

PERSONALIZED & UNIQUE U.S. AIRPORT RETAIL OUTLET SUBMISSION SERVICE

“LEVELING THE US TRAVEL RETAIL SUBMISSION PROCESS”

J|E|S
Travel Retail

Global Travel Retail Consultancy



WISE PRECISION
BUSINESS CONSULTING

Global partners JES Travel Retail and Wise Precision Business Consulting have come together!

2023 Travel Updates

70%

of travelers (compared to 2019) have returned to travel. Additionally, consumers are spending more than before. The average spending per customer is 15% more than in 2019, which experienced relatively high spending then. The entire industry is expected to recover by the end of 2023 fully.

DID YOU KNOW?

AIRPORTS ARE RUN BY THE GOVERNMENT!

Airports are organized and operated through a combination of local, state and federal government from which they receive most of their funding (funding also comes from airlines and other sources, like the rent from restaurants and shops).

AIRPORT LEASES ARE UP FOR BIDS!

Unlike leasing space in a shopping mall, strip center, or your local main street, the leases in airports are put out to bid every ten years or so through a formal Request for Proposal (RFP) process.

Yes, it can be complicated

Yes, they are complicated, you need to have the proper connections and understand the timelines. We can help with this!

DID YOU KNOW?

WOMEN AND MINORITY-OWNED BUSINESSES HAVE AN ADVANTAGE

Disadvantaged Business Enterprise (DBE) is government-speak for businesses that are either women-owned or minority-owned but haven't grown super large yet. In order to get financial help from the federal government, airports usually have to give a certain amount of their space to qualified and certified DBE's

Yes, we can help with this. Our team includes the certifications that partnerships need.

LARGE CORPORATIONS ARE STILL INVOLVED

Just when you thought you were dealing solely with the government, you'll realize that it isn't that simple. These companies, known as master-concessionaires, often win the bids for whole terminals, as they can put up the money to renovate and upgrade retail spaces.

Yes, we can help with this. Our global partnership gives us an advantage.

AIRPORTS WANT TO OFFER A BALANCE OF NATIONAL AND GLOBAL PRESTIGE BRANDS AS WELL AS OFFER LOCAL AND CRAFT ITEMS THAT STAND OUT!

TRAVELERS WANT NEW BRANDS, NEW OFFERINGS, AND NEW SHOPPING OPTIONS

Does your brand stand out?

Do you know when airport bids are?

Does the airport know who you are?



JES Travel Retail and WP Consulting
have the solution you need.

FAQ's

HOW WE CAN HELP?

You get prepared prior to the usual notice airports provide to get initial expressions of interest. This is how we level the playing field so that you and the big players are on an equal footing.

HOW LONG IS THE PROCESS?

As we are preparing for the future, we invest the time it requires to get your submission deck prepared, including information the airports want, such as due diligence for ACDBE partnerships, knowledge of airport regulations, and government demands on the project.

HOW MUCH IS THE INVESTMENT?

We offer a complete deck preparation and monitoring service for \$2,900.00, covering the next 12 months' bid requests (extensions available), which will be fully refundable if you are short-listed by the airport authority and choose us to do a more detailed job for you.

WHY CHOOSE JES TRAVEL RETAIL AND WP BUSINESS CONSULTING?

- Templates will not be used in the creation of your deck. We will provide personalization and be as distinctive as your company's identity. We level the travel retail playing field by offering personalization and uniqueness as your brand.
- With 30 years of experience in duty-free and working with over 400 clients, you are working with seasoned global experts.
- We are the recipient of many awards, including those in the Americas, Europe, and Asia, for excellence in global travel retail.
- We offer competitive pricing. There is no charge if you proceed with your formal bid through our office.
- Finally, you're not only wanted by travelers but also by the airports! They are curious and can not understand why they aren't receiving decks from brands like yours.
- Get in touch for a no-obligation chat. We can discuss how we can level the playing field for bidding in more detail for you. We will let you know if we don't think your proposition is viable.

CONTACT US TODAY!

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END