

# NEWS Briefs

## TGA Members – Our Key Ingredient

TGA MEMBERS ARE CRUCIAL TO OUR SUCCESS AS an Association, and their participation is how we continue to thrive, year after year. Members not only benefit from TGA's International Travel Goods Show, their participation ensures its annual success. Active members also sustain and benefit from our media outreach and industry promotion programs, and our important lobbying efforts in Washington, DC. So thank you for your support! And, if you have not done so already, please check your inbox for our membership renewal letter and renew your TGA membership today. With any questions regarding membership and renewal, please contact TGA's Cathy Trecartin at [CTTGA@aol.com](mailto:CTTGA@aol.com); 877-842-1938, x-702. ■

## TGA Members

A HEARTY WELCOME TO THE FOLLOWING COMPANIES that have joined TGA since August:

- Airpocket Pty Ltd., Dickson, Australia (M); [www.airpocket.com.au](http://www.airpocket.com.au)
- Best Travel Co. Ltd., Zhejiang, China (M); [www.newcomer.cn](http://www.newcomer.cn)
- Billy Blaze Design, Roslyn, NY (A); [www.billyblazedesign.com](http://www.billyblazedesign.com)
- CareerBags, Boynton Beach, FL (M); [www.careerbags.com](http://www.careerbags.com)
- Epoch LLC, Hilliard, OH (M); [www.epochmax.com](http://www.epochmax.com)
- Everest Tannery Pvt. Ltd., Kanpur, India (M); [www.everesttan.com](http://www.everesttan.com)
- goDesk, Chesterfield, MO (M)
- GOcase, Pompano Beach, FL (M); [www.gocase.com](http://www.gocase.com)
- Go Your Way/P-Mate USA, Broomfield, CO (M); [www.pmateusa.com](http://www.pmateusa.com)
- IBC Co. Ltd., Zhejiang, China (M)
- in2it Global Corp., Gyeonggi-Do, Korea (M)
- Jezra/Clicks Umbrellas, Brooklyn, NY (M); [www.jezragroup.com](http://www.jezragroup.com)
- LOMS, Poway, CA (M); [www.lomsluggage.com](http://www.lomsluggage.com)
- Move a Mountain Marketing, Aurora, CO (R); [www.moveamountainmarketing.com](http://www.moveamountainmarketing.com)
- Mr. CER Tech, Kirkland, WA (M); [www.theairhook.com](http://www.theairhook.com)
- My Focus, Inc., Hialeah Gardens, FL (M); [www.boardingblue.com](http://www.boardingblue.com)
- Pro Web Marketers, Eden Prairie, MN (R); [www.prowebmarketers.com](http://www.prowebmarketers.com)
- RAO, Las Vegas, NV (M); [www.raoinc.com](http://www.raoinc.com)
- Swissdigital USA Co. Ltd., New York, NY (M); [www.swissdigitalshield.com](http://www.swissdigitalshield.com)
- Traveler's Supply, West Springfield, MA (M); [www.travelerssupply.com](http://www.travelerssupply.com)
- Travel PAL by Healthy Back, Beltsville, MD (M); [www.hbtravelpal.com](http://www.hbtravelpal.com)
- Wet Brush, Hauppauge, NY (M); [www.thewetbrush.com](http://www.thewetbrush.com)
- Zenese LLC, Suwanee, GA (M)

M=Manufacturer; R=Retailer; SR=Sales Rep, S=Supplier, A=Affiliate

## Buyers: Register Online Today for the World's Largest Travel Goods Showcase!

HAVE YOU REGISTERED FOR THE 2016 INTERNATIONAL Travel Goods Show? The Show is the number one way to ensure your success throughout 2016 by checking out hot best-sellers, discovering brand new products, making purchasing decisions, and networking with peers. Mark your calendar for March 8-10, 2016 and visit the Show website at [www.thetravelgoodsshow.org](http://www.thetravelgoodsshow.org) to register, learn about exhibitors and scope out the Show schedule. ■

## Don't Just Show. Promote!

EXHIBITING AT THE INTERNATIONAL TRAVEL GOODS Show is the best marketing buy in the travel goods industry. But if you want to stand out from the crowd – and with 300 exhibiting companies, it really *is* a crowd – take advantage of promotional opportunities like the New Products Pavilion, the *Travel Goods Product Guide* and advertising in *Travel Goods Showcase*. It's never too soon to reserve your space. Log on to the Show website today to submit a participation form for one of the Special Promotional Packages and get noticed in front of the industry's biggest global audience! For more information log on to [www.thetravelgoodsshow.org](http://www.thetravelgoodsshow.org) or contact Cathy Trecartin at [cttga@aol.com](mailto:cttga@aol.com), 877-842-1938, x-702. ■

## Your Better, Mobile-Optimized TGA and 2016 Show Connection

IT'S AN INCREASINGLY MOBILE WORLD. AND THE NEW [www.travel-goods.org](http://www.travel-goods.org) and [www.thetravelgoodsshow.org](http://www.thetravelgoodsshow.org) sites make it easier to stay connected. Log on and find our newly redesigned, mobile-optimized Travel Goods Association and International Travel Goods Show websites, with cleaner, faster browsing experiences that simplify keeping up with The Show and industry happenings from anywhere, with any device. And the new sites allow for better access and readability on phones and tablets, so it's easy to get and stay connected on the go. Explore the new sites today! ■

Capitol Beat | By Nate Herman

## The Verdict is in – TPP Will Be Good for Travel Goods...When It is Implemented

In October, the United States and 11 other countries reached a deal to create the Trans-Pacific Partnership (TPP) Free Trade Agreement (FTA). The 12 TPP countries – the United States, Australia, Brunei, Canada, Chile, Japan, Mexico, Malaysia, New Zealand, Peru, Singapore, and Vietnam – took five long years, and dozens of negotiating rounds spanning three continents, to reach the agreement. TGA was at virtually all of those rounds, pushing hard for provisions that would benefit the U.S. travel goods industry and its 100,000 U.S. workers.

Why did we care (and why should you care)?

Simple. Vietnam is the number two supplier of travel goods to the U.S. market. Furthermore, other TPP countries, such as Japan, Australia, New Zealand, Canada, Mexico, and Singapore, represent significant growth markets for U.S.-branded travel goods.

So, what were results of all of our efforts? Once the deal is implemented, travel goods assembled in Vietnam, or in any other TPP country for that matter, can enter the United States, and most other TPP countries, duty-free immediately. Even Japan and Mexico will eventually lower their long-standing duties to zero under the agreement.

That is, of course, great news for the industry. And after Congressional approval of GSP Update legislation this past summer, the second major trade victory for the industry this year.

But, as always, there is a catch.

Congress has to approve the TPP agreement before it can go into effect. Even the most casual observer of Washington, DC knows that trade votes, particularly votes on free trade agreements like the TPP, are never easy in Congress. As a result, Congress can take months, or even years, to consider and approve FTAs, some of which have only passed by a few votes. The average time Congress has taken to vote on an agreement is a whopping 18 months. For the Colombian trade agreement, Congress took almost five years.

Add on top of that the fact that 2016 is a presidential election year, and you get the “perfect storm.” Even so, many experts believe a vote in Congress on TPP could still happen sometime in 2016.

Even if Congress approves the deal by the end of 2016, there are 11 other countries that are part of the deal. And the legislatures in all 11 of those countries must also approve the agreement.

And finally, the United States must complete an exhaustive legal process of certifying that each country has fulfilled its obligations under the agreement.

Then, and only then, can the agreement go into effect.

So when will that be? Based on recent history, the TPP agreement could go into effect by late 2018, but many believe a more likely implementation date is 2019, or even 2020 or beyond.

So, make your plans now. TPP will come, and it will impact your business...we just don't know when.

For more information, please contact TGA's Nate Herman at 877-842-1938, x-708; [nate@travel-goods.org](mailto:nate@travel-goods.org).

## Members Get Social with TGA

TGA'S SOCIAL MEDIA ACTIVITY HAS never been more active, and it's a great way to broadcast company news to your industry colleagues. Better yet, it's immediate – send us a press release on company letterhead and we'll have it posted to the Travel Goods Association website and TGA's Facebook, LinkedIn and Twitter pages within 24 hours. Please direct content and questions to TGA's PR rep Kate Ryan at [kate@kateryanpr.com](mailto:kate@kateryanpr.com) or 774-929-5223.

## CALIFORNIA PROP 65

### New California Proposition 65 Notices

**Issued |** In the last quarter, professional California Proposition 65 litigants Whitney R. Leeman, the Center for Advanced Public Awareness Inc., the Center for Environmental Health, and Anthony Ferreiro issued new “60-day” notices alleging that brands and retailers in California sold the following items: Vinyl/PVC Bags and Wallets; Handbags, Purses and Clutches Made With Leather, Vinyl or Imitation Leather Materials; Accessories; and Belts Made With Leather, Vinyl or Imitation Leather Materials that contained Lead, Di (2-ethylhexyl) phthalate (DEHP), Diisononyl phthalate (DINP), and Di-isodecyl phthalate (DIDP) in violation of a California law known as Proposition 65 (Prop 65). The notices serve as intent to bring lawsuits against the companies 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](mailto:nate@travel-goods.org).

**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, [www.travel-goods.org](http://www.travel-goods.org). TGA members can submit profile information by visiting [www.travel-goods.org](http://www.travel-goods.org).

### MEMBER PROFILES

## Barclay Brown

**THE BARCLAY BROWN AUTO-EXPANDER™** is a patented device inserted into soft bags – backpacks, diaper bags, duffel bags and luggage – before shipment to retailers. The expand-

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## DEMOCRACY IN ACTION

Highlighting the corporate citizenship of the travel goods industry

### Granite Gear Athlete Lonnie Dupre Launches Himalayan Exploration

GRANITE GEAR IS SUPPORTING ATHLETE, POLAR EXPLORER AND MOUNTAINEER Lonnie Dupre in his continued efforts to explore and advocate for fragile environments around the world. In the upcoming 2016 Vertical Nepal expedition, Dupre will travel to Nepal with his team to explore unclimbed peaks and provide humanitarian support to local communities affected by the May earthquake. Granite Gear is also supporting the expedition by donating campus backpacks to students with visual and hearing impairments at the Sanjiwani School in Dhulikhel, Nepal.

### Eagle Creek Partners with Breast Cancer Research Foundation

EAGLE CREEK HAS SUPPORTED MANY worthy causes over the years, and the tradition continues with their support of the Breast Cancer Research Foundation (BCRF). Throughout the month of October, Eagle Creek donated 10% of every transaction that took place on [www.eaglecreek.com](http://www.eaglecreek.com) to the BCRF, and included an Exploration Series bag. In addition, Eagle Creek included a free gift of the limited run Pink Lilac Pack-It Specter™ Cube Set with every Exploration Series purchase, and donated Specter Cubes to every passenger and all crewmembers on Delta's annual Survivors Flight.



### LCI Brands Helps Students with Autism Keep Cool

LCI BRANDS™ DISCOVERED A UNIQUE way to provide relief to local students at Giant Steps, a school dedicated to serving individuals with autism spectrum disorders. Utilizing the cooling effects of Lewis N. Clark® Iceman® Ice Scarves and Icemate® Cool Towels, Giant Steps students discovered that they could still enjoy outdoor activities despite the hot weather.



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### Go Your Way Supports Female Troops Overseas

GO YOUR WAY, THE CREATOR OF THE P-MATE, A PRODUCT DEVELOPED FOR WOMEN, is supporting active U.S. military women overseas. For every two dollars donated, P-Mate is sending one 5-pack of P-Mates to our female troops via Operation Gratitude, an organization that annually sends care packages filled with snacks, entertainment, hygiene and handmade items, plus personal letters of appreciation to U.S. Service Members deployed overseas.

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ers remain flat within the bag until unpacked, when with a quick shake, they open to give the bags a “full” display appearance, eliminating the need for paper stuffing.

“A good-looking bag is the primary concern of every manufacturer and retailer,” states Issac Yadgaran. “Barclay Brown has developed a patented, simple technology that reduces factory production and handling time, shrinking the cost of transportation and storage for every retailer and manufacturer using this technology.”

Barclay Brown's Auto-Expanders™ are designed in New York City and made to order in Shenzhen, China. They are placed into bags in Asian factories and the bags are shipped flat with the Expanders inside. Retailers with long supply lines benefit most from this technology. They can ship orders within 2-3 weeks of approval of their prototypes, saving factory time and cost.

For more information, log on to [www.barclaybrowncorp.com](http://www.barclaybrowncorp.com), or contact Issac Yadgaran at 917-328-0307; [issacbarclaybrown@gmail.com](mailto:issacbarclaybrown@gmail.com).

#### MEMBER PROFILES

### Luggage Online

LUGGAGE ONLINE, OWNED BY well-established Florida-based retailer Luggage & More, carries over 100 of the top luggage, handbag and accessory brands and designers, with thousands of products and customer-generated ratings and reviews. In 2013 and again in 2014 they were listed among the prestigious Top 500 E-Retailers in U.S. and Canada and have been awarded the Google Trusted Store badge.

“We are committed to helping our



customers find the best travel bags and accessories at the right prices,” states Carolina Vasquez. “We pride ourselves on having the knowledge and experience to help our customers prepare for any journey.”

In order to better cater to their traveler and business customers’ needs, Luggage Online has launched LOL Travel and LOL News. “At LOL Travel, customers are able to book flights, hotels, car rentals and vacation packages at the lowest price on the market,” Vasquez explains. Additionally, LOL News pro-

vides top news focused on travel and current events around the world, as well as articles related to travel needs and top seasonal travel destinations.

For more information, visit [www.luggageonline.com](http://www.luggageonline.com), or contact Carolina Vasquez at 305-603-9550; [carolina@luggagemore.com](mailto:carolina@luggagemore.com). 

#### MEMBER PROFILES

## Wellspring Ideas LLC

**WELLSPRING IDEAS LLC IS A** family-owned business founded by friends Leo Vitangcol and Dave Clark. Vitangcol is the inventor, always looking for unique solutions to everyday problems. Clark is the businessman. Travel Pocket was born from Vitangcol’s frequent travels, and his wife Donna’s unfortunate experience with electronic pickpocketing. The Travel Pocket is worn under clothing, providing discreet and secure personal stowage.

“The Travel Pocket is a patented personal security accessory that is easy



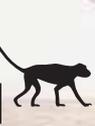
to put on, adjustable, and so comfortable you can even sleep in it,” states Vitangcol. “No other product in the world combines Travel Pocket’s unique features.”

Travel Pocket combines three features – it has a hook & loop closure that is easy to access but can’t be “lifted” like a wallet, it utilizes RFID-blocking technology to protect against the scanning of your credit cards or passport, and it is easy to access with no need to reach into your shirt or pockets to access your money.

For more information, visit [www.safe-travelpocket.com](http://www.safe-travelpocket.com), or contact Leo Vitangcol at 262-794-3343; [contact@safetravelpocket.com](mailto:contact@safetravelpocket.com). 



**TRAVEL HAPPY**  
with the **Darcey & Monti Collections**

**kipling**   
MAKE HAPPY