

FRAGRANCE TRENDS for Commercial Facilities



AEROWEST INTERNATIONAL 2023



ON-TREND SCENTS

Fragrance trends for 2023 have been shaped by a combination of the after effects of the COVID-19 pandemic, the outbreak of war in Europe, inflation and a longing for better days. Consumers have become more conscious of the importance of physical AND mental health, sustainability, as well as a desire to feel connected to nature.

2023 is expected to seek nostalgia, bringing the past to the present, and embrace minimalism and simplicity, expressed through natural earthy notes. We also anticipate lots of feel-good fragrances to wash worries away.

1.) Nostalgic

2.) One With Nature

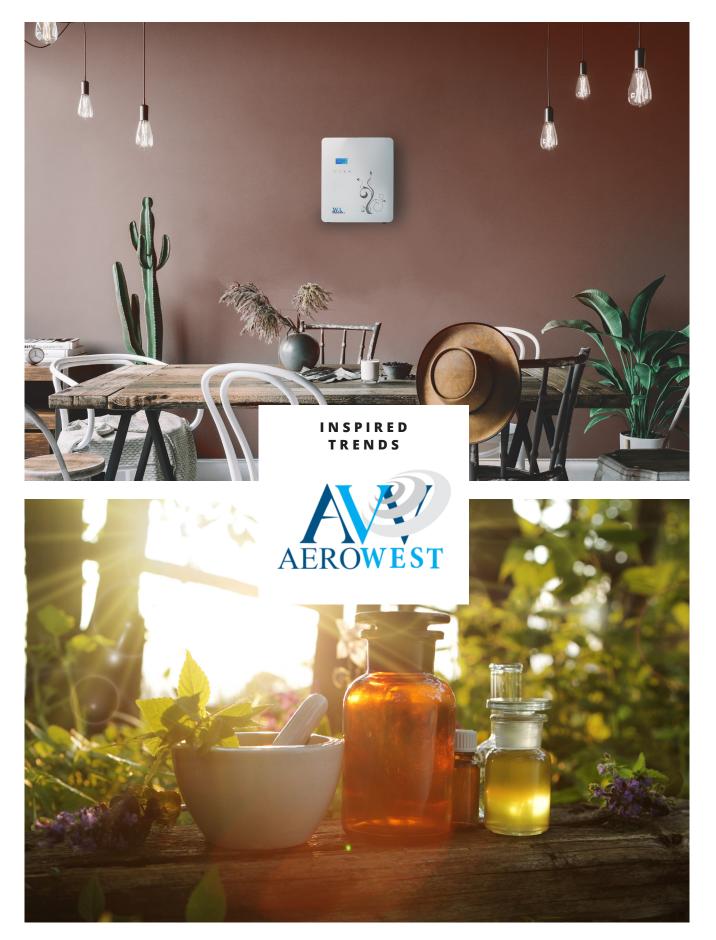
3.) Sensual

4.) Self-Care

5.) Feel Good

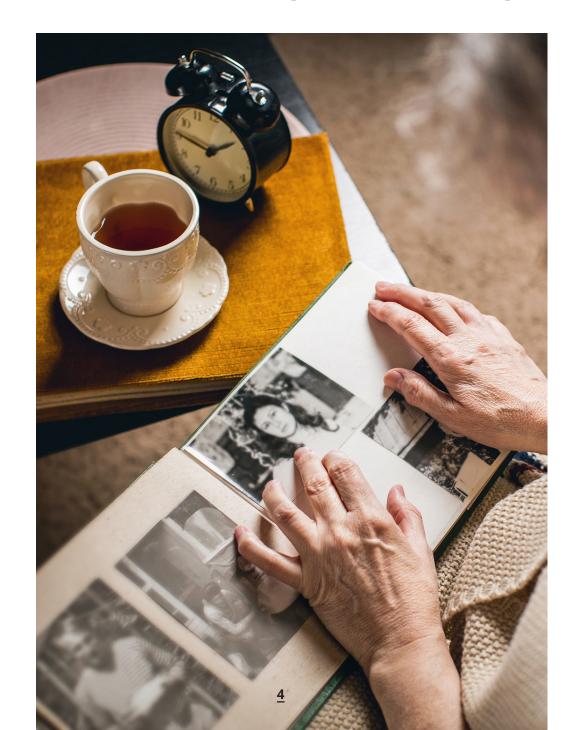
ADDITIONAL TRENDS INCLUDE: Back to the 90's | Hippie Vibes | Diversity & Inclusion | Timeless Classics

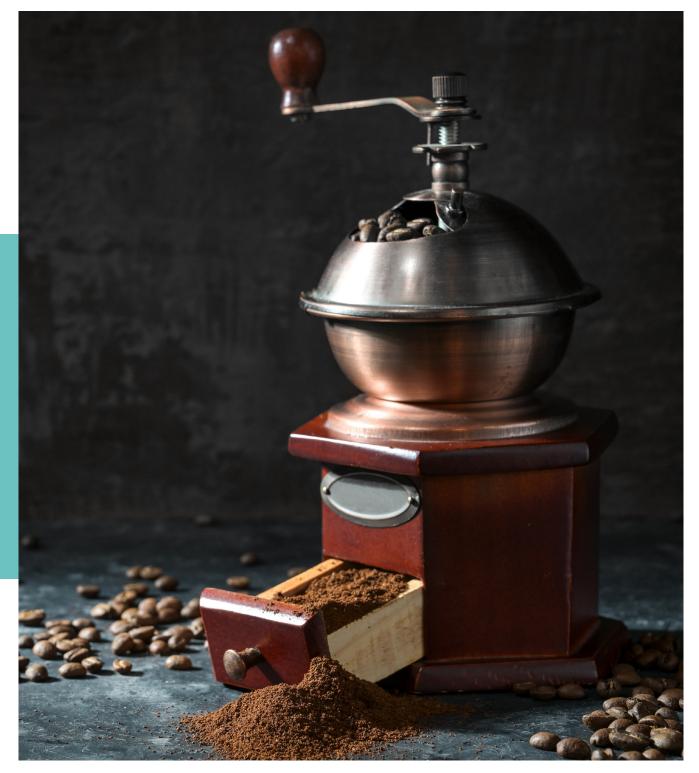




NOSTALGIC SCENTS

Scents inspired by times passed are reemerging in air care and perfumery. Experience the scents of the past.







INSPIRATIONS

DECOR OF THE AGES FASHION OF THE PAST ESCAPE FROM CURRENT EVENTS FOOD





WHAT TO EXPECT

NOSTALGIC SCENTS

People are eager to embrace good times and fond memories of the past. Nostalgic scents provides an opportunity to reexperience the the good, the crazy, the forgotten, and even the slightly embarrassing things of the past.

Nostalgic fragrances evoke a sense of playfulness, escape, and joy. Old favorites are being reinvented and brought back to life. You can also expect to see scents with notes of fresh water, chocolate, sandalwood, ginger, and freshly cut grass. "Smell is a potent wizard that transports you across thousands of miles and all the years you have lived."

- Helen Keller



AEROWEST RECOMMENDS: LUXE Elegance, Pure Comfort, Vanilla Opulence, Falling Leaves



INSPIRATIONS

MOUNTAIN BREEZE LAKES OCEAN FORESTS A WALK THROUGH THE WOODS

There's a growing emphasis on the use of sustainable ingredients & environmental friendliness, particularly in this category.

AEROWEST RECOMMENDS: Clear Lakes, Ocean Breeze, Forest Breeze



ONE WITH NATURE

In our fast-paced world, people desire a connection to nature. Nature fragrances represent a refuge, a source of well-being, and a means of healing and finding oneself. These fragrances allow you to experience mother nature through the power of scent. Expect fresh green scents, woody notes, and herbals packed with essential oils.









WHAT TO EXPECT:

Envelope yourself in sensuality with

intriguing notes of rose, violet, Italian leather, spice, tobacco, vetiver, and jasmine.





2023 fragrance trends are all about how fragrance makes you feel. Sensual fragrances are becoming extremely popular. They're sophisticated and intoxicating while delivering a boost in confidence. You'll find interesting combinations like a seductive florals contrasted with Italian leather.



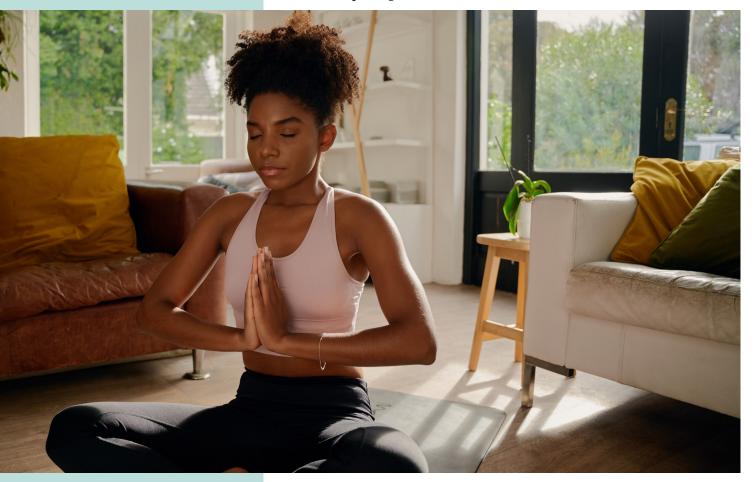
AEROWEST RECOMMENDS: Italian Leather, Jasmine Lotus, Fresh Timber, Hibiscus & Apple Blossom, Eucalyptus Rosemary, Rose



AEROWEST RECOMMENDS: Green Tea, Lavender Chamomile, LUXE Relaxing, Redwood Forest

WELLNESS & SELF-CARE

The growing awareness of physical and mental health has inspired the booming trend for wellness fragrances. Not only do these scents promote wellness, but sustainability and environmentally friendly scents will be very important.



WHAT TO EXPECT

Concious consumers are seeking out clean, sustainable scents designed to change our mood and energy levels. Popular fragrance notes include woody, citrus, bergamot, waterlily, amber & vetiver notes.

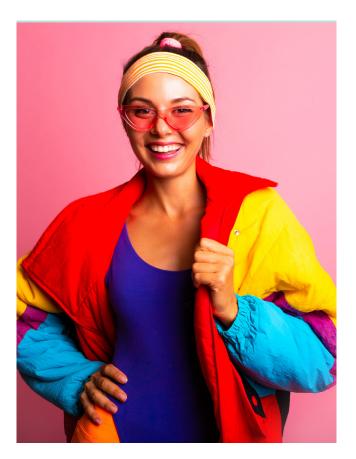


AEROWEST RECOMMENDS: Peaches & Plums, Grapefruit Splash, Orange Burst, Clean Linen, Clean Cotton

FEEL-GOOD SCENTS

Similar to the wellness trend, consumers want fragrances to boost their mood and trigger happy feelings. Feel-good fragrances like peach will dominate, along with bright citrus favorites like grapefruit, orange, and uplifting florals will continue to be very popular.





02

Brands that prioritize the representation of underrepresented communities, independent brands, and brands owned by women and people of color will be popular.

AEROWEST RECOMMENDS: All fragrances! AeroWest is a certified Woman-Owned Small Business with scents for everyone.

ADDITIONAL TRENDS

01 BACK TO THE 90'S

Fragrance follows fashion. Popular fragrances from the 90's are coming back! Thanks to tik tok, millenials who did not get to experience the joy of the 90's are discovering them now. Expect to see fragrances like bubble gum, honey, orange blossom, vanilla, & iconic perfumes like Clinique Happy

AEROWEST RECOMMENDS:

Cucumber-Melon, LUXE Stimulating



FRAGRANCE TRENDS 2023





Bring out your inner hippie with an increasing number of earthy, herbal fragrances like nag champa, patchouli, sandalwood, opium, and Egyptian musk.

AEROWEST RECOMMENDS: Oud & Sandalwood, LUXE Inspiring, Eucalptus Rosemary

04

The old favorites aren't going anywhere! Fresh, clean scents will always be popular and 2023 is no exception. Clean linen scents and fresh citrusy fragrances are as trendy now as they ever were.

AEROWEST RECOMMENDS: Lemon Drop, Springtime Fresh, White Linen



SCENT MARKETING

Of all of our senses, smell has the most powerful effect on memory & emotions. Here's how scented environments help businesses succeed:

ENHANCE CUSTOMER EXPERIENCE:

Great Service + Great Fragrance = Awesome Customer Experience Providing a full sensory experience for your customers deepens engagement, satisfaction, happiness & emotional connection

INCREASE SALES & VALUE PERCEPTION:

In scented environments, customers linger 40% longer, spend an average of 20% more, perceive their experience as higher-end & luxurious & pay more for the same products/services.

BE UNFORGETTABLE:

Pairing a full sensory experience with exceptional customer service builds a strong emotional connection between your brand & your customer.

INCREASE BRAND LOYALTY:

People love what makes them feel good. When your customers associate you with an amazing, well-rounded experience, they'll love being in your facility & want to repeat those experience & share them with friends.

MOTIVATE EMPLOYEES:

Scented workplaces improve the mood and behavior of your staff, inspiring more productivity & motivation.

FRAGRANCE TRENDS 2023

SCENT MARKETING

Scent Marketing is the strategic use of scents to enhance the customer experience, increase sales, & create a memorable brand identity



Customers spend 20% more in scented spaces



Pleasant scents lift mood up to **40%**







Customers linger

44% longer in the presence of scent

WELL-KNOWN BRANDS THAT USE SCENT

Rolls Royce | Burger King | United Airlines | Abercrombie & Fitch | Disney | Cinnabon | Hugo Boss | Samsung | Dunkin Donuts | Hyatt Place | Westin | Hallmark | Hershey | Hilton Hotels | Pandora Jewelry | Caesar's Palace | Barclay's Center | Alinea Restaurant | Hard Rock

FRAGRANCES FOR EVERYONE

AeroWest helps you achieve your goals with fragrances that provide memorable first impression & enhance the perception of your facility. We offer 50+ essential oil based fragrances & professional scent machines.

1.) Fragrances for All Industires

2.) On-trend Fragrances

3.) Seasonal Scents

4.) Signature Scent Creation

5.) Full-Service or Self-Service

A good fragrance should have a certain personality that makes people identify the scent with you. - Shakira





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