

NEWS Briefs

It's Official!

THE 30-DAY VOTING PERIOD HAS ENDED, and during that time TGA members cast their e-votes in support of TGA's Slate of Nominees for the 2019-2020 TGA Board of Directors. Thanks to everyone who exercised their very important privilege as a member of this Association and voted!

2019-2020 TGA Board of Directors

Officers

David Lomas, Design Go Ltd., *Chair*

Scott Kosmin, 24-7 International, *Chair-Elect*

Richard Krulik, Solo/Briggs & Riley Travelware, *Vice Chair*

Cliff Ensley, Leisure Merchandising Corp., *Treasurer*

Jack Holodnicki, Olivet International, *Secretary*

Robert Dodson, Ricardo Beverly Hills, *Immediate Past Chair*

Directors

Andrew Hamilton, CabinZero USA

Nate Haskell, it luggage USA

Jerry Kallman, Airline International Luggage

Magi Raible, LifeGear Design

John Yu, Olympia International



David Lomas (right) of Design Go Ltd., Chairman of the TGA Board of Directors, presents outgoing Chairman Robert Dodson (left) of Ricardo Beverly Hills with a plaque commemorating his two years of service at the TGA Board of Directors Meeting in New Orleans, LA.

New Members

A HEARTY WELCOME TO the following companies that have joined TGA since March:

- 3 Rights NY LLC DBA Mandarin Duck, New York, NY (M); mandarinaduck.com
- Air Hollywood, Pacoima, CA (A); airhollywood.com
- Boulevard, Fullerton, CA (M); iloveblvd.com
- BUXTON, Springfield, MA (M); buxton.co
- C&K Import Designs, Montclair, CA (M); candkimportdesigns.com
- Casa Innovations Group LLC, Brooklyn, NY (M); casagroupusa.com
- Cutting Edge Products Inc., Winterville, NC (M); streetwisecurity.net
- DANUSIK LLC, North Miami Beach, FL (M)
- Duchess & Duke Bags, Lakewood, NJ (M); ledmark.com
- GS USA, Las Vegas, NV (M); gsusa.net
- Heroclip, Seattle, WA (M); myheroclip.com
- Life 4 All Co. Ltd., Quarry Bay, Hong Kong (M); armorme.com
- rockflowerpaper, San Anselmo, CA (M); rockflowerpaper.com
- Roffe Accessories, New York, NY (M); roffeaccessories.com
- Rollink Smart Products, Herzliya, Israel (M); rollink.com
- Royal Blue Travels LLC, Ocala, FL (R)
- Savannah Luggage Works, Vidalia, GA (M); savannahluggage.com
- Scoocase.com, Gdansk, Poland (M); scoocase.com
- Travel Gear Brand Management GmbH, Frankfurt Am Main, Germany (M)
- Traveling Bags, New Berlin, WI (R); travelingbagsnke.com
- WDM Footwear and Accessories, Milwaukee, WI (M); wdmfootwear.com
- Wishbone Bags & Accessories, North Bergen, NJ (M); wishbonebags.com

M=Manufacturer; R=Retailer

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We're Headed for NOLA!

The Travel Goods Show is headed to New Orleans! Mark your calendars for March 4-5, 2020, when the world's greatest travel goods showcase hits one of North America's hottest tourist destinations. It's going to be an unbeatable combination of travel inspiration and product information. And it could only come from one place: The Travel Goods Show. Reserve by July 1st to save 33% off with the Early Bird rate – the biggest discount available – and get priority

placement on the exhibit floor, which is assigned on a first deposit, first reserved basis. If you want to get in on the action, debut your new items and give yourself a fresh new look, this is the time to speak up. Savvy exhibitors have already started booking for next year, and you should too. Contact Cathy Trecartin, cttga@aol.com, 877-842-1938, x-702 to lock in that Early Bird rate and reserve space now. 

Even After it's Over, The Show Keeps Working for You

THE 2019 TRAVEL GOODS SHOW CONTINUES TO BENEFIT TGA MEMBERS AND exhibitors via media placements across the country. Exhibitors' innovative new products captivated the 75+ journalists covering The Show, both on the exhibit floor and from afar. TGA has already facilitated 2019 coverage in outlets including CNBC, EXTRA, Fox News, *Los Angeles Times*, Money Inc. and countless blogs. The placements continue to roll in at a steady pace, and we love hearing about members' increased sales as a result of media coverage! For questions about TGA's media relations program, please contact Kate Ryan, kate@kateryanpr.com. 



TGA Members Boost Their Social Networks

TGA'S SOCIAL MEDIA IS ON A roll, which means yours could be too. During the week of our 2019 Show, our Facebook impressions were at an all-time high, up 228% over the previous high-water mark. We doubled our followers and had 10,299 impres-

sions on Instagram. We also lit up the Twitter board with 17,785 hits, with more than 1,300 on one tweet alone. Let's help each other – link up with @TravelGoodsAssociation on Facebook, @TravelGoodsShow on Twitter, and @travelgoodsassoc on

Instagram and let's boost our online social standing. So if you are not currently a TGA Member, join now and start spreading the word. Contact Membership Director Cathy Trecartin at cttga@aol.com for more information. 

Capitol Beat | By Nate Herman

How Else Can We Stuff Tariffs into the Industry's Bag?

All of you know the stories of your customers trying to stuff too much in their carry-ons or backpacks or totes, so much so that the bag in question busts under the pressure, or the airline forces the customer to check their bag.

That is pretty much how the industry feels right now. We are so overstuffed with tariffs that we are about to figuratively bust out of business as a result.

Why? First, the China tariffs. On May 10, President Donald J. Trump raised punitive tariffs on U.S. imports of all travel goods from China from 10% to 25%. This 25% tariff is on top of the incredibly high 8%, 10%, 17.6%, 18.6%, and 20% normal tariffs we already pay on our imports of travel goods. Example: U.S. imports of textile luggage/backpacks from China now face a 42.6% tariff (17.6% + 25%). With 82% of all U.S. travel goods imports coming from China, this 25% tariff will stuff the industry's bag to never before seen proportions, a bag that was already under stress from the previous 10% punitive tariff.

But that's not all! President Trump has threatened to remove Generalized System of Preferences (GSP) benefits from some of our best alternative suppliers to China. Remember when, thanks to the hard work of TGA and many of you, we convinced Congress and two Presidents (including President Trump) to allow travel goods imported from GSP-eligible developing countries to enter the United States duty-free starting

back in July 2017? Many of you took advantage, moving production out of China to countries like Cambodia, India, Indonesia, Myanmar, Thailand, and elsewhere.

If, however, Trump follows through on his threat to withdraw GSP benefits for certain GSP countries – India, Indonesia, Thailand, and Turkey – you will go from paying nothing back to paying 8%, 10%, 17.6%, 18.6%, and 20% tariffs. Trump may well have already removed benefits from India and Turkey by the time you read this column.

But wait, there's more! Did you know that the United States and Europe are in a major dispute over aircraft subsidies? You might ask, why should I care? Or what does this have to do with me? Well, in retaliation for Europe's alleged subsidies to Airbus, the U.S. government has proposed retaliatory tariffs on U.S. imports of European handbags. In turn, in retaliation for U.S. subsidies to Boeing, Europe proposed punitive tariffs on imports of U.S.-made travel goods. Makes a lot of sense, right?

Add all these together and you have an industry virtually bursting at the seams under the strain of all these tariffs being stuffed into our proverbial bag. Under these uncertain times, the landscape for our bag could change quickly, or we could be traveling by car instead. Regardless, TGA will continue the fight to give you, and your bag, some relief.

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 Prop 65 Best Practices Guidance

In the last two months, new California Proposition 65 (Prop 65) "60-day" notices have been issued alleging that brands and retailers sold totes, messenger/cross body bags, duffel bags, travel bottles, luggage tags, handbags, wallets, backpacks, cosmetic bags, travel cases, phone/tablet cases/holders/sleeves, fanny packs, and travel shoe cleaning kits in California that contained 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 of the notices that sold

these products. Check out TGA's California Proposition 65 (Prop 65) Best Practices Guidance. This members-only guidance 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

Tortuga Fuels Student Exploration and Travel Through Study Abroad Scholarship

TORTUGA, MAKERS OF CARRY-ON TRAVEL BACKPACKS, daypacks, and accessories for city travelers, encourages college students to explore the world through the Tortuga Study Abroad Scholarship. This scholarship is awarded bi-annually to passionate students who want to continue their education while exploring the world. Winners of Tortuga’s Study Abroad Scholarship receive \$1,000 and a Tortuga travel backpack of their choosing. The funds may be used for tuition, room and board, books, or future exploration. Since 2015 nine students have been recipients of Tortuga’s scholarship. Part of the proceeds from the sale of their backpacks go to this scholarship program in turn helping to create the next generation of explorers. 

LiteGear CEO Speaks at Debut Mentor Talk

MAGI RAIBLE WAS ONE OF THE FIRST TWO GUESTS TO BE INVITED ON the Maybach Foundation’s Mentor Talks, a recurring series that focuses on the mentor/protégé relationship through fireside-style discussions with “diverse and relevant thinkers, visionaries and drivers of innovation sharing their personal journeys from early inspiration to where they are today – including missteps.” The CEO and creative director of LifeGear Design and founder of the LiteGear brand, Raible jumped into the travel goods industry in 1983, joining The North Face and learning from her mentor, industry veteran Hap Klopp, who also appeared in the first Mentor Talks segment. Described by Klopp as someone who “didn’t know how good she was,” Raible worked her way up to the director of product development and product acquisition for The North Face and was one of the very first women to do business in China. “I received so much from Hap,” Raible said. “And my position is to pay it forward and look for those shining stars...bring those people along and let them be their best selves.” The foundation is named for Wilhelm Maybach who became an orphan at age 10 and went on to invent the first Mercedes – an achievement made possible in part due to the mentoring he received as he grew up. 



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