

NEWS Briefs

Full TGA Member Benefits – at 50% Off

THERE ARE PLENTY OF REASONS to join the Travel Goods Association: We're your industry lobbyists in Washington, D.C. and your media liaison the world over, plus we offer our members a wide range of promotional opportunities, discounted shipping and credit card processing, *Travel Goods Showcase* magazine – the industry's biggest and best news source, and much more. Right now, you can join TGA for the remainder of 2017 and receive 100% of these benefits for just 50% of the normal rate. This is the best time to join and discover all TGA can do for you. Contact Member Services Director Cathy Trecartin for details, ctga@aol.com, 877-842-1938, x-702, or log on to travel-goods.org/become-a-member/. 



TGA Members Save BIG on Shipping

TGA'S SHIPPING MANAGEMENT provider, PartnerShip, helps businesses save 70% or more on LTL (less than truckload) freight, and up to 29% on FedEx services. This is a free program for TGA members – there's no minimums or subscription fees, which makes it a no-risk, can't-lose proposition that can add to your bottom line. For details, visit the TGA/PartnerShip microsite (partnership.com/21TGA) or contact PartnerShip at 800-599-2902, sales@partnership.com. 



Make the Smart Choice and Sign Up Today

WE HEAR IT YEAR AFTER YEAR: THE INTERNATIONAL Travel Goods Show is the single best marketing spend in travel goods. If you want media exposure and access to the best retailers of travel products from more than 50 nations, this is your chance. These are the people that will grow your business and drive consumer demand for your products. Exhibiting at The Show is simply smart business. Don't miss this opportunity to show off your latest new products as space is selling out. Contact Cathy Hays, chaystga@aol.com, 877-842-1938, x-707, and stake your claim at the industry's most important pop-up storefront. 

It's Official!

THE 30-DAY VOTING PERIOD HAS ENDED, AND DURING THAT TIME AN overwhelming number of members cast their e-votes in support of TGA's Slate of Nominees for the 2017-2018 TGA Board of Directors. Thanks to everyone who exercised their very important privilege as a member of the Association and voted!

TGA 2017-2018 Board of Directors

Officers

Robert Dodson, Ricardo Beverly Hills, *Chair*
David Lomas, Design Go Ltd., *Chair Elect*
Jack Holodnicki, Olivet International, *Vice Chair*
Cliff Ensley, Leisure Merchandising Corp., *Treasurer*
Lloyd Rabinowitz, Samsonite, *Secretary*
Scott Kosmin, 24-7 International, *Immediate Past Chair*

Directors

Sue Flaum, Burlington Stores
Andrew Hamilton, Antler USA Ltd.
Nathan Haskell, it luggage
Jerry Kallman, Airline International Luggage
Magi Raible, LifeGear Design 

Flex Your Marketing Muscle via TGA's Social Media Channels

HOW ARE YOU UTILIZING THE power of social media in your marketing strategy? Utilize TGA's social channels and connect with other manufacturers, buyers, and industry media. Share company news, product launches and executive hires via press

releases, and we'll post your updates on our website, Facebook, Twitter and LinkedIn pages. Contact Kate Ryan, 774-929-5223, or send your product press releases to kate@kateryanpr.com, and let TGA help spread the word about your brand. 

Who's Who in Travel Goods Sales Reps

IF YOU'RE AN ACTIVE INDUSTRY REP we'd like to make sure you're included in TGA's Industry Sales Rep Directory, a valuable resource that's relied upon by manufacturers, distributors and retailers alike. If you are an independent sales rep working in the travel goods industry, please email your company name, contact name, address, phone, email, and geographic area represented to Member Services Director Cathy Treccartin at cttg@aol.com. 

New Members

A HEARTY WELCOME TO THE FOLLOWING COMPANIES THAT HAVE joined TGA since May:

- BLUQIN LLC, Aventura, FL (R)
- Bottleguardian, Houston, TX (M); bottleguardian.com
- EMME, Encinitas, CA (M); emmebag.com
- Glide Luggage, Houston, TX (M); glideluggage.com
- Head Defender, San Diego, CA (M); headdefender.com
- HOOK & ALBERT, New York, NY (M); hookandalbert.com
- PhoneSoap, Lindon, UT (M); phonesoap.com
- RetraStrap, Galena, OH (M); retrastrap.com
- Retractt LLC, Welsey Chapel, FL (M)
- The Happy Travel Co. T/A Plane Pal, Tugun, QLD, Australia (M); planeal.com.au
- TripGear, Charlotte, NC (M); tripgear.travel

M=Manufacturer; R=Retailer 

Capitol Beat | By Nate Herman

GSP – Yes, U.S. Travel Goods Industry, There Is a Santa Claus...But Be Careful, He Could Turn into a Scrooge

As of July 1, 2017, U.S. travel goods imports from 122 developing countries – including Thailand, the Philippines, India, Cambodia, Brazil, Sri Lanka, but NOT China, Vietnam, or Bangladesh – can now enter the United States duty-free under the Generalized System of Preferences (GSP) program. To borrow a phrase, for the U.S. travel goods industry, the announcement was like Christmas in July.

This huge victory ends a five-year odyssey that involved over 800 lobby meetings, thousands of letters, and the most impressive lobby put together by TGA and the U.S. travel goods industry in decades.

For the first time, U.S. travel goods firms have a viable alternative to China – a real chance to diversify sourcing to better respond to fast-changing market demands.

But, as with everything in life, what the government giveth, the government can taketh away.

The overall GSP program is a temporary trade preference program that has enjoyed strong support in Congress. In fact, Congress has renewed the program by overwhelming bi-partisan majorities over 20 times since its inception in 1974. Regrettably, the last two times renewal has not been automatic. Congress

instead allowed GSP to lapse, only taking action to renew the GSP program after many months. In 2015, for example, Congress let the GSP program lapse for almost two years before reinstating it.

And, surprise, surprise, the overall GSP program is again set to expire at the end of this year, on December 31, 2017.

Not wanting these new-found benefits to disappear only months after they began, TGA has already lobbied dozens of Congressional offices to prevent a lapse this year by renewing the GSP program before, rather than after, it expires.

We are making headway, with positive statements on GSP renewal from Congressional leadership and from the Trump administration. But, to guarantee these newfound, hard-fought benefits are not taken away, we need your help. We need people to contact their members of Congress to make the case for GSP renewal *before* it expires.

Join us. While your commitment will be minor, the impact will be huge. And we can all enjoy Christmas year-round.

For more information, please contact TGA's Nate Herman at nate@travel-goods.org or 877-842-1938, x-708. 

CALIFORNIA PROP 65 | MORE CALIFORNIA PROPOSITION 65 NOTICES ISSUED

New "60-day" notices have been issued alleging that brands and retailers sold handbags, travel bags, accessory bags, sports cases, cosmetic bags, and wallets in California that contained di (2-ethylhexyl) phthalate (DEHP) and di-isononyl phthalate (DINP) 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, nate@travel-goods.org, 202-853-9351.

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

McKlein 360° Vote Drive Impacts Donations

THE MCKLEIN 360° FOUNDATION NOT ONLY SEEKS TO CREATE global awareness, but also to give something back through charitable donations to local communities. Over the past year, with the help of their customers, McKlein 360° was able to donate 10% of their monthly eCommerce sales to a wide range of not-for-profit organizations. Several of the charities were chosen by votes on McKlein's social media sites with the organization that received the most mentions being chosen to receive 10% of all website sales for that specific month. Among the charities that received such donations were The Cradle Foundation, Save Abandoned Babies Foundation, Random Acts, Kulture City, St. Jude Children's Research Hospital, and the Hugh O'Brian Youth Leadership of Illinois. McKlein 360° also donated 358 bags to the Salvation Army.

McKlein 360° seeks to not only create global awareness, but also give something back through charitable donations to local communities. McKlein 360° donates 10% off all eCommerce sales to a new not-for-profit organization.

The SAKOS Movement Makes Its First Distribution

THE FIRST OF MANY DISTRIBUTIONS OF SAKOS BACKPACKS TO children in need took place in June at the Richstone Family Center in Hawthorne, CA. Wanting to make a positive impact on the life of children, SAKOS owner Chris Lee created a business model that partners with those in need to help reduce poverty – one child at a time. For every SAKOS backpack purchased, one is donated to a child in need in the U.S. Plus, SAKOS enables the consumer to stay connected with the child receiving the backpack, anonymously, and follow his or her progress – for life. SAKOS hopes that by more people joining the Movement, they will be able to donate more backpacks to children in need.



From left to right: Larry Casas (SAKOS' Marketing Director), Alberto Castaneda (Richstone Family Center's Afterschool Program Coordinator), and Chris Lee (Founder of SAKOS).

Smoots: The Sole of Comfort Supports Homeless Center

SMOOTS COMFORT CONSCIOUS BRAND WAS DEEPLY HONORED TO DONATE THEIR underwear products to the Shannon West Homeless Youth Center in Las Vegas, NV. The center provides services for at-risk youth that are homeless or are at risk of becoming homeless. The Youth Center motivates residents towards reaching self-sufficiency by providing the training and skills to further their education, employment, social and life skills.

As stated, Smoots charitable initiatives are all about bringing forth the awareness, understanding and over-standing of the following:

- Being Comfort Conscious is a state of Consciousness
- Knowing that ONE knows ONESELF
- And that ONENESS is of ALL
- And that ONE lives in COMFORT



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

AMARO Inc.

AMARO WAS FOUNDED IN 2000 TO be a pioneer in designing, manufacturing, and distributing quality travel bags throughout the New York metropolitan area, and has grown into a worldwide presence. Its bags are made in AMARO's family-owned factories in Taiwan and China, utilizing more than 40 years of travel bags and sporting goods manufacturing experience.



AMARO manufactures and distributes a diverse assortment of bags and case products that combine function, fashion, and value for customers with active lifestyles throughout the world.

"Our goal is to offer North American consumers well-designed, high-quality bags at affordable price ranges," states Wendy Yey. "Every AMARO product is made with the highest standard of workmanship and functionality in mind so we can provide the best in affordability to today's savvy consumers."

AMARO carries a wide range of bags including backpacks, duffel bags, tote bags, briefcases, school bags, lunch bags, sports bags, waist packs, wheeled bags, and clear stadium bags.

For more information, visit amaro.com or contact Wendy Yey at 201-880-6867; sales@amarobags.com.

MEMBER PROFILES

YaY Novelty

YAY IS SHORTHAND FOR WHY AND Why. The first why stands for why YaY Novelty items are created; the second why explains why the company came into being.



YaY Novelty has a passion for design and is equally committed to functionality and affordability. In part, the company was established to generate income to support children via the Year Zero Foundation.

YaY Novelty's founding mission is to create high-quality, everyday lifestyle-enhancing products that evoke the expression of each consumer's personality. Along with its passion for design, the company is committed to functionality and affordability and was established to generate income to support children via the Year Zero Foundation.

"What makes our company unique is doing what my generation does best, reinventing a smarter more streamlined wheel," states founder Sunchea Phou, who launched YaY in 2014. "YaY Novelty has created a stylistic new approach to the ultra-slim wallet, the 'everybody's got one' luggage ID tag and the trendy reusable bag."

YaY Novelty products include its YaYwallet, an ultra-slim wallet for men and women, its YaYtag, a funky, fresh and stylish approach to keeping ID info private, and the YaYbag, a durable, visually trendy reusable bag that allows you to shop in style. YaYwallet is proudly made in the USA. Custom orders are always welcome.

For more information, visit yaynovelty.com or contact Sunchea Phou at 206-852-8589; info@yaynovelty.com.

MEMBER PROFILES

VoyagerBlue Ltd.

VOYAGERBLUE HAS DEDICATED the past decade to developing technology solutions for the retail market and the promotional merchandising industry. Each VoyagerBlue solution, developed over a 10-year period, has been granted patents in Great Britain, the United States, and across the European Union.



VoyagerBlue takes cutting-edge technical solutions and makes them exciting and affordable for the promotional merchandising, corporate gifting and retail marketplaces. The VoyagerBlue RFID shields were initially developed in response to the need for a more robust protection of e-Passport and other contactless/RFID documents, resulting from international security studies. As the card market grew, their portfolio of products to protect consumers' personal assets grew.

"From the outset VoyagerBlue's aim has and continues to be 'innovation' where form and function come together to form elegant yet technologically advanced solutions for all industry sectors," states Andre Kay. "Our understanding of technology, retail, public transport, and the daunting Immigration queue, coupled with our understanding for 'elegance in design,' offers VoyagerBlue a detailed understanding of the interface between technology and people, enabling them to derive maximum benefit from all the solutions we offer."

Products include their patented Smart Wallets: Ladies, Gents, Travel and Mobile Phone, DIY Smart Wallets, combining RFID shielding and low energy Bluetooth loss prevention technology, with a free to download app, keeping consumer "assets close and your identity even closer."

For more information, visit voyager-blue.com or contact Andre Kay at +44-7768-626177; andre.kay@voyager-blue.com.