

## ATL keeps top ACI traffic ranking

It's official. **Atlanta-Hartsfield-Jackson Airport** kept the top place in ACI World's latest airport traffic rankings report, handling over 107 million passengers in 2018.

**Beijing Airport** came in at the number two spot, surpassing the 100 million passengers mark in 2018, the only airport besides ATL to have passed that milestone. Traffic at Beijing grew by 5.4%.

**Dubai Airport** managed to hold on to its third position even though traffic grew by only 1%, after years of double-digit percentage traffic growth.

Airports Council International (ACI) World airport traffic rankings published today found that passenger traffic remained resilient in 2018. ACI estimates passenger traffic reached 8.8 billion, growing by an estimated 6% compared to the previous year, above the 4.3% compound annual growth rate for passenger traffic from 2007 to 2017.

Passenger traffic at the world's 20 busiest airports – which represent 17% of all global passenger traffic – grew by 4.7% in 2018 as more than 1.5 billion passengers used these airports, reports ACI.

Table 1 – Total passenger traffic 2018 (preliminary)

RANK 2018	RANK 2017	AIRPORT CITY / COUNTRY / CODE	PASSENGERS	
			(Enplaning and deplaning)	Percent change
1	1	ATLANTA GA, US (ATL)	107 394 029	3.3
2	2	BEIJING, CN (PEK)	100 983 290	5.4
3	3	DUBAI, AE (DXB)	89 149 387	1.0
4	5	LOS ANGELES CA, US (LAX)	87 534 384	3.5
5	4	TOKYO, JP (HND)	87 131 973	2.0
6	6	CHICAGO IL, US (ORD)	83 339 186	4.4
7	7	LONDON, GB (LHR)	80 126 320	2.7
8	8	HONG KONG, HK (HKG)	74 517 402	2.6
9	9	SHANGHAI, CN (PVG)	74 006 331	5.7
10	10	PARIS, FR (CDG)	72 229 723	4.0
11	11	AMSTERDAM, NL (AMS)	71 053 147	3.7
12	16	NEW DELHI, IN (DEL)	69 900 938	10.2
13	13	GUANGZHOU, CN (CAN)	69 769 497	6.0
14	14	FRANKFURT, DE (FRA)	69 510 269	7.8
15	12	DALLAS/FORT WORTH TX, US (DFW)	69 112 607	3.0
16	19	INCHEON, KR (ICN)	68 350 784	10.0
17	15	ISTANBUL, TR (IST)	68 192 683	6.4
18	17	JAKARTA, ID (CGK)	66 908 159	6.2
19	18	SINGAPORE, SG (SIN)	65 628 000	5.5
20	20	DENVER CO, US (DEN)	64 494 613	5.1
TOP 20 FOR 2018			1 539 332 722	4.7



The air cargo market did not fare as well as passenger traffic with a year-end growth figure of 3.2%. This is in contrast to a much stronger year of growth in 2017 but comes against a backdrop of global trade tension between the United States and several of its closest trade partners, says the industry group.

In other significant findings, India became the world's third-largest aviation market in terms of passenger throughput, behind the U.S. and China in 2018. India's move towards a more liberalized aviation market and the nation's strengthening economic fundamentals have helped it become one of the fastest-growing markets with its traffic growing rapidly in a relatively short time, says ACI.



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### The Porthole Party returns to South Beach for SeaTrade

The PPI Group will be hosting the Porthole Party, the official after party of Seatrade Cruise Global, on Tuesday, April 9.

Unofficially rated the "most fun" Sea Trade event, the party is attended by Cruise Line executives such as Arnold Donald of Carnival Corp and Lisa Lutoff-Perlo of HAL.

This year, PPI will be hosting the party at the Paris Theater in Miami.

Sponsors include DSG, CNN, Intercruises, Port St Maarten, Effy, and Red Bull, among others.

## Americas' busiest air routes are again Mexico City to Cancun & São Paulo to Rio

The air route that connects Mexico City and Cancun was the busiest in the Americas in 2018, reports Routesonline.

According to preliminary figures from Sabre Market Intelligence, a total of 4.87 million passengers flew between Mexico City and Cancun in 2018, an increase of 4.6% compared with the previous 12 months.

The MEX-CUN route is served by four carriers - Aeromexico, Interjet, Volaris and Vivaerobus - with national flag carrier Aeromexico and low-cost carrier Interjet each commanding a 30% capacity share of the market.

The second busiest route in the Americas connects São Paulo with Rio de Janeiro. More than 3.9 million passengers traveled between São Paulo Congonhas Airport (CGH) and Rio de Janeiro's Santos Dumont Airport (SDU) last year, although the figure was 4.6% lower than when compared with 2017.

In Brazil, the airline network is expected to grow in 2019, says the Rio Convention & Visitor's Bureau, with more domestic and international flights. Data provided by the National Civil Aviation Agency (Anac) shows that in Janu-

ary alone the number of international flights arriving increased by 7% in comparison to the same period last year.

Overall, 6,120 flights landed in Brazilian airports during the first month of the year-- approximately 400 more flights than the year earlier. In the city of Rio de Janeiro, the second largest international airport of the country recorded a growth of 9%.

Completing the top five is the Colombian domestic route of Bogota (BOG) - Medellin (MDE) with 3.89 million passengers; Los Angeles (LAX) - San Francisco (SFO) with 3.66 million and Los Angeles (LAX) - New York JFK (JFK) with 3.60 million.

Routesonline's research also found the ten major routes which have grown at the fastest rate over the last 12 months. This was compiled by ranking the top 100 routes in the Americas during 2018 by passenger numbers and calculating the percentage change from 2017.

At number one is Los Angeles (LAX) - Boston (BOS), which added more than 320,000 passengers over the 12 month period.

More than 1.65 million passengers flew on the route in 2018, compared with 1.33 million in 2017.

### Americas busiest air routes

1	Mexico City (MEX) - Cancun (CUN)	4,869,800 <i>pax</i>
2	Rio de Janeiro (SDU) - São Paulo (CGH)	3,907,132
3	Bogota (BOG) - Medellin (MDE)	3,889,337
4	Los Angeles (LAX) - San Francisco (SFO)	3,655,907
5	Los Angeles (LAX) - New York JFK (JFK)	3,596,808
6	Mexico City (MEX) - Monterrey (MTY)	3,442,624
7	Chicago (ORD) - New York LaGuardia (LGA)	3,264,833
8	Lima (LIM) - Cuzco (CUZ)	3,142,913
9	Guadalajara (GDL) - Mexico City (MEX)	3,091,137
10	Las Vegas (LAS) - Los Angeles (LAX)	3,067,626

Source: Routesonline

The increase came as two-way capacity jumped by 23% to 1.88 million available seats, according to figures from OAG Schedules Analyser. The growth was mainly driven by American Airlines, which added almost 170,000 seats; United Airlines, which added more than 110,000; and JetBlue, which upped capacity by nearly 94,000.

Belo Horizonte (CNF) - Sao Paulo (GRU) is the second fastest-growing route in the top 100, while Santiago (SCL) - Sao Paulo (GRU) is third.

### Carnival Cruise Line bartender Sanja Cvijetic wins 2019 Bacardi Legacy Cruise competition

Carnival Cruise Line's Sanja Cvijetic was named Bacardi Legacy Cruise Bartender of the Year 2019, winning the Bacardi Legacy Cruise final in Puerto Rico in February.

Cvijetic will now compete against 38 domestic market winners for the overall global title at the Bacardi Legacy Bartender of the Year in Amsterdam in May 2018.

Cvijetic won the award with "Purple Sunset," her own signature cocktail created especially for the competition.

Zachary Sulkes International Key Account Manager (Cruise), Bacardi Global Travel Retail comments: "Sanja has really impressed us all with her inspired creation. Her understated professionalism, talent and hospitality skills demonstrated in the competition prove what a great example she sets for bartending leadership in the cruise industry - an increasingly important channel for the premium drinks industry."

Eddie Allen, Vice President of Beverage for Carnival Cruise Line, adds: "Sanja is a fantastic role model for our team of bartenders across the fleet and she has made a very positive impression with our guests who respond to her warm hospitality and her amazing bartending skills. We are very proud of her and look forward to supporting her at the global finals in Amsterdam."



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## IBBI brings more innovation and affordable luxury to Orlando Summit

International Brand Builders Inc (IBBI) is focusing on innovation this year, bringing new collections to the 2019 Summit and adding new brands to its “affordable luxury” portfolio.

**INFINITY & CO ENGLAND:** Infinity & Co recently partnered with IBBI to expand its distribution in the Americas. The company offers two unique brand lines: I & CO fashion jewelry at affordable prices and LXI message jewelry gifts-on-cards that offer retailers a chance to personalize messages unique to their destination.

“With more and more retailers focusing on sense of place, LXI is the perfect combination of souvenir and high-quality jewelry,” stated IBBI president, Katherine Sleipnes.

**TRU VIRTU® Hi –Tech Wallets:** TRU VIRTU is an innovative premium accessory brand from Germany, focused on wallets that protect against illegal data theft of NFC / RFID chips. IBBI will also showcase new mobile phone holders. “We are excited to launch in the Americas and build on their global success onboard airlines and in other regions. We believe this is the new trend for the future and are excited about the possibilities,” Sleipnes notes.

**B+D Screen– Blue Ban:** The B+D Blue Ban readers offer a trendy design that combines fashion and eye care, using high-quality lenses with a special protective coating that filters the blue light emitted from digital devices. They help reduce eye strain, redness, irritation, or dry eyes, and provide UV 400 protection, available in all magnification strengths.

**MORGAN & OATES:** Capitalizing on the success of its newly launched beach-wear range, scarf specialist Morgan & Oates is featuring an array of vivid and tropical cotton sarongs. New designs and colors have also been added to Morgan & Oates ‘favorite’ wraps and scarves, with styles to suit both men and women.

IBBI also represents Misaki Monaco and Baylis & Harding, which are not exhibiting this year. Appointments can be made by contacting [Stephanie@internationalbrandbuilders.com](mailto:Stephanie@internationalbrandbuilders.com) or [a.soderlund@internationalbrandbuilders.com](mailto:a.soderlund@internationalbrandbuilders.com)



*Morgan & Oates Sunburst Sarong, made from soft breathable cotton, is easy to wear and versatile – it can be tied and draped in a variety of different ways, making it the ideal accessory for traveling or beach, says Katherine Sleipnes.*



*The new Floral collection for 2019 from Tick & Ogle*

### CAPELLA INDUSTRIES- LAMBRETTA & TICK & OGLE:

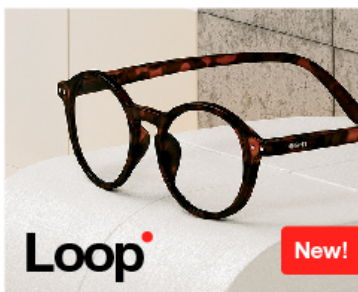
Building on the success of the Lambretta watches, IBBI and Capella are launching the new TICK & OGLE timepieces that focus on fashion at a friendly price point. The brand Tick & Ogle was created to meet the needs of a fashion-conscious and value-driven consumer, making it a perfect product line for the Americas.

“Starting at only US\$29, we believe this will be a strong proposition for our region,” stated Sleipnes. IBBI is also showcasing the new collections from Lambretta- Italy, launched in Cannes, including the MARCO sports watch and Piccolo Women’s additions.

“IBBI has always focused on bringing affordable luxury brands to market, and we believe that our brands continue to add innovation and value for Travel Retail shops,” comments Sleipnes. “We are pleased to present these new collections in the new venue at booths # 721, 819, 821, 918, 920 (near the buyer’s lounge).”

For more information on IBBI brands, please contact Katherine Patch Sleipnes at 954 557 8638 or [katherine@internationalbrandbuilders.com](mailto:katherine@internationalbrandbuilders.com)

### ● B+D Readers



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## Takara Sake USA aims to expand best-selling sakes throughout region

Takara Sake USA Inc., the makers of Sho Chiku Bai Classic, the number one sake sold in the United States, is looking to expand its distribution in the cruise channel, as well as to new markets in the Caribbean and Latin America.

Al Bashian, whose company AAMCO Duty Free has distributed the Takara Sake USA sakes for many years, tells *TMI* that the time is right for the growth of the brands throughout the region.

"We are hoping to gain some new business and expand our cruise ship business to Europe and Asia, as well as to markets in Latin America," says Bashian. "We have represented Takara Sake for more than twenty years. We started by just selling a few cases to the cruise ship suppliers; Takara Sakes are now the number one sake sold on the cruise ships."

"Plus we have had some nice success in the Caribbean, with our biggest markets being Jamaica and the Dominican Republic. Takara has other distributors in the Caribbean and South America and with Takara's support we are now looking to expand into other areas in the Caribbean. And we are looking to pursue and explore the additional markets in Central and South America."

Takara Sake USA, while part of Japan's Takara Group, creates its award-winning sakes out of Berkeley, California, and was established in the United States in 1983. For more than 35 years, the company has been producing its main products, including its flagship Sho Chiku Bai Classic, in California, taking pure snow melt from the Sierra Nevada Mountains and superior rice from the fertile Sacramento Valley.

Sho Chiku Bai Classic is today the best-selling sake in the United States, and has excelled in sake competitions around the world, says Bashian. In the 2011 U.S. National Sake Appraisal Competition, competing against more than 300 entrants, mostly from Japan,

Sho Chiku Bai Classic became the first U.S.-made sake to win a gold medal.

The success and popularity of Sho Chiku Bai Classic has helped change the perception that U.S.-brewed sake is not as good as sake produced in Japan, says the company.

Takara Sake USA was one of the first established sake breweries in the United States and has played an important role in the introduction of Japanese sake culture to the country. In 1990, Takara Sake USA became America's largest sake producer.

The Takara Sake Tasting Room, opened in 1983 and redesigned and renovated in 1997, receives 10,000 guests each year.

The company has expanded its

portfolio past its flagship Sho Chiku Bai Classic over the years. Today, Takara Sake USA has multiple SKUs of Sho Chiku Bai, including Sho Chiku Bai Nigori, which was the first Nigori-style sake produced for the U.S. market in 1985.

Takara has continuously introduced new sake genres, such as fruit flavored HANA sake, and nigori-style flavored YUKI. The fruity HANA series is comprised of Lychee, Fuji Apple, White Peach, Orange, Pineapple; and the YUKI series features Mango, White Peach, and Lychee flavors. Takara Plum is a dessert wine that has gained popularity for more than 30 years. The most recent addition to the Takara line is the innovative Sho Chiku Bai SHO.



For information please contact Al Bashian at [abashian@comcast.net](mailto:abashian@comcast.net)

## The Macallan Quest Collection sets sail on MSC Seaside with tasting bar promotion

Edrington Americas Travel Retail teamed up with MSC Cruises to execute a high-visibility tasting bar activation onboard the *MSC Seaside* to promote the launch of the travel retail-exclusive The Macallan Quest Collection. The tasting activation took place at the four-sided bar on the *MSC Seaside* – the first of MSC's next-generation Seaside class vessels.

The tasting bar, occupying the entire middle space of *MSC Seaside's* duty free store, included visuals of The Macallan Quest Collection on all four sides with bespoke wooden trays displaying all four bottlings of the Collection – Quest, Lumina, Terra, Enigma.

MSC Cruises staff received full product training and selling incentives. As part of the promotion, staff led daily tastings of The Macallan Quest Collection during which guests were offered a pairing experience.

The tasting activity and gift-

with-purchase offer were promoted via large show cards placed in-store and on the tasting bar. Customers buying two or more bottles from the range received a free Macallan flask.

Around 1,500 passengers participated in the tasting activity during the 9-week activation, helping to drive awareness of The Macallan Quest Collection.

Once the activation had ended, staff continued to promote

The Macallan Quest Collection with a dedicated table display.

Edrington Americas Travel Retail Managing Director, Juan Gentile, said: "Following The Macallan Quest Collection's huge success at airports, we're delighted to introduce the range to the cruise channel. We're grateful to MSC Cruises for the opportunity to showcase the collection to the thousands of guests onboard its exceptional

*MSC Seaside* ship. The positive sales and feedback received from customers is testament to the quality of the Quest Collection and the dedication of MSC Cruises' sales staff."



## Starboard delivers Italian flair onboard Costa Cruises' Venezia, first ship custom-built for Chinese travelers

The shops on the 5,100-passenger *Costa Venezia*, which were created by Starboard Cruise Services, feature an impressive lineup of designer brands, and the largest beauty space ever offered at sea, presented within an on-brand Italian-style shopping experience.

The ship - custom-built for Chinese travelers --is designed to provide passengers with an authentic Italian ambiance. *Costa Venezia* officially entered service with a naming ceremony and, beginning May 18, will be dedicated exclusively to Chinese travelers, offering cruises throughout Asia departing from its home port in Shanghai.

The ship features more than 8,000 square feet of retail space

amid a two-deck Venetian-style shopping pavilion which Starboard curated with famous Italian brands, including first-time-at-sea Max Mara, Salvatore Ferragamo and Bvlgari.

Bvlgari is presented in a branded boutique alongside other luxury brands that will have their official ribbon cutting ceremonies in Shanghai.

The launch of the Tiffany & Co. boutique marks the first time the brand will be featured on a Costa ship. The luxury line-up also includes Cartier and Jaeger-LeCoultre — brands highly coveted by Chinese luxury consumers which can be purchased onboard tax and duty free. Starboard further appeals to the Asian shopper with

the largest beauty space at sea, which measures more than 2,500 square feet and includes over 30 international brands.

Among the first-at-sea brands are Clé de Peau Beauté and Hermès, Yves Saint Laurent, La Prairie, Bvlgari, Chanel, Dior, La Mer, SK-II and more. Asian beauty brands include Dr. Jart+, Sulwha-soo and The History of Whoo.

One highlight of the onboard shopping experience is the first production at sea of the Bvlgari Jewelry Fashion Show. The show is a first-time joint venture between Starboard, Costa Cruises, and Bvlgari and presents a dazzling display of Bvlgari jewels featured onboard at the Bvlgari boutique.

With *Costa Venezia*, Starboard

also demonstrates its unique ability to create exceptional brand experiences. Starboard joins with Bvlgari, a sister brand within LVMH Moët Hennessy Louis Vuitton, in collaboration with Costa Cruises to present an evening highlighting the Italian jeweler's craftsmanship.

With more than a decade of experience in cruise retail in the Asian market, Starboard entered into a multi-year agreement with Costa in 2018 for retail operations which included the launch of *Costa Venezia*, and the *Costa Smeralda*, launching later this year for the European market.

The launch of *Costa Venezia* brings the total number of Starboard ships in Asia to 9.



Starboard Cruise Services has created the largest beauty space ever offered at-sea onboard the *Costa Venezia*.

## Disney signs deal with Bahamas to develop Cruise Port in Eleuthera

Disney Cruise Line has signed a heads of agreement with the Bahamas for a proposed cruise destination in Eleuthera, to be built on land it acquired from a private seller.

Disney is expected to invest somewhere between \$250 million and \$400 million to complete the project. The deal stipulates that, along with the land purchase, Disney has to increase its calls at Bahamas cruise ports in Nassau and Freeport, ensure a minimum of 120 Bahamians are directly employed during the construction of the project, representing 80% of the workers and when completed, create as many as

150 permanent, jobs with benefits in a range of positions for Bahamians.

Disney will also donate approximately 190 acres of the land located at Lighthouse Point on the southern point of the island, appraised at about US\$6.29 million, to the government for conservation and a national park.

Under the agreement, space must be provided for Bahamian vendors on the property and Disney must give priority to Bahamian owners and operators to provide port adventures for DCL guests while its ships are in port.

The facility must also provide access to all residents for non-commer-

cial purposes.

The project design must also integrate Bahamian cultural and artistic expression said the government.

In announcing the agreement, Bahamas Prime Minister Dr Hubert Minnis said construction will not begin until the Environmental Impact Assessment and Environmental Management Plan are reviewed and approved.

"The Government of The Bahamas is satisfied that it made the best decision in the interest of the Bahamian people, a sustainable future for the people of Central and South Eleuthera and the economic development of the country," he said.

## EMPLOYMENT OPPORTUNITIES



Breitling has an opening for an  
**Area Sales Manager**  
Based in Miami

The Area Sales Manager is responsible for the development and improvement of Breitling business in the region Caribbean /LATAM ensuring that sales, visibility, quality of services and quality of customer's relationship is in line with the company guidelines.

**Key Responsibilities:**  
**Development of the Business and our Commercial Partnership:**

- Reach the monthly budget by continuously monitoring account performance, tailoring account strategies & action plans, leading to maximizing retailers' sales.

**Account Management:**

- Maintain privileged contact with all clients in the market and ensure high levels of account satisfaction.
- Advice and plan the replenishment of watches with the retailers, ensuring optimal product mix / assortment policy.
- Monitor the stock as well as the sell-in/sell-out per POS and draw action plan to strengthen the sell-out.

**Ideal Candidate:**

- Position based in Miami office.
- Degree or equivalent experience
- Solid experience in wholesale of jewelry/watch or luxury goods brands.
- Strong communication and problem-solving skills.
- Excellent organizational skills.
- Proficiency with computer programs including MS Office Suite, Excel and Power Point
- Entrepreneurial spirit.
- Regional sales experience Caribbean/LATAM
- Ability to travel 40-50%
- Bi-lingual English/Spanish

Interested applicants email resume to:  
[info@breitling.bs](mailto:info@breitling.bs)



**Ares Distributors Inc.**  
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**Sales Manager**  
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Reporting to the Sales Vice President, the Manager is responsible, in coordination with the VP Sales USA Latin America & Caribbean, for the development of the sales of the Brands in Travel Retail Caribbean.

The position involves achieving areas sales budget, target sales margins, customer satisfaction and service, respect of budgeted collections and development of the company image and the Brands' portfolio.

The Candidate must have skills for planning, standing, customer service orientation, sales track record and knowledge, and be objective driven.

Must be fluent in English & Spanish.

Please forward resume to:  
[omichel@aresdistributors.com](mailto:omichel@aresdistributors.com)



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**\*NEW\***  
**OTIS MC ALLISTER**  
has an immediate opening for a  
**Sales & Marketing Associate**  
based in Ft. Lauderdale, FL

As a key player in Travel Retail distribution throughout the Americas, Otis McAllister specializes in the cultivation and global exposure of world-renowned brands within international travel environments. We currently represent: Ferrero, Ghirardelli, Haribo, Hawaiian Host, Hershey's, Lindt, Mars, Mondelez, Perfetti van Melle and Ritter Sport.

**Mandatory Requirements:**

- 3-5 years' experience in marketing or sales role.
- Knowledge of product pricing, packaging, distribution and positioning
- Organization, communication and teamwork skills, experience meeting tight deadlines
- BA in Marketing, Business Administration or related field; Master's/MBA is a plus
- Some business travel involved

**Responsibilities will include; but not limited to:**

- Meet with management and vendors to determine brand objectives and strategies
- Track and monitor key initiatives within vendor/customer business plans.
- Present and execute creative ideas for marketing activities.
- Help develop and optimize marketing campaigns (product launching and promotion).
- Track budgets with an eye towards maximizing gains and reducing costs.
- Analyze industry, competition and market trends.

Please send resume to  
[MPanara@otismcallister.com](mailto:MPanara@otismcallister.com)