

[People]

New Leadership for baggallini



Alan Krantzler

DENNIS ECKOLS, FORMERLY PRESIDENT of the baggallini handbag division, has retired. Previously, Eckols was chief operating officer of baggallini from 2003 to 2011, when it was acquired by accessories marketer RG Barry. Eckols is succeeded by Alan Krantzler, who has been with baggallini since November 2014 as head of creative and general manager. Krantzler was previously chief merchandising officer at Tumi where he worked for over a decade and helped grow the business into a \$500 million global lifestyle and accessories brand.

“I am honored to take over the reins from Dennis,” Krantzler said. “He helped steward the business from a small start-up founded by two flight attendants in 1995 to a highly respected brand with more than 3,000 points of distribution.”

Krantzler noted that baggallini is working on a brand-positioning refresh and is planning to roll out a branded shop-in-shop concept in early 2016.

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Cycling and Outdoor Industry Veteran Joins ExOfficio



Bill Conratt

EXOFFICIO® HAS APPOINTED BILL Conratt as the company's new vice president of global sales. In this position, Conratt will lead the brand's expanding global sales efforts and be a key architect of positive change within ExOfficio. Conratt joins the team with over 20 years of sales leadership experience in the cycling

and outdoor industries, with a strong focus on strategy, planning and channel development. Prior to his most recent position as the head of global sales for Sierra Designs, Conratt spent 13 years at Cascade Designs in increasing leadership roles, ultimately leading the company's worldwide sales efforts as vice president of global sales.

A native of Nebraska, Conratt's passion for travel inspired him to embark on a 20,000-mile solo bicycle tour spanning four continents, which led to his first industry sales position at Cannondale Bicycle Corporation. Over the course of his career, he has managed international sales efforts while living abroad in Japan, Australia and the Netherlands. Conratt will be based in the company's global headquarters in the SoDo district of Seattle, WA.

New Director of Marketing for Ricardo Beverly Hills



Carmen Negrea

RICARDO BEVERLY HILLS HAS NAMED CARMEN Negrea the company's director of marketing. Since 2012, Negrea had served as global marketing director for Fossil Group, where she successfully created and executed innovative brand marketing strategies for its SKAGEN brand, having been deeply involved in the brand repositioning efforts and global re-launch. Prior to joining Fossil, she served as group marketing director for Skagen Designs and reached a milestone of 12 successful years in the consumer goods industry.

In her role as director of marketing, Negrea will be responsible for developing and implementing global marketing strategies and initiatives that will build the Ricardo Beverly Hills and Skyway brands' awareness and drive revenue growth across all of the company's channels. A former advisory board member for the American Marketing Association and adjunct professor of marketing, Negrea holds a Master of Business Administration degree from Morrison University in Reno, NV. She will be based in Kent, WA, and will report directly to Paul Sarazin, president of Ricardo Beverly Hills.

STM Bags Appoints New Vice President



Shawn Rapiere

SHAWN RAPIERE HAS JOINED STM BAGS AS VICE president of business development. Throughout his nearly two decades in the consumer electronics industry, Rapiere has held executive positions at iFrogz, Offspring, Incipio and BodyGuardz. Co-founder of Offspring Technologies and Braven Speakers, he built and led both organizations through acquisitions by Advantus and Incipio, respectively. Most recently, Rapiere served as executive vice president of BGZ brands, parent company of BodyGuardz, Lander and Moxyo.

“We look forward to learning from and applying Shawn's experience as an entrepreneur and expert in the consumer electronics industry to take STM to the next level,” said Ethan Nyholm, STM's co-founder and CEO.

[Product]

Traveling Closet



WITH ITS 45" EXPANDABLE TRIFOLD CARRY-ON Garment Bag, A.Saks Luggage presents travelers with a zip-around walk-in closet garment carrier with no less than nine pockets, including see-through inside mesh pockets, handle and shoulder strap. The bag's expansion goes all around to accommodate more hanging garments. Just open the back pocket to attach onto another wheeled carry-on. MSRP \$149.99. For details, visit www.asaks.com.

A.Saks' 45" Expandable Trifold Carry-On Garment Bag weighs a mere 2.9 lbs.

[Product]

Here Comes the Next Generation

ZERO HALLIBURTON INTRODUCES THE NEXT-generation GEO Aluminum 2.0 Collection. This bestselling series has been updated with new, recessed Drawbolt latches featuring TSA-accepted combination locks, a reinforced sealed-gasket frame, and an additional color – bronze. The two largest spinners, the ZRG228 and the ZRG230, also include a premium neoprene luggage cover for quick identification and additional protection of the exterior. This collection is available in seven sizes, including the ZRG219-BR Carry-On 4-Wheel Spinner Travel Case (shown). Collection colors are black, bronze and silver. Retail range from \$750-\$1,300.

ZERO HALLIBURTON'S GEO Aluminum 2.0 Carry-On 4-Wheel Spinner Travel Case retails for \$750.

Business Collection Provides Flexible Organization

FASHION, STYLE, DURABILITY AND FUNCTION ARE THE HALLMARKS of business travel and exactly what Travelers Club has built into its new, ergonomically designed Flex-File® Tech Collection of business travel cases. Constructed of 1680D ballistic polyester material – one of the strongest, most durable softside materials on the market – these cases not only store your laptop/tablet safely, but provide thorough organization for your files in Travelers Club's patented detachable Flex-File file system. The collection comprises a check-point friendly backpack (MSRP \$100), 17" briefcase (\$100), 16" under-seat rolling carry-on (the extra height means easier access) that fits under the plane seat (\$175) and a 17" rolling briefcase (\$200). Each piece is loaded with organization pockets. For more information, visit www.travelersclub.com.



Travelers Club's Flex-File Tech Collection has got all your business travel needs covered.

Stay Cool for Hours, Even Days on Travels

BLUBANDOO®'S COOLING SAFARI HATBANDOO IS CREATED FROM a lightweight linen/cotton fabric blend to give it an outdoorsy, natural feel. Simply soak it in water for five minutes and the non-toxic polymer crystals (within the sweatband area) will quickly expand to a gel. It will quickly dry to the touch, yet the gel stays hydrated – keeping the wearer cool (due to the slow gel evaporation) for up to three days before completely drying and returning to its original crystal shape. Simply re-soak in water for five minutes to reactivate. A draw cord is added for windy days and a big brim for sun protection. Plus, it's crushable for easy packing. Sizes are S/M and L/XL. MSRP \$29.95. Name drop logo available (minimums apply). For more information, contact Blubandoo at 949-545-6105 or info@blubandoo.com or visit www.blubandoo.com.



Like all Blubandoo cooling headgear, the Safari Hatbandoo is reusable again and again.

Feature-Rich Rollerbrief

AS BEAUTIFUL AS ITS NAME IMPLIES, THE DIANA DIAMOND BY Cabrelli Inc. is elegance on wheels. In midnight blue accented sleekly with silver hardware, this carry-on rollerbrief is made of a textured material with patent PVC trim. It features padded 15" and tablet compartments, inline wheels and interior organizer pockets, including an interior ID Defender pocket as well as large front slip and two side pockets. MSRP \$199. To see this item, visit www.cabrelli.net.



Cabrelli's Diana Diamond embodies professional good looks with pizzazz.

It's All in the Details

TRAVEL IN STYLE WITH DEJUNO'S ALL-NEW lightweight Fusion Collection. This exquisite 3-piece set (20"/24"/26") is crafted with highly durable ABS material fused with aesthetic leather details and features a built-in TSA-accepted lock, all-wheel drive and expandability, making it the perfect companion for discerning travelers. Collection pieces are offered in navy (shown), black and beige with striking contrasting trim. MSRP \$460/set. For more information, contact Allen Gao at 909-230-6744 or visit www.dejuno.com.



Dejuno's Fusion Collection is full-on sophistication.

[Product]

Redesigned Travel Hook Holds Backpacks, Bags

TOPCOR INTRODUCES ITS NEWLY REDESIGNED LINE, CLIPA2, 25% lighter and slimmer than the original Clipa bag hanger. This improved 1.6-oz model, which can hold up to 33 lbs, keeps purses, backpacks and business bags off the ground – and away from germs and dirt – and opens wider to accommodate thicker tables. Featuring a price that is 36% lower than the original, the Clipa2 line includes two new, never-before-seen finishes: matte gold and hematite titanium PVD. It also comes in polished silver, polished gold and matte silver. While all Clipas are triple plated for heavy-duty use, the polished gold and matte gold models feature an additional Physical Vapor Deposition (PVD) finish. This process embeds zirconium molecules into the surface, creating an extremely durable coating known as the forever finish. The hematite model features titanium in its PVD finish for a deep gunmetal color and enhanced durability. MSRP \$15.99. To see this product, visit www.clipa.us.



Like the original line, Clipa2 will not tarnish and never needs polishing.



New Compression Socks Have Colorful Flare

ZENSAH®ROLLS OUT FRESH LEGS®DESIGN TRAVEL COMPRESSION Socks, a stylish alternative to traditional compression socks. Available in snappy argyle designs, these socks offer the benefits of traditional compression socks while incorporating exciting patterns and support. The design makes use of graduated compression – meaning the greatest amount of compression is found at the bottom of the garment and the least amount of compression is at the top. As a result, a pressure gradient is created which allows these advanced socks to improve circulation and enhance blood flow. For added comfort, Fresh Legs Design Socks make use of seamless technology that creates no seams in the toe. Made in the USA and Italy, the socks feature Zensah's proprietary fabric that contains silver ions, which is anti-microbial, thermo-regulating and very durable, and come in multiple colors and designs. MSRP \$29.99. Learn more about these socks at www.getfreshlegs.com.



Zensah's Fresh Legs Design Travel Compression Socks provide increased comfort for travelers.



[Product]

Compartmentalized Efficiency

TRAVELING WITH SUITS, DRESSES OR GOWNS? GENIUS PACK'S™ new Genius Tri-Fold Garment Bag will keep your gown or tux from getting demolished as you travel to your cousin's wedding. Measuring 22" x 2" x 16", this bag lets you transport garments with perfection, with designated compartments for ties, handkerchiefs and belts. It slides on top of your carry-on and has battery pack integration. MSRP \$178. See this item at www.geniuspack.com.



Organizational compartments help keep clothing and other articles neat and tidy.



Fido's Favorite Mode of Travel

BARK N BAG'S TARTAN CLASSIC PET CARRIER IN MEDIUM AND large features fur-friendly mesh on three sides for ventilation as well as padded double tubular handles. A machine-washable quilted pad ensures your pet has a clean and sanitary environment while on the move. The carrier includes gadget straps for securing with car seatbelts or adding accessories for travel. Other features include an adjustable shoulder strap for convenient and comfortable toting of your pet and two easy-access zippered pockets. The medium carrier is made for pets up to 16" long from nape to tail and 9" high nape to floor, with a maximum weight of 16 lbs; the large size is for pets up to 18" long nape to tail and 10" high nape to floor with a maximum weight of 22 lbs. Both models fold flat for storage. MSRP \$80/medium; \$90/large. For more information, visit www.barknbag.com.



Bark n Bag's Tartan Classic Pet Carrier sports a timeless look.

Convenience on Wheels

OLYMPIA USA UNVEILS THE TUSCANY Overnighter Spinner, an attractive 17" rolling tote constructed of 840D 3-tone polyester with an EVA foam padded front panel and a heavily padded laptop compartment and interior organizer. Offered in black and red, this overnighter has a push-button locking retractable telescopic handle, eight spinner wheels to allow free movement in all directions and two front zippered pockets. An elegantly imprinted full interior lining finishes the look. MSRP \$224. Visit www.olympiausa.com to see this item.



The Tuscan Overnighter Spinner from Olympia USA measures 17" x 15" x 8".

Collection Re-Launch

SMART AND STYLISH BIAGGI CONTEMPO foldable spinner bags have new features and new colors, including red and cobalt blue and new hues of purple and orange. These bags make packing a snap while ensuring stuff won't mix or mingle in the spacious interior compartment, which now features a zippered pocket panel with elastic packing strap and two zippered mesh compartments. Best of all, Biaggi luggage folds down to a fraction of its original size and stows away in a signature storage bag – out of sight and out of mind. MSRP \$79-\$249. For more information about this collection, visit www.biaggi.com.

Biaggi's redesigned CONTEMPO foldable spinner bags



Luggage Envy

RENOWNED BROOKLYN BASED POP ARTIST Ed Heck has created another collection of his fresh, bold and engaging artwork in a beautifully designed polycarbonate hard-side luggage collection. Meet the Ed Heck Hardside Collection from Longlat. Made of high quality polycarbonate, cases feature eight wheels, TPR handles, telescoping handle and luxurious inner lining – not to mention bold, arresting artwork. All Ed Heck products are backed by a two-year limited warranty. MSRP \$110-\$300. For more information about this collection, visit www.longlatinc.com.



The Ed Heck Hardside Collection from Longlat

[Product]

Full Grain Leather Women's Tablet Business Tote

MCKLEINUSA INTRODUCES A LINE OF CONTEMPORARY WOMEN'S business totes: Dressed in full grain leather with a variety of color choices, the M Series exudes an attitude of understated elegance, achieved by clean geometric lines, contrast stitching and gold-tone hardware accents. Shown is the stylish Aldora, perfect for business or personal travel and demonstrating the fashionable functionality that is the M Series mantra. Featuring an elegant gold key chain, exposed zipper and easy-access exterior back pocket, the tote has a black and white paisley-lined interior compartment. One wall of this spacious tote offers a secure zipper pocket and the other has two additional leather reinforced accessory slip pockets, perfect for tablets up to 13.5" in screen size. MSRP \$140. For more details, visit www.mckleincompany.com.



This classy new tote from McKleinUSA stands on its own, with a little help from metallic feet.

Heys Redefines Handy

NEED A TOTE FOR YOUR TRAVELS? THE eminently versatile Heys Zip Packaway Tote can be carried as a shoulder bag, cross-body or tote – or packed away for traveling and unzipped and



ready for use when you reach your destination. This ingenious item features flat double top handles, a zip-top enclosure and a detachable and adjustable shoulder strap, accented by gunmetal hardware and tonal rubber accents. In black, red and navy with contrasting lining, this bag lets you pack a purse without going over the airline's two personal items rule. MSRP \$39.99. For more information about this item, visit www.heyamerica.com.

Versatility is in the bag with Heys' Zip Packaway Tote.

LOJEL

V I T A

- Advance PP shell
- Double coil zippers
- Convenient TSA lock system
- Quiet running removable casters
- Adjustable Interior Straps (M&L)
- Multiple Interior Compartments

LOJEL.COM



#ForTheCurious #LojelTravel



[Product]

Can't-Miss Backpack Design

TRAVELERS CAN EXPRESS THEIR INDIVIDUALITY with AfterGen's Classic Backpack in Graffiti Smiley, a pattern that makes each bag unique. Featuring a spacious main compartment with laptop sleeve (fits most 15" laptops) and a front compartment with two separate sleeves to organize small items such as pens, electronics, etc., this backpack offers AfterGen's signature Seikaiha pattern lining to make it easy to see and find things inside. The backpack also has padded shoulder straps and backing to provide maximum comfort for long-time wear. Two side pockets are perfect for stowing water bottles. With a smooth and water-resistant surface, this lightweight bag is carry-on friendly – just "Pick Up and Go." MSRP \$38. For more information, visit www.aftergen.com.



AfterGen's Classic Backpack combines the fun print of Graffiti Smiley with functionality.

Thin and Smart

PROTECT YOUR INFORMATION WITH A THIN RFID-BLOCKING Wallet. Big Skinny Wallets has taken its 13 most popular models and incorporated RFID protection. These are the same stellar, uber thin, incredibly durable and long-lasting Big Skinny wallets that have served travelers well for over 10 years, but now with an almost imperceptible RFID lining and availability in limited styles and colors. Shown is the RFID-Blocking Bi-Fold in black (MSRP \$35.95). Retailers range from \$35.95-\$53.95. For more information and to see the full range, visit www.bigskinny.net.



Big Skinny's Thin RFID-Blocking Wallets aid in the prevention of data theft.

New Material Means New Level of Sophistication, Durability

THE APEX COLLECTION FROM TRIFORCE LUGGAGE INTRODUCES A NEW CUTTING-EDGE material that is as light as polycarbonate yet stronger and more flexible. Patent-pending, easy-to-clean Alumylene stands up better to scuffing and scratches. Not only that, Alumylene allows the manufacturer to etch any texture into the bags in fine detail for rich, layered surfaces such as woven, micro honeycomb and pinstripe and in a variety of traditional and fashion colors. Comprising 21", 26" and 31" 4-wheel spinner cases with a high gloss finish, cases have jelly-padded handles, fully lined interiors with a bonus organizer divider, and a built-in TSA-accepted lock. MSRP \$450/3-piece set. For more information about this product, visit www.triforceluggage.com.



A fusion of technology and innovation makes the APEX Collection from TRIFORCE Luggage highly resistant to impact.

Milestones

Herbert S. Epstein

HERBERT S. EPSTEIN PASSED AWAY SUDDENLY BUT PEACEFULLY on Aug. 22, 2015, with his family by his side. He was 88 years old. A devoted family man, Herb was a loving husband, wonderful father and great friend to many. He was a prominent businessman, most recently the past president of Mercury Luggage/Seward Trunk. He also was a passionate golfer and an avid animal lover. Formerly of Grosse Pointe, MI, he lived the past 31 years in Virginia. Herb is survived by his wife, Mary F. Epstein, his six children and 12 grandchildren. He was preceded in death by his son, Herbert A. Epstein.

Lynne McKenzie

LYNNE MCKENZIE PASSED AWAY SUDDENLY ON MONDAY, NOV. 9, 2015, after a brief illness.

"Everyone with our company is devastated by the loss of Lynne," said Mori Luggage & Gifts CEO John Mori. "Lynne was a gift to those who had the pleasure of knowing her and working alongside her."

Lynne joined Mori Luggage in November of 2004 as buyer of

luggage and business cases. "Lynne was highly respected and admired throughout the company and the travel goods industry. An industry leader, she served for numerous years as a member of the NLDA Luggage Committee. We are grateful that Lynne shared her passion for retail and buying with us for more than 10 years," said Mori.

Lynne leaves behind her beloved husband, David. Donations in Lynne's memory can be made to Noah's Ark, www.noahs-ark.org.

Skip Murray Yowell

SKIP M. YOWELL, 69, DIED ON OCT. 14, 2015, AT HIS HOME IN Saint Peter, KS. An avid hiker and climber who loved to share his passion for the outdoors, Skip co-founded JanSport in 1967. He believed strongly in the importance of promoting outdoor recreation and environmental responsibility to future generations and worked with many groups, including Boy Scouts of America, Big City Mountaineers and The Outdoor Industry Association. His book, *The Hippie Guide to Climbing the Corporate Ladder & Other Mountains*, shares details about his life and many adventures. Skip is survived by his wife, Winnie Kingsbury, daughter, step-daughter and step-son, five grandchildren, his brother and sister and many nieces, nephews and friends. He was preceded in death by his parents and brother.

[Product]

Protect Your Identity in Style

ROYCE LEATHER'S LUXURY CREDIT CARD Wallet with RFID-blocking technology is a rich juxtaposition of black pebbled leather exterior and a soft navy blue leather interior. Featuring a slim silhouette, it offers two slots on each side for credit cards, debit cards, IDs and cash, and slips easily into purse pocket, wallet compartment or pants or jacket pocket. Government-certified RFID-blocking technology provides a functional balance to the aesthetic and tangible beauty of this wallet. It is available in black. MSRP \$60. To see this and other Royce Leather items with RFID-blocking technology, visit www.royceleathergifts.com.



Royce Leather's slim Credit Card Wallet pairs RFID-blocking technology with elegant good looks in genuine leather.

Hardworking Sophisticates Shrunk Hides

MEET MATTHEWS FROM BOCONI, PART of the Vintage Luxe Collection and crafted from Spanish shrunken hides for unmatched rugged yet elegant sophistication. The look is completed with sleek, waterproof finished gray flannel lining, gingham accents and antiqued nickel hardware. All products are equipped with RFID protection. The Matthews line includes an RFID Cash Stash (MSRP \$44), RFID Magnetic Card Case (\$50) and Commuter Bag (\$428). To see the line, visit www.boconi.com.

BOCONI's Matthews line is made from shrunken Spanish hides, soaked and air-dried for an unmatched texture and level of sophistication.



Hang Secure Essentials

RFID BLOCKING TABLET ORGANIZERS FROM HANG DESIGNS HAVE A secure spot for all of your travel necessities. Insert credit cards, currency, passport, boarding pass, tablet, smartphone, portable charger, plus much more, and then grab it and go. Your belongings are safe and organized in one very stylish place. It is equipped with both a back hand strap to go over the carry-on handle and a removable cross-body strap. Color options include black, blue, green and fuchsia. MSRP \$84. See this item at www.hangdesigns.com.



Chic organization is yours with Hang Designs' RFID Blocking Tablet Organizers.

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Classifieds

Email your classified ad to Cathy Hays c/o *Travel Goods Showcase* at chays_tga@aol.com. Deadline for the Spring 2016 issue is January 23, 2016.

SALES REPS WANTED

Travelsox, the company that brought the original Travel Socks, is seeking sales representatives. Made in Italy all under one roof, Travelsox uses a patented graduated compression, unique materials and exclusive technology. Please inquire about which states and trade channels you are interested in representing our company. Reply to billpointer@travelsoxusa.com or sales@travelsoxusa.com or call 303-949-0558.

HIDESIGN AMERICA SEEKS EXPERIENCED SALES REPS FOR LEATHER GOODS

A global leather goods and accessories brand, Hidesign has a distribution network in more than 20 countries and sells in more than 75 exclusive Hidesign branded stores, independent retailers and department stores in major markets such as the UK, Australia, South Africa, Southeast Asia and India.

Hidesign launched directly in the USA in 2015 after working through distributors. We are unique in that we are completely vertically integrated and aim to keep retail margins high and retail prices low. We do this by importing directly from our own manufacturing units and avoiding wholesalers and distributors. Our core competency is leather business bags, messengers, handbags, luggage and accessories.

We are seeking experienced and professional independent sales reps with a network of customers and contacts in the luggage, leather bags and accessories markets. Showrooms and current representation of leather goods brands are a plus, though not a requirement. You can learn more about Hidesign at www.hidesign.com (global website) and www.hidesignamerica.com (USA website). We are based in California. Contact Vikas Kapur at vikas@hidesignamerica.com or 530-933-4682.

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