Nine stores to open at IND as Hudson wins 10-year contract

**North American retailer Hudson Group has secured a 10-year contract covering nine stores across 9,000sq ft at Indianapolis International Airport.**

***Roger Fordyce, Chief Executive Officer, Hudson Group.***

The contract is part of the airport's concessions refresh programme, which has already seen Paradies Lagardère awarded a retail package and Natalie's Candy Jar allocated new locations.

According to Hudson, the winning package was created with a selection of well-known travel convenience, luxury retail and specialty brands. These include FAO Schwarz, Hudson, Ink, Tech on the Go, Tumi, Vineyard Vines and tailored local concepts such as Hoosier Crossing and Pitstop by Hudson.

**EXCEPTIONAL EXPERIENCES**

Roger Fordyce, Chief Executive Officer, Hudson Group, who assumed the role on 8 January said: "Hudson Group is dedicated to delivering exceptional experiences to our passengers and with the Indianapolis International Airport's recent top honours as best airport in North America, we knew that only the most unique and distinguished concepts would make the cut.

"We are pleased to partner with the Indianapolis Airport Authority to offer our customers a dynamic mix of excitement and world class customer service, while delivering an authentic sense of place that is truly Indiana."

**The Hudson store will offer a range of books, magazines, snacks and beverages, local souvenirs and electronics.**

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New store concepts for IND include travel essentials and convenience stores Hoosier Crossing, Hudson and Pitstop by Hudson. Hoosier Crossing will cater to customers needs through four categories — Media, Essentials, Marketplace and Destination. The concept is inspired by Indianapolis' status as the cross-roads of America and includes a number of locally-inspired touches.

The Hudson store is designed and colour-coded for ease of navigation and inspired by the Hudson News brand. It offers a range of books, magazines, snacks and beverages, local souvenirs and electronics.

Pitstop by Hudson, The Indianapolis Motor Speedway-inspired travel convenience concept offers the retailers grab-and-go- food line and will use auto racing finishes, an oval structure mirroring the track and signage reminiscent of a back-lit leaderboard.

***The FAO Schwartz store will stock signature toys and items, sweets and treats.***

**SPECIALITY RETAIL**

Hudsons speciality retail offer will include an FAO Schwarz toy store providing signature toys and items and treats and sweets. It will also comprise an Ink shop, Hudson Groups new contemporary bookstore built around a core offering. The latter will feature a curated assortment of bestsellers, small press titles, classics, prizewinners, local favourites and a selection of toys, stationery, fashion, artwork, travel essentials and indulgences.

A Tech on the Go store will feature a live-gaming lounge giving IND visitors the opportunity to play video games while waiting for their flight to depart. The store will host leading brand names, including Belkin, House of Marley, Wicked, Monster, Mophie and others.

Other concepts include a Tumi outlet offering bags and travel accessories catering to leisure and/or business travellers and Vineyard Vines, which will stock a selection of apparel and accessories for men and women.

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Meanwhile, the company has announced its preliminary Q4 and full-year 2018 results. Net sales in the fourth quarter of 2018 increased $19.8m or 4.5% to $459.8m compared to the same period the previous year. Full year net sales rose $121.2m or 6.9% to $1,882.0m.

Results for the fourth quarter and year ending 31 December 2018 are due to be announced on 14 March.

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