

NEWS Briefs



The
Travel
Goods
Show, 20

March 4–5, 2020

Ernest N. Morial Convention Center
New Orleans, LA

**Come by TGA Booth 411 for water, coffee,
and a yummy cookie!**

Come Join Us at The Opening Night Party

Join your colleagues for the fun and festivities of the industry's biggest professional mixer: The Opening Night Party is your chance to socialize and connect with peers, leaders, media and influencers in a relaxed and casual environment. Enjoy drinks and hors d'oeuvres on the Travel Goods Association (TGA) as live music entertains the gathering. Celebrate the industry and your successes at TGA Booth 411 from 5:30 p.m. to 7 p.m. on Wednesday, March 4, 2020. 

And the Award Goes to...

Help us recognize and celebrate travel industry excellence in innovation and creativity. Join us for the TGA Product Innovation Awards Ceremony on Wednesday, March 4 at 5:30 p.m. at the RETAIL LAB Booth 401. 

Never Stop Learning

The RETAIL LAB experience at The Travel Goods Show is a not-to-miss opportunity for retailers and vendors alike. Speakers deliver a variety of educational sessions that speak directly to the immediate needs of retail store operators — whether online, offline or both. See pages 21-22 for details. Sessions run on Wednesday and Thursday, March 4 and 5, from 10:30 a.m. to 4:00 p.m. in Booth 401. 

Make It Count: Take Advantage of TGA's PR Opportunities

YEAR AFTER YEAR, JOURNALISTS, BLOGGERS AND TRAVEL INFLUENCERS FROM around the country travel to The Travel Goods Show for a first-hand look at what's hot in travel goods. TGA works tirelessly in the months leading up to The Show to create a list of media contacts who want to hear from YOU. We then share our annual "Attending Media List," a who's who of writers who have approved the release of their contact information to each registered exhibitor. TGA's approach and transparency is unusual – and anyone who's exhibited in the past knows how beneficial this list can be. If you are an exhibitor and have questions about how to prepare for media at The Show, contact TGA's Kate Ryan via email at kate@kateryanpr.com or phone, 774-929-5223. Be sure to contact Kate two weeks prior to Show time for an attending media list – and reach out to the editors who'll be in New Orleans or plan to cover The Show from afar to arrange appointments or send product information. 

TGA Members

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

- ArmorMe, Quarry Bay, Hong Kong (M); armor.me
- Common Journey, Lake Forest, CA (M); common-journey.com
- Dream Sling Travel Pillow, Kapolei, HI (M); dreamsling.com
- DSK Brands, North Miami Beach, FL (M); dskbrands.com
- Framaro srl, Lissone, Italy (M)
- Gruv Gear, La Habra, CA (M); gruvgear.com
- Icon Luxury Group, New York, NY (M); iconluxurygroup.com
- Infinity New York, New York, NY (M)
- KeySmart, Elk Grove Village, IL (M); getkeysmart.com
- Made of Carpet, London, UK (M); madeofcarpet.com
- Mirage Luggage, Elizabeth, NJ (M); mirageluggage.com
- Moleskine America Inc., Elizabeth, NJ (M); moleskine.com
- Quest USA Corp., Brooklyn, NY (M)
- Rise and Shine, Yongin-si, South Korea (M); luckyplanet.co.kr
- Rollink Smart Products, Herzliya, Israel (M); en.rollink.com
- Sasha Handbags Inc., New York, NY (M); sashabags.com
- SleepStik LLC, Kirkland, WA (M); sleepstik.net
- SpectraSpray Global, Towaco, NJ (M); spectraspray.com/travel
- Versillo LLC, Greenville, SC (M); versillo.net
- VOCIER, Lower Austria, Austria (M); vocier.com
- Wujiang Tianshun Machinery Co. Ltd., Suzhou Jiangsu, China (M)

M=Manufacturer

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Capitol Beat | By Nate Herman

Where's the Beef?

I am writing at the end of a momentous week here in Washington, DC. President Trump signed the U.S./China Phase 1 trade deal in a big White House ceremony. And Congress overwhelmingly approved the U.S.-Mexico-Canada Agreement (USMCA), the successor to the North American Trade Agreement (NAFTA).

As I witness these historic events, I keep thinking to myself, "Where's the beef?"

In addition to showing my age, the phrase succinctly captures the reality for the U.S. travel goods industry. To put it another way, as we approach an important holiday for some, the industry looks at these "landmark" agreements and asks, "Why is this week different than any other week?"

The answer, regrettably, is that it isn't any different. When these agreements are implemented, absolutely nothing will change for the industry.

Our industry continues to pay 25% punitive tariffs on our imports from China, which supplies over 2/3 of all travel goods sold in the United States. Our industry still faces skyrocketing prices and crowding out by our 2nd largest supplier, Vietnam, as electronics, toys, furniture, clothes, and shoes rush in and steal our capacity. And the U.S. government is still aggressively reviewing (and pulling in some cases) the duty-free access of our third choice – developing countries benefitting under the Generalized System of Preferences (GSP) program. And the travel goods rules under USMCA...they are the same as NAFTA.

What was I doing this week? Testifying in opposition to the U.S. government's proposal to impose up to 100% punitive tariffs on our imports from Europe over...wait for it...

European subsidies for Airbus and France's digital services tax.

And there is little relief in sight. Out of the hundreds of petitions for relief from the China tariffs reviewed by the U.S. government so far, they have granted relief for only one... yes...one petition on a travel goods item.

In short, there is no beef.

Yet, all hope is not lost. There remain options...and opportunities for the industry.

First, the U.S. government still has hundreds of travel goods petitions to review on the China tariffs.

Second, the GSP program still provides tremendous opportunities for the industry to look at importing travel goods duty-free from Cambodia, Burma (Myanmar), the Philippines, Pakistan, Sri Lanka, and many other countries. And there are positive signs that the ongoing U.S. government reviews of GSP benefits for Thailand and Indonesia won't impact duty-free benefits for U.S. imports of travel goods from those countries.

Third, the Miscellaneous Tariff Bill (MTB) process, which could temporarily reduce or eliminate tariffs on imports of certain products, continues to move forward. The MTB package, with dozens of travel goods products under consideration, is on pace to be approved by Congress by the end of this year.

Finally, just like Wendy's offering the elusive beef in the commercials of yesteryear, TGA offers its members advice on other ways to mitigate the costs of the trade war.

There is hope...we just can't find it in this week's "wins".

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



CALIFORNIA PROP 65

U.S. Travel Goods Industry Faces More California Prop 65 Notices; TGA Prop 65 Best Practices Guidance

Over the last few months, dozens of new California Proposition 65 (Prop 65) "60-day" notices have been issued alleging that brands and retailers sold totes, crossbody bags, duffel bags, passport/ID holders, handbags, wallets, backpacks, cosmetic bags, travel cases/bags, phone/tablet cases/holders/sleeves/dry bags, fanny packs, and travel kits in California that contained lead, di (2-ethylhexyl) phthalate (DEHP), di-n-butyl phthalate (DBP), 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 brands and retailers that made and sold these products. Check out TGA's member-only California Proposition 65 (Prop 65) Best Practices Guidance on the Prop 65 page on the TGA website at <http://www.travel-goods.org>. This

member-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 contact TGA's Nate Herman, nate@travel-goods.org, 202-853-9351.

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DEMOCRACY IN ACTION

Highlighting the corporate citizenship of the travel goods industry

Randa Gives Back to the Community Throughout the Year

Randa's charitable initiatives are varied and frequent as the company strives to help those in need. To this end Randa:

- Partnered with Volunteers of America in New York City to work on Operation Backpack®. Randa sent teams from their New Jersey and New York offices to work at the event to fill backpacks by grade to ensure all children have the same items in preparation for school.
- Collaborated with a local real estate company to support The Boys & Girls Club of Clifton in their "Pack to School"

initiative which provided children in their local community with the tools to be successful this school year. This included both a monetary donation and actual backpacks from their existing inventory.

- Partnered with the Human Needs Food Pantry of Montclair, NJ during the holiday season to collect coats, hats, gloves and scarves for their "Share the Warmth" coat drive for the

2019 holiday season. Fifty-five coats as well as over 200 hats, scarves and



gloves were donated from their cold weather accessory division.

MEMBER PROFILES In an effort to publicize and promote the travel goods industry, TGA profiles both new and longstanding members in *Travel Goods Showcase* and on TGA's website, travel-goods.org. TGA members can submit profile information by visiting travel-goods.org.

MEMBER PROFILES

Rollink Smart Products

ROLLINK SMART PRODUCTS, A young global company located in the heart of Israel, strives to push the boundaries of innovation, seeing it as part of their DNA, whether it's the end-

user experience or design aesthetics.

"We started Rollink with FLEX, the world's slimmest suitcase," states Orit Schnitzer. "From there we created a range of products that speak to a diverse range of personal travel styles and needs utilizing materials chosen to fit any journey."

Maintaining great value through smart innovations and advanced technologies, Rollink products are patented worldwide and created to provide seamless yet practical solutions for travelers on the go.

For more information, visit rollink.com or contact Eyal Azoulay at eyal@rollink.com; +972-528-323462.

MEMBER PROFILES

SleepStik

SLEEPSTIK WAS DEVELOPED BY Rick Riday, an American inventor and

freelance product engineer living in the Seattle area. He first got the idea while suffering from neck pain on a long flight several years ago. As an experienced prototype fabricator, he built and tested many iterations of the concept, and suffered through many sleepless and painful nights of testing the prototypes he built, but the result was worth it.

"SleepStik is a revolutionary new device which is designed to provide complete and continuous head support for travelers who must remain seated for extended periods," states Rick Riday. "The unique properties of the device offer a completely new level of travel comfort by cradling the user's head in a precise, yet compliant way."

SleepStik uses a rigid support structure to provide a perfectly placed load-bearing attach point. An elastic head loop is attached at this point which then encircles your head. The compliant head loop applies gentle forces to the front and sides of your head to keep it from falling forward or to either side. The loop also counteracts involuntary head motion from turns and stops when used in a motor vehicle.

For more information, visit sleepstik.net or contact Rick Riday at rick@sleepstik.net; 206-351-0731.

