

NEWS Briefs

TGA Members

A HEARTY WELCOME TO THE FOLLOWING companies that have joined TGA since November:

- Away Travel, New York, NY (M); awaytravel.com
- Bracketron, Edena, MN (M); bracketron.com
- Canadian Gift Concepts, Concord, ON, Canada (M); canadiangiftconcepts.com
- Carrying Solution, Seoul, South Korea (M); longship.kr
- Classic Look Inc., Norcross, GA (M)
- Cowarobot, La Verne, CA (M); winmaxriver.com
- Dongguan Jiangshun Suitcase and Handbags (M); Dongguan City, China
- Frequent Flyer, Kowloon, Hong Kong (M)
- GetSet Luggage, Guaynabo, PR, USA (M); getsetluggage.com
- Hampton Products International, Foothill Ranch, CA (M); hamptonproducts.com
- Hook & Albert, Dallas, TX (M); hookandalbert.com
- Ibrahim International Ltd., Pradesh, India (M); ibrahiminternational.com
- iLiving USA, South San Francisco, CA (M); ilivingusa.com
- Jett, Tea, SD (M); shopjett.com
- LC Corporation, Kyong Gi-Do, South Korea (M); zippack.com
- Lux and Nyx, Creve Couer, MO (M); luxandnyx.com
- Magi Innovations, Gresham, OR (M)
- Mien Co. Ltd., Kowloon, Hong Kong (M)
- Mixologie, Smithville, TX (M); mixologie.com
- MyDaddysArms, Levis, QC, Canada (M); mydaddysarms.com
- Niklaw & C Ltd., Tuen Mun NT, Hong Kong (M)
- Perfect Shoe Fabric, Tamil Nadu, India (M)
- Pitkin Stearns International, Littleton, CO (M); pitkin-stearns.com
- Plane It Safe, Winter Garden, FL (M); planeitsafe.com
- Shenzhen Pino Investment Development, Guangdong, China (M)
- STEAM CLIP™, Memphis, TN (M); steamcliptravel.com
- Swiss Ruigor, Murrieta, CA (M); swissruigor.com
- Tagstar, Portland, ME (M); thoughtags.com
- The Barrier Method, Wailea, HI (M); thebarriermethod.com
- Tortuga, Walnut, CA (M); tortugabackpacks.com
- Tote Snob, Los Angeles, CA (M); totesnob.com
- Town & Country Living, New York, NY (M); tncliving.com
- Transbottleusa, Napa, CA (M); transbottleusa.com
- Travel Quips LLC, Raleigh, NC (M)
- Tummydrops, Chesterfield, MO (M); tummydrops.com
- Wisdom USA, Inc., Carlstadt, NJ (M); wisdomusa.net
- Xindao USA Ltd., Dover, DE (M); xd-design.com

M=Manufacturer



Celebrate Day One of The Show!

HELP US RING IN THE INDUSTRY'S BIGGEST professional mixer at the end of the first day of The Show.

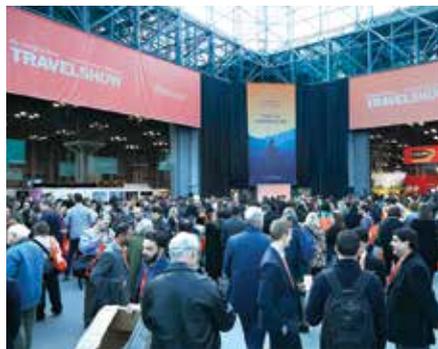
Socialize, connect, and bond with industry professionals and influencers without the pressure of Show schedules while enjoying drinks, hors d'oeuvres, and live music, compliments of the Travel Goods Association (TGA). Come enjoy the festivities on the TGA main concourse on Tuesday, March 26 from 5:30 p.m. to 7:00 p.m. 

And the Award Goes to...

HELP US RECOGNIZE AND CELEBRATE OUR INDUSTRY PEERS WHO truly exemplify travel industry excellence through their innovation, creativity and leadership. Join us for the TGA Awards Ceremony on Wednesday, March 27 at the Retail Lab from 5:30 p.m. to 6:00 p.m. 

TGA Expands Footprint Via New Channels

THE TRAVEL GOODS ASSOCIATION BEGAN 2019 WITH A BANG at The New York Times Travel Show, where 14 TGA members made a splash within the first-ever Travel Goods Pavilion. The explorative Pavilion at The New York Times Travel Show is just one example of TGA's commitment to delivering members new opportunities, more value and greater exposure to our ever-changing industry. Within the past six months, TGA has also dedicated resources to the development and maintenance of our social media channels, which have connected our members with one another and consumers more than ever before. The 2019 Travel Goods Show format was revamped in response to



feedback from both exhibitors and attendees; this year's RETAIL LAB session schedule was thoughtfully curated with retailer appeal in mind. Thus far, member feedback to our presence in New York, our increased social media presence, our diligent advocacy surrounding relations with China relations and our updated Show format has been resoundingly positive. Please keep it coming! It's your feedback, your ideas and your energy that helps align TGA's efforts with what is most important to you, our members. We are grateful for your support of TGA and the travel goods industry. 

Capitol Beat | By Nate Herman

The Neverending Story

This issue's column is – you guessed it – about the China trade war. As Gomer Pyle used to say, “Surprise, surprise, surprise.”

Why? Because there is no end in sight to the existential threat – a man-made threat – that could determine the future, the very existence, of the industry. As you all know well by now, on September 24, a day that will live in infamy in our industry, President Donald J. Trump imposed 10% punitive tariffs on all travel goods imported from China to the U.S. 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. With 84% of all U.S. travel goods imports coming from China, this 10% duty is an albatross around the industry's neck.

With the all-important holiday season approaching, many of you temporarily absorbed the 10% increase in tariffs – at a great cost – to ensure strong sales during a critical time. But that time has passed and most of you are either raising prices or seeing price increases across the board.

The only silver lining – maybe we should call it a tin lining – is that the 10% punitive tariffs did not automatically increase to 25% on January 1 as originally expected. President Trump temporarily delayed those tariffs to allow for negotiations with China. As of the time of my writing, it remains unclear whether a deal will be struck by the new March 1 deadline, or whether the tariff increase will be delayed again for further negotiations.

However, if negotiations don't go well it means that by the time you read this column that albatross we mentioned just got a lot heavier, meaning President Trump increased the duties to 25% on March 2. If this happens, 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 sudden be 42.6% or 45%, respectively.

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, we do, and in turn, our customers do too.

Meanwhile, President Trump continues to threaten the few potential alternative suppliers to China currently available to our industry. As many 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 later this year, increasing uncertainty for the industry when we can least afford it.

Regrettably, nothing has changed from my last column. President Trump still hasn't learned from history that no one wins a trade war. 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 89 years ago. This trade war will hurt your consumers, your workers, your business, and the U.S. economy.

And Congress is still not likely to rein in President Trump. 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, despite the election, where Democrats now control the House, Congress still 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 (americansforfreetrade.com) to educate President Trump and the American people that @TariffsHurt the heartland, and every other part of the United States – negatively impacting workers, businesses, farmers, and hardworking American families.

Travel goods brands like Minkee Blue and travel goods retailers like Luggage Shop of Lubbock are making their voices heard, telling their stories to Congress, the press, and on social media. We need more of you to tell your stories. TGA will help make sure your stories are heard. Only then will the situation change.

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

CALIFORNIA PROP 65

California Issues More Prop 65 Notices, Check Out TGA's New Prop 65 Best Practices Guidance

In the New Year, new California Proposition 65 (Prop 65) “60-day” notices have been issued alleging that brands and retailers sold totes, fanny packs, messenger/cross body bags, travel kits, travel bottles, luggage tags, handbags, wallets, backpacks, pet carriers, cosmetic bags, locks, travel cases, phone/tablet cases, and folio cases in California that contained di (2-ethylhexyl) phthalate (DEHP), Di-isodecyl phthalate (DIDP), Di-n-butyl phthalate (DBP), lead, 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 of the notices that sold these products. Check out TGA's new California Proposition 65 (Prop 65) Best Practices Guidance. This members-only reference details best practices in developing your company's Prop 65 testing and warning label protocol, including recommendations on which warning label text to use, where to place the warning label text, and how to test for Prop 65 listed chemicals in your products. 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. 

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

Randa Luggage Partners with Eva's Village

EACH YEAR, RANDA LUGGAGE AND MCG PARTNERS WITH Eva's Village, a community kitchen providing food and a safe environment to residents in Paterson, NJ. In 2018 they participated in their holiday drive and a program called "BBB" (Bond, Boost and Build) collecting new and unwrapped toys, games, sports equipment, as well as arts and crafts for children ages 0-17 living in the shelter and treatment program centers. Eva's Village



provides homeless children and children from addict families a chance to live, study, and play in a safe environment that fosters educational success and greatly increases their chances of breaking the cycle of poverty.

Lux and Nyx Partners with Love to Langa to Build Schools in South Africa Township

LUXURY TRAVEL BAG COMPANY LUX AND NYX, LAUNCHED in May 2018, has a mission of building schools across the globe. Their first project, a partnership with not-for-profit Love to Langa, is to build the first Montessori school in Langa, the oldest township of South Africa. Lux and Nyx founder, Lisa Hu, describes the partnership as her way of paying it forward in the hopes that an education will create a seismic shift in the lives of underprivileged children in South Africa, the same way it did for her. Lux and Nyx provided 10 percent of all profits from their initial launch to kick start their fundraising. This is the first of many partnerships for Lux and Nyx whose goal is to build 101 schools around the world over the next 50 years.

A.Saks Donates to Cancer Research and Treatment

WISHING TO SUPPORT THOSE WHO FIND THEMSELVES battling blood cancers, A.Saks Luggage Co. has been donating 10% of all sales between March 1st – June 30th of each year to the MMRF (Multiple Myeloma Foundation) and to the Mount Sinai Hospital Cancer Center. The proceeds from their drive each year are dispersed to both the Multiple Myeloma Cancer Research Center and the Mt. Sinai Ruttenberg Cancer Treatment Center in New York City.

Kennedy International Makes Donation to Monmouth Medical Breast Center

KENNEDY INTERNATIONAL INC. RECENTLY DONATED A CHECK for \$5,508.26 to the Jacqueline M. Wilentz Comprehensive Breast Center at Monmouth Medical Center. The Center offers services including genetic testing, 3-D breast imaging, mammograms and breast MRIs. It also has breast and reconstructive surgeons, medical and radiation oncologists, radiologists and pathologists on-site at satellite locations in Colts Neck and Howell. The donation was made during Kennedy International's opening ceremony for its new location in Old Bridge, NJ on



Nov. 7. The company raised funds from employee donations during a company hosted "Support the Fight" event in October. The donations were doubled by the company's owner, Henry Guindi. Kennedy International also donated a portion of sales proceeds from their breast cancer awareness products.



Bugatti Group Launches JTB, a New Brand of Handbags in Association with The Cybersmile Foundation to Fight Cyberbullying

AS PART OF THE LAUNCH OF JTB (JUST TO BE), ITS NEW handbag brand, the Bugatti Group is proud to partner with The Cybersmile Foundation, an organization working to combat cyberbullying and helping to create an inclusive cyber environment for all, free of threats, violence, and abuse. A portion of the profits of the JTB brand in Canada and the United States will be donated to The Cybersmile Foundation.