

Dufry, LTR and MAG show interest in Midway

Most of the major North American retail and F&B operators, including Dufry's Hudson Group and Lagardère TR, are due to attend Chicago Midway International Airport's 'Concessions Connections' networking event today, hosted by the Chicago Department of Aviation (CDA).



According to CDA, single-entity respondents and independent businesses have been invited to meet and discuss concession business opportunities at Midway. The list of attendees include Hudson; HMSHost; Westfield; LTR North America; MAG Airports; OTG; Airmall; SSP and the newly acquired Paradies (*provided the deal is approved in the final quarter of this year*).



A new 80,000 square foot security hall will be created and 20,000 square feet of new concessions space will be added.

Manchester Airports Group (MAG) opened an office in the United States, earlier this year, 'having identified a gap in the market for an experienced airport services provider'.

MAG's Chief Executive, Charlie Cornish, told *TRBusiness* in an exclusive interview in May: "We've been looking at the US for the last 12 months and we think there's an opportunity to grow a sort of airport services business."

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CDA Commissioner Ginger S. Evans speaking at a news conference announcing plans for major redevelopment at Midway.

"This will encompass retail opportunities; retail concessions; escape lounge opportunities; the commercial bit of car parking – which is distribution management marketing and yield management."

As recently reported, the CDA recently announced the Midway Redevelopment Program, a \$248m expansion of the concessions facilities, the terminal parking garage and security checkpoints. One element of the program includes the issuance of a concessions Request for Proposal (RFP) this September.



Mayor Rahm Emanuel.

On behalf of Mayor Rahm Emanuel, we are pleased to host this event for the community in order to bring the best and most innovative services and amenities to travellers, said CDA Commissioner Ginger S. Evans.

Midway is a significant economic driver in Chicago, and this is an opportunity to engage more businesses in the redevelopment process.

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Concessions contracting opportunities will be available in the areas of: Food and beverage; specialty retail; airport lounges; duty-free; convenience retail; automated vending; services and family entertainment zones.

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