beach, FL USA 33139 Tel: 305 672-2620 Fax: 305 672-3840 Email: info@bellandrossusa.com URL: www.bellandross.com Products: Watches	<b>Bulgari</b> 2315 NW 107 Avenue, Suite 1M5B Miami, FL 33172 USA Contact: Erika Olsen Tel: 305 629-9488 Fax: 305 629-2738 Email: erika.olsen@bulgari.com Products: Perfume, Jewelry	<b>Carib Brewery</b> P.O. Box 1287 Port of Spain, Trinidad, West Indies Contact: Steven Webster Tel: 868 645-2337 Fax: 868 638-5564 Email: carib@caribbeer.com URL: www.caribbeer.com Products: Beer	<b>Christen Somé</b> 121 Romero Street NW Albuquerque, NM USA 87104 Contact: Lucky Thabet Tel: 505 765-5515 Fax: 505 765-5697 Email: lucky@christensome.com URL: www.christensome.com Products: Jewelry	<b>Coach Watch</b> 650 From Road Paramus, NJ USA 07652 Contact: John Foligna Tel: 201 207-8069 Fax: 201 207-8022 Email: ifoligna@movadogroup.com URL: www.movadogroup.com Products: Watches
<b>Benetton Services</b> 597 Fifth Avenue New York, NY USA 10017 Contact: Matteo Marsilli Tel: 212 593-0290 Fax: 212 371-1438 Email: mmarsilli@benettonusa.com Products: Fragrances, Fashion	<b>Bulova Caribe</b> 4429 Isla Verde, Suite 305 Carolina, Puerto Rico 00914 Contact: José Marín Tel: 787 268-6976 Fax: 787 268-5438 Email: ppmarin@attglobal.net URL: www.bulova.com Products: Watches	<b>Caribbean Wraps International</b> 1228 Orkney Drive Virginia Beach, VA USA 23464 Contact: Victoria Begault Tel: 757 495-8003 Email: victoria@allyouneedtowear.com URL: www.allyouneedtowear.com Products: Fashion	<b>Christian Dior Parfums</b> 1200 Brickell Avenue, Suite 1550 Miami, FL USA 33131 Contact: Laurent Marteau Tel: 305 371-7181 Fax: 305 371-6181 Email: laurent.marteau@lvmhwldpc.com URL: www.diormail.com Products: Fragrances	<b>Christope</b> 169 East Flagler Street Alfred I. Dupont Bldg , Suite 1530 Miami, FL USA 33141-1207 Contact: Hans Peter Thulmann Tel: 305 375-0023 Fax: 305 375-0250 Email: codipe@bellsouth.net Products: Fragrances, Tobacco, Gifts
<b>BT Fashions (Bijoux Terner)</b> 6950 NW 77 Court Miami, FL 33166 USA Contact: Gabriel Bottazzi Tel: 305 500-7500 Fax: 305 500 7593 Email: gbottazzi@bijouxterminer.com Products: Gifts	<b>Bushnell Performance Optics</b> 9200 Cody Street Overland Park, KS USA 66214-1734 Contact: Mauricio Hermosillo Tel: 913 752-6142 Fax: 913 752-3572 Email: mhermosillo@bushnell.com URL: www.bushnell.com Products: Eyewear	<b>The Carlo Orsini Collection</b> Elgee Corporation 12260 SW 53rd Street, Suite 603 Cooper City, FL 33330 Contact: Larry Goldberg Tel: 954 577-9827 Email: larry@jiji.net Products: Fashion Jewelry	<b>Caron Rum Division</b> Old Southern Main Road Frederick & Settlement Caroni Trinidad & Tobago, W.I. Contact: Rudolph Moore Tel: 868 663-1781 Fax: 868 663-1404 Email: rudy.moore@msn.com Products: Liquor	<b>The Colibri Corporation</b> 25 Fairmount Ave. East Providence, RI USA 02914 Contact: Dean DaSuta Tel: 401 330-4513 Email: ddasuta@colibri.com
<b>Blackbeard's Rum Company</b> Mirco Commerce Center 236 Crewe Road Grand Cayman, Cayman Islands, W.I. Contact: Bill Baldwin Tel: 345 949-8763 Fax: 345 949-8764 Email: info@blackbeardsrumcompany.com URL: www.blackbeardsrumcompany.com Products: Liquor	<b>C.A. Ponche</b> Crema Av. Jose Felix Sossa, Torre Britanica Pisolo Ofc. Bc y De Altamira Sur Caracas, Miranda, Venezuela 10622 Contact: Gabriel Raffalli Tel: +58 2263-4286 Fax: +58 2267-4482 Email: info@ponchecrema.com URL: www.ponchecrema.com Products: Liquor	<b>Carrera y Carrera</b> 43 West 57 Street New York, NY USA 10019 Tel: 212 753-8877 Fax: 212 753-5043 Email: info@carreraycarrera.com URL: www.carreraycarrera.com Products: Jewelry	<b>Christofle Americas "Waverly", Hastings</b> W13 Worthing Post Office Barbados, West Indies Contact: Max Baretge Tel: 201 435-8941 Fax: 201 435-6660 max.baretge@baydistributors.com URL: baydistributors.com Products: Tableware	<b>Continental Creations</b> Rue de la Republique Marigot, St. Martin 97150 French West Indies Contact: Jacques Rossell Tel: +590 875-702 Fax: 590 878-060 Products: Watches
<b>Bobbi Brown Cosmetics</b> Estée Lauder Travel Retailing – Americas 5300 Blue Lagoon Drive, Suite 300 Miami, FL USA 33126 URL: www.esteeauder.com Products: Cosmetics	<b>Cadbury Schweppes International</b> Travel Retail Hertford Place, Denham Way Maple Cross,	<b>Caron Rum Division</b> Old Southern Main Road Frederick & Settlement Caroni Trinidad & Tobago, W.I. Contact: Rudolph Moore Tel: 868 663-1781 Fax: 868 663-1404 Email: rudy.moore@msn.com Products: Liquor	<b>Citizen Watch Co. of America</b> 1200 Wall Street West Lyndhurst, NJ USA 07071 Contact: James W. Keenan Tel: 201 438-8150 Fax: 201 438-4161 Email: jkeenan@citizenwatch.com URL: www.citizenwatch.com Products: Watches	<b>Cosmopolitan</b> P.O.Box 902395 San Juan, PR 00902-3395 Contact: Louis Snelders Tel: 787 783-8350 Fax: 787 783-7255 Email: csmpl@coqui.net Products: Confectionery
		<b>Caron Rum Division</b> Old Southern Main Road Frederick & Settlement Caroni Trinidad & Tobago, W.I. Contact: Rudolph Moore Tel: 868 663-1781 Fax: 868 663-1404 Email: rudy.moore@msn.com Products: Liquor	<b>CK</b> 1200 Harbor Blvd., 7th floor Weehawken, NJ USA 07086 Contact: Chip Fody	<b>Constellation Brands – (Inniskillin Wines)</b> 441 Courtenay Park Drive East Mississauga, Ontario L5T 2V3 Canada Contact: Amanda.Dolotowicz@cbrands.com Tel: 1-905-564-6900 Ext-5784 Fax: 905 564-6181

Email: Amanda.Dolotowicz@cbrands.com URL: www.inniskillin.com Products: Wine	www.dekuyper.nl Products: Liquors	<b>Diamonair USA</b> 2 Cranberry Road Parsippany, NJ USA 07054 Contact: Tim Wiggin Tel: 973 404-1000 Fax: 973 404-1030 Email: twiggin@diamonair.com URL: diamonair.com Products: Jewelry	Tel: 718 784-0700 Fax: 718 706-6326 Email: modenheimer@egluck.com URL: www.egluck.com Products: Watches	Contact: Patrick Joly Tel: 39-051-664-9111 Fax: 39-051-664-9251 Email: info@eurocosmesi.com URL: eurocosmesi.com
<b>Coty Prestige Travel Retail</b> 777 Brickell Avenue, Suite 620 Miami, FL USA 33131 Contact: Tanguay de Buchet Tel: 305 347-7243 Fax: 305 536-6482 Email: tanguey_debuchet@cotyinc.com Products: Fragrances	De Ropraz International 58 McPherson Avenue Toronto, Ontario, Canada M5R 1W8 Contact: Gai de Ropraz Tel: 416 960-5772 Fax: 416 972-6339 Email: gderopraz@sympatico.ca Products: Liquor	<b>Digital &amp; Wireless Group</b> 515 Madison Avenue, Suite 1910 New York, NY USA 10022-5403 Contact: Armand Ventura Tel: 212 753-5524 x101 Fax: 212 753-5648 Email: aventura@dwggroup.com URL: www.digitalwirelessgroup.com Products: Electronics	<b>East Caribbean Distillers</b> P0 Box 823 Castries, St. Lucia, W.I. Contact: Bernard Thomas Tel: 758 451-4291/4258 Fax: 758 451-4221 Products: Liquor Egana of Switzerland 2004 NW 25th Avenue Pompano Beach, FL USA 33069 Contact: Linda Nugent Tel: 954 978-9851 Fax: 954 956-0858 Products: Watches	<b>Euro Vision Group</b> 4700 Hoover Blvd., Suite 5 Tampa, FL USA 33634 Contact: Anil Lal Tel: 863 688-7972 Fax: 813 414-0087 Email: anil.lal@xox-eyewear.com URL: www.xox-eyewear.com Products: Eyewear
<b>Crislu</b> 1221 East El Segundo Blvd. El Segundo, CA USA 90245 Contact: Bryan Crisfield Tel: 310 322-3444 Fax: 310 322-4515 Email: bryan@crislu.com URL: www.crislu.com Products: Jewelry	Demerara Distillers Plantation Diamond East Bank Demerara Guayana, South America Contact: Komal Samaroo Tel: +592 265-6142 Fax: +592 265-3367 Email: samaroo@comcast.net URL: www.demrum.com Products: Liquor	<b>Donna Karan International</b> 240 West 40th Street New York, NY USA 10018 Contact: Linda Stark Tel: 212 768-5754 Fax: 212 768-6164 Email: istark@dkintl.com URL: www.dkintl.com Products: Leathergoods	<b>Elizabeth Arden Export</b> 2400 SW 145th Avenue, 2nd Fl., Miramar, Florida 33027 Tel: (954) 364-6900 Contact: Mariely Prudencio Business Development Director Email: mariely.prudencio@eliza-betharden.com URL: www.elizabethtarden.com Products: Fragrances, Cosmetics	<b>Eyewear Designs</b> 136 Oak Drive Syosset, NY USA 11791 Contact: David Blatt Tel: 516 364-3664 Fax: 516 364-1413 Email: edggroup@aol.com URL: www.eyeweardesigns.com Products: Eyewear
<b>Croton Watch</b> 195 Anderson Avenue Moonachie, NJ USA 07074 Contact: Ron Nolan Tel: 800 443-7639 Fax: 732 463-3852 Email: ronolan@crotonwatch.com URL: www.crotonwatch.com Products: Watches	<b>Demeter Fragrance Library</b> 12 North Gate Road Great Neck, NY USA 11023 Contact: Mark D. Crames Tel: 516 487-5187 Fax: 516 487-1027 Email: mdcnqceo@hotmail.com Products: Fragrances	<b>Dooney &amp; Bourke</b> 1 Regent Street Norwalk, CT USA 06855 Contact: Liz Kane Tel: 203 853-7515 Fax: 203 853-9194 Email: lkane@dooney.com URL: www.dooney.com Products: Leathergoods	<b>EM+P Brokerage &amp; Consulting Group</b> 357 Almeria Avenue Suite 1601 Coral Gables, FL 33134 Contact: Earl Myers Tel. 786.797.3729 earl@empwinnebiz.com Products: Wines & Spirits	<b>Falic Fashion Group</b> 6100 Hollywood Blvd. Hollywood, FL USA 33024 Contact: Joelle Guedalia Tel: 954 986-7707 Fax: 954 985-6822 Email: jgueadalia@dutyfreeamericas.com URL: www.dutyfreeamericas.com Products: Fragrances
<b>CUPFSA</b> PO Box 3065 Colon Free Zone, Panama Rep. de Panama Contact: John F Kirton T el: 507 269-1777 Fax: 507 263-7225 Email: jkirton@cupfsa.com URL: www.cupfsa.com Products: Fragrances	Miramar, Santurce, PR 00907 Contact: Rafael Aleman Tel: 787 723-0107 Fax: 787 723-4823 Email: raleman@donq.com URL: www.donq.com Products: Liquor	<b>Drambuie International</b> 67 St. James Street London, UK SW1A 1NE Contact: Michael Kennedy Tel: 4420 7499-8973 Fax: 4420 7499-8976 Email: mkenney@drambuie.com URL: www.drambuie.com Products: Liquor	<b>Enesco Group</b> 225 Windsor Drive Itasca, IL USA 60143 Contact: Eugene Freedman Tel: 630 875-5300 Fax: 630 875-5350 Email: gfreedman@enesco.com URL: www.enesco.com Products: Figurines	<b>Farash &amp; Robbins</b> 40 Ruta Court South Hackensack, NJ USA 07606 Contact: Dory Farash Tel: 201 807-1990 Fax: 201 807-0666 Products: Watches
<b>D'Orlan</b> 195 Old Weston Rd. Toronto, Ontario, Canada M6N 3A5 Contact: Parker Baile Jr. Tel: 416 651-9318 Fax: 416 651-1819 URL: www.dorlanjewelry.com Products: Leathergoods, Jewelry	<b>DeWitt America</b> 4330 NE 2nd Avenue Miami, FL USA 33137 Contact: Jasmine Bapic Tel: 305 572-9812 Fax: 305 572-9810 Email: America@dewitt.ch URL: www.dewitt.ch Products: Watches	<b>Drexco Crafts</b> Parc Industriel Shodecosa Port-au-Prince, Haiti Contact: Dr. Fran ois Dresse Tel: 509 257-4055 Fax: 702 549-3479 Email: dresse@drexco.com URL: www.drexco.com Products: Crafts	<b>Essence Corp.</b> 1101 Brickell Ave., S. Tower #801-S Miami, FL USA 33131 Contact: Patricia Bona Tel: 305 577-3773 Fax: 305 577-3959 Email: pbona@essence-corp.com URL: www.essence-corp.com Products: Fragrances & Cosmetics	<b>Ferragamo Latin America</b> 800 Brickell Ave. Suite 710 Miami, FL USA 33131 Contact: Myriam Duha Tel: 305 373-1800 Fax: 305 373-1811 Email: myriam.duha@us.ferragamo.com URL: www.ferragamo.com Products: Fashion, Fragrances
<b>Damiani USA</b> Seven Penn Plaza, 10th floor New York, NY USA 10001 Contact: Wendell Figueroa Ruiz Tel: 212 766-2790 Fax: 212 760-2796 Email: rex@damianiusa.com URL: www.damianiusa.it Products: Jewelry, Watches	<b>DGI Associates</b> 120 Eglinton Avenue, Suite 1000 Toronto, Ontario Canada M4P 1E2 Contact: Haygo Demir Tel: 416 932-0975 Fax: 416 322-0496 Email: haygodemir@cs.com Products: Watches	<b>Di Modolo</b> 635 Madison Avenue, 6th floor New York, NY USA 10022 Contact: Lori Shabtai Tel: 212 826-3600 Fax: 212 826-6928 Email: lishabtai@dimodolo.com URL: www.dimodolo.com Products: Jewelry	<b>Duty Free Distributors</b> 902 Clint Moore Road Ste 210 Boca Raton, FL USA 33487 Contact: Dan Brodheim Tel: 561 862-0181 Fax: 561 862-0185 Products: Watches	<b>Ferrero Travel Retail Division</b> Metro Office Park, Metro Office 3 No. 500 Guaynabo, Puerto Rico 00968-1705 Contact: Ross De Luca Tel/Fax: 787 788-3431 Email: ross.deluca@ferrero.com
<b>Daniel Mink Swiss Timepieces</b> 560 Main Street, Suite 2A Allenhurst, NJ USA 07711 Contact: Mitchell Caplan Tel: 732 663-6550 Fax: 732 663-9552 Email: mitchc@danielmink.com URL: www.danielmink.com Products: Watches	<b>Diageo</b> 214 Spanish Town Road Kingston 11, Jamaica W.I. Contact: Carlos Redwood Tel: 876 923-9291 Fax: 876 923-8599 Email: carlos.redwood@diageo.com URL: www.diageo.com Products: Beer	<b>Duty Free Expo</b> 7935 NW 60th Street Miami, FL USA 33166 Contact: Michael Nasr Tel: 305 592-1877 Fax: 305 593-0611 Email: info@dfexpo.com URL: www.zampiva.com Products: Fragrances, Eyewear, Figurines	<b>Estate Industries</b> P.O. Box 3 232 Spanish Town Road Kingston 11, Jamaica, W.I. Contact: Paul Henriques Tel: 876 923-7463 Fax: 876 923-7525 Products: Liquor	<b>Ferrero Travel Market</b> Ferrero Trading S.A. Findel Business Center - Comp. B Rue de Treves - 13632 Findel,Luxembourg Contact: Juan Cabrera Travel Retail Sales Director Tel: +3523497119819, JuanMiguel.Cabrera@ferrero.com Products: Confectionery
<b>David Yurman Designs</b> 501 Madison Avenue, 9th floor New York, NY USA 10022 Contact: Bonnie Merlo Tel: 212 896-1550 Fax: 212 593-1557 Email: bmerlo@davidyurman.com URL: www.davidyurman.com Products: Jewelry	<b>Diageo</b> 396 Alhambra Circle Coral Gables, FL 33134 Contact: Rob Hobart Tel: 305 269-4565 Fax: 305 269-5017 Email: Rob.hobart@diageo.com URL: www.diageo.com Products: Liquor	<b>The Duty Free Specialist</b> 17721 SW 77 Avenue Miami, FL, USA 33157 Contact: Patrick Deery Tel: 305 969-8998 Fax: 305 233-0533 Products: Liquor	<b>Estée Lauder Travel Retailing</b> 5201 Blue Lagoon Drive Suite 160 Miami, FL USA 33126 Contact: Israel Assa Tel: 305 261-4695 Fax: 305 266-1050 Email: iassa@estee.com URL: www.estee.com Products: Cosmetics, Fragrances, Skincare	<b>Festina USA</b> 10 East 53RD Street, 31st floor New York City, NY 10022 Contact: Nicole Rizzi Tel: 800 648-9702 Fax: 973 622-3445 Email: Nicole@festinausa.com URL: www.festinausa.com Products: Watches
<b>De Kuyper Royal Distillers</b> Buitenhavenweg 98 Schiedam, AB-3100 The Netherlands Contact: Rene Bolhuis Tel: +31 10 427-9700 Fax: +31 10 427-0525 Email: info@dekuyper.nl URL:	<b>Diageo</b> 29-10 Thomson Avenue Long Island City, NY USA 11101 Contact: Mark Odenheimer	<b>E. Gluck</b> 29-10 Thomson Avenue Long Island City, NY USA 11101 Contact: Mark Odenheimer	<b>Etiene Aigner</b> 712 Fifth Avenue, 12th floor New York, NY USA 10019 Contact: Ralph Othouse Tel: 212 246-8660 Fax: 212 956-6146 Products: Leathergoods	<b>First American Brands</b> 8 West 38 Street, Suite 104 New York, NY USA 10018 Contact: Silvia Gabri Tel: 212 764-5828 Email: silvia.gabri@vaprointernational.it URL: www.vaprointernational.it Products: Fragrances

<b>Five Star Fragrance</b> 1095 Long Island Avenue Dear Park, L.I., NY USA 11729 Contact: Raymond Piergiorgi Tel: 631 254-9330 Fax: 631 254-9340 Email: rpiergiorgi@fivestarfrag.com URL: www.fivestarfrag.com Products: Fragrances	Email: gonzalo.ceballos@freixenet.es URL: www.freixenet.es Products: Wine	Email: terencemoore@clarkescourtrum.com URL: www.clarkescourtrum.com Products: Liquor	<b>Hang Ten</b> 13025 Danielson Street, Suite 250 Poway, CA USA 92064 Contact: Laura Marzahl Tel: 858 391-3380 Fax: 858 391-3386 Email: marketing_dept@hangten.com URL: www.hangten.com Products: Watches	Fax: 1 (502) 267-4734 URL: www.hershey.com Products: Confectionery
<b>Flor de Cana Rums Marketing Int'l</b> 9155 South Dadeland Boulevard Suite 1406 Miami, FL 33156 USA Tel: 305-671-6267 Fax: 305-671-6271 Contact: Gustavo Valdor Email: gvaldor@flordecana.com URL: flordecana.com	Email: bob_kalinowski@fujifilm.com URL: www.fujifilm.com Products: Photo Film	<b>Gruño Modelo</b> Campos Eliseos 400, Piso 12 11000 México, D.F. Contact: Gerardo Martinez Tel: +52 555 283-3600 Fax: +52 555 281-4366 Email: gmodelo_ca@attglobal.net URL: www.gmodelo.com Products: Beer	<b>The Hershey Company</b> 200 Crystal a Drive Hershey, PA 17033 (717) 534-5001 Contact: Nancy Giambanco World Travel Retail Business Manager - Americas ngiambanco@hersheys.com Products: Confectionery	
<b>Fonbelle Americas</b> 3491 NW 167th Street Miami Gardens, FL USA 33056 Contact: Yasminia Hajji Tel: 305 626-4779 Fax: 305 626-4780 Email: miamioffice@fonbelle.com URL: fonbelle.com Products: Liquor	<b>Gemini Cosmetics</b> 152 West 57 Street, 26 floor New York, NY USA 10019 Contact: Frank Pollicastro Tel: 212 586-0100 Fax: 212 586-0855 Email: fpollicastro@geminicos.com URL: www.geminicos.com Products: Fragrances	<b>Gucci</b> 9737 NW 41st Street Miami, FL 33178 Contact: Samuel Herrero Tel: 305 463-0566 Fax: 305 463-0573 Email: sherrero@gucci.it Products: Watches	<b>Hanschell Inniss</b> PO Box 143 Bridgetown, Barbados, W.I. Contact: Felpon Burton Tel: 246 426-3544 Fax: 246 427-6938 Email: hanschell@caribsurf.com Products: Liquor	<b>North American Duty Free, Inc. (Cruise &amp; Caribbean)</b> 5320 North 37th Street Hollywood, FL 33021-2201 (954) 962-3432 Contact: Steve Fortgang steve@nadf.com Products: Confectionery
<b>The Forschner Group</b> 1 Research Drive Shelton, CT USA 06484 Contact: Carol Shaw Tel: 203 929-6391 Fax: 203 925-1092 Products: Watches	<b>Geneva Watch Group</b> 1407 Broadway 4th Floor New York, NY 10018 Contact: Steven P. Larson Sr. VP International Sales Email: SLarsonATgenewawg.com Product: Watches	<b>Guerlain</b> 100 N. Biscayne Blvd Suite 2300 Miami, FL 33132 Tel: 305 603-2200 Fax: 305 390-9837 URL: www.guerlain.com Products: Fragrances, Cosmetics	<b>Haskell Jewels</b> 390 Fifth Avenue, 2nd floor New York, NY USA 10018 Contact: Greg Brannan Tel: 212 764-3332 Fax: 212 764-6026 Email: reception@haskelljewels.com URL: www.miriamhaskell.com Products: Jewelry	<b>Hidalgo</b> 14 NE 1st Avenue, Suite 1009 Miami, FL USA 33132 Contact: Susy Cabrera Tel: 305 379-0110 Fax: 305 379-0021 Email: susy@hidalgojewelry.com Products: Jewelry
<b>Fossil International</b> 703 Waterford Way Suite 940 Miami, FL USA 33126 Contact: Monika Blaya Tel: 305 269-5610 Fax: 305 262-2435 URL: www.fossil.com Products: Watches, Accessories	<b>Gillette de Puerto Rico</b> P.O. Box 11960 San Juan, Puerto Rico 00962 Contact: Carlos Arrango Tel: 787 706-4800 Fax: 787 775-8203 Products: Writing Instruments	<b>Gunwith Products</b> 2900 West Weslayan, Suite 625 Houston, TX USA 77027 Contact: Chelsi Oestreich Tel: 713 627-2050 Email: chelsi_oestreich@gunwith.com URL: www.lauramerrier.com Products: Cosmetics	<b>Hawaiian Host Chocolates</b> 500 Alakawa Street Suite 111 Honolulu, Hawaii USA 96817 Contact: Tad Terazumi Tel: 808 848-0500 Fax: 808 848-0055 Email: tterazumi@hawaiianhost.com URL: www.hawaiianhost.com Products: Confectionery	<b>The Hook Company</b> 5582 NE 4th Court, Loft 6 Miami, FL USA 33137 Contact: Joseph Salva Tel: 305 758-8880 Fax: 305 758-8750 Email: island300@earthlink.net Products: Jewelry
<b>Fragluxe</b> 8299 NW 30 Terrace Miami, FL USA 33122 Contact: Betty Larios Tel: 305 406-2386 Fax: 305 406-2426 Email: info@fragluxe.net URL: www.fragluxe.net Products: Fragrances	<b>Godiva Chocolatier</b> Global TR for the Americas & the Caribbean One Financial Plaza 100 SE 3rd Avenue Suite 1108 Ft Lauderdale, FL 33394 Conact: Diane Buchanan 1954 900-5941 diane.buchanan@godiva.com Products: Confectionery	<b>Guylian</b> Europark-Oost 1 Sint-Niklaas, Belgium B-9100 Contact: Eugene Van Herreweghe Tel: +323 760-9736 Fax: +323 777-0681 URL: www.guylian.be Products: Confectionery	<b>Heaven Hill Distillers</b> 1064 Lorette Road Bardstown, KY USA 40004 Contact: Cindy Metcalf Tel: 502 348-3921 Fax: 502 348-0162 Email: hhdmkt@heaven-hill.com URL: www.heaven-hill.com Products: Liquor	<b>Hot Diamonds</b> P.O. Box 288 Belfast, ME USA 04915 Contact: Dianne Shaw Tel: 800 460-6009 Fax: 800 260-2610 Email: dianne@hotdiamondsusa.com URL: www.hotdiamonds.com Products: Jewelry
<b>Fragrances International</b> P.O. Box 45 Bayville, NJ USA 08721 Contact: Ben Gudelis Tel: 732 269-8780 Fax: 732 269-8284 Email: fragintl@aol.com Products: Fragrances	<b>The Goris Group</b> 1824 NW 21st Terrace Miami, FL 33142 Contact: Viviana Goris- Vice President of Sales Tel: 305 371 7170 Fax: 305 371 7625 Email: viviana@gorisgroup.com URL: www.gorisgroup.com Products: Accessories	<b>H-Freepoort</b> Ponce de Leon Avenue 1259, Suite 3-4 San Juan, PR 00907 Contact: José M. Hawayek Tel: 787 723-9101 Fax: 787 565-5670 Email: hfreepoort@prtc.net Products: Crystal, Writing Instruments	<b>Heineken</b> Trading Metro Office Park, Lot 11 Metro Square Bldg., Suite 102 Guaynabo, PR 00968 Contact: Patrick Libonate Tel: 787 620-5556 Email: patrick.libonate@heineken.com URL: www.heineken.com Products: Beer	<b>HTI Collection</b> 515 Madison Avenue, Suite 2100 New York, NY USA 10022 Contact: Cara Gorey Tel: 212 750-5342 Fax: 212 750-1403 Email: hticollection@aol.com Products: Skincare, Haircare
<b>Freeze 24/7 International</b> 555 Madison Avenue, 11 floor New York, NY USA 10022 Contact: Lindsay J. Barish Tel: 212 750-8878 Fax: 323 750-0602 Email: Lindsay@freeze247.com URL: www.freeze.com Products: Skincare	<b>Gosling's</b> 17 Dundonald Street, HM 10 Hamilton, HM CX Bermuda Contact: Charles R. Gosling Tel: 441 295-1123 Fax: 441 292-1775 Email: blackseat@goslings.com URL: www.goslings.com Products: Liquor	<b>Habanos</b> Habanos Calle 22, Nro. 115, e-1ra y 3ra Miramar, Havana, Cuba Contact: Gonzalo Fernandez de Navarrete Tel: +53 720-40513 Fax: +53 720-40549 Email: gfernandez@habanos.cu URL: www.habanos.cu Products: Tobacco	<b>Helvetia</b> 100 North Wilkes-Barre Blvd., # 303 Wilkes-Barre, PA USA 18702 Contact: Steven Holtzman Tel: 570 822-1900 Fax: 570 822-4699 Products: Watches	<b>Hublot of America</b> 2451 East Sunrise Blvd., Suite 4 Ft. Lauderdale, FL USA 33304 Contact: Tracey Kellenberger Tel: 954 568-9400 Email: t.kellenberger@hublot.ch URL: www.hublot.ch Products: Watches
<b>The Frank Pesce Int'l Group</b> 902 Clint Moore Rd., #146 Boca Raton, FL USA 33487 Contact: Frank Pesce Tel: 561 997-0400 Fax: 561 997-7555 Email: vodka@crystal.com URL: www.crystal.com Products: Liquor	<b>Great Spirits Co.</b> 25 Kaufman Drive Westwood, NJ USA 07675 Contact: T. Kelley Spillane Tel: 201 358-6517 Fax: 201 358-6757 Email: kelley@greatspirits.com URL: www.greatspirits.com Products: Liquor	<b>Haleybrooke International</b> 1091 Franklin Lakes Road Franklin Lakes, NJ USA 07417 Contact: Patrick Gunnar Nilson Tel: 201 337-3663 Fax: 201 337-4074 Email: p.nilson@haleybrooke.com URL: www.haleybrooke.com Products: Liquor	<b>Herend Porcelain Manufactory</b> Kossuth L.U. 140 Herend, Hungary H-8440 Contact: Robert Somogyi Tel: 36 885-23185 Fax: 36 882-61518 Email: info@herend.com URL: www.herend.com Products: Porcelain	<b>Hugo Boss</b> Dieselstrasse 12 Metzingen, Germany D-7555 Contact: Duncan Coull Tel: +49 7123-94-86914 Fax: +49 7123-942-017 E-mail:Duncan_coull@hugoboss.com URL: www.hugoboss.com Products: Fashion
<b>Freixenet Group</b> Paseo Joan Sala No.2 Sant Sadurní d'Anoia Barcelona, Spain 08770 Contact: Gonzalo Lopez de Ceballos Tel: +34 93-891-7000 Fax: +34 93-818-3611	<b>The Grenada Sugar Factory</b> P.O. Box 50, St. Woodlands St Georges, Grenada, W.I. Contact: Terence Moore Tel: 473 444-5363 Fax: 473 444-2452	<b>Hamilton Watch</b> 1200 Harbor Boulevard, 7th fl. Weehawken, NJ USA 07087 Contact: Murielle Raveloson Tel: 201 271-4680 Fax: 201 558-5042 Murielle.raveloson@swatchgroup.com URL: www.swatchgroup.com Products: Watches	<b>Hermès Parfums</b> 703 NW 62ND AVE Suite 195 Miami, FL 33126 Contact: Emmanuel Refalo-Lopez Regional Export Manager Tel: 786 600-8973 URL: www.hermes.com Products: Fragrances	<b>I. Marmol &amp; Associates</b> 16250 NW 59th Avenue Suite 207 Miami Lakes, FL USA 33014-7542 Contact: David Marmol Tel: 305 818-6720 Fax: 305 818-6494 Email: dmarmol@marmol.com URL: www.imarmol.com Products: Fragrances, Accessories
			<b>Hershey International</b> c/o Chase International 15200 Deer Run Road Louisville, Kentucky 40299 Tel 1 (502) 297-9846	<b>I. Santi</b> Via B Corio 2 Milano, Italy 20135

Contact: Massimo Santi Tel: +39 02 541-6981 Fax: +39 01 541-6982 Email: info@isanti.it URL: www.isanti.it Products: Leathergoods	<b>IBBI: International Brand Builders Inc.</b> Katherine Patch Sleipnes, 12700 Kapok Lane, Davie FL 33330 katherine@internationalbrandbuilders.com www.internationalbrandbuilders.com 954-577-9400 office 954-557-8638 cell Products: Buckley Jewelry & Fragrance	Contact: Richard A. Gomes Tel: 868 622-2412 Fax: 868 622-241 Email: iscas@trinidad.net Products: Fashion	<b>Jivago Couture Internationale</b> 9454 Wilshire Blvd., Suite 805 Beverly Hills, CA USA 90212-2937 Contact: Ilana Jivago Tel: 310 205-5535 Fax: 310 205-0310 Email: ilanajivago@jivagoinc.com URL: www.jivagoinc.com Products: Fragrances, Leathergoods	<b>KMS Haircare</b> P.O. Box 496040 Redding, CA USA 96049 Contact: Yvonne Mazzotta Tel: 800 342-5567 Fax: 530 244-4707 Email: ymazzotta@kmshaircare.com URL: www.kmshaircare.com Products: Haircare
<b>Ian &amp; Valery</b> 35 West 36th Street, 3rd Floor New York, NY USA 10018 Contact: Ian Serjantov Tel: 212 631-8090 Fax: 212 631-0199 Email: general@valerio888.com URL: www.valerio888.com Products: Jewelry	<b>International Bullion &amp; Metal Brokers</b> 14051 NW 14 Street Sunrise, FL USA 33323 Contact: Graham Brewster Tel: 954 660-6900 Fax: 954 660-6925 Email: gb@ibusa.com URL: www.ibusa.com Products: Jewelry	<b>ITF</b> Spa Strada Provinciale 25, Km. 2.8 Lodi, Italy 26900 Contact: Marcio Dos Santos Tel: +39 0371-4081 Fax: +39 0371-400593 Email: dossantos@itfcosmetics.com URL: www.itfcosmetics.com Products: Fragrances	<b>JMM Consult</b> 5011 Hawkhurst Avenue Ft. Lauderdale, FL USA 33331 Contact: Jean-Michel Juin Tel: 954 252-4941 Fax: 954 252-0778 Email: jmjuin@bellsouth.net Products: Confectionery	<b>Kobold Watch Company</b> 1801 Parkway View Drive Pittsburgh, PA USA 15205 Contact: Nicole Lamota Tel: 877 762-7929 Fax: 412 788-2885 URL: www.koboldwatch.com Products: Watches
<b>ID Distribution</b> P.O. Box 143 Bridgetown, Barbados, W.I. Contact: Sandra Cummins Tel: 246 435-0943 Fax: 246 435-0198 Email: sandra_cummins@goddent.com Products: Liquor	<b>International Distillers Caribbean</b> Hanschell Inniss Complex Fontanebelle, St. Michael Bridgetown, Barbados, W.I. Contact: Andre Archer Tel: 246 435-0943 Fax: 246 435-0198 Email: andre_archer@goddent.com Products: Liquor	<b>J.C. Newman Cigar Co.</b> 2701 16 Street Tampa, FL USA 33605 Contact: Robert C. Newman Tel: 800 477-1884 Fax: 813 241-8275 Email: export@jcnnewman.com URL: www.cigarfamilly.com Products: Tobacco	<b>José Cuervo</b> 230 Park Avenue, Suite 812 New York, NY USA 10169 Contact: Alex Borbolla Tel: 212 590-0253 Fax: 212 983-8643 Email: aborbolla@josecuervo.org URL: www.josecuervo.org Products: Liquor	<b>Kobrand</b> 1 Brockenhurst Road Ascot, Berkshire SL5 9QJ U.K. Contact: Lewis Johnstone Tel: +44 334871-860 Fax: +44 334871-861 Email: ljohnstone@kobrand.com URL: www.kobrand.com Products: Liquor
<b>Imperial Brands Groupe Belvédère (Sobieski Vodka)</b> 11505 Fairchild Gardens Avenue Palm Beach Gardens, FL 33410 Contact: Timo Sutinen Tel: 561.624.5662	<b>International Liquor &amp; Tobacco Trading</b> P.O. Box 192 J. Yrausquin Blvd. Road Bldg. 89 Point Blanche, St. Maarten Netherlands Antilles Contact: Lenny Bain Tel: 599 543-7721 Fax: 599 543-7722 Email: info@dutyfreeliquors.com URL: www.dutyfreeliquors.com Products: Liquor	<b>J &amp; J Sprox</b> Wefstraat 42 Willemstad Curaçao, Netherland Antilles Contact: Haifa Henrietta Tel: 599 9-461-2966 Fax: 599 9461-3960 Email: sprox@ibm.net Products: Liquor	<b>JT International Duty Free U.S.A., Inc.</b> 910 Sylvan Avenue Englewood Cliffs, NJ 07632 USA URL: www.jti.com Products: Tobacco	<b>Korite International</b> 3333 8th Street S.E. Calgary, Alberta T2G 3A4 Canada Contact: Norm Stevens Tel: 403 287-2026 Fax: 403 243-8028 URL: www.korite.com Products: Jewelry
<b>Imperial Tobacco International</b> 123 Penang Road #07-12 Regency House Singapore 238465 Contact: Kris Kang Tel: +65 6349-0425 Fax: +65 6349-0449 Email: kris.kang@sg.imptob.com URL: www.imperial-tobacco.com Products: Tobacco	<b>Inver House Distillers</b> <b>Moffat Distillery</b> Aidrie, Lanarkshire ML6 8PL Scotland, United Kingdom Contact: Iain Bain Tel: 44 1236 769-377 Fax: 44 1236 769-781 Email: iain_baxter@inverhouse.com URL: www.inverhouse.com Products: Liquor	<b>J. Wray &amp; Nephew</b> P.O. Box 39 234 Spanish Town Road Kingston 11, Jamaica, W.I. Contact: Anthony Bell Tel: 876 923-7539 Fax: 876 937-1160 URL: www.appletonrum.com Products: Liquor	<b>Judith Leiber</b> 20 West 33rd Street, 2nd floor New York, NY USA 10001-3305 Contact: Maggy Siegel Tel: 212 736-4062 Fax: 212 736-4331 Email: maggys@judith-leiber.com URL: www.judith-leiber.com Products: Leathergoods	<b>Konus USA</b> 8359 NW 68 Street Miami, FL USA 33166 Contact: John Koljonen Tel: 305 592-5500 Fax: 305 592-6255 Email: konus@bellsouth.net URL: www.konus.com Products: Optical
<b>Industrias Liceroras de Guatemala</b> Km 16.5, Carretera Roosevelt 4-81 Zona 1, Mixto Guatemala Contact: Alejandro Asturias Tel: +502 551-85984 Fax: +502 247-68746 E-mail: aasturias@rumgt.com URL: www.rumgt.com Products: Liquor	<b>Jablum Ja.</b> 62 Duke Street Kingston 10, Jamaica, W.I. Contact: Ronald Thaaites Tel: 876 922-3855 Fax: 876 922-5895 Email: contact@jablum.us URL: www.jablum.us Products: Coffee	<b>Jacomo</b> Route de Saint Arnoult Deauville, France 14800 Contact: Sophie Caroux Tel: +33 320 692-660 Fax: +33 320 692-662 Email: scaroux@jacomo.com URL: www.jacomo.com Products: Fragrances	<b>Jabana</b> 616 Indian School Road NW Albuquerque, New Mexico USA 87102 Contact: Anthony Deves Tel: 505 843-9330 Fax: 505 843-9624 Email: tdeves@kabana.net URL: www.kabana.net Products: Jewelry	<b>Kraft Foods (Mondelez World Travel Retail)</b> Tiho Marinac, Sr. Business Development Manager CEAME Email: tiho.marinac@mdlz.com Cell: 001.646.756.0180 Products: Confectionery
<b>Industrias Tip Top</b> P.O. Box 3038 Kaya Angel J. Leañez Kavel 15-A Willemstad, Curaçao, N.A. Contact: Max van der Veer Tel: +599 747-1702 Fax: +599 747-1705 Email: max@leanex.com URL: leanex.com Products: Liquor	<b>IPD</b> 40 Richards Avenue Norwalk, CT USA 06854 Contact: Warren Butler Tel: 203 853-1200 Fax: 203 853-1201 Email: warrenb@ipdfragrance.com URL: www.ipdfragrance.com Products: Fragrance	<b>Jean Paul Gaultier</b> 10 rue Simon Le Franc 75004 Paris, France Contact: Benoit Benaïbouche Tel: +33 44-78-55-00 Fax: +33 44-78-55-02 Email: bbenabouche@jpghautier.fr URL: www.jeanpaulgaultier.com Products: Fragrances	<b>Kattoura Group, Inc.</b> 7135 Collins Avenue, Suite 905 Miami Beach, FL 33141 Contact: Raymond Kattoura Tel: 305 867-0808 Fax: 305 867 0809 Email: kattourar@aol.com Products: Distributor watches, fragrances, spirits	<b>Kraft International Marketing</b> 275 Madison Avenue, Suite 2114 New York, NY USA 10016 Contact: Zack E. Baron Tel: 212 661-6866 Fax: 212 661-7763 Email: z.baron@kraftintl.com URL: kraftintl.com Products: Fragrances
<b>Institute de Beaute</b> Level 3, Long Secular Mall Port of Spain, Trinidad & Tobago, W.I. Contact: Rachael Telemaque Tel: 868 622-0010 Fax: 868 628-6114 Products: Skincare	<b>International Prestige Brands</b> 100 N. Biscayne Blvd Suite 3050 Miami, FL 33132 Contact: Alex Mocega, President Tel 305 577-0019 Email: alex@intlprestige.com	<b>Jean Philippe Fragrances</b> 551 Fifth Avenue, Suite 1500 New York, NY, USA 10176 Contact: Jean Madar Tel: 212 983-2640 Fax: 212 983-4197 URL: www.jeanphilippefragrances.com Products: Fragrances	<b>Kenco Company</b> 400 South Beverly Drive, Suite 212 Beverly Hills, CA USA 90212 Contact: Christina Lesch Tel: 949 497-6090 Fax: 949 497-1870 Email: christina@kencocompany.com URL: www.kencocompany.com Products: Watches, Eyewear, Accessories	<b>Krieger Watch Corporation</b> 300 71st Street, Suite 640 Miami Beach, FL USA 33141 Contact: Ira Krieger Tel: 305-861-1804 Fax: 305-861-1807 Email: kriegerw@aol.com URL: www.kriegerwatch.com Products: Watches
<b>Interbrew Travel Retail</b> Rocksborough House 117-123 Warwick Road Olton, Solihull West Midlands B92 7HN UK Contact: John Unwin Tel: +44 121 712-7538 Fax: +44 121 712-7575 Email: john.unwin@brewers.bass.com URL: www.interbrew.com Products: Beer	<b>Ise Jewelry</b> 66 West 77 Street, Suite 51 New York, NY USA 10024 Contact: Anna Ruth Henriques Tel: 917 362-8256 Fax: 212 600-4222 Email: annaruthhenriques@mac.com Products: Jewelry	<b>Jeanne Lanvin</b> 22, rue du Faubourg Saint-Honoré Paris, France 75008 Contact: Pierrick Guegan Tel: 33 14 471-3394 Fax: 33 14 471-3307 Email: pguegan@lanvin.com URL: www.lanvin.com Products: Fragrances	<b>Kenzo Parfums</b> 1200 Brickell Avenue, Suite 620 Miami, FL USA 33131 Tel: 305 373-0331 Fax: 305 373-0257 URL: www.kenzoparfums.com Products: Fragrances	<b>L'Oréal Travel Retail Americas</b> 5200 Blue Lagoon Drive, Suite 500 Miami, FL USA 33126 Contact: Luc Olivier Marquet Tel: 305 262-7500 Fax: 305 267-1410 Email: bmarquet@us.oreal.com URL: www.us.oreal.com Products: Haircare
<b>International Accessories</b> 7372 SW 48 Street Miami, FL USA 33155 Contact: Robert Tenzer Tel: 305 662-8892 Fax: 305 663-5849 Email: polasunglasses@aol.com Products: Eyewear	<b>Island Casuals</b> P.O. Box 754 St. James, Port of Spain Trinidad & Tobago, West Indies	<b>Kipling</b> Tweemontstraat 258 Antwerpen BE-2100 Belgium Contact: Katrien Bostyn Tel: +32 3 265-6565 Fax: +32 3 265-6666 E-mail: katrien.bostyn@kipling.com URL: www.kipling.com Products: Leathergoods, Accessories	<b>L'amry Group</b> 37 Danbury Road Wilton, CT USA 06897 Contact: Steven Rappaport Tel: 203 761-0611 Fax: 203 761-9262 Email:	

steven.rappaport@lamygroup.com URL: www.lamygroup.com Products: Eyewear	Contact: Dennis Wood Tel: 609 896-2800 Fax: 609 844-1580 URL: www.lenox.com Products: China	<b>Lucien Lelong Intl. Parfums</b> 440 Sylvan Avenue Englewood Cliffs, NJ USA 07632 Contact: Roger Clarke Tel: 201 541-4090 Fax: 201 874-5152 Email: rclarke@browne.com URL: www.lucienlelong.com Products: Fragrances	Tel: 631 755-2020 Fax: 631 755-2479 Email: aizzo@marchon.com URL: www.marchon.com Products: Eyewear	Fax: 818 609-7079 URL: www.mauricelacroix.com Products: Watches
<b>La Bella Fashions</b> 342 San Lorenzo Avenue, Suite 1020 Coral Gables, FL USA 33146 Contact: Barbara Carocci Tel: 305 461-3560 Fax: 305 461-6015 Email: bcarocci@lap erfafashions.com URL: www.laperfafashions.com Products: Fashion	<b>Le Sport Sac</b> 358 Fifth Avenue, 8th floor New York, NY USA 10001-3179 Contact: Aaron Eisenberg Tel: 212 736-6262 Fax: 212 643-8009 Email: aeisenberg@lesportsac.com URL: www.lesportsac.com Products: Leathergoods	<b>Lucral &amp; LuPearl</b> 10 West 46 Street, 2nd floor New York, NY USA 10036-4515 Contact: Johnny Lu Tel: 212 575-8811 Fax: 212 575-9737 Email: lucoral@aol.com URL: www.wishpearlusa.com Products: Jewelry	<b>Marcolin USA</b> 14100 Palmetto Frontage Road, Suite 107 Miami Lakes, FL USA 33016 Contact: Gita Sekhri Travel Retail/ Duty Free Sales Manager Email: gsekhri@marcolin.com Direct: 305-512-5782 Mobile: 305-613-6113 URL: www.marcolin.com	<b>MERCANTILE TRADING Ltd.</b> Breitling Watch distributor P.O. Box F40301 Freeport, Bahamas Jasmine Corporate Center Alcester Rd. Suite 7-8 Freeport, Grand Bahamas Islands Contact: Mauricio Diaz Tel(242) 352-7835 Email: mdiaz@mercantiletrading.com
<b>La Prairie Group</b> 100 N. Biscayne Blvd, Suite 3000 Miami, FL 33132 Contact: Catherine Cochaud General Manager Tel 305 358 6636 Email:catherine.cochaud@laprairiegroup.ch Products: Skincare	<b>Lignum-2</b> 1615 Alvarado Street San Leandro, CA USA 94577 Contact: Aleli Calso Tel: 510 347-6000 Fax: 510 347-6024 Email: a.calso@ix.net.com Products: Tobacco	<b>Luctor International</b> 9635A Gateway Drive Reno, NV USA 89511 Contact: Roseanne Hardenbrook Tel: 775 853-5559 Fax: 775 853-6855 Email: ROSANNE@luctor.com URL: www.luctor.com Products: Liquor	<b>Marilyn Miglin</b> 127 West Huron Street Chicago, IL USA 60610 Contact: Marlene Miglin Tel: 312 266-4600 Fax: 312 266-9170 Email: marlene@marlyn-miglin.com URL: www.marlynmiglin.com Products: Fragrances	<b>Mercantile Trading</b> P.O. Box F40301 Freeport, Grand Bahamas Contact: Mauricio Diaz Tel: 242 352-7835 Fax: 242 352-4165 Email: mtl.trade@batelnet.bs URL: www.mercantiletrading.com Product: Watches, Leathergoods, Crystal
<b>Labatt Brewing Co.</b> 50 Resources Road Etobicoke, Ontario M9P 3V7 Canada Contact: Paul Temple Tel: 416 240-3617 Fax: 416 240-3742 Email: paul.temple@labatt.com URL: www.labatt.com Products: Beer Lagos 441 North Fifth Street Philadelphia, PA 19123 Contact: Michelle Pernanteau Tel: 215 925-1693 Email: mperanteau@lags.com URL: www.lagos.com Products: Jewelry	<b>Lindt &amp; Sprungli</b> Seestrasse 204 CH-8802 Klichberg Switzerland Contact: Patrick Baumann Tel: +41-44-716 24254 Fax: +41 44 715-4587 Email: pbaumann@lindt.com URL: www.lindt.com Products: Confectionery	<b>LUXOTTICA Travel Retail</b> Contact: Valerie Mills (Regional Sales Director Americas) 7300 NW 19th Street, Suite 304 Miami, Florida 33126 Ph: 305-477-0070 Fx: 305-715-5712 Email: VMills@us.luxottica.com	<b>Mark Edwards</b> 275 Goolsby Blvd Deerfield Beach, FL USA 33442 Contact: John Votypka Tel: 800 327-7027 Fax: 954 698-6077 Email: jvotypka@markedwardsltd.com URL: www.markedwardsltd.com Products: Jewelry	<b>Michael Hero</b> 6701 Nob Hill Road Taramac, FL USA 33321 Contact: Paul Morton Tel: 954 726-4468 Fax: 305 718-3206 Email: paul.morton@michaelhero.com URL: www.michaelhero.com Products: Gifts, Accessories
<b>Lalique Parfums</b> 11 rue Royale Paris, France 75008 Contact: Nicolas Godel Tel: +33 153 051-212 Fax: +33 142 662-092 Email: ngodel@lalique.fr URL: www.lalique.fr Products: Fragrances, Crystal	<b>Lise Watier Cosmétiques</b> 5600, Chemin Côte de Liesse Villa Mont-Royal, Québec H4T 4L1 Canada Contact: Ryan Rochford Tel: 800 665-4531 Fax: 514 735-7339 Email: ryanrochard@lisewatier.com URL: www.lisewatier.com Products: Cosmetics, Fragrances, Skincare	<b>LVMH Watch &amp; Jewelry</b> 2655 LeJeune Road, Suite 606 Coral Gables, FL USA 33134 Contact: Philippe Alluard Tel: 305 442-7231 Fax: 305 442-4064 Email: palluard@lvmhwatchjewelry.com URL: lvmhwatchjewelry.com Products: Watches	<b>Marroquina Carrera</b> 68D No.13-74, Interior 4 Bogota, Colombia Contact: Sebastian Marino Tel: +571 292-6266 Fax: +571 292-2116 Email: commercial@mariohernandez.com URL: www.mariohernandez.com Products: Leathergoods	<b>Michel Germain Parfums</b> 115 Industrial Avenue Carlton, Ontario K7C 3V7 Canada Contact: Anne MacDonald Tel: 613 966-0514 Fax: 613 257-8633 E-mail: amac@michelgermain.com URL: www.michelgermain.com Products: Fragrances
<b>Lancôme USA</b> 575 Fifth Avenue New York, NY USA 10017 Contact: Eric Lauzat Tel: 212 984-4106 Email: elauzat@lancomeusa.com URL: www.lancome-usa.com Products: Skincare	<b>Liz Claiborne Cosmetics</b> 1441 Broadway, 8th floor New York, NY USA 10018 Contact: Rocío Ojeda Tel: 212 626-1825 Fax: 212 626-18529 Email: rocio_ojeda@liz.com URL: www.liz.com Products: Fragrances	<b>M.I. Hummel</b> Goebel Plaza, P.O. Box 11 Pennington, NJ USA 08534 Contact: Joan McLoughlin Tel: 800 666-2582 Fax: 800 486-6354 Email: jmcloughlin@mihummel.com URL: www.mihummel.com Products: Figurines	<b>Mars Travel Retail International</b> 815 NW 57th Street, Suite 400 Miami, FL USA 33126 Contact: Liliana Fuentes Tel: 305 682-8664 Fax: 305 682-0263 Email: liliana.fuentes@effem.com URL: www.mars.com Products: Confectionery	<b>Michele Watches</b> 20201 NE 16th Place Miami, FL USA 33179 Contact: Michelle Barouch Tel: 305 650-9771 Fax: 305 650-9729 Email: mrktg@michelewatches.com URL: www.michelewatches.com Products: Watches
<b>Land Industries</b> 2620 NW 72 Avenue Miami, FL USA 33122 Contact: James Izler Tel: 305 594-2260 Fax: 305 594-2064 Email: landleather@bellsouth.com URL: www.landleather.com Products: Leathergoods	<b>Lladro Comercial</b> 46016 Taveras Blanques Valencia, Spain Contact: Francisco Navarro Tel: +34 963 187-002 Fax: +34 963 187-009 Email: fnavarro@es.lladro.com URL: www.lladro.com Products: Figurines	<b>Majorette America</b> 19591 NE 10th Avenue, Bay E North Miami Beach, FL USA 33179 Contact: Maurice Oujevolk Tel: 305 651-8887 Fax: 305 651-7131 Email: intermk@bellsouth.net Products: Toys	<b>Mattel</b> 333 Continental Blvd. Mail Stop M1-1108 El Segundo, CA USA 90245-5012 Contact: Graciella Meibar Tel: 310 252-2000 Fax: 310 252-2179 Email: meibagr@mattel.com URL: www.mattel.com Products: Toys	<b>Millennium Import</b> 25 Main Street Southeast Minneapolis, MN USA 55414 Contact: Dean Philips Tel: 612 331-6230 Fax: 612 623-1644 Products: Liquor
<b>Lauren G. Adams</b> 3700 North 29 Avenue, Suite 102 Hollywood, FL USA 33020 Contact: Orly Ovadia Tel: 954 367-1500 Fax: 954 367-1504 Email: orlylg@aol.com URL: www.laurengadams.com Products: Jewelry	<b>LMC International</b> 550 Biltmore Way, Suite 1270 Coral Gables, FL USA 33134 Contact: J.M. Paray Tel: 305 448-4111 Fax: 305 448-3057 Products: Watches, Writing Instruments	<b>Majorica Jewelry</b> 366 Fifth Avenue, Suite 507 New York, NY USA 10001 Contact: Sanford Roland Tel: 212 695-1756 x27 Fax: 212 967-4248 Email: sroland@majorica.com URL: www.majorica.com Products: Jewelry	<b>Matusalem &amp; Company</b> 1205 SW 37 Avenue, Suite 300 Miami, FL USA 33135 Contact: Al Chrisholm Tel: 305 448-8255 Fax: 305 443-9528 Email: al@matusalem.com URL: www.matusalem.com Products: Liquor	<b>Michele Watches</b> 20201 NE 16th Place Miami, FL USA 33179 Contact: Michelle Barouch Tel: 305 650-9771 Fax: 305 650-9729 Email: mrktg@michelewatches.com URL: www.michelewatches.com Products: Watches
<b>Leáñez</b> K15 A.J. Leáñez Street P.O. Box 3038 Curacao, Netherland Antilles Contact: Marisa van Schendel Tel: +5999 747-1702 Fax: +5999 747-1705 Email: Marisa@leanez.com URL: www.leanez.com Products: Liquor	<b>L'Occitane</b> 1101 Brickell Ave, 1003 North Tower Miami, FL 33131 Tel: 305722 2282 Email: mgamby@loccitane.com Products: Fragrances, Cosmetics	<b>Maker's Mark Distillery</b> 1000 Lincoln Income Center 6200 Dutchmans Lane, Suite 103 Louisville, KY USA 40205 Contact: Greg Walker Tel: 502 459-7884 Fax: 502 459-2026 URL: www.makersmark.com Products: Liquor	<b>Maurice Jim Sunglasses</b> One Aloha Lane Peoria, IL USA 61615 Contact: Giles Marks Tel: 905-338-5524 Fax: 905-338-6175 Email: gmarks@mauijim.com URL: www.mauijim.com Products: Jewelry	<b>Mikimoto USA</b> 680 Fifth Avenue, 4th floor New York, NY USA 10019 Contact: Robert Artelt Tel: 212 457-4501 Fax: 212 457-4635 Email: rartelt@mikimoto.america.com
<b>Lenox</b> 100 Lenox Drive Lawrenceville, NJ USA 08648	<b>Longchamp USA</b> 1401 Brickell Avenue, Suite 1030 Miami, FL USA 33131 Contact: Maryvonne Supplisson Tel: 305 372-1628 Fax: 305 372-0761 Email: msupplisson@longchampmiami.com URL: www.longchamp.com Products: Leathergoods	<b>Marchon Eyewear</b> 35 Hub Drive Melville, NY USA 11747 Contact: Anthony Izzo	<b>Marcolin USA</b> 14100 Palmetto Frontage Road, Suite 107 Miami Lakes, FL USA 33016 Contact: Gita Sekhri Travel Retail/ Duty Free Sales Manager Email: gsekhri@marcolin.com Direct: 305-512-5782 Mobile: 305-613-6113 URL: www.marcolin.com	



<b>Philip Morris Latin America</b> 1 Alhambra Plaza, Suite 620 Coral Gables, FL USA 33143 Contact: Estuardo Ortiz Tel: 305 445-4663 Fax: 305 445-0732 Email: estuardo.ortiz@pmintl.com URL: www.pmlntl.com Products: Tobacco	Fax: 214 920-2659 Email: mary.villanueva@proline-intl.com URL: www.proline-intl.com Products: Haircare	Tel: +596 695-336 Fax: +596 691-549 Products: Liquor	Contact: Guy Williamson Tel: 800 661-8137 Fax: 732 764-4974 Products: Tableware	<b>San Telmo</b> 330 East Main Street, 2nd floor Barrington, IL USA 60010 Contact: Fred Weinert Tel: 847 842-9115 Fax: 847 842-1240 URL: www.vmbeauty.com Products: Fragrances
<b>Philippe Gérard Enterprises</b> 5805 Blue Lagoon Dr. Suite 320 Miami, FL 33126 Contact: Jean François Picot Tel: 786 777-0110 Fax: 786 777-0120 Email: jfpicot@pgeinc.com URL: www.pgeinc.com Products: Fragrances	Fax: 323 261-0801 Email: prometheus@prometheuskp.com URL: www.prometheuskp.com Products: Tobacco	<b>Prometheus International</b> 5680 Brandini Avenue Bell, CA USA 90201 Contact: Keith Park Tel: 323 261-7200 Fax: 323 261-0801 Email: prometheus@prometheuskp.com URL: www.prometheuskp.com Products: Tobacco	<b>Revlon Travel Retail</b> 237 Park Avenue New York, N.Y. 10017 Contact: Ellyn Porpora Tel: 914-773-6733 Fax: 914-773-5972 Email: Ellyn.Porpora@revlon.com Products: Cosmetics	<b>Royal Sales Western Hemisphere</b> 2800 SW 5th Avenue Miami, FL USA 33129 Contact: Sergi Pagnussat Tel: 305 667-0786 Fax: 305 285-0096 Products: Liquor
<b>Phoenix Worldwide</b> 1775 Highway 34 Farmingdale, NJ USA 07727 Contact: Doreen Slater Tel: 732 974-5780 Fax: 732 974-5788 Email: phoenixww@monmouth.com Products: Fragrances, Cosmetics	Fax: 978 698-1174 Email: paul.gautier@puma.com URL: www.puma.com Products: Fashion	<b>Puma North America</b> 5 Lyberty Way Westford, MA USA 01886 Contact: Paul Gautier Tel: 978 698-1000 Fax: 978 698-1174 Email: paul.gautier@puma.com URL: www.puma.com Products: Fashion	<b>The Revlon Group</b> P.O. Box 363005 Calle A Esq C Urbanizacion Industrial Mario Juli San Juan, PR 00936-3005 Contact: Yvette de Jesus Tel: 787 781-2323 Fax: 787 781-7747 Email: Yvette.dejesus@revlon.com URL: www.revlon.com Products: Cosmetics	<b>Royal Scotch Whisky</b> 4353 NW 72 Avenue Miami, FL USA 33166 Contact: Francisco Morales Tel: 305 513-8700 Fax: 305 513-0010 Email: royalw@bellsouth.net Products: Liquor
<b>Polo Ralph Lauren Fashion</b> 650 Madison Avenue, 5th floor New York, NY USA 10022 Contact: Mary Randolph-Carter Tel: 212 318-7000 Fax: 212 759-6169 URL: www.polo.com Products: Fashion	Fax: 284 494-2174 Email: ljackson@pusser.com URL: www.pusser.com Products: Liquor	<b>Pusser's</b> West Indies Road Town Tortola, BVI Contact: Liz Jackson Tel: 284 494-2174 Fax: 284 494-4775 Email: ljackson@pusser.com URL: www.pusser.com Products: Liquor	<b>Revolution Spirits</b> 13601 SW 143 Court, Suite 104 Miami, FL USA 33186-5604 Contact: Chros Jonckheer Tel: 786 293-7705 Fax: 786 293-8249 Email: cjunkheer@rumsanpablo.com URL: www.rumsanpablo.com Products: Liquor	<b>Rum Distillers of Trinidad &amp; Tobago</b> Old Southern Main Road Frederick Settlement Coronis, Trinidad & Tobago, W.I. Contact: Asaupa Ghany Tel: 868 662-3645 Fax: 868 663-1404 Email: rumdistillers@carib-link.net Products: Liquor
<b>Pommares</b> Edificio Omega, Avenida Samuel Lewis, Piso 4A, Panama City, Panama T +507 264-2055 F +507 263-6489 Contact: Anabella Jurado E: atlasco@pommares.com URL: www.pommares.com Products: Fashion, Crystal, Fragrance, Watches	Fax: 246 426-0334 Email: rseale@caribsurf.com Products: Liquor	<b>R.L. Seale &amp; Co. Foursquare</b> <b>Rum Distillery</b> Foursquare St. Philip, Barbados, West Indies Contact: David Seale Tel: 246 436-6003 Fax: 246 436-6003 Email: rseale@caribsurf.com Products: Liquor	<b>Richel USA</b> 730 Fifth Avenue, Suite 1807 New York, NY USA 10019 Contact: Juan Catris Tel: 212 315-0777 Fax: 212 315-0664 Email: richel@richel.es URL: www.richel.es Products: Fashion	<b>Rum Jumbie</b> P.O. Box 192 Pointe Blanche, St. Maarten Netherland Antilles Contact: Ralph Ledee Tel: +599 542-3587 Fax: +599 543-1146 Email: Ralph@dutyfreeliquors.com URL: www.dutyfreeliquors.com Products: Liquor
<b>Ponche Crema</b> Calle Madrid Entre Trinidad y Mucuchies OTA. Aurora 12-06 Las Mercedes Caracas, Venezuela 1060 Contact: Gabriel Raffalli Tel: 58 2 993-2363 Fax: 58 2 993-9648 Email: exp@ponchecrema.com URL: www.ponchecrema.com Products: Liquor	Fax: 212 984-4575 Email: jjabart@us.loreal.com Products: Fragrances	<b>Ralph Lauren Fragrances</b> 575 Fifth Avenue, 29th floor New York, NY USA 10019 Contact: Jean Pierre Jabart Tel: 212 818-4251 Fax: 212 984-4575 Email: jjabart@us.loreal.com Products: Fragrances	<b>Richemont Latin America &amp; Caribbean</b> 550 Biltmore Way, PH1 Coral Gables, FL USA 33134 Contact: Juan Carlos Delgado Tel: 305 459-4309 Fax: 305 341-0383 Email: richemont@richemont.com URL: www.richemont.com Products: Writing Instruments	<b>Russ Berrie</b> 3313 Oak Street FT. Lauderdale, FL USA 33312 Contact: Marlene Weitzenfeld Tel: 954 986-2939 Fax: 954 981-1805 Email: mwweitzenfeld@russberrie.com URL: www.russberrie.com Products: Toys
<b>Premier Global Trading, Inc.</b> 610 Sewall Avenue, Suite10-A Asbury Park, NJ 07712 Tel: 786 752 4150, x101 Fax: 877 573 5195 Contact: W. Elizabeth Taylor Skype: LizTaylor.10 Email: Info@PremierGlobalTrading.com Products: Confectionary, Accessories, Fragrance & Watches Electronic Accessories, Licensed Brands in All Product Categories	Fax: 212 355-3350 Email: info@premierglobaltrading.com Products: Watches	<b>Raymond Weil Watch</b> 587 Fifth Avenue New York, NY USA 10019 Contact: Benny Shabtai Tel: 212 355-3350 Fax: 212 355-3720 Products: Watches	<b>Robert Mondavi Wines</b> 1721 SW 68th Avenue Plantation, FL USA 33317 Contact: Chris O'Connor Tel: 954 583-2724 Fax: 954 587-5937 Products: Wine	<b>Sacha Cosmetics</b> 33-35 Nelson Road Freeport, Chaguanas Trinidad & Tobago West Indies Contact: Adrian Singh Tel: 868 673-1091 Fax: 868 673-10
<b>Prestige International Distribution</b> 5 Lago Lashley Road, Cole Bay St. Maarten, Netherland Antilles Contact: Jean Legoubey Tel: 599 545-364 Fax: 599 542-671 Products: Fragrances	Fax: 781 401-5000 Email: 781 401-4052 URL: www.reebok.com Products: Fashion	<b>Reebok International</b> 1895 J.W. Foster Blvd. Camton, MA USA 02021-1099 Contact: John Wardley Tel: 781 401-5000 Fax: 781 401-4052 URL: www.reebok.com Products: Fashion	<b>Rolex Watch</b> 655 Fifth Avenue New York, NY USA 10022 Tel: 212 758-7700 Fax: 212 371-0371 URL: www.rolex.com Products: Watches	<b>SDM Luxury</b> Contact: Sharon Mosby Sell, Develop and Manage Luxury sdmluxury@verizon.net Phone 856.912.7779 Products: Liquor
<b>Prince Sports Group</b> 1 Tennis Court Bordentown, NJ USA 08505 Contact: Brian Kovalchuk Tel: 609 291-5800 Fax: 609 291-5900 Products: Sporting Goods	Fax: 586 773-2367 Email: bob.lewis@newmail.net Products: Accessories	<b>Reeves and Mortime rUSA</b> 23232 Clairwood St. Clair, MI USA 48080 Contact: Bob Lewis Tel: 586 773-2303 Fax: 586 773-2367 Email: bob.lewis@newmail.net Products: Accessories	<b>Rothman Benson &amp; Hedges</b> 1500 Don Mills Road North York, Ontario M3B 3L1 Canada Contact: Ken Morrison Tel: 416 442-3582 Fax: 416 442-3698 Email: kmorrison@rbninc.ca URL: www.rbninc.ca Products: Tableware	<b>Safilo represented by Travel Traders</b> 100 North Biscayne Blvd., Suite #801 Miami, FL 33132 Contact: Stephane Giraud Tel: 305 379 3742 Fax: 305 379 3746 Email: sgiraud@travel-traders.net URL: www.safilo.com Products: Eyewear
<b>Pro-Line International</b> 2121 Panoramic Circle Dallas, TX USA 75212 Contact: Mary Villanueva Tel: 214 920-2643	Fax: 1 561-745-0344 Email: james@reisigl.com Products: Custom marketing & merchandising	<b>Reisigl Associates</b> 2875 Jupiter Park Drive, Suite 1300 Jupiter, FL 33458 Contact: James Reisigl Tel: 1 561-745-0344 Email: james@reisigl.com Products: Custom marketing & merchandising	<b>Remy Caribe Rhum</b> St. James BP 37 St. Marie, Martinique FWI 97230 Contact: Jean Mytil Laurent	<b>Samsonite Corporation</b> P.O. Box 650805 Miami, FL USA 33265-0805 Contact: Ed Amador Tel: 305 553-3973 Fax: 305 225-9717 Products: Luggage
			<b>Royal Doulton USA</b> 701 Cottontail Lane Somerset, NJ USA 08873	<b>Samsung Electronics</b> Plaza Caracol, Calle 50, Piso 15 Panama, Rep. of Panama 0833-0042 Contact: Julio Abrahams Tel: +507 269-4316 Fax: +507 269-6850 Products: Electronics
				<b>Shillingfort Estates</b> P.O. Box 90, Macoucherie Estate Roseau, Dominica Contact: Denise Shillingfort Tel: 767 449-6409 Fax: 767 449-6904 Products: Liquor

<b>Shiseido</b> 1221 Brickell Avenue, Suite 2600 Miami, FL USA 33131 Contact: Daniela Trujillo Tel: 305 416-6023 Fax: 305 416-6017 Email: dtrujillo@shiseido.com URL: www.shiseido.com Products: Cosmetics	Tel: +507 265-7595 Fax: +507 264-8412 Email: sodepac@psi.net.pa Products: Fragrances	<b>Sun Distribution</b> 7 rue de la Liberte Marigot, St. Martin, FWI 97150 Contact: Laurent Vialenc Tel: +590 590-871-497 Fax: +590 590-871-248 Email: sundistribution@wanadoo.fr URL: www.xtend.tm.fr Products: Tobacco	<b>Tairo International</b> 1111 Kane Concourse Plaza, #411 Bay Harbor, FL USA 33154 Contact: Robert Bassan Tel: 305 864-8933 Fax: 305 864-8905 E-mail: robert@tairo.com URL: www.tairo.com Products: Fragrances	10018 Contact: Holyn Lord Tel: 212 548-1910 Fax: 212 548-1828 Email: hlond@tommy-usa.com URL: www.tommy-usa.com Products: Fashion
<b>Signature Brands International</b> 3925 Cross Bend Drive Arlington, TX 76016 Contact: Carolyn Morgan Ph: 817/561-7762 Fax: 817/561-7770 Email: sbtxes@aol.com Products: Jewelry, Gifts, Accessories	Fax: 787 277-0606 Email: rolandoramos@sony.com URL: www.sony.com Products: Electronics	<b>Sunflower Solutions</b> 4680 N. University Drive, Suite 444 Coral Springs, FL USA 33076 Contact: Michele Hamilton Harold Tel: 954 243-7600 Fax: 954 575-1677 Email: mharold@bellsouth.net URL: www.sunflowersolutions.com	<b>Taramax U.S.A.</b> 9877 NW 52 Lane Miami, FL USA 33178-2604 Contact: Juan Ariza Tel: 305 716-0276 Email: jariza@taramax.ch URL: www.taramax.ch Products: Watches	<b>Tommy Hilfiger Sunglasses</b> 25 West 39th Street, 14th floor New York, NY USA 10018 Contact: Chris Hartigan Tel: 212 548-1569 Fax: 212 548-1974 Email: chartigan@tommy-usa.com URL: www.tommy-usa.com Products: Eyewear
<b>Signature Eyewear</b> 498 North Oak Street Inglewood, CA USA 90302 Contact: Dana Michalke Tel: 888 393-2891 Fax: 888 439-3289 Email: dmichalke@signatureeyewear.com URL: www.signatureeyewear.com Products: Eyewear	Fax: 787 277-0343 Email: info@specialtyspirits.com URL: www.specialtyspirits.com Products: Liquor	<b>Specialty Brands Spirits &amp; Wine</b> 7154 North University Drive Tamarac, FL USA 33321 Contact: Robert Syner Tel: 954 722-0222 Fax: 954 726-1406 Email: spectore@spectore.com URL: www.spectore.com Products: Jewelry	<b>Sunny Caribee Spice Co.</b> P.O. Box 286 Road Town, Tortola British Virgin Islands Contact: Greg Gunther Tel: 284 494-2178 Fax: 284 494-4029 Email: sunnycaribee@surfibi.com URL: www.sunnycaribee.com Products: Fine Food, Fragrances, Gifts	<b>TDL International</b> 11001 NW 123 Street, Ste. B Medley, FL 33178 Mike Guerra & Travis Guerra mike@tdlincorp.com Tel 305 455 1082 Products: Confectionery
<b>Silhouette International</b> P.O. Box 538 Elbogmerstr 24 Linz, Austria A-4021 Contact: Franz Xaver Wageneder Tel: 43 732-3848-439 Fax: 43 732-3848-477 Email: f.wageneder@silhouette.at URL: www.silhouette.at Products: Eyewear	Fax: 954 421-2391 Email: rsas@spectore.com URL: www.spectore.com Products: Jewelry	<b>Sunstone</b> 11608 Piney Lodge Road North Potomac, MD USA 20878 Contact: Jonathan Levine Tel: 301 762-4404 Fax: 301 762-3312 Email: jlevine@sunstoneinc.com URL: www.sunstoneinc.com Products: Jewelry	<b>TechnoMarine</b> 2915 Biscayne Blvd, Suite 303 Miami, FL USA 33137 Contact: Mathew Olivari Tel: 305 728-2849 Fax: 305 438-0899 Email: mathew@technomarine.com URL: www.technomarine.com Products: Watches	<b>Tortuga Rum Cake Company</b> 14202 SW 142 Avenue Miami, FL USA 33186 Contact: Monique Hamaty-Simmonds Tel: 305 378-6668 Fax: 305 378-0990 Email: rmhamaty@tortugarums.com URL: www.tortugarums.com Products: Fine Foods
<b>Sint Maarten</b> Guavaberry No. 8-10 Frontstreet Philipsburg, St Maarten, N.A. Contact: Steven Thomson Tel: +599 542-2965 Fax: +599 542-4598 Email: steven@guavaberry.com URL: www.guavaberry.com Products: Fine Food, Liquor	Fax: 323 720-4662 Email: lbenko@speedousa.com URL: www.speedousa.com Products: Fashion	<b>Swarovski America</b> 2655 LeJeune Road, Suite 914 Coral Gables, FL USA 33134 Contact: Lotty Munov Tel: 305 461-0040 Fax: 305 461-1210 Email: lotty.munov@swarovski.com URL: www.swarovski.com Products: Jewelry,Crystal	<b>Tiffany &amp; Co.</b> 600 Madison Avenue New York, NY USA 10022 Contact: Lina Buckley Tel: 212 755-8000 Fax: 212 230-6598 URL: www.tiffany.com Products: Jewelry	<b>Tortuga Rum Company</b> P.O. Box 2307 GT Georgetown, Grand Cayman, B.W.I Contact: Robert Hamaty Tel: 345 949-7701 Fax: 345 949-6322 Email: rhamaty@tortugaram.com URL: www.tortugaram.com Products: Liquor
<b>Skagen Designs</b> 640 Maestro Drive, Suite 100 Reno, NV USA 89511 Contact: Valerie Puterski Tel: 775 850-5500 Fax: 775 850-5530 Email: vputerski@skagedesigns.com URL: www.skagedesigns.com Products: Watches	Fax: 758 452-2211 Email: coxco@candw.lc Products: Liquor	<b>St. Lucia Bay Rum</b> P.O. Box 88 William Peter Blvd. Castries, St. Lucia, West Indies Contact: Louise Vite Tel: 758 453-1868 Email: sales@sludistillers.com URL: www.sludistillers.com Products: Liquor	<b>The Swatch Group</b> 5301 Blue Lagoon Dr., Suite 620 Miami, FL 33216 Contact: Fernando Quintero Tel 786 866 5078	<b>TPR Holdings LLC</b> 950 Third Avenue New York N.Y. 10022 Contact: Brian Robinson Tel: 212 755-9300 Email: brobinson@tprholdings.com URL: www.tprholdings.com Products: Beauty, Fragrance, Cosmetics, Toiletries
<b>Skin Ceuticals</b> 3402 Miller Road Garland, TX USA 75041 Contact: Eric Dowles Tel: 800 811-1660 Fax: 972 926-2950 URL: www.skinceuticals.com	Fax: 758 451-4221 Email: sales@sludistillers.com URL: www.sludistillers.com Products: Liquor	<b>St. Lucia Distillers</b> P.O. Box 823 6 Manuel Street Castries, St Lucia, West Indies Contact: Margaret Montplaisir Tel: 758 451-4351 Fax: 758 451-4221 Email: coxco@candw.lc Products: Liquor	<b>Swedish Match do Brasil</b> Rua Visconde de Pirajá 250 5º andar Ipanema, Rio de Janeiro Brazil Contact: Martin L. Sowers Tel: +5521 2227-9654 Fax: +5521 2522-1879 martin.sowers@swedishmatch.com.br URL: www.swedishmatch.com.br Products: Tobacco	<b>Time International</b> 2315 NW 107 Avenue Miami, FL USA 33155 Contact: Angela Acosta Tel: 305 477-1220 Fax: 305 477-2363 Products: Watches
<b>Sky International</b> 2822 Van Ness Avenue San Francisco, CA USA 94109 Contact: Matt Gilmore Tel: 415 931-2000 Fax: 415 931-5050 Email: matt@sky.com URL: www.sky.com Products: Liquor	Fax: 784 458-2951 Email: svdi@caribsurf.com Products: Liquor	<b>St. Vincent Distillers</b> P.O. Box 112 Mt. Bentick St. Vincent & the Grenadines Contact: Kenrick Graves Tel: 784 458-6221 Fax: 784 458-2951 Email: svdi@caribsurf.com Products: Liquor	<b>Swisher International</b> 459 East 16 Street Jacksonville, FL USA 32206 Contact: Ron Carroll Tel: 954 353-4311 Fax: 904 634-1327 Email: rcarroll@swisher.com URL: www.swisher.com Products: Tobacco	<b>Time Products Corp.</b> 5555 Anglers Avenue, Suite 19 Ft. Lauderdale, FL USA 33312 Contact: Gillian Salazar Tel: 954 981-8666 Fax: 954 981-8189 Email: gillian@timeproductsCorp.com URL: www.timeproductsCorp.com Products: Watches
<b>Société de Rhum Barbancourt</b> B.P. #33 16 rue Bonne Foi Port-au-Prince, Haiti Contact: Thierry Gardère Tel: +509 224-322 Fax: 305 402-8191 Email: tgardere@barbancourt.com URL: www.barbancourt.com Products: Liquor	Email: april.winship@stansfeldscott.com Products: Wines & Spirits	<b>Stansfeld Scott Inc.</b> 630 Brooker Creek Blvd. Suite 325 Oldsmar, FL 34677 Tel: 813-855-2131 Contact: April Winship Email: april.winship@stansfeldscott.com Products: Wines & Spirits	<b>Swiss Army Brands</b> P.O. Box 874 One Research Drive Shelton, CT USA 06484-0874 Contact: Jeff Turner Tel: 203 929-6391 Fax: 203 925-2933 Email: jeff.turner@swissarmy.com URL: www.swissarmy.com Products: Watches, Sunglasses	<b>Time Square Productions</b> P.O. Box 4858 Panama 5, Rep. of Panama Contact: Dennis Oller Tel: +507 675-3015 Fax: +507 213-8149 Products: Fashion
<b>Sublime Overseas Corporation</b> Calle Elvira Mendez Edificio Vallarino Mazzanine # 10 Panama, Rep. de Panama Contact: Jacques Paray Tel: +507 269-6023 Fax: +507 263-6250 Email: sublime@psi.net.pa Products: Fragrances, Cosmetics	Fax: +507 263-6250 Email: sublime@psi.net.pa Products: Fragrances, Cosmetics	<b>Swiss Watch International</b> 101 South State Road 7 Hollywood, FL USA 33023 Contact: Shlomi Ben-Schmuel Tel: 954 985-3827 Email: shlomi@swisswatchintl.com URL: www.swisswatchintl.com Products: Watches	<b>Todhunter-Mitchell Distilleries</b> Rosetta Street Nassau, Bahamas Contact: Joseph Russo Tel: 242 351-3420 Fax: 242 351-2790 Email: jrusso@todmitchell.com URL: www.todmitchell.com Products: Liquor	<b>Tobacos Puro de Nicaragua</b> 10300 NW 19 Street, Suite 114 Miami, FL USA 33172 Contact: Norman Lugar Tel: 305 595-8566 Fax: 305 513-3964 Products: Tobacco
<b>Sodapec</b> P.O. Box 0816-03060 Panama Zone 5 Rep. de Panama Contact: Carmen Carrizo		<b>Swiss Army Brands</b> P.O. Box 874 One Research Drive Shelton, CT USA 06484-0874 Contact: Jeff Turner Tel: 203 929-6391 Fax: 203 925-2933 Email: jeff.turner@swissarmy.com URL: www.swissarmy.com Products: Watches, Sunglasses	<b>TravelPro USA</b> 700 Banyan Trail Boca Raton, FL USA 33431 Contact: Draga Alexander Tel: 561 998-2824 Fax: 561 998-7876 Email: draga@travelpro.com URL: www.travelpro.com Products: Luggage	<b>Tropical Vendors</b> P.O. Box 13644 San Juan, PR 00908-3644 Contact: Salvador Egea Sr. Tel: 787-788-1207 Fax: 787 788-1153 Email: tropicalvendors@hotmail.com Products: Gifts, Eyewear

<b>Tuscany Eyewear</b> 13794 SW 4th Street, Suite 207 Sunrise, FL USA 33325 Contact: Wayne Goldman Tel: 954 835-2155 Fax: 954 835-2442 Email: nyo@tuscanyeyewear.com URL: www.tuscanyeyewear.com Products: Eyewear	Email: pciaciulli@usthq.com URL: www.usthq.com Products: Tobacco	<b>Vincor Canada</b> (Constellation Brands – Inniskillin Wines) 441 Courtneypark Drive East Mississauga, Ontario L5T 2V3 Canada Contact: Amanda Dolotowicz Tel: 1-905-564-6900 Ext-5784 Fax: 905 564-6181 Email: Amanda.Dolotowicz@cbrands.com URL: www.inniskillin.com Products: Wine	Email: dpiretra@wengerna.com URL: www.wengerna.com Products: Fragrances	URL: www.wnvsales.com Products: Optical, Tobacco, Writing Instruments
<b>UCI</b> 725 Fifth Avenue, 23rd floor New York, NY USA 10022 Contact: Michelle Moisand-Lardizabal Tel: 212 759-8888 Fax: 212 223-8064 Email: michelle.moisand@unilever.com URL: www.unilever.com Products: Fragrances	<b>Valor Chocolates USA</b> 2770 NW 24 Street Miami, FL USA 33142 Contact: José Carlo Tel: 305 635-7331 Fax: 305 633-0746 Email: jcarlo@valor.es URL: www.valor.es Products: Confectionery	<b>Virgin Island Rum Industries</b> P.O. Box 218 Fredericksted, St. Croix USVI Contact: Gary Nethropp Tel: 340 692-2280 Fax: 340 692-2202 Products: Liquor	<b>Wente Vineyards</b> 5565 Tesla Road Livermore, CA USA 94550-9149 Contact: Marc Bourelli Tel: 925 456-2307 Fax: 925 456-2319 Email: marchb@wentevineyards.com URL: www.wentevineyards.com Products: Wine	<b>World Class Brands</b> 1030 W. Higgins Rd Suite 102 Park Ridge, IL 60068 Contact: Leonardo DiCristofano Owner & CEO Tel: 847 518 1600 Email: lennydi@aol.com URL: www.worldclassbrands.com
<b>Ulysse Nardin</b> 2101 NW Corporate Blvd., Suite 101 Boca Raton, FL USA 33431 Contact: Lin Coyle Tel: 561 988-8600 Fax: 561 988-0123 Email: lcoyle@ulysse-nardin.com URL: www.ulysse-nardin.com Products: Watches	<b>Van Gogh Imports</b> 6520 Pinecastle Boulevard Orlando, FL, 32809, USA Contact: Kevin Smith Tel: 407-812-8571 Email: k.smith@vangoghvodka.com Products: Liquor	<b>Viva International Group</b> 3140 Route 22 West Somerville, NJ USA 08876 Contact: Drew Opperman Tel: 908 595-6200 Fax: 908 595-6269 Email: dopperman@vivagroup.com URL: www.vivagroup.com Products: Sunglasses	<b>The West Indies Rum Distillery</b> Brighton, Black Rock St. Michael, Barbados, WI. Contact: Nicola Rhett Harris Tel: 246 425-9301 Fax: 246 425-7236 Email: rhett_harris@goddent.com Products: Liquor	<b>World Tour Enterprises</b> 1775 Highway 34 Farmington, NJ USA 07727 Contact: Brian J. Venables Tel: 732 974-5780 Fax: 732 974-5788 Email: wtdef@aol.com Products: Watches
<b>Underberg</b> 169 Daniel Webster Highway Meredith, NH USA 03253 Contact: Martyn Bignell Tel: 603 279-6356 Fax: 603 279-6395 Email: underberg@earthlink.com URL: www.underberg.com Products: Fine Food	<b>Varela</b> Hermanos Urbanization Industrial, Juan Diaz Calle A-16, Frente Al Gimnasio Nuevo El Dorado, Panama, Republic of Panama Contact: Daniel Fabrega Tel: +507 217377 Fax: +507 2176046 Email: dfabrega@varelahermanos.com URL: varelahermanos.com Products: Liquor	<b>Viva Time Corp.</b> 49 West 38th Street, 7th floor New York, NY USA 10018 Contact: Albert Eida Tel: 212 997-1022 Fax: 212 997-1062 Email: info@vivatime.com URL: www.vivatime.com Products: Watches	<b>Westerhall Estate</b> P.O. Box 221 St. George's, Grenada, West Indies Contact: Graham K. Williams Tel: 473 443-5477 Fax: 473 440-4113 Products: Liquor	<b>World Beverage Logistics</b> 10530 NW 26th Street, #F-101 Miami, FL USA 33172 Contact: Enrique Henry Alard Tel: 305 463-9956 Fax: 305 463-9958 Email: e.alard@worldbeverages.com URL: www.worldbeverages.com Products: Liquor
<b>Unique Luxury Goods LLC</b> 1711 Coral Ridge, Fort Lauderdale, FL 33305, USA Contact: Lola Perez Phone:+1 954 536 4603 lola.perez@uniquegl.com Category: Lucky Clover Jewelry	<b>Venex International</b> 1011 Highway 71 Spring Lake Heights, NJ USA 07762 Contact: Steven Venables Tel: 732 449-2354 Fax: 732 449-7080 Email: stevenvenex@msn.com Products: Fragrances	<b>Vivian</b> E 126 North Arnold Road Panama City Beach, FL USA 32413 Contact: Kathryn Hardy Tel: 850 233-1305 Fax: 850 233-0309 Email: vivian01@aol.com URL: www.turisops.com Products: Fragrances,	<b>White Rock Distillers</b> 21 Saratoga Street Lewiston, Maine USA 04240 Contact: Paul Coulombe Tel: 207 783-1433 Fax: 207 795-0177 Products: Liquor	<b>Worldclassbrands</b> 416 West Higgins Road Park Ridge, IL USA 60068 Contact: Leonard DiCristofano Tel: 847 518-1600 Fax: 847 518-1601 Products: Watches, Jewelry
<b>United Colors of Benetton</b> 2121 Ponce de Leon Blvd., # 405 Coral Gables, FL USA 33134 Contact: Andre Doren Tel: 305 447-0038 Fax: 305 447-1108 Email: avducc@msn.com Products: Fashion	<b>Versatrans</b> Breedestraat 33(P) Curaçao, Netherland Antilles Contact: Mark Steven Van der Kwast Tel: +5999 461-2143 Fax:+5999 461-2575 Email: svander@attglobal.net URL: www.versatrans-inc.com Products: Cosmetics	<b>Victoria's Secret Beauty Company</b> 665 Fifth Avenue New York, NY USA 10103 Contact: Sandra Heppenheimer Tel: 212 424-0400 Email: sandrah@victoria.com URL: www.victoria.com Products: Fragrances	<b>Skincare VPI Canada</b> 50 Mural Street, Unit 7 Richmond Hill, Ontario L4B 1E4 Canada Contact: Janet Gould Tel: 905 886-2022 Fax: 905 886-3514 Email: jgould@vpicanada.com URL: www.vpicanada.com Products: Eyewear	<b>William Grant &amp; Sons</b> 2332 Galiano Street (2nd floor – Suite 128) Coral Gables, FL 33134 Contact: Jose Castelvi Tel: +1 305 447 9098 Email: Jose.Castelvi@wgrant.com URL: www.wgrantusa.com Products: Liquor
<b>United Parcel Services</b> 14701 NW 77 Avenue Miami Lakes, FL USA 33014 Contact: Roberto Elizano Tel: 305 827-8870 Fax: 305 827-8848 URL: www.ups.com Products: Courier	<b>Victorinox Travel Gear</b> 295 NE 5th Avenue, Suite 26 Delray Beach, FL 33483 USA Contact: Marcos Zobel Regional Director for Latin America and Travel Retail Tel: +1 305 812-8805 marcos.zobel@trgrpr.com www.victorinox.com	<b>Victoria's Secret Beauty Company</b> 665 Fifth Avenue New York, NY USA 10103 Contact: Sandra Heppenheimer Tel: 212 424-0400 Email: sandrah@victoria.com URL: www.victoria.com Products: Fragrances	<b>Watnhe</b> 156 WE est 56 Street, Floor 7 New York, NY USA 10019 Contact: Emilie Jackson Tel: 212 757-3001 Fax: 212 489-4829 Products: Leathergoods	<b>Williamson Associates</b> 190 Claremont Road Bernardsville, NJ USA 07924 Contact: Yolanda Williamson Tel: 908 696-1481 Fax: 908 696-1482 Products: Porcelain
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<b>Ursus Vodka Company</b> Anodeweg 9 Hoorn, Netherlands 1627 LJ Contact: Arno Donkersloot Tel: +31 229-219-993 Fax: +31 229-216-654 Email: info@ursusvodka.nl URL: www.ursusvodka.nl Products: Liquor	<b>Victory International</b> 85 Newfield Avenue Edison, NJ USA 08837 Contact: Vinnie Chabra Tel: 732 417-1040 Fax: 732 417-5990 Email: vchabra@aol.com URL: www.victoryinternational.net Products: Fragrances	<b>Viewpoint Showrooms</b> 14 East 38 Street New York, NY USA 10016 Contact: Tinamarie Arlotta Tel: 212 696-1870 Fax: 212 213-5494 Email: tinamarie@viewpointshowrooms.com URL: www.viewpointshowrooms.com Products: Jewelry	<b>Wellington Jewelry</b> Level 2/491 Kent Street Sydney, Australia NSW 2000 Contact: Peggy Wu Tel: +612 9364-5190 Fax: +612 9364-5473 Email: peggy@wellingtonjeweller.com URL: www.wellingtonjeweller.com Products: Jewelry	<b>Wisdom Imports Sales Company</b> 8357 W Flagler Street, Suite 303 Miami, FL USA 33144 Contact: Israel del Rio Tel: 305 817-3041 Fax: 305 556-9929 E-mail: irorod@wisdomimport.com URL: www.wisdomimport.com Products: Beer
<b>U.S. Tobacco International</b> 100 West Putnam Avenue Greenwich, CT USA 06830 Contact: Pat Cianciulli Tel: 203 863-8151 Fax 203 863-8196	<b>Wenger</b> 15 Corporate Drive Orangeberg, NJ USA 10962 Contact: Dennis Piretra Tel: 845 365-3500 Fax: 845 365-2368	<b>Wenger</b> 15 Corporate Drive Orangeberg, NJ USA 10962 Contact: Dennis Piretra Tel: 845 365-3500 Fax: 845 365-2368	<b>WNV Sales &amp; Smart Reader</b> 601 Brickell Avenue, Suite 605 Miami, FL USA 33131 Contact: Ellen White Tel: 305 358-3887 Fax 305 358-3116 Email: ewhite@wnvsales.com	<b>Editorial Note:</b> Please let us know of any errors or changes in these listings as soon as possible.



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