



Merger presents a new force for the international travel retail industry
Otis McAllister, Inc. acquires American Caribbean Gateway

American Caribbean Gateway (ACG) has merged with Otis McAllister, Inc. The joint venture will mean significant growth for ACG and Otis McAllister's existing clients in Latin America, the Caribbean and Asia Pacific and will also open the door to new clients seeking successful entry or expansion in these markets.

Of the merger, Otis McAllister CEO & Chairman Royce Nicolaisen said, "We are thrilled to bring ACG into the Otis McAllister family. Otis McAllister has been closely tracking the travel retail industry, and we know it will be an exciting and prosperous new direction for Otis McAllister with ACG's expertise."

The merger with Otis McAllister will provide resources for strong growth for ACG's clients and regional presence. While both companies have had a strong presence in Latin America and the Caribbean independently, the partnership between the two companies will make their sales there even stronger and more cost effective.

"Southern Florida is the most important destination market for visiting Caribbeans, Central and South Americans. With our new office in Ft. Lauderdale, Otis McAllister will be able to better focus on our clients in the Caribbean and Latin America and keep a pulse on these booming markets," said Nicolaisen.

The merger will also facilitate geographical expansion and the addition of new clients in Asia Pacific. With Otis McAllister's offices in Hong Kong and Bangkok, ACG and Otis McAllister plan to increase their market presence in the Asia Pacific travel retail markets.

ACG, based in Ft. Lauderdale, FL, has over 25 years of experience as travel retail agents. They are the exclusive travel retail agent for leading companies including Ghirardelli Chocolates, Turin, Frey, Jackson Family Wines and General Cigar. Otis McAllister is a global food and beverage company that has over 120 years of experience in international business. Based in San Francisco and with offices in six countries, Otis McAllister deals in the worldwide trade of food and beverages in addition to global brand development.

ACG President Nick Tamma said, "I am really looking forward to leading the new travel retail division of Otis McAllister. This is an exciting opportunity for us to increase our staff presence to over 30 people to assist at the retail level. The merger will also increase access to premium categories and brands including Jackson Family Wines while further developing our existing confectionary category with new clients Frey and Jelly Belly."

#####

If you would like any more information on the merger between ACG and Otis McAllister, or would like to schedule an interview with Otis McAllister CEO & Chairman Royce Nicolaisen or ACG President Nick Tamma, please call Justin Nee at (954) 524-9097 or e-mail him at justin@usaacg.com.