

## Aruba Product Update

May 2018

The Aruba Tourism Authority (ATA) is the Destination Marketing & Management Organization for Aruba.

Our Mission:
To increase the share of affluent travelers and the economic value of tourism for the benefit of the community and our stakeholders by positioning and developing Aruba as their preferred Caribbean destination.

Our vision: The Aruba Tourism Authority (A.T.A.) will become the most innovative and creative DMMO in the Caribbean.

> Core Values: Empowerment Productivity & Ownership Professional Respect Fun & Passion.

# Below we offer a synthesis of some of the most prominent and important news during the month of May 2018



### ATA News

### Promotions in Colombia for the Aruba Summer Music Festival

The Aruba Tourism Authority along with the organizers of the Aruba Summer Music Festival (ASMF) and, as a special guest, Felipe Pelaez, one of the lineup for this fourth version, gathered recently in Bogotá for a press conference with the most relevant entertainment media outlets in Colombia, spreading the news about the music festival

this year. Additionally, a media tour was carried out in Medellin, with Tita Iglesias, Aruba Events and Sponsorship Specialist, and Darren Van Ommeren, organizer of the ASMF, to encourage Colombians in that area of the country to attend this new edition of the Aruba Fest.



### Tourism Fair Focuses on Wellness

At the "Enjoy the World" tourism fair held on April 20, Aruba decided to focus on Wellness, a stage of general well-being derived from mental, physical and emotional balance. Pablo Rodríguez, director of ATA Argentina, explained, "As the Happy Island, we are very focused on making sure that those who visit can say that they returned with a real sense of well-being and renewal. That is why we wanted to highlight this aspect in a fair dedicated to enjoyment, because Aruba is the ideal place not only to rest, but also to disconnect from everything and focus on what really matters."





### Argentine Radio Host Ronnie Arias Visits the Happy Island

Ronnie Arias, well-known Argentine host and influencer, visited Aruba with his family from April 19-23. With a strong interest in Arubian culture, Arias documented the trip on his social media, sharing his experience with his followers. During his stay, the Argentine celebrity enjoyed a visit to the National Park, the paradisiacal beaches and an enviable gastronomic tour.







### Aruba Meets Europe

Aruba Meets Europe is an annual event organized by the Aruba Tourism Authority in collaboration with the Aruba Hotel & Tourism Association. It is a five-day interactive conference with tour operators, wholesalers, and airline partners, all dedicated to the promotion of the island as a vacation destination, from Europe.

The official opening of the conference at the Hyatt Regency Aruba was attended by Prime Minister Minister Evelyna Wever-Croes, government dignitaries, and speakers including ATA CEO Ronella Tjin Asjoe-Croes, AHATA CMO Jim Hepple, Aruba Airport Authority CEO James Fazio, ATA DMO Sanju Luidens-Daryanani and ATA Area Director for Europe

Tirso Tromp. The Prime Minister emphasized the importance of tourism, representing 86.5% of GDP and 87% of Aruba's employment. She also thanked all partners for their dedication to Aruba's tourism and the community.

The ATA CEO explained that Europe is a stable market for the island, bringing 8% of total stayover visitors (90,000) with an average stay of 11 nights, contributing significantly to the economy. Emphasis was put on the importance of safeguarding sustainable development in the tourism industry. Information was shared about key developments in the hotel sector and the airport.





The annual US Data Summit recently took place to analyze statistics pertaining to the US, the principal tourism market for Aruba, and make modifications where necessary. The two-day meeting was attended by key ATA Aruba executives. Among the many areas covered were the Roadmap towards attracting

High Spenders and the Continued Focus on Geographic Diversification, determining the correct market mix for 2018-2021 and specific strategies for specific months. The millenial demographic continues to receive special attention, as do niche markets such as families and honeymooners.



### Latin American Planning Meeting

LAPMA 2018 organized by ATA was aimed at strengthening Aruba as a destination for Latin American travelers. The new slogan "You Need Aruba" is part of a campaign recently introduced.

This event provided the opportunity for participants from the top companies in each region to network and reconnect with all the opportunities and possibilities that Aruba offers their clients. Aruba sees great potential for growth in South America. The program also included meetings with ATA executives and covered all the efforts being made to raise the level of products and experiences offered to Latin American visitors. Participants visited various parts of the island and attended planning meetings as well as a Business 2 Business session during which contracts were signed with local businesses.





### Aruba Celebrated International Happiness Day in Latin America with its One Happy Day Campaign.

The annual International Happiness Day as decreed by the United Nations since 2013 was celebrated on March 20, in recognition of the important role that happiness plays in the lives of people. Aruba joined the commemoration by extending happiness to others, through different actions of its One Happy Day campaign in Latin America.

Aruba One Happy Day was launched through strong e-mail marketing and through the brand's social networks. This was an invitation

to travel to Aruba through the best offers and promotions in flights, hotels and packages in Latin America. Avianca, Copa and Latam airlines, together with seven hotels on the island participated. Furthermore, 43 packages and about 120 promotions were published on a website specifically prepared for this purpose.

In addition, as a special surprise, the directors of ATA Latam gave four newborns a trip to the island for them and their families to celebrate the happiness of being born on International Happiness Day. This action was captured through a video that was posted on the brand's social networks, its reach was placed in more than 8 million reproductions, capturing the attention of the region's media. The campaign had millions of impacts in the region and it was positioned as the most relevant integrated communication activity, to date for Latin America. With it, ATA Latin America confirmed its commitment to the dissemination of one of the island's greatest assets: living and sharing moments of happiness.







### Resorts

### Polar Plunge Leads to Sunny Aruba Shores

Participants in a Polar Plunge in the US Northeast had thoughts of Aruba to help keep them warm, with hopes of winning a week stay at the Playa Linda Beach Resort.

The annual event, held at Rye Beach, NY, during a frigid-feeling Sunday, was organized to raise funds for MAC Angels, a non-profit that supports families living with ALS (Lou Gehrig's disease) in

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the tri-state area (NY, NJ, CT). "Aruba gave it a great theme this year," proclaimed Philip Gormley, a MAC Angels Board Member, who was also a participant and led the plunge this year. The lucky winner, who excitedly displayed the one-week stay certificate during the post Plunge celebration, is now looking forward to planning a dream vacation at the Playa Linda, and to spending time under Aruba's reliably sunny skies.



### Aruba Marriott Resort & Stellaris Casino

#### **Ceviche Pop-up Event**

On April 20-21, three well-known Aruba Marriott chefs and an invited Ritz-Carlton chef worked together to present a world of ceviche, each with their own interpretation linked to their country of origin.

Hailing from Peru, Marriott Chef Teddy preparation Bouroncle's included the Tiradito with scallops, avocado and capers and the Classic Ceviche. Having grown up in Aruba, Marriott Chef Ever de Peña used as many local ingredients as possible and presented the vegan ceviche.

Chef Rodrigo Torres from Zadún, Ritz-Carlton Reserve, Los Cabos, Mexico, prepared an Octopus Taco and Tuna Tostada, Marriott Chef Romeo Penacino, originally from Argentina, prepared his Aphrodisiac Ceviche with red snapper, octopus, calamari, shrimp, sea urchin and scallops.





#### Hilton Aruba Caribbean Resort & Casino

### Bacardi Piña Colada Party

The Caribbean's most popular vacation cocktail is undoubtedly the Piña Colada - made of rum, coconut cream or milk, and pineapple juice. The iconic cocktail has recently been refreshed by Hilton's mixologists in partnership with Bacardi and is available at a number of Hilton properties in the Caribbean for a limited time.

The Skinny Colada, made with Bacardi Limon Rum, Bacardi Gold and Pineapple Juice substitutes the rich Coconut Cream with lighter Coconut Water.

The Coco-Mango Colada made with Bacardi Superior Rum, Bacardi Limon, Pineapple Juice, Coconut Cream, Heavy Cream, and a squirt of Lime Juice, includes diced fresh mango.

The new Banana Pina Colada calls for Bacardi Superior Rum, Bacardi Gold Rum, Pineapple Juice, Coconut Cream, Heavy Cream, a whole banana, and a squirt of Vanilla Syrup, nicely blended until smooth.

All three cocktails are available at Gilligan's Seafood Shack and Castaways Bar.



#### Aruba Ariba

Every Caribbean Island has its own signature fruity rum punch cocktail. In Aruba, it is undisputedly the Aruba Ariba, and every bartender on the island agrees it was created at the Aruba Caribbean Resort, in the 60s. The recipe often varies, but the original one included vodka and white rum, laced with Crème de Banana, flavored with Grand Marnier, fruit punch, lemon-, pineapple-, orange juice and grenadine syrup. Mixologist Juan "Jocky"

Tromp was working at the time as a barback at the Bali Bar when he invented the Aruba Ariba cocktail on July 1, 1963.

Recently the resort had the pleasure of hosting him and his family for dinner at the Sunset Grille. The evening provided an excellent opportunity for old timers and new timers to mix and mingle, as some of the resort's current team members remember working with Tromp in the Good Ole Days.









### **Aruba Meets Europe**

On day five of the conference, the resort hosted a Tourism Marketplace in the Grand Caribbean Ballroom. Delegates held their scheduled appointments at the marketplace, meeting local hospitality executives, and service providers, to conduct business and strengthen relationships. The Grand Caribbean Ballroom then hosted the delegates for a delectable buffet lunch, including Aruban style beef soup, with pica papaya, Martini chopped salad bar, fresh tropical fruit, assorted wraps, sandwiches and sliders, and refined petit fours for dessert.

Senior sales managers Margo Esposito, Lily Polsbroek and Diego Garcia welcomed 56 conference delegates to the resort which has recently undergone extensive renovations that preserved the original character of its unique design, and totally update and upgrade amenities.









### Divi Resorts

#### Completion of the NEW Divi Dutch Village Beach Resort

Upgraded and modernized suites, three beautifully redesigned pools, a stunning swim-up bar, a new check-in building and much more await resort guests. All units, from studios to three-bedroom suites, have been completely renovated and updated with such features as Contemporary furniture and bedding, with locally themed artwork and accessories; Full kitchen remodel with stainless-steel appliances, modern cabinets, sleek quartz countertops, new dishwashers and icemakers; Stylish bathrooms with modern glass shower doors; Completely redesigned and reconfigured balconies and patios with modern-style railings, upgraded furniture and new sliding patio doors and windows with refreshed treatments; New 55" Smart TVs; and Inverter A/C units. Landscaping and building exteriors were also refreshed.

The brand new 3,000 sq. ft. check-in building features open-air Caribbean-style architecture with a distinctive tropical flair, a drive-up porte cochère, modern lobby seating with sleek finishes and colorful lights that change at night.

#### **Divi Resorts Goes Strawless**

In an effort to reduce its carbon footprint, all Divi Resorts including Divi Aruba Phoenix Beach Resort, Divi Village Golf & Beach Resort and Divi Dutch Village Beach Resort on Aruba, have gone strawless as part of the company's "Divi Green" initiative.

According to National Geographic, Americans use 500 million straws daily, and 8 million tons of plastic trash flows into the world's oceans every year. While plastic drinking straws are not the top contributor, these tiny tubes are unnecessary and have become a huge problem for Caribbean islands and the creatures that call them home. Their size makes them one of the most insidious polluters because they entangle marine animals and are consumed by fish.



### Hyatt Regency Aruba Resort Spa and Casino

#### **Quiet Escape for Loyalty Members**

The resort has recently opened a new Regency Club Lounge on the ground floor of the 12-acre beachside resort. The lounge, which is available exclusively for World of Hyatt qualifying members and guests staying in a suite or Regency Club room, provides several guest amenities to include private concierge, continental breakfast, mid-morning

and afternoon snacks, evening appetizers and desserts as well as complimentary coffee, tea, juice and soda.

The new location provides experienced Hyatt travelers with a place that is close to all the lively activities available along Palm Beach while serving as a private luxury retreat.



#### **New ice teas at Palms Restaurant**

The restaurant known for authentic island fresh dishes and beautiful beachside dining has crafted a thoughtfully sourced collection of flavored ice teas that include Raspberry and Beets, Passion Pineapple, Mango Mojito, Pomegranate Mojito, as well as Aloe and Coconut.

Enjoy alone or pair with other superfood-filled options like Aruban Pumpkin Soup with beneficial ginger and crab or a plate of delicious grilled salmon and asparagus.

Palms Restaurant is open daily from 11:30 a.m. to 5:00 p.m. and Sunday for breakfast from 8:00 a.m. to 11:30 a.m.





### Renaissance Aruba Resort

On May 5-6, the resort celebrated Cinco de Mayo with a Mexican popup event that took guests on a culinary trip to Mexico City, Guadalajara, Cancun, Acapulco and Mazatlan.

The event was held in Casa Matias, located behind the Renaissance Resort/Mall at the beginning of the Main Street where La Linda used to be. The venue was transformed into a real Mexican cantina and featured the most popular Mexican dishes such as quesadillas, burritos, fajitas, enchiladas, ceviche, and fajitas, and desserts such as flan and churros.

The culinary team of Renaissance Aruba was joined by international Chef Juan Pedro Maldonado of the JW Marriott Cancun. The event also featured entertainment by Mariachi Perla from Aruba, a lounge area, piñata, prizes, and, of course, a bar serving Tequila and Margaritas.





### Restaurants

### Breakfast Now Served at Casa Tua Ristorante Italiano

Casa Tua is best known for its thin-crusted pizza baked to perfection in a brick oven. In addition, they offer a variety of classic Italian recipe dishes such as savory pastas and appetizers, all served in a warm and cozy setting. Open for lunch and dinner for years, they are now open for breakfast as well, with a new breakfast menu available at their Renaissance Marketplace location daily from 8am to 12pm.

The menu offers a variety of dishes from healthy to hearty and classic to less traditional, including crispy bacon, grits, eggs, bread toast, hash browns, pancakes, waffles, fresh fruits, granola, whipped cream, and the sweet Italian touch of Nutella. With a philosophy that puts fresh food first, this will add a lot more 'mmm' to your morning.



### Special Scandinavian Culinary Event at Que Pasa Restaurant

Scandinavian food is hearty and delicious, including a wide variety of fish and meats such as pork and poultry. At the special Scandinavian Night held on May 16, the appetizer was a pumpkin-orange soup with Parmesan cheese, while the main course was tapas of roasted pork with a mustard sauce, Gravlax and home-made meatballs with potato salad also. The grand finale was a dessert of cinnamon rolls with vanilla ice cream.

Que Pasa is planning many other unique special events, including a Greek night with moussaka and tzatziki, a Belgian evening with stew and shrimp croquettes, a Dutch evening with herring and mussels, a Mexican fajita and burrito night, a pizza night and a fish night.



# Champagne Beach Lounge at Hadicurari Restaurant

Called Champagne Beach Lounge, subtitled Get Your Sunday Chill Mode On, Hadicurari is gearing up for some truly mellow Sunday afternoons.

The fab restaurant with its gorgeous pier and ocean views invites everyone to spend a few hours on the beach, sipping champagne and listening to Ronald Hopman, a DJ with a saxophone. Ronald plays along with the tracks, creating a special lounge atmosphere perfect for chilling out. From 2 pm - 5 pm, Ronald weaves his magical spell, while patrons can sip a glass of Dom Perignon, Moët & Chandon, Veuve Cliquot or Lunetta Prosecco.



### Asparagus Season at Café the Plaza

Asparagus, known as white gold, is a delicacy in Holland and Belgium. The soft flavorful stalks are white with golden tips, soft and filled with flavor. Café the Plaza had this delicacy flown in and available for asparagus lovers beginning on May 18.

Specialties included creamy asparagus soup and traditional Dutch asparagus with ham, parsley, boiled egg and melted butter, served with mashed potatoes. Asparagus lovers thoroughly enjoy this mouthwatering Dutch treat!





### Air Travel

### New American Airlines Flights at the End of the Year

Beginning December 22, 2018, Aruba will expand its market with direct weekly flights from two new routes: Dallas, Texas, and Chicago, Illinois.

Teams from the Aruba Tourism Authority and Aruba Airport Authority met with the management of American Airlines to develop these direct flights, expanding the market in the Midwestern United States and connecting with flights from the Western US.



### Culture

### Authentic Local Crafts on Sale

Four times a week and every second Sunday of the month, crafts 100% made in Aruba by local artisans are on sale and various resorts, malls and markets. Foundation ARUBA (Artisans Recognized and United by Aruba) creates opportunities for artisans to sell their handcrafted items.

Mondays: Bucuti & Tara Beach Resort / 4:30 - 6:30 pm

Tuesdays / Thursdays: Aruba Marriott Resort & Stellaris Casino / 6 – 9 pm

Fridays: Renaissance Marketplace / 7 – 10 pm

Second Sunday of the month: Farmer's Market at Ostrich Farm



### Real Estate

### New Gold Coast Project: Andicuri

Gold Coast recently Introduced their first spacious one-bedroom condos. These 60m<sup>2</sup> (648 sq.ft.) units feature stylish interior design and finishing, a full kitchen, private terrace or balcony, an open floor plan, and the best location - just walking distance to the clubhouse that offers a restaurant, pool, two tennis courts and a fully equipped gym. Andicuri condos are ideal for renting, for use as a vacation home, or as a retirement home in Aruba





### Services

### Barbulet Concierge, Aruba's First Personal Vacation Service

Barbulet Concierge officially launched during a stylish cocktail reception at one of its showcase rental villas.

Owner and founder Freya Kraag specializes in tailor-made concierge services and personal vacation assistance for visitors who don't stay in larger resorts. This can include an island jeep tour, a night out on the town, a lavish spa treatment, assistance with grocery shopping, hiring a private chef, babysitting, transportation or arranging amenities. Barbulet also coordinates renewal of vows, weddings, events and VIP services.

Ms. Kraag has a degree in hotel management and has been in the service industry for 10 years working at the Aruba Marriott Resort, Marriott's Surf Club. Bucuti & Tara Beach Resort and Manchebo Beach Resort & Spa. She turned her passion for vacation planning and guest service into a business that plans memorable vacation experiences for visitors from all over the world.





### Environment

### **Protecting Nesting Turtles**

Every year, the volunteers of Turtugaruba start on the first of March with the monitoring of several Aruba beaches, looking for tracks and nests of sea turtles.

The Leatherback is the biggest of the seven species of sea turtles. They don't live in the Caribbean, but in the Atlantic Ocean where they feed on jellyfish. But, to lay their eggs, they always return to their natal beach. Sea turtles need a dark and quiet beach to nest.

It takes about twenty years before the leatherback will be mature, and just 1 out of 1000 will make it to maturity. Visitors will notice barricades along the beaches for the protection of the turtles, closely monitored by dedicated Turtugaruba volunteers. All are asked not to disturb the turtles in any way.



### **Events**

### PANDORA SHINE Launch Event

This season, PANDORA makes gold accessible with an exquisite new precious metal, PANDORA Shine. Crafted in 18k goldplated sterling silver, PANDORA Shine is the latest addition to their selection of high-quality metals, building a fascinating story upon the best-loved sterling silver and PANDORA Rose jewelry. Inspired by the gorgeous glow of the sun, the golden tone of PANDORA Shine

highlights the personality and uniqueness of its wearer. Premiering in the Bee Mine and Rays of Sunshine jewelry series as well as iconic PANDORA designs and limited-edition styles, PANDORA Shine is ideal for creating eyecatching, sun-kissed looks. PANDORA Shine launched on March 15 at PANDORA Paseo Herencia. Available the PANDORA Store in Paseo Herencia and Oranjestad.









### Team Aruba Speaks for Autism

When the Eman family and race Team Aruba met a family near their shop in Union, S.C. and got to know their story of raising an autistic child, they jumped into action. They prominently placed an Autism Speaks (www.autismspeaks.org) decal on their car, set up a unique donation box made from an old intake manifold, and became spokespeople at races and other events. "We have been supporting Autism awareness for a long time," said Trevor Eman. "Team Aruba worked with that family to form a

large team to participate in the Autism Walks in Charlotte, NC at Charlotte Motor Speedway. Throughout the years, we've really enjoyed meeting families affected by Autism and doing things to offer support, raise awareness, and raise funds... Promoting our island of Aruba through Aruba.com and the Aruba Airport Authority is one of our top priorities, but it's also important to us to raise awareness and give back to organizations like Autism Speaks."

### KLM Aruba Marathon

The first edition of the KLM Aruba Marathon, Half Marathon, 10K and 5K will be held on June 3, 2018. The beautiful course will take runners from Palm Beach up to the famous California Lighthouse and Eagle Beach. The Start & Finish is at the Marriott Resort and the Ritz-Carlton Hotel. 1500 - 2000 participants are expected, of which about one-third will come from abroad. Some famous world record marathon runners will enjoy their first "RUN-cation" in Aruba.

With four distances, there is a suitable event for everyone. Each participant receives a personal (bib) race number, online time registration, cotton event T-shirt, and luxury medal. There are plenty of water stations, including a sports drink and fruit. With the free App with 'Live Track & Trace', family and friends can follow each participant. The races will culminate in an awards ceremony and after-party on the beach, The race is organized on an international level (AIMS/IAAF certified).





### Aloe Wellness Month Aruba

Vacations are about decompressing, relaxing, refreshing, and rejuvenating. On June 9, Global Wellness Day will be celebrated around the world.

For the entire month of June, Aruba will celebrate a holistic approach to vacations with the third annual Aloe Wellness Month Aruba, Select hotels will be participating with special packages tailored with wellnessrelated activities focused on health, relaxation, and rejuvenation. Chefs will prepare nourishing menus and also orchestrate dynamic, interactive cooking classes and demos with guests focused on healthy cuisine.

Fitness classes, yoga sessions, and nature-inspired activities like kayaking, SUP, and hiking will also be highlighted. Aruba's day spas are also participating, incorporating the healing wonders of Aruba Aloe into various treatments. Aruba Marriott Resort & Stellaris Casino, The Ritz-Carlton, Aruba; Manchebo Beach Resort & Spa, Divi All-Inclusive & Divi Tamarijn, Hilton Aruba Caribbean Resort & Casino, Hyatt Regency Aruba Resort, Spa & Casino will all be offering a relaxing menu of activities and services.

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by the 5th of each month for it to be featured in the same month.





### The Aruba Summer Music Festival Showcases Sizzling Lineup

Latin music fans are thrilled about the lineup for this year's Aruba Summer Music Festival, featuring top salsa, merengue, reggaeton, and soca artists. In just four years, the ASMF has evolved into one of the most anticipated and largest Latin music festivals in the Caribbean and South America.

The festival takes place this year June 29-July 1. Opening the festival are Ozuna, Nacho, and three of Aruba's most popular bands-Buleria, NFuzion, and D Licious. The second night of the ASMF will feature Victor Manuelle. Fonseca, Eddy Herrera, and Felipe Pelaez. Soca music takes over on the final night with Kes, from Trinidad & Tobago, joined by local soca favorites Le Groove and Tsunami.

The Aruba Summer Music Festival takes place at the Harbour Square Arena near downtown Oranjestad and a short distance from the Eagle Beach area. For more information and to purchase tickets, visit the website at www.arubasmf.com.