Airports Limited

REQUEST FOR PROPOSALS

FOR AN
ADVERTISING CONCESSION AT SANGSTER INTERNATIONAL AIRPORT
(INDOOR & OUTDOOR)
QUESTIONS& ANSWERS

SANGSTER INTERNATIONAL AIRPORT
MONTEGO BAY, JAMAICA

October 29, 2015

1.0 Introduction

MBJ Airports Limited ("the operator") opened a Request For Proposal (RFP) process on October 1, 2015 inviting proposals for the Development, Operation and Management of an Advertising Concession at Sangster International Airport ("MBJ").

This Question and Answer report is intended to provide responses to queries regarding the RFP sent to the operator.

Question 1 Does the termination of Interspace contract with MBJ effectively terminate advertiser contracts with Interspace from the same date?

Answer *Yes. new advertiser will have to negotiate directly with existing clients after award.*

Question 2 If the advertisers contract with Interspace is co-terminous with MBJ's contract with Interspace -will the advertiser have any legal obligation to pay rental for the space occupied by his advertisement for the period from 1.12. 2015 up to the signing of an Agreement with a new concessionaire?

Answer *There is no obligation or legal right on the part of an existing advertiser to continue advertising at the Airport as the license under which they contracted the advertisement, that is, the Interspace contract would have expired on November 30,2015. We anticipate that the successful proponent will contact existing advertisers at the Airport immediately upon learning of the outcome of the RFP to gauge their willingness to continue advertising and to negotiate new contracts with those clients*

Question 3 Is it the case that any portion of the Advertisers quarterly rent, and/or Security Deposit, covering a period after 1. 12. 2015 will have been remitted to Interspace?

Answer MBJ cannot confirm the specific financial arrangements between Interspace and its existing clients in the event the incumbent is not the successful proponent. We do not anticipate, however, based on the terms of our contract with Interspace, that any such financial arrangements will have any bearing on the entry to the airport market of a new provider.

Question 4 **How many luggage carts do you have available for branding? Are they all the same type?**

Answer There are currently 112 luggage carts in use in the Baggage Claim Area. They are not the same brand but have the same dimensions/features: **Material: Aluminium alloy; Overall Size: 1020x670x1030 mm; Basket size: 525x220x150mm; Advertising Space: 6521cm2**

Question 5 **How many security baskets do you have to brand?**

Answer There are 200 security bins available.

Question 6 Can we get a count of how many retail shops are in the MBJ airport catering directly to the patrons?

Answer See chart below

4 Companies, 7 Locations

Duty Free	
Aldeasa *(3 locations)* International	Liqour, Tobacco, Perfume, Cosmetics
Bijoux	Jewellery, Watch and watch accessories, Crystal Ornaments
Chulani	Jewelery, Watches and Watch accessories
DIDD Enterprise: *Sweet Surrender*	Luxury Chocolates and Confectionery
Xtra Ordinary Store	Premium Congac, Single Malt Scotch & Cigars

4 Companies, 8 Locations

Service	
NPL (Global Exchange) Int'l (4 locations)	Cambio/ Currency exchange
VIP Attractions (Club Mobay)	Paid Passenger Lounge (open to all passengers)
Caribe Wrapping	Baggage Protection Service
Mango Spa	Mobile Spa

16 Companies, 29 Locations

Specialty Retail	
LS Travel Retail - Relay/ Island News *(3 location)* International	Travel Essentials/ Magazines/Apparel
Flights of Fantasy *(2 locations)*	Casual Jewellery & Accessories
Vikings Productions: *Sharkeez*	Branded Sharkeez, Red Stripe Apparel
Jamaica Olympic Spirit Store	Apparel/Souvenir (Olympic branded)
Harley Davidson	Harley Davidson branded products
MZ Holdings: *Cool Kidz*	Children's apparel
Cool Gear	Boutique Men's/ Women's Wear
Cool Kidz Kiosk	Children's apparel
Distant Enterprises: *Casa De Xaymaca*	Souvenir
Reggae Mart	Jamaican spices, wines,
Reggae Shoppe	Flip Flops, Sarongs & Art & Craft
Reggae Mart Kiosk	Jamaican spices, wines,
Y & S Enterprise: *Jamaican Heritage*	Apparel/Souvenir
Souvenir Xpress	Apparel/Souvenir
Coffee & Spice	Packaged Coffee
Cellaris Kiosk	Cell Phone/Media Accessories
Aurora Gifts: *Native Creations*	Jamaican Art & Craft
Native Creations Kiosk	Jamaican Art & Craft
Jamaica Pirates	Pirate themed souvenirs/clothing
Bhavela Jamaica: *Tuff Gong Trading*	Bob Marley branded
Tuff Gong Trading Kiosk	Bob Marley branded
Sun Island	Usain Bolt Branded Apparel
Tortuga Rum Cake Kiosk	Rum Cake made from Tortuga Rum
Sunfactory Kiosk	Branded flip-flops and T-shirts
VW Enterprises: *Caribbean Hub Kiosk*	Souvenir
Island Chic	Resort/Island Wear

3 Companies, 24 Locations

Food & Beverage	
Express Catering: *Air Margaritaville (2 locations)*	(Full Restaurant service) International & Local menu
Cinnabon	Freshly baked Cinnamon Roll snacks
Jamaican Bobsled	Jamaican Menu options (Full Restaurant service)
Dairy Queen (2 locations)	Fast Food
Quiznos	Sub-Sandwich
Viva Gourmet Market	Grab and Go snacks
Moe's	SouthWest menu options
Dominos	Pizza
Wendy's	Fast Food
Auntie Anne's (2 locations)	Soft Pretzel snacks
Vibe Lounge	Only Smoking lounge
Connections	Walkthrough Bar
Cricket's	Sports Bar
The Bar	Sports Bar
Margaritaville Bar	Arrivals Bar
Groovy Grouper	Arrivals Public Area
Island Grill	Jamaican Menu options (Full Restaurant service)
Snack on the Run	Grab and Go snacks

Please be reminded that the deadline for submission of the RFP is November 16, 2015.

Regards,

Sitara English-Byfield
Chief Commercial Officer (Acting)