

Singapore Cruise Centre launches retail tender

Singapore Cruise Centre Pte (SCCPL) is inviting interested companies to tender for the development and operation of the duty free and general merchandise concession contract at the Harbourfront and Tanah Merah terminals for a period of five years (*with an option to extend for another two years*).



The SCC confirmed to *TRBusiness* that it is investing in the redesign and upgrade of its commercial offer at both terminals, with expansion and reconfiguration of the main retail space in the departures and arrivals areas.



The new contract up for tender will govern 542sq m of retail space, serving over 6.3m ferry passengers and 560,000 cruise passenger annually.

The SCC has also decided to consolidate several separate contracts for the existing duty free concessions (including liquor & tobacco, perfumes & cosmetics, fashion & travel accessories and confectionery), into a single contract, to run for five years with a two-year extension option, commencing 1st April 2017.

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BULLISH PROSPECTS FOR CRUISE INDUSTRY

Singapore Cruise Centre CEO Christina Siaw released this statement: "It is an exciting time for SCC as we launch our first public duty free retail tender, amid bullish prospects for the cruise and ferry industry in Asia Pacific.

We are committed to driving passenger growth in our terminals and retail is a key contributor to overall passenger satisfaction. We seek an experienced, world-class duty free retail operator to partner us in developing a unique, integrated shopping destination that optimises commercial revenues at our terminals."

The tender is open to companies with 'relevant experience in duty free retailing' until 30 June, when all RFQs must be submitted.

One of the incumbents, DFS Singapore currently operates the departure-transit and arrivals transit shops alongside the SCC's Ocean Duty Free outlets, which are operated by Gebr Heinemann.



In March earlier this year, the Singapore Tourism Board (STB) reported that the country witnessed encouraged growth in the cruise and business segments as the Singapore Cruise Centre (SCC) was named the number one cruise port in Asia in 2015.

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As previously reported, the latter incumbent operator, Heinemann opened its third (157sq m) Ocean Duty Free store in Singapore's HarbourFront Ferry Terminal in January 2015.

RFQ SUBMISSION AND DEADLINE

This follows the earlier opening of its first two outlets at the Tanah Merah Ferry Terminal in March 2014.

RFQ documents should be requested by emailing Sean Tan, Vice President (*Asset & Facilities Management*) at seantan@singaporecruise.com.sg and Teresa Ling, Manager (*Commercial Leasing*) at teresaling@singaporecruise.com.sg.



Heinemann opened its third (157sq m) Ocean Duty Free store in Singapore's HarbourFront Ferry Terminal in January 2015.

The deadline for the RFQ submission is Thursday 30 June, 4pm (SGT), deposited into Tender Box A in the reception area at Singapore Cruise Centre Pte Ltd, 1 Maritime Square (Lobby D), #07-01, HarbourFront Centre, Singapore 099253.

"SCCPL does not bind itself to accept any tender nor the highest bid," the SCC states on its website.

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Interestingly, the cruise industry saw a 14% year-on-year increase in cruise passenger throughput last year to more than one million.

In addition, the country welcomed a total of 385 cruise ships, including international cruise brands such as TUI cruises, and Royal Caribbean, as well as nine maiden calls – new to Singapore and Southeast Asia.