

**SECOND ADDENDUM TO THE RFP FOR  
AN AUTOMATED RETAIL CONCESSION  
AT ST. LOUIS LAMBERT INTERNATIONAL AIRPORT®**

March 5, 2026

Dear Prospective Proposers:

This is the Second Addendum to the Request For Proposals for an **Automated Retail Concession** at St. Louis Lambert International Airport dated January 12, 2026 as amended by the First Addendum (collectively, the “**RFP**”). This Second Addendum is being issued to do the following:

- a. Replace Section 13.0, entitled “Due Date of Proposal” amending the due date of Proposals; and
- b. Answer questions from prospective Proposers.

Section 13.0 entitled “Due Date of Proposal” is hereby deleted in its entirety and replaced with the following new Section 13.0:

**“13.0 DUE DATE OF PROPOSAL**

Initial written or electronic Proposals will be received up until the hour of **4:00 P.M. Central Standard Time, Friday March 27, 2026. Proposers wishing to be considered for a Concession Agreement to begin on or about July 1, 2026 must submit a Proposal by this date and time.**

Subsequent proposals for an Automated Retail Program Concession Agreement may be submitted at any time after July 1, 2026, until further notice.

All Proposals may be submitted in one of the following ways:

- A. Written proposals must be addressed and delivered to:

**Robert C. Salarano  
St. Louis Lambert International Airport  
Airport Properties Division  
10701 Lambert International Boulevard, MTN 2501J  
St. Louis, Missouri 63145**

Three (3) copies of the Proposal must be submitted. Proposals received after the due date and time, or not delivered to the designated point, will not be considered. The Proposal must be presented in a **sealed** envelope addressed to Mr. Salarano at the address provided above, with the words “**RFP FOR AUTOMATED RETAIL PROGRAM CONCESSION**” plainly written across the left end face of the envelope. The name and address of the Proposer must also appear on the face of the envelope; OR

B. Electronic Proposals may be addressed and sent via email to:

**Robert Salarano**      [rcsalarano@flystl.com](mailto:rcsalarano@flystl.com)

**PROPOSER MUST SUBMIT PROPOSALS PRIOR TO THE DEADLINE NOTED ABOVE AND SHOULD REQUEST AN EMAILED CONFIRMATION OF RECEIPT FROM MR. SALARANO.**

Proposals submitted electronically must be submitted in one PDF document, titled “**RFP FOR AUTOMATED RETAIL CONCESSION PROGRAM,**” followed by the name of the Proposer. This information must also appear in the subject line of the email. Please allow ample time for the email to be transmitted. **The submittal time of record will be the time the email reaches Mr. Salarano. Also note, the size limit for emails is 10 megabytes, and it is recommended that any document over 10 megabytes be compressed before sending to avoid possible delays in transmitting.**

**Note: Please send the document in the PDF format requested. Do not provide a link to the documents.**

The City of St. Louis Airport Authority (“Authority”) reserves the right to reject any and all proposals, to advertise for new proposals, to cancel this RFP, and/or proceed to have the services performed otherwise. The submission of a proposal by a Proposer shall not in any way commit the City of St. Louis or the Authority to enter into an Agreement with that Proposer or any other Proposer.

All other terms, conditions, and provisions of the RFP not inconsistent with this Second Addendum are unchanged and remain in full force and effect.

Sincerely,

Robert C. Salarano, CM  
Airport Properties Division Manager

## QUESTIONS AND ANSWERS

Q1. Is the airport looking for a specific mix of food v retail?

A1. Aside from standard snack / soda / specialty, the airport is interested in creative retail offerings.

Q2. Is there specific weight given to Experience v Finance v Experience?

A2. No. The selection committee will choose the proposers offering the best overall proposals.

Q3. Does all vending equipment need to be new?

A3. No. While the airport wishes a state of the art and varied automated retail program, all of the units do not need to be “new.” Properly maintained and presentable units are acceptable. Note that the airport will retain the right to reject placement of any individual unit deemed unacceptable.

Q4. May Proposers propose different financial terms by location?

A4. Yes. Note that all financial conditions are subject to negotiation.

Q5. Could additional units (new Assigned Locations) be added to a contract after award?

A5. Yes, the City and Concessionaire may mutually agree to add locations and unit types.

Q6. Will the airport pay utility cost of the units?

A6. No. The utility costs will be worked out as particular units are agreed to and will be the responsibility of the Concessionaire.

Q7. Do proposers need to submit a proposal on each of the Assigned Locations?

A7. No.

Q8. Can a concession operator present new brands / concepts / offerings during the term of the Agreement?

A8. Yes.

Q9. Can the airport provide storage space?

A9. No. No storage space is provided.

Q10. Do some locations require traditional snack and soda vending?

A11. The airport has not designated any specific locations and will work with the concession operators for the most appropriate mix.