

[People]

Leisure Merchandising Recruits David Bieber as President



David Bieber

LEISURE MERCHANDISING – MANUFACTURER of Leisure Luggage, London Fog and other brands – recruited David Bieber as the company’s new president in January 2017. “He was the best free agent out there,” quipped Cliff Ensley, founder and chairman of the board. “David is a proven innovator and leader, and I can’t think of anyone more capable to lead Leisure into the future,” he added.

Bieber will be in charge of day-to-day operations, working from Leisure’s headquarters in Edison, NJ. “I’ll have responsibility over the profit of the company, the sales of the company, the operational excellence of the company. It’s a great thing,” said the 40+ year industry veteran, who retired from Delsey in 2015 after a 15-year stint. “‘Innovate or evaporate’ is something I believe in. Product is obviously part of that. But it’s innovating the shipping process, the inventory process – there are so many processes we all come into contact with that need innovation,” he said with excitement.

“The company is well positioned in the market,” Ensley noted, citing the company’s record year in 2016. “We’re hitting on all cylinders and David has the ability to take us to the next level.”

Industry Veteran to Say Farewell at 2017 International Travel Goods Show



Carole Schnall

U.S. LUGGAGE ANNOUNCES THE RETIREMENT of Carole Schnall, VP of administration and credit, after more than 40 years of dedicated service. Schnall began her career at U.S. Luggage in 1976 as the executive assistant to then-CEO Lawrence Krulik. Throughout her storied career, Schnall fostered incredibly close and personal relationships throughout the luggage industry. While she was demanding and tough when collecting receivables, she always had a genuine concern for her customers’ professional and personal well-being.

“Carole has not only become an institution within the industry and throughout our company, she is also family to me,” said Richard Krulik, CEO. “She has mentored many of our staff during her career, and has carried on a legacy of fairness, integrity and professional excellence begun by my father many years ago.”

Schnall plans to spend her retirement in sunny Southern California; she will, however, attend The 2017 International Travel Goods Show as a visitor, and encourages all her industry friends to stop by and say “hi.”

DELSEY Luggage Introduces New Hires



Kim Biggs

KIM BIGGS HAS JOINED THE COMPANY AS U.S. director of sales, bringing more than 20 years of experience with leading brands to DELSEY, including Village Candle, Orrefors Kosta Boda, Yankee Candle, Samsonite, Montblanc, Godiva Chocolatier and Clinique. Biggs’ proven track record for successfully driving transformative initiatives and inspiring innovation has made her the ideal person to lead business-to-business and off-price channels for DELSEY. Biggs’ commitment and vision for delivering on DELSEY’S mission is key to the company’s success.



Lori Levenson

In her new role as national account manager, Lori Levenson brings over 20 years of experience in beauty and luxury goods retail management. Prior to joining DELSEY, Levenson worked as an account executive at Randa Accessories where she managed its wholesale luggage business, including department stores, television and

e-commerce. Prior to Randa, she worked as a business manager at CHANEL and was a national account executive at Napoleon Perdis. Levenson attended the Fashion Institute of Technology, previously owned a bakery and has appeared twice as a finalist on Food Network’s “Cupcake Wars.”

Two Appointments at LongLat

LONGLAT, INC. ANNOUNCES THE APPOINTMENT of Gary Perella as president. With more than 25 years of experience in sales leadership and product development, Perella is ideally suited to complement LongLat’s existing structure as well as directly contribute to the company’s overall growth and expansion, both domestically and globally. He has held senior sales management positions at other high profile travel goods companies, including GUESS, Travelpro and Atlantic.



Gary Perella

“We were looking for someone with deep solutions-based experience who could accelerate the development and growth of our company and product lines and are confident that Gary’s track record of success in travel goods will lead us there,” said Parkson Liang, owner and CEO.

Jeremy Ruby, a veteran in product design and development with over 13 years of experience in travel goods development, manufacturing and overseas production, has joined LongLat, Inc. as head of design and development. Ruby spent the early part of his career designing and developing consumer products for Atlantic and DELSEY. Most recently, he was instrumental in creating, developing and producing soft and hard goods for fashion brands, including GUESS and Isaac Mizrahi.



Jeremy Ruby

[People]

Korchmar Has New President

MIKE KORCHMAR, THE GREAT-GRANDSON of the founder of Korchmar, has come on board full-time as the company president, with Michael Korchmar remaining on board as the CEO. Mike Korchmar joins Korchmar with a Bachelor of Science degree in engineering from the University of Florida and following a successful career in information technology consulting at Deloitte Consulting.



Mike Korchmar

New President/CEO at ZERO HALLIBURTON



Tom Nelson

ZERO HALLIBURTON, INC. AND ITS PARENT company, Ace Co. Ltd. of Japan, announce the appointment of Tom Nelson as president and chief executive officer for ZERO HALLIBURTON. Nelson has an extensive background in the accessories and travel goods industry on a global scale. He was with Tumi, Inc. in senior executive international sales and brand development positions for 15 years, serving in his most recent role for the company as managing

director, Asia Pacific. Prior to joining Tumi, Nelson served in management roles with COACH, PepsiCo and Louis Vuitton North America. He is based in the brand's home office in New York City.

"I am excited to have Mr. Nelson join the Ace family as the head of ZERO HALLIBURTON. He has deep knowledge and successful experience in the luggage and accessories industry, and is coming on board to lead the brand at an especially important time as we return to our roots and begin to introduce products hand-crafted in the USA," said Hiroaki Morishita, CEO of Ace Co. Ltd.

Thule Group Hires Luggage Industry Veteran



Jim Matthews

THULE GROUP HAS HIRED JIM MATTHEWS as director of product development, soft goods. Matthews brings more than 25 years of product management and development, marketing and sales expertise within the luggage category, including Tumi, JanSport, Timbuk2 and most recently, Randa. Matthews will lead product development and execution of all soft goods under the Thule and Case Logic brands from the Niwot, CO, office and will directly oversee global responsibility for

Thule's push to become a global leader in travel products.

"Jim's background and experience will lend itself well to future growth of Thule in the luggage category, including the upcoming launch of Thule Subterra," said Fred Clark, president, Thule Group Americas.

Eagle Creek Announces Creeker of the Year

EAGLE CREEK HAS CHOSEN JESSICA Dodson as 2016 Eagle Creek Employee of the Year, known internally as "Creeker of the Year." The award recognizes an employee who has made a significant contribution to the brand, going above and beyond their daily responsibilities. Award recipients demonstrate qualities and behaviors that are at the heart and soul of Eagle Creek.



Jessica Dodson

"Jessica is a one-person brand ambassador team," said Roger Spatz, president. "Her dedication to the job and brand is exemplary, and her ability to work with and excite not only her own team, but our sales reps and outside partners, perfectly reflects the heart and soul of Eagle Creek. Jessica displays a zeal for life that's infectious, and she shares her time and love of life with nonprofits at home and abroad, making the world a better place for everyone."

[Product]

RFID Protection in Pops of On-trend Colors

LEWIS N. CLARK'S® NEW #SHETRAVELS COLLECTION, comprising Passport Wallet and Wristlet, is constructed of soft, lightweight faux leather and helps block unauthorized scanning of RFID data stored on credit cards and passports. Offered in aqua, black, gray and royal blue, this collection is geared towards the stylish, modern female traveler who understands the importance of security when traveling both domestically and abroad. The wallet keeps everything in one place by providing a zippered pocket for coins, a slash pocket for travel documents and cash and card slots for credit cards and driver's licenses. The wristlet has a main compartment, interior zip pocket and open wall pocket to accommodate currency, coins, receipts and small electronics like phones. MSRP: \$17.49/wallet; \$24.99/wristlet. To learn more about the hashtag created for #SheTravels and for more information about the collection, visit lewisnclark.com.

Lewis N. Clark's new #SheTravels Collection embraces the need for both security and organization daily and during one's travels.



[Product]

ATM Presents Premium Luggage and Gets Happy

LAUNCHING THIS SPRING ARE ATM'S VUE TRAVEL GOODS division and its Premier LTE Collection, featuring a medium spinner in navy. In durable Terylene fabric with a rich leatherette trim, the case features deluxe double wheels, an upgraded interior and full expansion. MSRP: \$149.99.

ATM introduces 2017 patterns to its SMILEY World Collection. Lightweight, rugged and expandable, these easy-to-roll cases have double multi-directional wheels, and fun linings with SMILEY World's latest original emojis, including SMILEY World Celebration and SMILEY World Stealth. MSRP: \$99.99/22" carry-on; \$124.99/26"; \$139.99/30". For more information, visit atmluggage.com.



ATM's new VUE Travel Goods division "sets the new standard" for premium designed luggage.

World Stealth Black for the 2017 SMILEY World Collection

MiWorld Launches Well-known bebe Brand of Travel Accessories

MIWORLD ACCESSORIES INTRODUCES BEBE AND ITS FIRST-EVER travel line. Beautifully crafted with eye-catching rose gold metallic fabric, each product will ensure you're traveling in style. The collection includes a Therapeutic Neck Pillow (MSRP: \$19.99); Luggage Tag (\$11.99); Passport Case (\$14.99); and 5-piece Travel Set (\$14.99). For more information, call 212-889-1012 or email judah@mwa.nyc.



Stay organized in style with MiWorld Accessories' new line of bebe travel accessories.

Sturdy and Stylish

THE BEN SHERMAN® NOTTINGHAM COLLECTION FROM HERITAGE Travelware features a lightweight 20" Embossed PAP 4-Wheel Upright with 4-wheel spinners and locking retractable trolley handle system, perfect for frequent travelers who value both style and function. Featuring two-sided packing divided by a secure U-shaped zipper closure, an interior mesh zippered accessory pocket and a fully-lined tear-resistant interior, this case meets most true carry-on airline requirements. Construction is made more durable with molded corner reinforcements to provide optimum impact resistance. MSRP: \$160. For more information, visit heritagegettravelware.com.



Nottingham Collection cases have a padded top handle and molded bottom grab handle for easier lifting and maneuvering when needed.

Each Bag Unique in This Collection

AUNTS&UNCLES INTRODUCES THE BARBER SHOP FOR SPRING/Summer 2017. An honest and offbeat collection made of vegetable-tanned premium cowhide and sturdy twill fabric or vegetable-tanned leather only, the Barber Shop is aunts&uncles' first collection combining leather and twill. The finished bag is dyed, washed and waxed by hand, which creates an irregular shrinking and makes each bag one of a kind. The interior impresses with well-conceived compartments and lining that matches the outer leather color. MSRP: \$249-\$499. See the collection at am-collections.com.



Meet the adventurous and cultivated members of the Barber Shop: Ducktail, ZZ and Fu Manchu.

Industry Buzz continued on page 170

[Product] *Continued from page 168*

Here Comes Marvel Comics – Spider-Man Luggage

HEYS LAUNCHES ITS MARVEL COMICS – SPIDER-MAN COLLECTION just in time for the new Spider-Man movie coming out in Summer 2017. The unique luggage print is designed using a vintage Spider-Man comic book-style collage that is sure to make each piece stand out. Made from a durable and lightweight ABS/polycarbonate composite, each piece comes fully featured with creature comforts that will make traveling easier and more convenient. Each piece is equipped with ultra-smooth 360° spinner wheels, a quick-release trolley handle system, a zipper closure and a fully-lined interior with a divided organizer as well as a zipper-released expansion system that provides up to 20% more packing space. This young adult luggage collection aims to strike a balance between style, function and endurance. MSRP: \$179.99/21"; \$199.99/26"; \$379.99/2-piece set. For more information about this collection, visit heys.com.



Heys' Marvel Comics – Spider-Man Collection is stylish without sacrificing function.

Business Bags Fit Under Most Airline Seats

MEET THE SOHO FROM MCKLEIN, A 15.6" LEATHER WHEELED Laptop Briefcase that provides front zipper and organizer pockets for small miscellaneous items, padded laptop and tablet pockets and a back compartment that features an accordion file divider for documents. A Smart Attachment Strap in the back allows transport on the extended handles of other rolling cases and luggage. MSRP: \$195. To see McKlein's new line of business travel bags, visit mckleinusa.com.



No more worrying if your bag will fit underneath the airline seat with McKlein's SOHO.

New Travel Accessories from Makers of Fashion Executive Rollerbriefs

THE CABRELLI GROUP LAUNCHES ITS NEWEST BRAND OF fashion travel bags and accessories, CharlieBravo. Distributed in



Spring 2017 sees the launch of the CharlieBravo brand from the Cabrelli Group.

both Canada and the U.S., the CharlieBravo Collection offers fun, fresh and affordable fashion with bags, totes, hats and scarves. From casual to trendy, CharlieBravo offers both pre-planned programs, as well as many in-season opportunities and is a must-see for retailers that want to spice up their bag and accessories assortment at a price their customers will appreciate. MSRP: \$10-\$50. For more information, contact bags@cabrelli.net or visit cabrelli.ca.

Bag Beauty

JACK GEORGES PRESENTS THE ELEGANT WHEELED Duffle Bag (18" x 13" x 9") from its Voyager Collection. This carry-on bag is made from Jack Georges' popular hand-stained vegetable re-tanned buffalo hide. With soft construction and a wheeled frame, it offers flexibility, practicality and convenience on the go. MSRP: \$548. For more information, visit jackgeorges.com.

Voyager's Wheeled Duffle Bag



Move Over George Washington

LOLLYZIP INTRODUCES THE JDZip Men's Travel Cloak inspired by America's first President. Convenient, stylish and debonair, the cloak easily goes over dress attire or casual jeans. But here's the big news: The cloak rolls into a neck pillow for travel. Why stuff your coat into the overhead when it becomes your pillow in a snap? It is made in the USA of 100% polyester anti-pill fleece. MSRP: \$159. To see the item, visit lollyzip.com.



Worn around town or on the plane or train, LollyZip's JDZip cloak has you stylishly covered.

Industry Buzz continued on page 172

[Product] *Continued from page 170*

Designed for Frequent Carry-on Travel

THE LATEST MEMBER OF LOJEL'S KOZMOS COLLECTION IS THE Kozmos Pilot, a compact deep "drawer" with a quick-access outside front compartment for easy carry-on. Inspired by space travel, the case offers multiple interior pockets to compartmentalize necessities. On the exterior, magnesium alloy frames the Pilot (it's 30% lighter than traditional aluminum frames) and contributes to the steadfast core, which includes two TSA-accepted lock mechanisms integrated with each other for tough security. The rest is an Advance PC™ polycarbonate shell offering best-in-class impact resistance. Rounding out amenities are dual wheels and stunning metallic surfaces in several colors that complement the collection's sleek structural lines. MSRP: \$474.99/black; \$537.49/silver; \$587.49/gold. For more information, visit lojel.com.



Durability and ease of use is paired with stand-out security and style in Lojel's Kozmos Pilot.

Color Through and Through

JUMP® PARIS DEBUTS CROSSLINE, A DURABLE EXPANDABLE luggage collection made of 100% pure polycarbonate that maintains its vibrant color even when scratched. Designed with dual spinner wheels for added stability, cases include dual-coil anti-theft zippers for added security and a durable water-resistant polyester lining. Available in blue, champagne and red, the collection includes a 21" Carry-on Case with 1.5" of depth expansion (MSRP: \$195), a 24" Packing Case with 2" of depth expansion (\$225) and a 28" Packing Case with 2.5" of depth expansion (\$265). JUMP® Paris is exclusively distributed in the U.S. by the National Luggage Dealers Association's Mosaic Travel World division. See the new collections at jumpparis.com or mosaictravel-world.com. For more information about the JUMP Paris brand or becoming a JUMP dealer, contact scott@nlda.com.



Vibrant colors with sleek designs elevate Crossline from JUMP Paris to fashion accessory status.

Travel Togs

WEAR THIS STYLISH AND PRACTICAL TRAVEL DRESS TO THE beach or take it for a stroll along the humid city streets – either way, you'll be glad you packed it. The Women's NosLife Cleo Dress from Craghoppers features a soft jersey fabric that incorporates Insect Shield® insect repellent, making it a hot-climate travel standard. It features three pockets, one hidden zipped pocket for added security and a waist tie and scoop neck for added style. MSRP: \$70. To see the dress and other items in Craghoppers' Spring 2017 Collection, visit us.craghoppers.com.



Travel in style and comfort with the Women's NosLife Cleo Dress from Craghoppers.

One Tote Takes the Place of Three Bags

THE MADDY TOTE FROM MINKEEBLUE IS A WOMAN'S ULTIMATE go-to bag for the everyday commute and overnight business trip. Stylish and functional in water-repellent nylon trimmed in leather, this tote inconspicuously organizes and separates your lunch, laptop, water bottle and purse essentials. The Maddy includes a built-in folding shelf, which creates upper and lower compartments when in use, giving you full control of how you want to organize personal items. No more schlepping two or three bags to work. When you're not using the insulated lunch bag, you can carry just about anything in the bottom of the tote – shoes, gym attire, a



sweater, toiletries, kid snacks, and more. The Maddy functions as one open tote, too. Three accessories are included: an insulated lunch/toiletry bag; detachable coin purse/key fob; and cross-body strap. MSRP: \$236. To see how this bag



can be organized, visit minkeeblue.com.

Your day may be hectic, but your bag doesn't have to be with the Maddy Tote.

Industry Buzz continued on page 174

[Product] *Continued from page 172*

Travelers Follow Their Bliss

FOLLOW YOUR BLISS® LAUNCHES ITS highly anticipated collection for women, one featuring hardsided suitcases and executive smart handbags, including the City Handbag, shown in pearl white. Smart features include automatic-touch opening biometric locks, wireless charging pocket, Bluetooth proximity connectivity and organization that rivals a mobile office with padded laptop compartment, RFID card and passport pocket. MSRP: \$399-\$409. For details, visit fyblondon.com.



Avoid the black hole with the organizational features of the FYB® City Handbag from Numinous London®.

Stylish Set for Women Professionals

LUIS STEVEN PRESENTS AN ELEGANT COLLECTION OF LAPTOP backpacks and totes paired with a handbag or cross-body bag that allows women to carry their business and personal items with style. While the larger bag carries business folders and electronics devices, the smaller handbag holds personal items. Lightweight in soft leather, the bags come in black and tan with a suede interior. The backpacks, offered in two sizes, are designed to carry 13" or 15" laptops. The totes, featuring a top zipper closure, fit most laptops. Most of the handbags and cross-body bags are sized to fit tablets for easy transfer from the larger tote. MSRP: \$250-350. To learn more about this collection, contact Luis Castaner at luis@luissteven.com or visit luissteven.com.



The combination of the two bag styles in the Luis Steven Collection appeal to women who often carry multiple mismatched bags to work.

Get Cruzin'

J WORLD NEW YORK LAUNCHES THE 3-PIECE CRUZ COLLECTION (20", 24", 29"), featuring a recessed locking handle with push button and double spinners that allow for a smoother spin and maneuverability in tight spaces. Cases are extremely lightweight in impact-absorbing polycarbonate and have a top and side grip handle. An interior divider panel with mesh pockets and shoe pockets provide organization and elastic cross straps minimize shifting of contents. The collection is available in gray, red, black and white. MSRP: \$600/set. For more information, visit jworldsport.com.



CRUZ Collection cases expand up to 2.5" for extra packing space.

TITAN Luxury Luggage Now Available in U.S.

DESIGNED IN GERMANY, THE TITAN LINE INCLUDES BOTH soft and hardshell cases that are known for their leading-edge design aesthetic and rugged versatility. Shown is the TITAN X2, a case that has appeared in shows such as "Germany's Next Top Model" and "The Big Bang Theory." With a stylish "flash" surface made up of Bayer's durable Makrolon® polycarbonate, it has a specially designed, recessed TSA-accepted combination lock; rugged, low-noise-generation double wheels; and water-repellant zipper. MSRP: \$200-\$500. More information about the X2 and other TITAN collections may be found at titanluggageusa.com.

All attributes expected from a premium suitcase can be found in the TITAN X2.



Industry Buzz continued on page 176

[Product] *Continued from page 174*

Keep Jewelry Free of Scuffs and Scratches on Travels

DESIGNED IN NEW YORK CITY FOR THE CONTEMPORARY executive who is constantly on the move, Royce Leather's luxurious Travel Watch Roll and Cufflink Storage (#932-5) comes in black in top grain Napa leather. The epitome of class, elegance and functionality, the case also has an additional compartment for cufflinks and rings. Its genuine leather exterior is complemented by a rich suede lining and hand-milled hardware. MSRP: \$140. For more information, visit royceleathergifts.com.



Royce Leather's Travel Watch Roll measures 8" x 3.25" x 3.25".

It's a Revelation

REVELATION IS A FRESH AND FUN LUGGAGE BRAND FROM London that stands out for its color, design and quality – but not a high price tag. Revelation launches the innovative Weightless D2, a case that weighs in at just 4 lbs 13 oz for a large case with a huge packing capacity. Every feature of this case has been designed with weight in mind, from the durable but lightweight fabric to the sporty branded zip pulls. Incredibly tough, the case combines functionality with bright pop colors and striking interior prints. It is made from hardwearing and water-resistant polyester enhanced with rugged corner buffers. MSRP: from \$149.99. For more information, visit revelationlondon.com or see this case during The 2017 International Travel Goods Show at Antler's booth (#1257).



Revelation's Weightless D2 is durable enough to withstand whatever adventure you throw at it.

For Sale on Your Next Flight

FOLLOWING ITS *FRONTIER MAGAZINE* BUYERS FORUM "SEAL OF Approval" award, International Brands Group debuts small footprint and cabin-friendly packaging for Occles Ultimate Eyeshades, developed specifically for sales onboard aircraft. The new design allows Occles to fold over, delivering valuable space savings on in-flight trolleys. The new packaging option will be on display at Occles' booth (#426) at The 2017 International Travel Goods Show. Airline inquiry contact is David Roberts, managing director of International Brands Group, +44-0-7785557747 or email dtr@exclusiveinternational.co.uk. Visit occles.co for more information.



Occles' new packaging allows the light-blocking eye mask to be sold on airplanes.

Have Baby Elephant Will Travel

TRENDYKID'S UNIQUE 3D DESIGNS CONTINUE WITH Travel Buddies' Etta Elephant, a unisex 17" case in lightweight ABS. Featuring an adjustable-height pull handle for parents and kids, Easy Roll integrated wheels and internal zip storage and garment straps, this carry-on-approved case comes in brilliant blue with cute 3D eyes and tusks. MSRP: \$64.99. To see this item and other products in the Travel Buddies line, visit trendykid.com.



Travel Buddies' Etta Elephant makes travel fun for kids.

Doing Double Duty

LOOKING FOR A NEW WALLET OR AN ESSENTIALS-ONLY CLUTCH? The Kickflip Convertible Wallet from LUG® USA is both. With six card holders under the front flap for easy access, mesh ID window pocket and zippered pocket under the front lid, the water-repellent Kickflip has an interior slim pocket for bills or receipts and a soft-lined pocket to stow your smartphone. When you want to ditch your bigger bag, sling it over your shoulder with the included mini shoulder strap. Perfect for both travel and everyday use, the RFID-protected Kickflip is smart and stylish – and will keep your valuables secure. MSRP: \$42.99. For more information, visit luglife.com.



Get versatility with LUG USA's Kickflip Convertible Wallet.

[Product]

Accessorizing Travelers

SPRAYCO INTRODUCES NEW DESIGNS TO ITS POPULAR TRAVEL toothbrush holder and travel soap dish. Fitting most standard manual toothbrushes, the new holder features a tight snap-lock closure and vent holes to allow for proper drying. The coordinating soap dish features a snap-lock closure and domed lid to fit full bars of soap. They are offered in four colors.

From Sprayco's Miamica brand comes the Bathing Beauty Beach Pouch (\$16). Measuring a compact 11" x 10", it is the perfect accessory for suntan lotion and all beach essentials. In clear plastic trimmed with rose gold, this case is what every fashionista needs for that fabulous beach day, pool party or vacation on an exotic island. Visit sprayco.com for more information.



Sprayco's newest accessories pack convenience and fashion on the road.

Real Rest on Your Next Plane or Train

NO NEED TO LEAN YOUR HEAD AGAINST THE PLANE OR TRAIN seat or on the seatback tray in front of you anymore. The patented Travel Sleeper comprises a soft pillow that contours to your face and provides full head and neck support, adjustable bars to position the pillow to that just-right height and a bottom base with a tightening knob that fits under and between your legs. It can be assembled in mere seconds and ready for you to grab a cat nap or a restful night's sleep on those long-haul flights. The Travel Sleeper comes in a lightweight and compact case that can be tucked beneath the seat in front of you. MSRP: \$59.95. To see a video on how to quickly assemble the Travel Sleeper and for more information, visit travelsleeper.com.



The fully adjustable Travel Sleeper pillow was designed for the best solution to sleep while sitting upright in a small space.

Bark n Bag Introduces Lower Prices, New Carrier

RETAILERS CAN EXPECT TO SEE ALL BARK N BAG PRODUCTS with new lower wholesale prices. For example, small carrier bags will now be under \$20 wholesale. The price change comes after moving production out of China.

"We have been working diligently with our production partner, a quality luggage manufacturer, to move all manufacturing," said David Fine, owner of Bark n Bag LLC. "The efficiencies developed by the luggage producers enabled us to lower our prices, and the quality has been improved."

In addition to new, lower prices, Bark n Bag debuts the Noir Herringbone Classic, a pet carrier boasting a sturdy patented construction and classic styling with smart detail in lightweight herringbone nylon. It is available in medium and large sizes and features fur-friendly mesh on three sides for ventilation, a padded double tubular handle, an adjustable shoulder strap, adjustable gadget straps to secure in the car with a seat belt, a machine-washable quilted pad and two easy-access zippered pockets. It folds flat for storage. MSRP: \$55/medium; \$60/large. For more information about Bark n Bag, visit BarknBag.com.



The comfortable, roomy interior makes Bark n Bag's Noir Herringbone Classic the perfect dog or cat travel companion.

Two Travel Items in One

CONSTRUCTED OF RUGGED SUPREME POLYESTER, OLYMPIA USA's easy-to-clean Insulated Rolling Shopper Tote features an interior detachable insulated tote. Use the pieces together, gliding along on the shopper tote's recessed ball bearing inline skate wheels, or pull the Velcro® brand fastener to easily detach the insulated tote and carry it over your shoulder. This item has a top-load opening to its spacious main zipper compartment and a handy front pocket and side mesh pocket. Available in four prints. MSRP: \$140. For more information, visit olympiausa.com.



Olympia USA's 2-in-1 Insulated Rolling Shopper has a lightweight internal retractable handle with hide-away zippered closure.

[Product]

Tech-savvy Wallets, Purses and Kits

VOYAGERBLUE PRESENTS ITS PATENTED VB SIGNATURE COLLECTION, comprising ladies' purses, gents' wallets, travel wallets, travel organizers, a multi-function universal mobile phone case/wallet and unique, patented DIY Smart Wallet kits. Each item offers integrated patented RFID-shielding and integrated Bluetooth® loss prevention technology, plus a free-to-download app. The VB Signature Collection helps to keep your assets safe from loss when traveling and your identity safe from unauthorized access. MSRP: \$59.99-\$79.99. See the full range at voyager-blue.com.



The VB Signature Collection is Bluetooth-smart for people on the move.

Bags Are Pretty, Practical and Light

HEDGREN PRESENTS CITY HOPPING IN STYLE WITH ITS INTER-City Collection of bags. Hop into a train, car or plane with ease while ensuring maximum functionality from your accessories. The Asharum Waistbag (MSRP: \$49), available in black, has an adjustable waist strap, front and back zippered pockets on the exterior and a slip pocket, zippered pocket, three card slots and back wall RFID data-blocking zippered pocket on the interior. The Trek Small Vertical Crossbody (\$49), offered in black, tango red and dolphin blue, features an adjustable cross-body strap, a front zippered pocket and back zippered RFID data-blocking pocket outside and a double compartment (front with back wall slip pocket), two pen slots and back slip pocket inside. For more information, visit hedgren.com.



The Inter-City Trek Small Vertical Crossbody by Hedgren is light and compact.

Matte Metallic Palette

THE SMOOTH, EFFICIENT AND REMARKABLY DURABLE ETHERIUS Metallics Collection puts a whole new spin on stylish travel. Designed with female travelers in mind, this collection from Victorinox features three dynamic colorations in silver, gold and rose gold – all of which coordinate with the Apple iPhone 7 colors. (Note: with a luggage purchase, a matching phone case will be included for a limited time only.) Externally, it's all about the smooth roll via 55 mm Hinomoto wheels. Lightweight in 100% pure Bayer polycarbonate with integrated corner guards, cases offer packing solutions from a zippered expansion system to Y-shaped compression straps to two zippered divider walls and more. MSRP: \$259-\$319. See the collection at victorinox.com.



Victorinox's Etherius Metallics Collection is the perfect companion for modern women travelers.

Transporting Luggage Just Got Easier

MERCHANDISING AMERICA INTRODUCES A NEW KIND OF luggage cart: the multi-adjustable and compact 6-Wheel 360° Rotational Luggage Cart (MSRP: \$49.95), featuring an extendable surface to hold greater volume, an adjustable forward or backward handle for easier turning and four rotational wheels, plus two inline skate wheels for smooth and quiet rolling. Available in black, red and blue, this cart is durable and sturdy, supporting up to 250

lbs, and foldable and compact for space-saving storage. Also new is the Luggage Cart with Orange Wheels (\$26.95), sturdy, foldable and with rugged wheels in can't-miss orange. Easily and confidently carry luggage, heavy boxes and more weighing up to 77 lbs. An adjustable double strap anchors luggage and prevents shifting. This cart is also available with blue wheels. For more information about these carts, contact 415-965-9038 or gosales.mai@gmail.com.



These luggage carts from Merchandising America offer reliable transport while reducing weight on the arm.

[Product]

Flower Power Adds Punch to Luggage

THE CREATION OF M BY MIA TORO – FLOWERS Hybrid Spinner Luggage, began with one complex goal: to fuse art and science together to create a new level of experience in travel goods. These Italian-designed cases are made from lightweight armor-flex composite with a front pocket constructed in a durable material that provides easy access to your laptop and accessories while traveling. Featuring exclusive artist collaborations, the polished artwork provides a rich and vibrant look. MSRP: \$340/21" carry-on; \$360/25"; \$380/29". For more information, contact sales@hontus.com or visit miatoro.com.



Travel in style and comfort with the M by Mia Toro – Flowers Hybrid Spinner.

Warming Up Winter

FOR THE COLOR PALETTE FOR ITS 2016-2017 AUTUMN/WINTER collection, Lipault draws inspiration from exotic escapes to create a range of Aztec-themed colors, including deep amaranth red, luminous saffron yellow and a stylish steel blue. While the

former two colors have been wedded to the softness of nylon, the latter tone has been matched with the mirror finish and gloss of vinyl. For example, the Plume Vinyl Carry-on Spinner (shown in rose gold), offering ultra-lightweight comfort and spaciousness, is elegant and feminine – a fashionista's dream. It has an exterior zipped pocket on the front of the case; inside, find a bottom compartment with ribbons and a zipped lateral pocket plus a top-zipped compartment.

Additionally, the highly complementary colors of this collection can be matched or unmatched at will among a selection of cases, weekend bags, handbags and toiletry bags for a unique, customized look. MSRP: \$189/carry-on spinner; \$199/24" spinner; \$209/26" spinner. To see the new colors and collection, visit lipault-usa.com.



Add a touch of warmth and style to any outfit with Lipault's Plume Vinyl Collection.

Safety Features

TRAVELER'S CHOICE PRESENTS A 3-PIECE POLYCARBONATE Hardside Spinner Collection with a double-coil anti-theft zipper that closes tiny gaps in zipper teeth to enhance protection and prevent the chain from being easily punctured. Comprising a 21" Carry-On Spinner Upright and 26" and 30" Check-In Spinner Uprights, the collection offers an aluminum telescopic handle system with push-button mechanism, a built-in TSA-accepted combination lock for extra security and a spinner wheel system for better traction and stability. An expansion gusset on all sizes allows for more packing space. MSRP: \$489.99. For more information, visit travelerchoice.com.



The diamond-cut textured finish on Traveler's Choice's new 3-piece collection prevents abrasive scratches and fingerprints.

Protection in Every Piece

LODIS ANNOUNCES THE LAUNCH OF ITS FALL 2017 SEASON and, for the first time, all collections will feature LODIS' signature "Under Lock & Key" RFID protection. Travelers will find elaborate interiors equipped with symbolic "bag-mojis" to take the guess work out of handbag organization. From chic polished work totes to sleek nylon carryalls accented with Italian leather to LODIS' classic core Audrey program, there is a bag and wallet for every sophisticated woman on the go – and every single piece is RFID-protected. MSRP: \$38-\$328.

LODIS continues its 50-year tradition of modernizing heritage and transcending trends by providing RFID protection across its lines.



[Product]

Ahhh!

COMBAT LEG, HIP AND SPINE DISCOMFORT CAUSED by seats that are the wrong height with a soft, secure place to rest your feet. The Travel PAL™ Footrest is angled to keep feet and legs in the most comfortable and ergonomic position. Like all Travel Pal products, it is self-inflating to your level of support and deflates into a compact, perfect-for-travel size. MSRP: \$39.99. For more information, contact 877-771-4000 or orders@hbtravelpal.com or visit hbtravelpal.com.



Get relief
for your back and
legs with the
Travel PAL Footrest.

[Moving]

AM Collections

AM COLLECTIONS, INC. HAS MOVED ITS OFFICES/WAREHOUSE TO A NEW AND beautiful spot right on the Fraser River. The new address is Unit 101-334 East Kent Ave. S., Vancouver, BC V5X 4N6, Canada. Contact information remains the same: am-collections.com, 604-731-6868, fax: 604-731-6867.

Classifieds

Email your classified ad to Cathy Hays at chaystga@aol.com. Deadline for the Summer 2017 issue is May 10, 2017.

SEBENS CONSULTING & ASSOCIATES

Over 75 years of experience developing and managing brands.

- Strategic Planning
- Branding, Marketing, Sales and Licensing
- Merchandising and Line Planning
- Product Development, Design and Production
- Sourcing, Manufacturing, Distribution, and Import Management
 - MFG. Tech Support, QC, QA, and Environmental Compliance
- Retail Store and e-commerce Solutions
 - C Suite and Management Services

Your Partners in Success. Supporting Brands, Marketers, Retailers and Manufacturers

Contact:

info@SebensConsulting.com
SebensConsulting.com

Principles:

David Sebens, Wendee Lunt, Wayne Podell
(T) 732-369-6886 (M) 732-675-4917

SEEKING SALES REPS

Seeking independent, commissionable sales reps in the luggage/handbag industry for a unique luggage line. Reps will cover independents, department stores and possibly premium accounts. Please send history of your group, number of personnel and areas of coverage along with contact info to tga@travel-goods.org. Interviews will be held at The International Travel Goods Show, April 5-6, 2017, in Las Vegas.

REPS WANTED

Can you think on your feet? Do you love selling quality products, and do you get a kick out of seeing your efforts pay off for your customers and for yourself? If this describes you, and you sell to department stores and better luggage and travel specialty stores, we would like to talk to you.

We are a well-financed, upper moderate to better luggage manufacturer with an iconic product line looking for independent reps who want to help us build our brand. If this sounds interesting to you, please respond to tga@travel-goods.org. (Responses will be forwarded by TGA to the advertiser.)

24-7 International LLC	15, 47, 89
Aleon Inc.	151
Antler	27
aunts&uncles	145
Briggs & Riley Travelware	41
Cabeau	29
Cabrelli Group Inc.	127
Cathayana Inc.	117
Celine Dion Collection/bugatti	105
COCOON by Design Salt	159
Dejuno	161
DELSEY Luggage	129
DigiPas Technologies Inc.	97
Flightline Travel LLC	111
Go Travel	17
Heys Luggage	IFC, 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 169, OBC
HONTUS Milano Group	39, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, IBC
InUSA Luggage	153
it luggage	65, 67, 69, 71, 73, 75
J World New York	57, 113
JUMP Paris Luggage	163
Lewis N. Clark	31
LiteGear/Numinous London	55
Lojel	141
LongLat Inc.	37, 109
LUG®	99
Luggage Leash	139
LuxePak	101
McKaba Luggage LLC	147
McKleinUSA	103
MiWorld Accessories	79
OGIO International Inc.	123
Olivet International Inc.	21, 77, 87, 155, 175
Olympia USA	32, 33, 34
Princess Traveller	115
Ricardo Beverly Hills	18, 59, 92, 93, 173
RONCATO	121
Royce/Emporium Leather Company, Inc.	95
Safe Skies TSA Luggage Locks	80, 81
Samsonite/American Tourister/ Lipault/Hartmann	22, 53, 82, 171
Signal Brands LLC	25
Solite International.	42, 165
Thule.	137
TITAN	131, 133
Travel Pal.	135
Travel Smart by Conair	107
Traveler's Choice Travelware	60, 61
Travelers Club Luggage Inc.	157
Travelpro Products Inc.	119
Triforce Luggage LLC	149
Trochi	125
Visionair Luggage Inc.	51
ZERO HALLIBURTON.	143