

## [People]

### Eagle Creek Names Rep of the Year

EAGLE CREEK HAS CHOSEN CLEAR Creek Reps as the 2018 Rep Agency of the Year. The Clear Creek Group team, including principal Owen Dennehy and associate Scott Duer, directs sales in the Rocky Mountain region and also represents complementary outdoor brands Garmont, Topo Athletic, EcoVessel, GoLite, Primius/Brunton, Aloe Gator Sunscreen, Kate's Real Food and Unsinkable Polarized.



**Jeff Sermak, Owen Dennehy, and Scott Duer of Clear Creek Reps were presented with the 2018 Rep Agency of the Year Award by Tim McGuire of Eagle Creek.**

Awarded annually, the award recognizes a rep or agency that delivers outstanding results along with superior customer service. All aspects of brand building are considered for this award, including in-store presentation, staff training, assortment planning, relationship building, sales growth, online presence management and developing new business opportunities.

Clear Creek was selected for its double-digit revenue growth, account and channel expansion, business acumen, pre-booking success, planning/forecasting and help servicing national accounts. Always inspired by travel, the award includes a trip for two to a dream destination.

## [Product]

### Focused and Functional

FROM SOLO NEW YORK'S NOMAD COLLECTION is the Unbound Backpack, a checkpoint-friendly bag with fully padded 15.6" laptop compartment, internal iPad®/tablet pocket and front zippered pocket with organizer section. The Unbound Backpack keeps urban commuters moving forward with a highly functional bag with plenty of pockets, including a front quick pocket and side mesh pockets, plus padded back and straps and a back panel that slides over a luggage handle. To see this backpack, visit solo-ny.com. MSRP: \$86.99



**Solo New York's Unbound Backpack is an everywhere/anywhere bag inspired by the NYC hustle.**

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## [Product]

### Pinnacle of Strength

ZERO HALLIBURTON HAS REVISITED ITS HISTORIC ROOTS WITH the Collectors Series Limited Edition Collection, featuring a duo of ultra-durable, numbered and limited edition travel cases. Offering



**Zero Halliburton's Collectors Series Limited Edition Collection lives up to the brand's longtime reputation of being synonymous with strength.**

of the original 'Zeroller' 6-wheel system, the collection was a true labor of love designed to bid farewell to – but not forget – our past as we prepare for the future.”

Cases are available in black and silver. For more information, visit [zerohalliburton.com](http://zerohalliburton.com). MSRP: \$1,495/22”; \$1,795/26”

world-class strength and durability, the exceptionally sturdy, heat-treated aluminum luggage includes a 22” carry-on (800 pieces worldwide) and a spacious 26” case (500 pieces available worldwide). Cases boast an exceptional 2-step lock system with a TSA-accepted lock plus biometric fingerprint technology, 6-wheeled maneuvering system and coated leather handles and trim.

“In anticipation of our next-generation design later this year, we decided to introduce this series as a tribute to early Zero Halliburton innovation,” said Global President and CEO Tom Nelson. “From sourcing premium grade 6061 American aluminum alloy to incorporating the technology

### TEKNO? Tech-YES!

SLEEK AND MODERN, HEYS' TEKNO 21” CARRY-ON IN POLY-carbonate composite with its brilliant metallic finish is ideal for today's busy, tech-savvy traveler. An integrated phone/tablet holder built into the top



**Featuring plenty of storage pockets, Heys' teched-up TEKNO 21” Carry-On doubles as a traveling desk.**



of the telescopic aluminum trolley handle holds a smartphone or tablet for viewing and can also be used to hang bags via the hooks for hands-free convenience. The case exterior has a built-in power bank storage compartment with accessible USB port for on-the-go charging. Additionally, a non-slip flat work surface with rubberized corners on top of the case serves as a handy desktop so busy execs can work on their laptop as they travel.

In black, red, silver and blue, the case has a dedicated, padded 15.6” laptop pocket, four dual 360° spinner wheels featuring a locking mechanism to keep your carry-on stationary, and built-in suspension to handle any bumps or rough terrain. For more information, visit [heys.com](http://heys.com). MSRP: \$279.99

### Two Bags in One

LITEGEAR® PRESENTS THE ULTIMATE UNDER-THE-SEAT ROLLING bag. Meet the Rolling Mobile Pro 2.0, measuring a lean 17” x 10” x 9” that is compliant with airlines’ “personal item” size. A 2-in-1 bag with plenty of storage, it converts from a backpack to a rolling bag and stows beneath the seat – without hogging all the foot room. Features include a removable front organizer pocket that turns into a shoulder bag, RFID security pocket plus padded electronics pockets and organizer, accessory, file and water bottle pockets, locking telescoping handle and inline skate wheels. In sturdy recycled polyester, it comes in black magic, blue my mind and purple reign. For more information, visit [litegearbags.com](http://litegearbags.com). MSRP: \$129.95



**Made with 20 recycled plastic bottles, LiteGear's Rolling Mobile Pro 2.0 fits under the seat whether it is in backpack or rolling bag mode.**

### Safe Travels with Anti-theft Bags

WITH SHERPANI'S SOLEIL Anti-Theft, travelers get three bags in one – a crossbody, tote or backpack – making it the ideal companion not only for travel, but for work and everyday life, too. Soleil's exterior includes two secure locking zippered pockets, two side water bottle pockets, a front slip pocket and convertible back pocket. The back panel can zip closed for a large pocket or unzip for a luggage pass-through. Interior features include a wide and roomy zippered opening, making it very easy to pack and access belongings, with superior organization.



**Designed with the ultimate traveler in mind, Soleil maximizes utility and functionality.**

All bags in Sherpani's Anti-Theft Collection, including Soleil, are designed with RFID protection, anti-blade fabric and a chair loop lock system to thwart would-be thieves from stealing personal information or slashing your bag. For more information, visit [sherpani.com](http://sherpani.com). MSRP: \$109.95

## [Product]

### Versatile Luggage Wardrobe Arrives for Fall

LAUNCHING IN FALL 2019 IS LONDON FOG'S® 6-PIECE Queensbury Collection in a fashionable and durable stitched quilted polyester. The eight low profile spinner wheels on the 20" Expandable Spinner Carry-on and 24" and 28" Expandable Spinners make maneuvering through the airport a breeze. These cases also feature convenient top, side and bottom carry handles, protective corner guards, rear ID pocket slot, expansion and a front pocket for any last minute items. Interiors have full London Fog signature lining, mesh pockets and tie down straps.

The 20" Large Satchel steps up for overnights and weekend getaways. The 17" Cabin Bag is a great carry-on piece that fits underneath airplane seats, as does the 15" Under The Seat bag, a perfect wheeled carry-on option. All three carry-on options slide over the upright handle for easy carrying with multiple bags. For more information about this collection, available Fall 2019, contact sales@leisureluggage.com. MSRP: \$160-\$320



Offering a variety of sizes, the 6-piece Queensbury Collection has a piece suited for all travels, from overnights to extended vacations.

### A New Dawn Brings New Experiences

GET READY TO EXPLORE THE WORLD WITH THE 3-PIECE DAWN Collection. The latest addition to the kensie brand is on point with a trendsetting design featuring a snazzy and modern pale gold body color paired with rose gold accents. In addition to the sleek push-button recessed locking trolley handle system, textured cases have top and side carry handles, a fully lined interior, mounted TSA-accepted lock and 360° 4-wheel spinner system. Featuring two uprights and a carry-on, this collection is both dazzling and durable in ABS/poly-carbonate. For more information, visit travelersclub.com. MSRP: \$179.99/20" carry-on; \$209.99/24" upright; \$249/28" up-right; \$639.99/set



Explore in style and elegance with the Dawn Collection from kensie.

### Closet on Wheels

A PREMIUM SUITCASE FOR THE MODERN JETSETTER, SOLGAARD'S Carry-on Closet 2.0 has an integrated shelf so travelers can stay organized on the go and avoid turning their hotel room into an unsightly laundry pile. The case features a USB port and power bank-ready pocket inside, plus shoe pocket, cable storage and laundry bag. Available for pre-order now, the case is accepted by all airlines globally as a carry-on. Colors include: black, blue and red. For more information, visit solgaard.co. MSRP: \$225



Launching in full distribution June of 2019 is Solgaard's Carry-on Closet 2.0.

### Always On-trend, Ever Inspiring

POWER UP YOUR LUGGAGE LOOK WITH STEVE MADDEN'S Momentum from 24-7 International, featuring the 28" Spinner. Sporting an industrial edge, this polycarbonate case highlights the collection's classic design in addition to strength and durability. A push-button retractable pull handle and 360° spinner wheels give style-setters control and easy tracking over a variety of surfaces encountered on travels and interior packing compartments and compression straps add to organized packing. For more information, visit 24-7international.com. MSRP: \$140



Available in assorted colors, STEVE MADDEN's Momentum is for those on the move.

## [Company]

### Go Travel's USA Production

TRAVEL ACCESSORY MANUFACTURER GO TRAVEL HAS BEGUN manufacturing travel pillows in the United States. Entering the U.S. market 10 years ago, Go Travel has seen double-digit annual growth throughout that time, much of it led by sales of its popular travel pillows. Production began in spring with the goal of maintaining high production standards and maintaining price stability throughout the Americas, while at the same time increasing production in order to meet growing demand. Initial production will focus on Go Travel's memory foam products. American manufacturing will also help minimize the brand's carbon footprint, reducing shipping needs from China.

## [Company]

### Mancini's 30th Anniversary

FOUNDED IN 1989, MANCINI LEATHER GOODS IS CELEBRATING ITS 30TH ANNIVERSARY IN 2019. To that end, the company is proud to offer tips to make leather luggage last as long as it has been going strong. The premium luggage maker uses the finest quality leather available, but proper care is essential to extend the life of all leather goods.

First, Mancini says, determine the type of leather you have. Nubuck and suede, for instance, require different treatment than full grain leather. Before applying any leather protectant, be sure to test it in an inconspicuous area and watch for color change. Because leather is permeable, extend its life by avoiding exposure to heat, light or excessive dirt and dust. If leather items get wet, wipe them immediately and avoid using heat to dry. If storing leather goods for long periods, first fill them with paper in order to maintain their shape. And lastly, clean leather items regularly – ideally every six months – to avoid dirt buildup and to remove any other contaminants that could do long-lasting damage.

## [Milestones]

### Industry Says Good-Bye to Travel Goods Veteran



Thomas Liao

THIS PAST YEAR THE LUGGAGE INDUSTRY LOST A RESPECTED AND seasoned veteran, an entrepreneur from Taiwan who created a brilliant life through his love of our industry and his passion for design and development. Thomas Liao died on July 16, 2018.

For nearly 30 years, Thomas' endless enthusiasm for the luggage business, along with his creativity and development capabilities, resulted in the suitcase becoming an everlasting part of his life. As soon as he developed or discovered a new concept, Thomas could not wait to share it with his customers – another passion of his working life. He never waited for a customer to visit him in

Taiwan or China; the moment he had something to share he was on a flight to the U.S. or Europe to make sure his innovation, concept or product would have the opportunity to be brought to market.

His business acumen and style were rooted in four key principles: Customer comes first; Devotion to duty and responsibility; Integrity; and Empowerment of employees.

Born on Oct. 2, 1955, Thomas grew up as the eldest son in a traditional Taiwanese family. He had one brother and four sisters and many cousins, all of whom played a part in his growth. It was for this reason that Thomas treated all of his friends as a family.

Since falling seriously ill in 2017 and undergoing several critically challenging surgeries, Thomas remained focused and intent on taking care of business. He understood his condition and was eager to visit his customers in the United States to see his lifetime friends for the last time. He did exactly that in 2018, visiting every customer in person to spread assurance to each individual that there was no need to be concerned about deliveries: He was on top of everything. He then went back to the factory floor in China to make sure everything was in order before returning to Taiwan for follow-up and treatment in the hospital. Thomas remained on top until the very end.

He had an impact on all with whom he came in contact and will be missed by his family, business associates around the world – especially his customers (friends) – and all who were impacted by his creativity, diligence and never-ending effort to effect change in the industry he cared about so very much.

To paraphrase a comment Thomas made toward the end: "God always has the best plan! My friends, don't cry about our separation but rejoice with the memories that we all shared together."

Christina DePonte  
Senior Executive Vice President  
24-7 International, LLC

## [Letter to the Editor]

### A Wake-up Note to the Travel Goods Industry

I JUST GOT HOME FROM THE TGA Show in Vegas last night. A 5-hour drive and a lot of time to think about The Show, the industry, the industry players and the 49½ years I have participated in this industry.

As both a retailer and a manufacturer with 5 decades of history in the travel goods industry, the banner flying through my mind the whole drive home read, "HOW DARE YOU!"

Speaking as a retailer: To the manufacturers that didn't show up this year, how dare you insult me as a retailer because I am not important enough to you to approach me for my business. If what you may have spent in the past for a huge booth at TGA didn't fit into the budget this year then downsize, but to be MIA is an insult to me as a retailer, and an insult to an industry that has supported you and your growth through the years. There is always room for improvement – and opportunities to create a more efficient way of doing things. I would say to you, "Go small, but go!" Since we moved our shop back in October, we are now the largest single store travel outfitter in the U.S. We have significant growth plans for the future. We'll let you know how it goes. We started 29 years ago as an underdog in a market that already had 4 luggage stores in it. We were #5 and several manufacturers wanted nothing to do with us. We now own this geography. We earned it the hard way. Those of you in the industry who know us know we have fought for every inch of our turf. We don't retreat.

To the manufacturers that exhibited at TGA this year: many of you were brands I never had the chance to spend time with in your booths in the past, and your loyalty to be there and welcome me to your booth will give me a great reason to give you a shot and try you out. Thanks, this

is refreshing. To the manufacturers that were there and have been a resource for us as a retailer, thank you from the bottom of my heart, my loyalty to you will be strengthened and grow. We are business partners with a bright future.

This year, I found new resources, and this will keep my business fresh and relevant for my customer base and the customers I want to attract.

Speaking as a manufacturer: I was pretty disappointed at the number of retailers that didn't think that the largest trade show of the year was important enough to attend. REALLY? I guess your customers don't expect "new" and "fresh"

things from you. Maybe they have given up coming through your doors as they already know you have the "same ol', same ol'". Could this mentality have any connection to the fact that the number of retail doors in our industry is down about 50% from the year 2000? How do you handle it when your resources start selling online to your customers? Are you content with seeing your business foundation erode until you shut down? Isn't your business and life-line worth fighting for?

The entire business climate is changing. To both manufacturers and retailers I say, if you want change, be the change, make the change. Don't sit back and

watch the change. There are three types of business people on this planet: those that make things happen, those that watch things happen and those that wonder what happened. Industries and economies rebound, and like a broken bone, many times they are stronger afterwards than they were before.

As a retailer and manufacturer, I hope to see all of you in New Orleans next year. Get back in the game, there's still a lot to win. You are limited only by your lack of creativity – and trade shows breed creativity!

Chuck Weisbart  
It's...In The Bag!  
Palm Desert, CA

Email your classified ad to Kim Wong at [kim@travel-goods.org](mailto:kim@travel-goods.org).  
Deadline for the Fall 2019 issue is August 19, 2019.

## SEEKING SEASONED SALES REP

Established in 1984, Traveler's Choice Travelware, with offices in both Los Angeles and Shanghai, China and manufacturing capabilities in China, Cambodia and Indonesia, has an opening for a seasoned sales representative with the following qualifications:

- Minimum of 5-7 years of successful outside sales experience.
- A proven track record of consistent sales growth in previous jobs.
- Prefer luggage industry experience, but will also consider travel industry experience.
- Must have a rolodex of contacts from retailers within the territory that is being serviced.
- Must have good working knowledge of their territory.
- Ability to prospect and develop solid territory business plans on quarterly, semi-annual and annual basis.
- On-hand projects or programs with challenges of all kinds from other suppliers are welcome.

For consideration, please contact [robert.chu@travelerchoice.com](mailto:robert.chu@travelerchoice.com).

## SEEKING SALES/MARKETING MANAGER

M&A, Inc., subsidiary to Travelers Club®, is seeking a leader for our sales/marketing team to assist in broadening our brand and additionally launching a patented special project. As marketing is a vital role being the ultimate support for our entire business, the candidate will provide creative ideas with strategic initiatives. Please send resumé to [peter@travelersclub.com](mailto:peter@travelersclub.com).

## MERCHANDISER/PURCHASING MANAGER/PRODUCT DESIGNER

M&A, Inc., subsidiary to Travelers Club®, is seeking an accomplished product developer to assist in broadening our new brand and additionally launching a patented special project. As product development is instrumental for our entire company, the candidate will provide original and inventive ideas with strategic initiatives. Please send your resumé to [peter@travelersclub.com](mailto:peter@travelersclub.com).

## SEEKING MOTIVATED SALESPERSON WITH TRAVEL STORE ACCOUNTS

Airport security has master tools to open, inspect and relock our TSA-Accepted Luggage Locks so travelers get to use and reuse our special luggage locks, rather than have the locks clipped during mandatory checked baggage inspections at U.S. airports. Safe Skies®: large domestic inventory; multiple SKUs; lifetime guaranteed. Contact [dtropp@aol.com](mailto:dtropp@aol.com) for more information.

## SEEKING MOTIVATED RELATIONSHIP MANAGER WITH LUGGAGE INDUSTRY CONTACTS

Airport security has master tools to open, inspect and relock our TSA Zipper Luggage Locks so travelers get to use and reuse our special luggage locks, rather than have the locks clipped during mandatory checked baggage inspections at U.S. airports. Safe Skies®: 12 lock factories in China; dozens of worldwide luggage brands using TSA-Accepted Safe Skies Zipper Locks. Contact [dtropp@aol.com](mailto:dtropp@aol.com) for more information.

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David@DavidSebens.com  
info@SebensConsulting.com  
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# Classifieds