

NEWS Briefs

TGA Members

A HEARTY WELCOME TO THE FOLLOWING companies that have joined TGA since November:

- AdeptTrends LLC, Ponte Vedra, FL (M); tabolap.com
- Airopedic International Inc., Toronto, ON, Canada (M); airopedic.com
- Alster Inc., Walnut, CA (SR)
- Cathayana Inc., Troy, MI (M)
- Destination Bags, Newmarket, ON, Canada (M); destinationbags.com
- DetoxAir, Three Forks, MT (M); detoxair.com
- ECLETTICO, Sibuya, Toyko, Japan (M); bloom.jp
- Flightline Travel LLC, Alexandria, VA (M); flightlinetravelllc.com
- GROWN UP Licenses, Hong Kong, China (M); gp-licenses.com
- JetKids, Klofta, Norway (M); jet-kids.com
- ILI New York, New York, NY (M); iliworld.com
- LOQI, Brooklyn, NY (M); loqi.com
- Luis Steven, Los Angeles, CA (M); luissteven.com
- LuxePak, Broomfield, CO (M); buyluxepak.com
- Matador, Boulder, CO (M); matadorup.com
- MinkeeBlue, Philadelphia, PA (M); minkeeblue.com
- MobileRep LLC, Loveland, OH (M); mobilereponline.com
- Mosafer, New York, NY (M); mosafer.com
- Outside Inside Games & GSI Outdoors, Spokane Valley, WA (M); gsioutdoors.com
- P9114, Ridgecrest, CA (M); p9114.com
- Pillowtie, Santa Monica, CA (M); pillowtie.com
- Smoots, Las Vegas, NV (M); mysmoos.com
- Solite International, Lake Grove, NY (M); solite-inc.com
- Still Nordic/Day & Mood, New York, NY (M); dayandmood.com
- tab LLC, Piedmont, CA (M)
- Techwaves International Inc., Fremont, CA (M)
- Torero Corp., Kolkata, WB, India (M); torerocorp.com
- Travelin' Queen Bee LLC, Mead, WA (R); travelinqueenbee.com
- Travelway Group International, Montreal, QC, Canada (M)
- Villagio of Miami Inc., Miami, FL (M)
- Wear Code, Chula Vista, CA (M)
- World's Best, Waco, TX (M); wolmfmg.com

M=Manufacturer; R=Retailer; SR=Sales Rep



Two Nights, Two Can't-Miss Happenings

WE ARE VERY EXCITED TO OFFER TWO NETWORKING events exclusive to Show attendees at the upcoming International Travel Goods Show. Mix it up with other industry insiders at our Opening Night Party, held on Wednesday,

April 5, at the Show entrance from 5:30–7:00 p.m. This event is your best chance to connect and really bond with everyone who matters to your business. Then come cheer and be inspired at the Awards Ceremony held on Thursday, April 6, in Room N261 from 5:30–6:15 p.m. This event will shine the spotlight on the most revolutionary new items with the Product Innovation Award, give kudos for altruistic engagement with the Community Service Award, and toast the very worthy recipient of the TGA Award. Please mark your calendar to join us for these two special industry events. ■

Your Brand is Special – Shout It from the Rooftops!

EVERY YEAR, THE INTERNATIONAL TRAVEL GOODS SHOW ATTRACTS more media attendees than the past. Editors from around the country are drawn to Las Vegas to see what's next in travel goods – and their favorite fresh new products are featured in online, print and television coverage. Get yourself noticed on the Show floor by building a presence in the Press Room. It's the first place each editor stops before exploring the exhibit floor – so take advantage of the opportunity to showcase your brand through media kits and gift bag samples that the press will use to cover products after they return home from The Show. The Press Room is located directly across from Show registration. If you are an exhibitor and have questions about how to prepare for media at The Show, contact TGA's Kate Ryan via email at kate@kateryanpr.com or phone, 774-929-5223. Be sure to contact Kate three weeks prior to Show-time for an attending media list – and reach out to the editors flocking to Vegas in advance to arrange appointments or send product information. ■



Be sure to stop by
TGA's Booth 1515
for water, coffee and a
yummy cookie!

Capitol Beat | By Nate Herman

BAT: Why You Should be Worried

BAT is the Border Adjustment Tax (BAT), which is one part of the House Republican “A Better Way” corporate tax reform proposal. If approved by Congress and signed into law by President Trump, the reform proposal would lower corporate tax rates from 37.5% to 20%.

Sounds great, right?

But this proposal comes at a price, namely an estimated \$3 trillion over 10 years. Congress must come up with a way to make up for the lost revenues.

Here comes the BAT to the rescue. According to the House Republican proposal, BAT would raise \$1.3 trillion in new U.S. government revenue over 10 years. And where would this new revenue come from? It would be raised on the back of the U.S. travel goods industry, its 100,000 American workers, and all the other industries that provide everyday products to American consumers.

What does BAT mean for our industry? Let’s look at a carry-on roller bag and say, hypothetically, that you import that roller bag for \$60, which is your cost of goods sold (COGS). Then, you have the cost of selling the roller bag, or your operating expenses, which, in this example, is say \$30. And then you sell the bag for \$100. That means your profit is \$10 (\$100 - \$60 - \$30 = \$10) because under current law you can deduct your COGS. At today’s 37.5%

corporate tax rate, you would pay \$3.75 in taxes.

How would BAT change this scenario? Let’s look at the same hypothetical carry-on roller bag. You import the roller bag for \$60 (your COGS). Again, your operating expenses to sell that roller bag are still \$30. And once more, you sell the roller bag for \$100. Under BAT when it comes to calculating your taxes you will no longer be able to deduct your COGS because the roller bag was imported. That means you would pay tax on \$70 instead of \$10 (\$10 profit + \$60 COGS = \$70). But, under the Republican tax reform proposal, the tax on that \$70 would be calculated at 20% instead of the current 37.5%. In our hypothetical example, your tax on the roller bag would be \$14 (\$70 x 20% = \$14). So, under BAT your taxes would have almost quadrupled (from \$3.75 to \$14) on a product where your profit was only \$10!

The Travel Goods Association has launched a full court press in Washington, D.C. to convince Congress and President Trump that BAT is a very, very bad idea. It will hurt not only our industry and our 100,000 American workers, but lead to significant price increases for American consumers not only on luggage, backpacks, and handbags, but for practically everything they buy.

We need you to help stop BAT before it becomes a reality. If you want to join the fight, please contact TGA’s Nate Herman at nate@travel-goods.org or 877-842-1938, x-708.

DEMOCRACY IN ACTION *Highlighting the corporate citizenship of the travel goods industry*

SAKOS Launches its “We’ve Got Your Back!” Program

SAKOS RECENTLY ANNOUNCED THE OFFICIAL launch of its “We’ve Got Your Back!™” Program dedicated to combating poverty through education. SAKOS’ ultimate goal is to eliminate 1.2 million school dropouts within the next 10 years, which is the current annual rate students quit the education system. For every backpack purchased through the program, the same style backpack is donated to a child in need somewhere in the U.S. In addition, the program will enable customers and recipients the option to stay connected anonymously. SAKOS trusts that such random acts of kindness from complete strangers will help encourage a child to stay in school, and remind them that education is important and cannot be neglected.



CALIFORNIA PROP 65 | MORE CALIFORNIA PROPOSITION 65 NOTICES ISSUED

Since the beginning of 2017, new "60-day" notices have been issued alleging that brands and retailers sold Backpacks, Running Packs, Toiletry Bags, Vinyl/PVC Cases, and Messenger Bags in California that contained Diisononyl phthalate (DINP) and di (2-ethylhexyl) phthalate (DEHP) in violation of a California

law known as Proposition 65 (Prop 65). The notices serve as intent to bring lawsuits against the recipients that sold these products. For more information on Prop 65, please go to the Prop 65 page on the TGA website or contact TGA's Nate Herman at 877-842-1938, x-708; nate@travel-goods.org. 

DEMOCRACY IN ACTION *Highlighting the corporate citizenship of the travel goods industry*

Korchmar Supports Local Charity

KORCHMAR STRIVES TO SUPPORT ITS LOCAL COMMUNITIES through charitable sponsorships in both Naples, FL and Puerto Plata, Dominican Republic. For the last couple of years, they have sponsored a charity in the DR known as "Regalando Sonrisas" (Giving Smiles) by volunteering their time and providing financial support to buy Christmas gifts for the poor orphans in a country village near their factory. Enjoying the smiles on the faces of children who receive gifts due to their caring support, Korchmar team members serve as foot soldiers traveling through the countryside, delivering gifts and hosting a celebration. 



LUG Proudly Supports the Andy Roddick Foundation and Whole Kids Foundation

WHETHER BY HEART OR BY HAND, THE ANDY RODDICK FOUNDATION ENRICHES THE lives of children when they're not in school, believing that all children soar when they discover their passion. LUG® lends their support to the foundation by providing the tools and supplies – like backpacks and pencil cases – children need to achieve their full potential. In addition, LUG collaborates with the Whole Kids Foundation to give youth the knowledge and building blocks to become strong and healthy adults by supporting school gardens, salad bars and nutrition education programs. They champion these initiatives through a school FUNdraising program, custom branded products and scan backs on LUG branded merchandise in stores. 



DELSEY Gives Back to Maryland Charities

DEDICATED TO MAKING TRAVEL SEAMLESS, DELSEY UNDERSTANDS that life does not always take the direction one intends. To help, DELSEY donated one suitcase for every piece purchased on November 29, 2016 to one of two local charities in the Baltimore area: House of Ruth, an organization that provides services to victims of intimate partner violence, and The Light House, a homeless prevention support center. These life-changing programs provide a broad continuum of support for people who are homeless or at risk of becoming homeless. Delsey believes luggage is often a symbol of a new beginnings, and hopes to contribute to fresh starts by donating its luggage to provide a place of belonging and help people who arrive at either center transport and store items as they transition to a more permanent location. 



DELSEY employees Alex Bailey and Lindsey Tyler, Light House employees Willis Day and Jo Ann Mattson and DELSEY's Director of Marketing Coralie Lindway.

MEMBER PROFILES In an effort to publicize and promote the travel goods industry, TGA profiles both new and longstanding members in every issue of *Travel Goods Showcase* and on TGA's website, travel-goods.org. TGA members can submit profile information by visiting travel-goods.org.

MEMBER PROFILES

Cristina Girl



CRISTINA GIRL'S INSPIRATION came from an original hand-drawn sketch by the company founder, who found her drawing so adorable and irresistible she devised a range of bags and backpacks around it. Now every bag they make features this unique Cristina Girl logo in a sleek metal finish which is attached to the front of the bag.

"We want you to feel confident, comfortable and happy every time you carry your Cristina Girl bag," states Natalie Nainani. "Cristina Girl is the perfect companion for every journey. She will stay water resistant when it's raining, smile at you when the sun is shining, and carry all your daily items in total comfort every day."

Cristina Girl's casual and trendy bags and backpacks are made according to very high quality standards using lightweight, waterproof materials, and are designed to be durable. In the collection there are casual daypacks, mini backpacks, satchel bags and cross body bags all in amazing colors, many with useful features such as iPad and laptop compartments, interior and exterior pockets and padded adjustable straps.

For more information, visit their website at cristinagirl.com or contact Natalie Nainani at +44-208-248-0584; sales@cristinagirl.com.

MEMBER PROFILES

Flat Pack Beauty



SHARON SIMPSON'S LONGTIME quest for "mini versions" of items – she found typical travel sizes too large for shorter trips – led her to develop the Makeup Essentials Mini Kit, an all-inclusive pack of mini cosmetics and applicators.

"We are the first company to develop an all-inclusive bag of lightweight makeup minis," states Simpson, founder and CEO, who wanted to have all the cosmetics items she needed with her in carry-on, not trapped in the checked baggage compartment.

The Makeup Essentials Mini Kit comes with makeup tips and enough makeup for a 5- to 7-day trip, in a TSA-friendly 6" x 9" bag weighing about 8 oz (the typical weight of an orange). Flat Pack Beauty also plans to offer some replacement components for the kit.

For more information, visit their website at flatpackbeauty.com or contact Sharon Simpson at ssimpson@flatpackbeauty.com; 251-279-9035.

MEMBER PROFILES

Light Flight

"LIGHT FLIGHT IS AN ELEGANT and sophisticated answer to cabin luggage," states Eric Lin. "It's a meeting of fashion and function, created in tasteful tones with subtle design details and clean lines with tailored compartments and accessories designed around your capsule wardrobe."

Light Flight's founders – a travel specialist and a designer – understood the need for light, efficient luggage as unique as the journeys travelers experience every day.

Influenced by high fashion and the world of travel, Light Flight's product range aims to make travel easier, giving travelers maximum capacity in luggage sizes suitable for the aircraft cabin.

Light Flight products are designed around every movement a traveler makes while traveling, from packing and unpacking to moving through security, boarding the aircraft and exploring the destination. Product lines include packing cube sets, garment bag tote bag, shoe bag, and gadget pouch.

For more information, visit their website at lightflighter.com or contact Eric Lin at marketing@lightflighter.com; +86-186-5001-1533.

MEMBER PROFILES

InUSA Luggage



THE GOAL AT INUSA® LUGGAGE IS to maximize the joy of the travel experience by offering long-lasting, beautiful travel products at affordable prices. Utilizing its 30 years of experience in the luggage industry, InUSA's owners decided to offer a product with imported components but assembled in the USA to differentiate them from other brands and to bring back manufacturing jobs to the United States.

"InUSA Luggage is light, practical and functional," states Miguel Bentolila. "We offer collections assembled with pride and care in the USA and all of our components and final products have been tested and inspected to assure the satisfaction of our end customers."

InUSA is a premium luggage line that satisfies every aspect of the traveling experience. The company strives to offer a combination of price, quality and service that exceeds the expectations of consumers, backing up all of their products with a 10-year warranty.

For more information, visit their website at inusaluggage.com or contact Miguel Bentolila at 786-451-5227; miguel.bentolila@gmail.com.