

# Powerful F&B panel session revealed for AAA Retail & Commercial Forum



**AUSTRALIA.** A strong and diverse line-up has been assembled for an important food & beverage-themed session at the Australian Airports Association's (AAA) Retail & Commercial Forum. The event, which takes place on Gold Coast on 20-21 July, is organised in cooperation between the AAA, The Moodie Davitt Report and The Mercurius Group. Registration is available at [this link](#).

The F&B session, titled *Taste of Place – the rise and rise of airport F&B*, will feature:

- Delaware North Chief Operating Officer Australia Kieran Fitzpatrick
- SSP Chief Operating Officer APAC Shane Beyer
- Taste Whitsunday (operator at Whitsunday Coast Airport) Founder Katelyn Asslet
- Beach Grill & Salt Bar (operator at Ballina Byron Gateway Airport) Owner Nerida Baker



Featuring in what promises to be a compelling F&B session at the AAA event will be (clockwise from top left) Kieran Fitzpatrick, Nerida Baker, Katelyn Aslett and Shane Beyer

The panel represents a mix of two international operators and two smaller, local players, ensuring a diversity of views about the F&B landscape today and its growth prospects at airports.

The Mercurius Group Managing Director Ivo Favotto said: “F&B has been the star performer in travel retail over the past decade. According to our benchmarking study, The Airport F&B Report, the F&B market across Australia and New Zealand airports is a A\$800 million market and growing more quickly than other forms of travel retail. This panel will help us delve into why F&B has performed so well and where it can go into the future.

The key topics the panellists will address will be relevant to both large and small airports at the conference and will include:

- What will it take to lift the passenger-spend rate (PSR) from F&B in Australian and New Zealand airports?
- The value of environmental and sustainability initiatives in F&B to consumers – how can they be used to drive PSR and airport income-per-passenger (IPP)?

- The value of local sourcing initiatives in F&B to consumers – do consumers really care and will they pay for it?
- The journey from domestic market to airport operator – the highs, lows and pitfalls of the journey.

Favotto added: “The Q&A session will be a great opportunity for airports to quiz these four organisations for their unique perspectives of how growth in F&B passenger spend can be achieved.”

More announcements on other sessions and speakers will appear soon.

More details can be found [at this link](#). Just 200 places are available on a first-come, first-served basis.

As reported, the Forum is a celebration of survival and resilience for the airport commercial sector as well as an opportunity for airports of all sizes to better understand how to improve non-aeronautical revenues.