

# CREATIVE PROCUREMENT



The new Wonder of the Seas ▲

“The supplier community has been behind us for the last two years in so many ways,” said Vina Jump, associate vice president, global hotel, food and beverage procurement, Royal Caribbean Cruises.

“We have 14 ships repositioning to Europe pretty soon,” she continued, “so suppliers get ready! It’s very challenging with restrictions, shipping products into Canada for instance.

“And now we’re faced with Brexit and the challenges in exporting to Europe. (Items) are not recognized as goods in transport going into the EU. Export laws have been changing and we’re struggling through it,” Jump said.

“It’s a grey area and no one seems to have the answers. We cannot export any cooked meats into the UK. We cannot export chicken into Europe that was produced after February 8.”

Sourcing strategies mean that the company sources about 70 percent of

its products for ships in Europe locally, said Jump, but many special items still need to be sent from the U.S.

## Alternative Sourcing

“We need to look more at alternative sourcing,” Jump said, speaking at the Marine Hotel Association’s conference and trade show in March. “Most of our products come from China and with what’s going on with Asia and not being able to bring product in, we have moved back to more domestic sourcing.

“Sourcing strategies are really key. We need to source more in other countries, especially in the Caribbean, in Mexico, in Jamaica and in the Dominican Republic. It’s important to do the ground work and see what offerings we have at our back door and take the opportunity to procure products in these regions.”

Among challenging areas are seafood, including tuna.

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“All the fresh salmon comes out and it gets sold ... there is no frozen product available,” she said. “The shortages are real so we are becoming more creative in how we source, and how we sustain the future to make sure we have products for our ships.”

The Wonder of the Seas debuted in North America in March but will spend the summer in Europe. ■