

Motta International opens new store at Tocumen International Airport in Panama

By **Ronnie Lovler** on February, 19 2019 | Retailers



Motta International opened a new Attenza Duty Free electronics store (above) in Terminal 1 in Tocumen International Airport in Panama this month, the latest venture that foreshadows even more of a presence for the company at the airport once the new terminal opens later this year.

“We will have all kinds of consumer electronics,” said Julio de Leon, Vice President of Sales and Marketing, in an exclusive interview with *Americas Duty Free*. “We are confident that the business in electronics at the airport is going to grow. “

The selection of consumer electronics goods for sale in the store already puts Motta ahead of the curve. De Leon said the store carries cell phones and cell phone accessories, Apple products, headphones, small travel kits, soundbars, travel goods, rechargeable batteries, speakers, video games and their accompanying Nintendo or PlayStation systems. Personal computers are also in the mix.

Late last year, the company opened a 700-square-meter traditional duty-free store in the old terminal, which de Leon said is “doing very well. And we also have several smaller stores throughout the terminal.”

The new store is 154-square meters.

Motta will have ten more locations in Terminal 2 when it is fully functional later this year, occupying about 2,140 square meters of space. De Leon said Motta would have one Attenza duty-free traditional duty-free store in the new terminal, about 1,000 square meters in size. Other locations include luxury stores that will be in open spaces in the new terminal.

“We will have 8 to 9 Attenza duty-free stores, a traditional duty-free, he said. “Confectionery, luxury goods like watches and sunglasses. We are going to have sportswear. And there will be two electronics stores.”

Motta has been awarded ten-year contracts for all its new holdings, but the clock won’t start ticking right away. “It will take effect when they give us the space and we begin remodeling, and then we open our stores with merchandise and our people,” de Leon said.

Motta also does business in Colombia, Nicaragua, Ecuador, El Salvador and Trinidad and Tobago.