

You've Got What It Takes

TGA MEMBERS ARE PIVOTAL TO the health and success of our association and the travel goods industry. And it's never been more important to present a united front, to band together with a collective voice. This has been a bedrock component of the Travel Goods Association (TGA) from its inception. Your TGA membership increases our political clout, expands our community outreach and helps advance our promotional efforts on the part of the industry. If you have not done so already, please check your inbox for our membership renewal letter and renew your TGA membership today. We greatly appreciate your support this past year, and we look forward to your continued commitment. Not a TGA Member? Please log on to travel-goods.org/become-a-member/ or contact TGA's Cathy Trecartin at cttga@aol.com for more information. 

A Vital Free Member Benefit!

THE TRAVEL GOODS SHOW IS only months away. If you're planning to exhibit, don't miss the countless opportunities offered through TGA to attract attention to your brand! Create a compelling marketing piece to share in the Press Room, consider including an item in the media gift bags, and request the Show's media list early this spring so you can contact journalists who'll be walking the floor. Attract attention before and at The Show by sharing your news and product info with us early and often! Send us press releases on company letterhead and we'll post your news to our website as well as Facebook, LinkedIn and Twitter pages. Capitalize on these free member benefits! Please direct questions and content to TGA's PR rep Kate Ryan at kate@kateryanpr.com or 774-929-5223. 



Buyers & Exhibitors – Give Yourself a Big Boost!

The 2019 Travel Goods Show website is live and ready for buyers and exhibitors to apply and register online. Whether you're a buyer, retailer, manufacturer, exhibitor or an industry enthusiast who can't wait to find out what the future of travel looks like, The Travel Goods Show is an absolute must-attend event! The Show gives you that first-hand, industry insider exposure and a glimpse into the latest travel gear and accessories. So don't wait to log on, register today at thetravelgoodsshow.org, learn about exhibitors, and scope out the Show schedule. 



Be Proactive: Get Maximum Exposure at The 2019 Travel Goods Show

YOUR PRODUCT IS UNIQUE AND SOLVES A MARKETPLACE PROBLEM, SO why isn't your phone ringing? What's missing from your sales strategy is real-life connection at The Travel Goods Show. Meet the best retailers in travel when they're at their most receptive and actively seeking new items and opportunities. It will be the most heavily promoted Show in TGA history, with advertising outreach into crossover markets like electronics, the travel/cruise industry, apparel, lifestyle, outdoor, pet travel, baby travel and duty-free/airport stores. It's going to be an all-new Show in 2019 – be part of this opportunity and supercharge your business network. Log onto thetravelgoodsshow.org or contact Cathy Trecartin at cttga@aol.com to reserve your spot today and take a step toward a successful 2019. 

2019 Exhibitors – Time to Sell It

THE TRAVEL GOODS SHOW PROVIDES EXHIBITORS THE BEST FACE time and insight into travel goods retailers around the globe. But that's just the beginning! Discover and learn the best ways to promote your product or advertise your brand at the price point that works for you. Pick from a range of options that include a half-page ad in *Travel Goods Showcase*, the world's biggest travel goods trade journal, plus added attention from the Travel Goods Product Guide (TGPG) and/or the New Products Pavilion (NPP). Upgrades to full-page ads are just \$575, and you can display additional items in the TGPG or NPP at reduced cost. Items displayed in the NPP will automatically be eligible for the 2019 Product Innovation Award and The Buzz Award. For more info and to sign up, log on to thetravelgoodsshow.org/advertising-promotions/ or contact Cathy Trecartin at cttga@aol.com for more information. 

TGA Members

A HEARTY WELCOME TO THE following companies that have joined TGA since September:

- Cherry Country Cafe & Gift Shop, Traverse City, MI (R)
- Cicerone Cultura Y Ocio Sl, Granada, Spain (R); ciceronegranada.com
- Gaash Enterprises, Herzliya, Israel (M)
- G005e, Carlsbad, CA (M); g005e.com
- Hillside Industries, Arcadia, CA (M); discoverhillside.com
- Loctote Industrial Bag Co., New Albany, OH (M)
- Lusso Brands, Cheyenne, WY (M); lussobrands.com
- Mundi Westport Group, New York, NY (M); mundiwestport.com
- Napup USA, Tel Aviv, Israel (M); mynapup.com
- Nola Travel Agency, New Orleans, LA (R); mysignaturetrip.com
- OKO H20, Greenbrae, CA (M); okoh20.com
- Pocketnap, Lake Forest, IL (M)
- Regent Square, Kwun Tong, Hong Kong (M); regentsquaretravel.com
- Restangles, Cooper Landing, AK (M); restangles.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, travel-goods.org. TGA members can submit profile information by visiting travel-goods.org.

MEMBER PROFILES

Dream Duffel LLC



DREAM DUFFEL WAS FOUNDED IN 2008 to provide organization and transportation solutions for participants in competitive dance, cheer, pageants, and more. Since that first rolling competition duffel, the company has expanded its product line to include garment bags, cosmetic

bags, personalization options, backpacks and other accessories ideal for all travelers.

"We would see young competitors and their parents struggling to carry garment bags, rolling suitcases, chairs, makeup cases, and yoga mats

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DEMOCRACY IN ACTION

Highlighting the corporate citizenship of the travel goods industry

Cabeau Continues Making a Difference with Cabeau Cares Charity Initiative

CABEAU CONTINUES ITS LONG-STANDING CORE commitment to charity by dedicating a percentage of sales from its award-winning Evolution Pillow in the color pink to The Breast Cancer Research Foundation. This year, Cabeau donated \$48,000 to the non-profit, based on a sales cycle from July 2017 to August 2018. The contribution marks Cabeau's largest annual monetary donation to date. In total, Cabeau celebrates its fourth year in a row of supporting the foundation, with a total of

nearly \$125,000 donated since the inception of this partnership. In the four years Cabeau has helped The Breast Cancer Research Foundation make groundbreaking discoveries and incremental achievements in research areas involving tumor biology, heredity, lifestyle and prevention, treatment, survivorship and metastasis.

Cabeau launched Cabeau Cares, a corporate social responsibility initiative that empowers all Cabeau team members to lead a local or national charity initiative on behalf of the brand. The program debuted in 2013 with The Breast Cancer Research Foundation as its first charity recipient and has since grown to include charity activations with Children's Hospital Los Angeles, City of Hope, Dream Center, Los Angeles Regional Food Bank, and more. 

Olympic Bronze Medalist and U.S. Flag Bearer, Erin Hamlin, Partners with Traveler's Choice

IN SEPTEMBER 2018 FOUR-TIME OLYMPIAN AND bronze medalist Erin Hamlin partnered with Traveler's Choice to visit the children's cancer ward at the prestigious hospital, City of Hope (COH). City of Hope combines science and soul to create miracles in the fight against crippling diseases such as cancer and diabetes. They have taken on this mission for over 100 years. COH was gracious enough to let Erin visit and talk about her Olympic history event and one of the hardest sports on ice, luge. Erin is also the first ever American woman to place a medal in this Olympic sport. 

Capitol Beat | By Nate Herman

May You Live in Interesting Times

Many of you know the old Chinese proverb, “May you live in interesting times.” What many of you don’t know is that the proverb is actually intended as a curse. And the U.S. travel goods industry is indeed living in interesting times right now.

As I write this column, our industry is facing an existential threat – a man-made threat – that could determine the future, the very existence, of the industry. On September 24, a day that will live in infamy in our industry, President Donald J. Trump imposed punitive tariffs of 10% on U.S. imports of all travel goods from China. This 10% tariff is on top of the incredibly high 8%, 10%, 17.6%, 18.6%, and 20% tariffs we already pay on our travel goods imports. Happy Holidays!

And if that wasn’t bad enough, those 10% punitive tariffs will automatically increase to 25% on January 1 (Happy New Year!). That means the 17.6% tariff you normally pay on that textile carry-on or tote, or the 20% you pay on that hard-sided large suitcase will all of a sudden be 42.6% or 45%.

President Trump says he wants to tax China to stop them from stealing U.S. technology and intellectual property. But, as we all know, China doesn’t pay the tariffs, our companies, and in turn our customers, are the ones who pay more.

Why is this bad? Of all travel goods sold in the United States today, 84% are imported from China. Not only is there not enough capacity in the rest of the world to manufacture our travel goods, in many cases they don’t even have the capability or engineering to manufacture the innovative products the U.S. travel goods industry sells today.

But President Trump hasn’t stopped there. Trump has also threatened many of the potential alternative suppliers to China. As many of our readers know, the Travel Goods Association (TGA) waged a successful five-year battle to get travel goods added to the Generalized System of Preferences program. As a result, today, U.S. travel goods imports from over 100 countries, not including China or Vietnam, can enter the United States duty-free. Yet, as we speak, President Trump is in the process of reviewing GSP eligibility for India, Indonesia, and Thailand, three major alternative suppliers. TGA is fighting hard to ensure benefits are not withdrawn for these countries, but we won’t know the final decision until sometime next year, increasing uncertainty for the

industry when we can least afford it.

The bottom line is that President Trump seems more determined than ever to continue, and expand, this trade war with China, threatening to impose punitive tariffs on the remaining \$267 billion worth of U.S. imports from China, meaning that ALL U.S. imports from China will be subject to punitive tariffs. In case you didn’t know, trade wars never end well. The trade war the United States launched with the Smoot-Hawley Tariff Act of 1930 was one of the main contributors to the Great Depression. And our economy is much more reliant on global supply chains than it was 88 years ago. This is a trade war that will hurt your consumers, your workers, your business, and the U.S. economy.

And this trade war is not just limited to China. President Trump has targeted our friends – Canada, Mexico, Europe, Japan, South Korea – with punitive tariffs on steel and aluminum and has threatened to do the same with auto imports. And, just as they did in 1930, all of these countries have retaliated against the United States, targeting all types of U.S. exports, including not only U.S. agriculture and U.S. manufacturing but the inputs we use to make our own products, like ballistic nylon, fasteners, wheels, etc. Already, American agriculture communities are suffering as farmers experience the devastating effects of not being able to sell their fall harvest.

Where’s Congress? Under Article 1, Section 8 of the U.S. Constitution, Congress has the sole authority to regulate trade. Regrettably, Congress has ceded much of that authority to Presidents over the last six decades. What’s worse is that Congress has shown no appetite to take that power back.

So, TGA is taking the battle to the heartland as a founding member of Americans for Free Trade. This broad coalition is using a grassroots strategy to get the word out in every way possible that these @TariffsHurt the heartland, and every other part of the United States – hurting workers, businesses, farmers, and hard-working American families.

Only when President Trump sees how much tariffs hurt his own country will something change. We urge you to join us in these efforts.

And, as always, stay tuned.

For more information, please contact TGA’s Nate Herman at nate@travel-goods.org or 202-853-9351. 

**CALIFORNIA
PROP 65**

More California Proposition 65 Notices Issued as New Warning Label Requirements go into Effect

New “60-day” notices have been issued alleging that brands and retailers sold totes, handbags, travel sets, luggage tags, wallets, backpacks, smartphone pouches, smartphone wallets, pet carriers, cosmetic bags, and first aid kits in California that contained lead, di (2-ethylhexyl) phthalate (DEHP), and/or diisononyl 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. Meanwhile, on August 30, 2018, California imposed new Proposition 65 warning label requirements. TGA recently published a new members-only tool for TGA members that explains how to comply with the new California Prop 65 warning label requirements. For more information on Prop 65, please go to the Prop 65 page on the TGA website (travel-goods.org) or contact TGA’s Nate Herman, nate@travel-goods.org, 202-853-9351. 

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into dance competitions,” states Jessica Lund. “We felt there had to be a better way! We took the best of the make-do solutions, added our own ingenuity, and came up with the Dream Duffel® – a well-organized product with a unique telescoping garment rack ideal for travel to competitions.”

Today Dream Duffel is a specialty rolling duffel bag manufacturer based in Plymouth, MN, with a growing line of Dream Duffels, carry-ons, garment bags, backpacks, and travel accessories. All Dream Duffel products are covered by a 12-month manufacturer warranty, with a 24-month extended warranty on Dream Duffels.

For more information, visit dreamduffel.com or contact Jessica Lund at jessica@dreamduffel.com; 877-378-1260. 

MEMBER PROFILES

Mont5



MONT5'S EXPERT CRAFTSMEN create durable leather goods using time-honored techniques that emphasize quality – of craft and materials – above production efficiency, to create legacy goods without the usual luxury markup.

Mont5 is named for Pakistan's mountainous terrain – five of the world's peaks that tower over 8,000 meters are in Pakistan – which inspires the company's artisans and exemplify Mont5's lofty ideals and quality standards as they strive to create items that are timeless, rugged and lasting.

“We at MONT5 create durable goods which are built to last,” states Abid Ghafoor. “High quality craftsmanship, finest materials, and excellent customer advocacy reflects our commitment to the exceptional. We believe in creating better products without sacrificing on

time and craft.”

Mont5 is dedicated to providing the best quality products to its customers while improving the lives of the people who work with them. The company is committed to a high standard of ethical integrity, with business channels aimed at reviving quality craftsmanship while challenging the status quo of high-end brands.

For more information, visit mont5.com or contact Abid Ghafoor at team@mont5.com; 501-940-1117. 

MEMBER PROFILES

NorthUp Tek x JS Calkins



A MUTUAL LOVE OF ART, OUTDOOR living and world travel drew JS Calkins' founders together in 2001, with the goal of creating inspirational designs that are comfortable, functional and affordable.

JS Calkins' group of enthusiastic young adults brought its energy and inspiration to the design table, and partnered with NorthUp Tek for its 20+ years of manufacturing prowess in bag and pack production. It's an outdoor/ action sports brand that lives up to its motto: Wherever you go, it'll be all you need.

“Equipped with our own design team, NorthUp Tek x JS Calkins creates inspirational designs,” states Ivy Kwong. “One of those designs, the world's first bouncing backpack with a patented anti-gravity suspension system, illustrates our commitment to R&D, sustainability, and providing products that are comfortable, functional and affordable.”

NorthUp Tek x JS Calkins makes a wide variety of outdoor, action, and casual sports and lifestyle bags and

packs with manufacturing based in Hong Kong, China, and import and sales offices in the U.S. Its products include backpacks, business cases and accessories, handbags, wheeled luggage and casual bags, personal accessories and travel accessories.

For more information, visit northuptek.com or contact Ivy Kwong at ivy@northuptek.com; 425-941-0105. 

MEMBER PROFILES

Zdoze



NOD2.0 BY ZDOZE IS A TRAVEL pillow designed to maximize comfort by keeping a seated user's head, neck and back aligned at the same relative angle experienced when sleeping in bed. Simple and compact, its unique design solves the problem of forward head motion while traveling by plane, train, bus or car.

The pocket-size nod2.0 provides full head and neck support by attaching to the seatback, and is configurable to accommodate a variety of seat/headrest designs by using the supplied accessory cord.

“Zdoze is the trademark of nod2.0, The Holy Grail of Travel Pillows,” states Paula Blankenship. “It is the first and only travel pillow that solves the age-old issue of forward head motion while seated upright. Our from-the-rear patented design works on passengers of all heights, allowing the user to fully rest his or her neck and head while seated upright.”

The easy to use Zdoze is made of comfortable memory foam and stain-resistant wipeable fabric.

For more information, visit zdoze.com or contact Paula Blankenship at info@zdoze.com; 502-212-6077. 