

## Discover Glasgow

**Client:** Aelia Retail  
**Location:** Glasgow Airport  
**Value:** £143,000  
**Timescale:** 4 weeks



## Challenge

To form a retail unit selling souvenirs, primarily to overseas visitors, who are among the three million departing travellers who pass through Glasgow Airport's airside concourse every year. Discover Glasgow formed part of the airport's "Space project", aimed at enhancing traveller experience, through a major redevelopment of the range and quality of the retail offerings in the departures area. In addition to the formation of the 75 square metre unit, Pacific Building were also required to fabricate and install all shopfitting fixtures and fittings.

## Approach

Pacific drew on their vast experience of working in "live" public areas, to tight deadlines, within budget and with minimum disruption to airport operations and to neighbouring trade. They were also able to capitalise on the fact they have a permanent base at the airport. This contract is one of several that have been successfully completed at airports by Pacific.

## Results

The result is a bright, modern retail outlet, which is a valuable and stylish addition to the redeveloped airside retail space at Glasgow. The store is a showcase for Scotland, appealing to tourists looking for national souvenirs, as well as departing UK nationals seeking gifts with a tartan twist. The product range in the shop – operated by LS Retail UK and Ireland – includes arts and crafts, clothing and accessories, confectionery and gourmet food, toys, jewellery and sporting memorabilia. Globally, LS travel retail operate 28 Discover stores, the majority of which are in the Asia Pacific area, including outlets in Sydney, Melbourne and Singapore, with the first European unit – Discover Bavaria – having opened at Munich Airport early in 2011. The Glasgow store is one of three in the UK and the first to carry the "Discover" name.