It’s Official!
THE 30-DAY VOTING PERIOD HAS ended, and during that time an over- whelming number of members cast their e-votes in support of TGA’s Slate of Nominees for the 2016-2017 TGA Board of Directors. Thanks to everyone who exercised their very important privilege as a member of this Association and voted!

TGA 2016-2017 Board of Directors
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Scott Kosmin
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Robert Dodson
Ricardo Beverly Hills, Chair Elect/Treasurer
David Lomas
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Jack Holodnicki
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Nathan Haskell, it luggage USA
Jerry Kallman, Airline International Luggage
Lloyd Rabinowitz, Samsonite
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Put Yourself on the Map at The 2017 International Travel Goods Show
DON’T MISS THIS OPPORTUNITY TO SHOW OFF YOUR LATEST NEW PRODUCTS in front of the world’s biggest audience of travel goods retailers at The 2017 International Travel Goods Show in Las Vegas. The Show is the world’s largest travel goods showcase, displaying more than 500 brands and drawing retail buyers and media coverage from more than 50 nations. These are the people and products that will grow your business, drive consumer demand and create the coming season’s new best sellers. Past wait lists have gone more than 50 deep. Don’t get locked out, log onto www.thetravelgoodsshow.org or contact VP Trade Show Cathy Hays to secure your place at the world’s largest travel goods showcase: chaystga@aol.com, 877-842-1938, x-707.

Join TGA Now and Reap the Rewards of Our Yearly Discounted Rates
DID YOU KNOW TGA MEMBERS – retailers and manufacturers both – enjoy discount credit card processing and shipping? And that member companies pay 40% less for exhibit space at The International Travel Goods Show? TGA membership also lends more weight to our lobbying efforts on Capitol Hill, which have forestalled costly tariffs and onerous legislation affecting the travel goods business. Member companies can also enlist the help of TGA’s PR and marketing department (and our extensive media contacts list) for disseminating product and company news.

Contact Cathy Trecartin, cttga@aol.com, 877-842-1938, x-702 and learn how TGA membership can help your business get ahead.

Is Shipping Eating into Your Bottom Line?
WHETHER YOU’RE A RETAILER OR manufacturer, shipping is as vital to your operation as the telephone and internet. But those deliveries may be costing you too much, if you’re not using TGA’s exclusive negotiated rates for FedEx, UPS Freight, YRC and other freight providers. Unlike other discount shipping programs, the TGA member program with PartnerShip has no minimums or subscription fees, so you save on every shipment – up to 29% on FedEx, and 70% or more for less-than-truckload freight – and there’s no penalty for just giving the program a try. Visit the TGA/PartnerShip microsite (www.partnership.com/21TGA) or contact PartnerShip at 800-599-2902, sales@partnership.com.

Learn how TGA goes to work for you as your business partner at www.travel-goods.org

Time for TGA Members to Get Social
MAKE SURE YOUR LATEST AND greatest are getting the exposure they deserve – use TGA’s social media feed to get your product news in front of the travel writers, bloggers, TV shows and retailers who have real clout with consumers. Contact Kate Ryan, 774-929-5223, or send your product press releases to kate@kateryanpr.com, and let TGA help spread the word and build valuable consumer demand for your brands.

Travel Goods Showcase Fall 2016 23
New Members
A HEARTY WELCOME TO THE FOLLOWING companies that have joined TGA since May:

- ALFA Travelgear, Inc., El Monte, CA (M); www.alfatravelgear.com
- All-en Boutique Enterprise Co., Ltd., Taichung City, Taiwan (R); www.all-en.com.tw
- Alsannat Co. Ltd., Riyadh, Saudi Arabia (R); www.alsannat.com
- Away Travel, New York, NY (M); www.awaytravel.com
- Barracuda, Inc., San Francisco, CA (M); www.barracuda.co
- Calego International Inc., Saint Laurent, QC, Canada (M); www.calego.com
- Cavalet AB, Knislinge, Sweden (M); www.cavalet.se
- Ebby Rane, Oakville, ON, Canada (M); www.ebbyrane.com
- Go Far Luggage (M); www.gofarluggage.com
- Go Luggage Shop Inc., Lauderdale, FL (M)
- H&A Solutions, Vero Beach, FL (M)
- Trochi, Markham, ON, Canada (M); www.trochi.com
- Kosan, Oakville, ON, Canada (M)
- ECOSUSI, Beverly Hills, CA (M); www.ecossusi.com
- Lulabop, Seattle, WA (M); www.lulabop.com
- The Potpourri Group, N. Billerica, MA (R), www.magellans.com
- MOJO Licensing LLC, Irvine, CA (M); www.sportsluggage.com
- Pakems, Lone Tree, CO (M); www.pakems.com
- Radar Products, New York, NY (M); www.radar-products.com
- Thule, Seymour, CT (M); www.thule.com
- Travel Friends, Fort Worth, TX (R)
- Voyage Marketplace, Lebanon, MO (R); www.voyagemarketplace.com

M=Manufacturer; R=Retailer

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. TGA members can submit profile information by visiting www.travel-goods.org.

Cabeau Sustains Its Mission
Cabeau has continued its dedication to inspiring a spirit of charity among its team and enriching the communities around them with a variety of activities from raising money for a cause, preparing food for the homeless or handing out travel pillows to Marines deploying for service. In addition to partnering with large philanthropic organizations, Cabeau continues to shut down their office one day each month so that Team Cabeau can give time to a local charity or organization. Some of the incredible 2016 initiatives that Cabeau employees have participated in include hand-delivering personally prepared food bags to local families in need in cooperation with Dream Center, preparing and serving a hearty brunch to the resident families at Ronald McDonald House, visiting the Holiday Manor assisted living facility to bring some cheer to the residents’ days, and packaging food supplies and care packages for the elderly and homeless at the Los Angeles Regional Food Bank.

Eagle Creek Partners with San Elijo Lagoon Conservancy
As part of their continuing efforts to give back to the community, the staff at Eagle Creek wrapped another successful Service Day on April 28, 2016. Partnering with the San Elijo Lagoon Conservancy, they worked on and around that valuable watershed near San Diego, CA. Braving snake season, Eagle Creek staff happily moved around the nursery and throughout the trail system to restore the grounds and make it more pleasant for visitors and hikers. Volunteers removed graffiti, picked up trash, removed non-native plants from the Rios Trail area, transplanted young native plants and planted seeds in the nursery’s new native plant workspace.

Sutton Home Fashions
SUTTON HOME FASHIONS IS A family-run business – its first employees were all immediate family members – devoted to providing value-priced premium solutions to the travel and bedding market, with an ever-expanding travel goods segment.

“We offer the most up-to-date trends, best prices and on-time quality products for all leading brands,” states Jesse Sutton. “This is all backed by our skillful and professional designers, merchants and technical team.”

Sutton Home Fashions offers many travel goods products including memo-
Capitol Beat | By Nate Herman

If You Like TPP, Clap Your Hands

The past year has seen an unprecedented public bashing of free trade, with most of the vitriol saved for the proposed Trans-Pacific Partnership (TPP) Free Trade Agreement. From the Presidential candidates for both major parties to the major party platforms, and to many politicians in between, from TV and newspapers to the Internet and social media, free trade and TPP bashing continues unabated.

The U.S. travel goods industry knows first-hand that the rhetoric is just plain false. Thanks to the industry’s embrace of trade over the last 20 years, the industry and its 100,000 U.S. workers have weathered the two worst recessions seen since the Great Depression of the 1930s, including a period after 9/11 when travel virtually ceased. Trade has enabled the industry to offer consumers a wider variety of high-quality products at reasonable prices, keeping travel goods relevant in virtually all aspects of their consumers’ lives.

The pending TPP Free Trade Agreement would help the industry further. If approved, TPP would make U.S. imports of travel goods from Vietnam, the second largest U.S. travel goods supplier, duty-free immediately upon implementation under very flexible rules. TPP would also open up other fast-growing markets for U.S. travel goods— from Japan, Australia, and New Zealand to Singapore, Mexico, and Malaysia.

Thanks to the public rhetoric and a confluence of events, the lines for the next battle on trade have been drawn. This fall is crunch time for the TPP agreement. Because of the views of each major Presidential candidate, either Congress approves the TPP agreement before the end of this year, or TPP is stalled for years, if not forever. That means the benefits and boost TPP could provide the U.S. travel goods industry will be lost.

There is a window for Congress to approve TPP before the end of the year, after the November election in what is called a “lame-duck” session of Congress.

The bottom line is that it is now or never for TPP. Your members of Congress need to hear from you, their constituents, on why TPP is important for you, your workers, and your business. Because, as you can see every day, the opposition is already making their case loud and clear.

You can do it any number of ways— making phone calls, writing letters, sending e-mails, penning op-eds in your local newspaper, visiting your member of Congress in your home district, or even in Washington, DC. TGA is leading the industry’s effort on pushing Congress to pass TPP. We are happy to help, and make it as easy as possible for you to tell your members of Congress to do the right thing for their constituents, for U.S. businesses, for U.S. workers, and for the U.S. economy— Pass TPP Now!

To paraphrase a popular children’s song, since you really know it, it is time for you to show it, if you like TPP, clap your hands.

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

For more information visit www.suttonhomefashions.com, or contact Jesse Sutton at 212-392-5484; jesse@suttonhomefashions.com.

MEMBER PROFILES

Bluesmart

BLUESMART, A SILICON VALLEY-based startup, was founded in October of 2013 by a team of serial entrepreneurs from around the world. Its first product, the Bluesmart Carry-on, is designed to keep your belongings tracked, devices charged, bag secure, and trips hassle-free. It features built-in, TSA-compliant technology that even allows you to lock your bag remotely, and is equipped with global 3G + GPS tracking so you can see your bag’s location anytime, anywhere. The built-in lithium ion battery, with two easy-access USB ports, will charge most smartphones up to six times over so you stay connected, without having to

Continued on page 26
The company raised more than $2,200,000 in pre-orders on Indiegogo, from more than 8,000 backers in 110 countries for the Bluesmart carry-on. And it has generated quite the splash; the BBC dubbed it “the iPhone of Luggage,” and it was on Fast Company’s list of “Best Travel Gear of 2014.”

If you are ever separated from your Bluesmart, it will automatically lock itself and send you notification of its whereabouts.

For more information, visit www.bluesmart.com or contact Chris Fulton at 408-594-5828; cfulton@bluesmart.com.

For more information, visit www.facecradle.me or contact David Scrimshaw at +61-41798-9292; dscrimshaw@facecradle.me.

MEMBER PROFILES

FaceCradle

FACECRADLE FOUNDER DAVID Scrimshaw was on a long flight with his partner Roz, who was struggling to find a comfortable sleeping position. The best she could do in the confined space was lean forward with her head braced in her hands and elbows resting on her knees. “If only something could hold my head for me!” she exclaimed. With more than 20 years of award-winning design experience, Scrimshaw was the right person to come up with that “something.” The result is FaceCradle, a radical departure from the typical U-shaped around-the-neck travel pillow.

“Looking like a normal U pillow, FaceCradle has an internal frame that opens out and transforms the pillow,” Scrimshaw explains. “The memory foam pillow and harness attachment replace your hands and provide a ‘massage table’ feeling around your face.”

The FaceCradle provides three comfort modes: dozing, power nap and deep sleep. Made from NASA-designed polyurethane memory foam, the pillow contours itself to your face and body, and always returns to its original shape after use. The material is naturally hypoallergenic.

For more information, visit www.facecradle.me or contact David Scrimshaw at +61-41798-9292; dscrimshaw@facecradle.me.

3.9 lbs
ULTRA LIGHTWEIGHT

LUUMO COLLECTION
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