



DEVELOPMENT

Understanding global travel retail through to opening the right doors

- * In-house sector analysis for the 4 core sectors, in addition a new analysis on the Lounge hospitality sector. Analysis reports include key account structures and developments and insider information on submission, time-frames, competition and how best to utilise regional coverage.
- * Special report on balancing stock exposure and marketing costs within in-flight retail sector.
- * Research papers and reports.
- * Brand suitability - Pricing, margins, time scales/forecasts, packaging including regulatory (recycling, labelling) due diligence, Travel Retail Exclusive creation, pricing and GWP.
- * Formatting a viable long term business model for travel retail.
- * Sustainability in travel retail.
- * Bonded logistics and the requirements within travel retail.
- * Demographic targeting and how to use travel retail as part of your domestic business plans.
- * B2B marketing campaign to our travel retail network and reaching a sector audience of 40.000+.
a concentrated 7 - 14 day campaign with each post at 3 time zones.
- * Travel retail distributors, agents and specialist offices (data analyst, staffing, retail design, mystery shoppers etc.) including contractual due diligence and business models.
- * Key travel retail shows / conferences plus access to our travel retail show publication database.
- * Travel retail media



DEVELOPMENT

Understanding global travel retail through to opening the right doors

- * Travel retail award submissions including 1 submission for TRB consumer awards and the DFNI Frontier awards. Marketing in the event that your brand achieves a finalist position.
- * Free job board entries to find specialist staff / freelance remote agents for 6 months
- * B2B access to our extensive travel retail network
- * Key account introductions.
- * Video conferences as required

Pricing :

Exploratory client price : Euro 1.550,00 *

Standard price : Euro 2.450,00

Payment terms :

50% advance, 25% mid package, 25% on completion

*The Exploratory package is the standard JES Travel Retail consultancy. The Exploratory client price is valid for those clients who have completed the Exploratory package within the past 45 days prior to beginning the Development package.