

[People]

Traveler's Choice Appoints Larry Gutkin as President



LARRY GUTKIN BRINGS 30 YEARS OF experience working with consumer product companies, including toys, sporting goods, seasonal products and luggage, to Traveler's Choice where he is charged with making the company the premier supplier for quality made bags and storage solutions. Over the course of his tenured career, Gutkin has purchased companies, taken them public and built companies from the ground up to more than \$100 million in revenue. He was most recently the CEO of Lava Lite, the original manufacturer of the iconic Lava Lamp. Prior to that, Gutkin

founded and managed InGEAR Corporation for 15 years, one of the premier bag companies in the U.S. Gutkin began his career working for a large sporting goods manufacturer in Taiwan; he has spent much time in Asia and is fluent in Mandarin.

L.C. Industries Hires Jerry Michelson as Vice President



MICHAEL SMERLING, PRESIDENT OF L.C. Industries, Inc., announced that Jerry Michelson joined the organization as vice president of its outdoor retail division. "Jerry's extensive experience in this arena will offer the Lewis N. Clark brand a broader reach and ever increasing exposure," says Smerling. "His 30-plus years of guidance to the Cerf Brothers' company will

be a valued asset and bring the right qualities to our team."

Accessory Network Names Creative Director



ACCESSORY NETWORK GROUP LLC NAMED Michael Stefan Leoniak creative director of the company's Luggage and Travel Division. Leoniak will oversee all creative and design processes for the company's wholly-owned and licensed luggage brands including Ghurka, Calvin Klein, LeSportsac, PGA Tour and Susan G. Komen for the Cure®.

"We are pleased to have such a talented and seasoned designer direct the creative inspiration for our luggage division," says Morris Chehebar, president of Brand Science/

LeSportsac. "Michael will play a paramount role in the growth of the company's luggage division in the coming years."

Leoniak unveiled designs for several new collections for the Calvin Klein brand at the recent Travel Goods Show, as well as travel pieces for the current LeSportsac and Susan G. Komen for the Cure® Collections.

[Product]

Sumdex Introduces Full Speed Rain Control Backpack with Hidden Feature



The Full Speed Rain Control Backpack by Sumdex is available in black.

OUTDOOR ELEMENTS ARE NO longer a concern: Sumdex Inc. introduces the Full Speed Rain Control Backpack with its featured hidden "Rain Mask" for protection from moisture. Designed for 15.6" notebook computers, the top loading padded computer cradle uses an anti-scratch velvet lining and securing strap for maximum protection. A multi-functional workstation compartment stream-

lines organization while the front zippered pocket provides quick access to smaller accessories. Comfort is a given with ergonomic "S" shaped shoulder straps, padded handle and a back panel with air circulating mesh with lumbar pad. MSRP \$69.99. See details at www.sumdex.com or call 626-820-5889.

Monkey Strap™ Carry-on Suitcase to Backpack Converter

INSPIRED BY TANDEM SKYDIVING IN LAS VEGAS, the Monkey Strap™ is a luggage accessory that converts any carry-on suitcase to a backpack. Made of the highest quality machine washable materials



The Monkey Strap™

and built to last, the Monkey Strap™ is convenient and comfortable and is for anyone who needs to move quickly from plane to train or easily navigate the city without dragging a suitcase or simply desires a free hand for coffee or PDA use. MSRP \$24.99. For more information, visit www.monkeystrap.com.

[Product]

Dimo Gear/WalletBe Launches Wallet-Purse for Moms

DIMO GEAR LLC/WALLETBE RECENTLY LAUNCHED A DOUBLE-WIDE CELL Phone Accordion Wallet-Purse for always-in-motion moms and working women. A compact Italian leather zip wallet and cell phone holder, it is small enough to fit in a handbag, but works even better as a cross-body bag or stylish wristlet. Inside, the wallet features 12 individual accordion slots for easy access to credit cards, an elastic pouch for cash and a large outer zippered coin purse, gusseted for extra room — there's even an inner slot for a tube of lipstick and a small pen. Outside, the wallet has an accessible ID with a hidden curtain. Available in six colors, the leather is croco-embossed, two-toned and hand finished, just the little luxury that makes Mom feel special. MSRP \$42.95. For more information, call 916-684-1051, email Matt@walletbe.com or visit www.walletbe.com.



Dimo Gear LLC/WalletBe's Double-Wide Cell Phone Accordion Wallet-Purse



The Smallest Personal GPS System Ensures You'll Never Be Lost Again

IN LAUNCHING ITS PERSONAL Pocket GPS Locator, ecco™ has presented the world's smallest key fob GPS locator. Able to store up to three locations, it is powered by a rechargeable battery and can track distance of up to 10,000 miles and up to 30 satellites within 60 seconds. There is no software required, no service fees charged. Featuring a highly sensitive GPS system with superior performance capabilities plus 3-axis compass and 3-axis accelerometer, the Locator is convenient and simple to use — just lock, go and return — and an ideal accessory for seniors, adults and children alike. MSRP \$100. For more information, contact 718-338-0177 or George@Earthgear.org.



The Personal Pocket GPS Locator by ecco™



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Design Go travel accessories open up a world of innovation, comfort and convenience to today's traveller. In-store, it offers a winning and proven retail concept; providing a problem-free revenue stream with fast-moving, impulse purchase products that require minimum input for maximum return, delivering exceptional turnover per square metre.

Design-led innovation, each individual product is created by an in-house design team, basing the concepts on over 30 years experience in the

travel accessories business.

Globally, Design Go offers the most comprehensive range of travel accessories with almost 400 products to choose from, giving each store unparalleled flexibility to tailor its offering to meet the demands of its individual consumer.

Sit back and relax this summer with a range that is designed to go!

For more information visit the website www.design-go.com or call +44 (0) 208 906 8505.

[Product]

GYRO Features Revolutionary Bag Handle Technology

THE PATENT-PENDING GYRO IS AN ERGONOMIC SOLUTION TO A SERIOUS ANATOMICAL problem. Invented by jazz pianist Steve Draper, this wrist-friendly bag handle rotates and spins on a double axis, virtually eliminating the problem of wrist injury. GYRO's hi-tech frame and off-road wheels absorb shocks and soften speed bumps. Overhead-friendly and under-seat compliant, it comes in three sizes and two styles, featuring detachable and switchable bags, custom designs in a choice of leathers and organic canvas and a variety of colors. MSRP \$222. GYRO bags are available at Macy's, Bloomingdale's, Neiman Marcus and Harrods, among other retail stores. For more information, call 1-800-GYRO-BAG or visit www.gyrobag.com and see the technology behind GYRO in action.



GYRO technology saves your wrist.

Cosmetic Bag Gets Practical Makeover with Removable Soft Pearl Liner

VEMAYCA INTRODUCES AN INNOVATIVE cosmetic bag designed with the company's exclusive removable (and replaceable) Soft Pearl Liner™ to keep beauty essentials clean and organized.

"I had a closet full of cosmetic bags, but none met my needs," recalls Veronica Mayo, a former American Airlines executive who founded Vemayca, LLC in 2009. "I wanted to produce a bag that was practical for women, so one with a removable Soft Pearl Liner made absolute sense to me."

Practical and perfectly proportioned at 9" x 6" x 2", the bags are super soft and shine with a light-colored silver satin lining. Beautiful in red amore and charcoal mink, these femme-friendly bags feature two large zippered side pockets, custom metal zipper pulls and a flat bottom. Vemayca cosmetic bags retail for \$35. Replacement packages of three Soft Pearl Liners retail for \$10. For more information, call 425-233-9988 or visit www.vemayca.com.

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Patty HO
Project Manager

[Product]

totes® Introduces the Latest in Ladies' Business Travel Cases

totes® TRAVEL GEAR BY RUGGED EQUIPMENT gets down to business with a Rolling Carry-on with Laptop Sleeve (MSRP \$165) in a feminine crinkled patent fabric in black, merlot and brown and an interior fully lined in a floral pattern. With padded laptop pocket on interior back wall, front gusseted accessory pocket, easy glide in-line skate wheels, push-button locking telescopic handle and interior accessory pockets, this case is as competent as its user. totes' Rolling Laptop Case/Carry-on has these same features, in glossy black or bronze croco fabric, plus a zippered pouch with string. MSRP \$165. Call Tom Heckelmann at 212-268-8172 for more information and full catalog.



Rolling Laptop Case/Carry-on in croco from totes® Travel Gear by Rugged Equipment

Ellington Handbags' New Spring Style is Scene Stealer

ELLINGTON HANDBAGS RAISES THE STRAP WITH ITS Mia Tote, a versatile carryall with sophisticated style that moves effortlessly yet chicly from work to travel to everyday use. Featuring soft yet durable washed nylon twill with glazed goat leather trim and brushed gold-finish hardware, this black beauty has a roomy logo-print lined interior with one large slip pocket, two small slip pockets, a large leather-framed zip pocket and a key clip, plus two angled zip pockets on the front of the bag and removable leather logo keychain. Mia may be carried by shoulder straps or its detachable and adjustable canvas cross-body strap. MSRP \$99. For more information, contact Amanda Carter at 503-223-7457 x-110 or amanda@ellingtonhandbags.com or visit ellingtonhandbags.com.



Ellington's Mia Tote



MAKE LOVE NOT TRASH

We are a growing family business dedicated to creating innovative fashion handbags and accessories while maintaining a strong sense of our environmental responsibility. Please review our collections online at www.makelovenottrash.com

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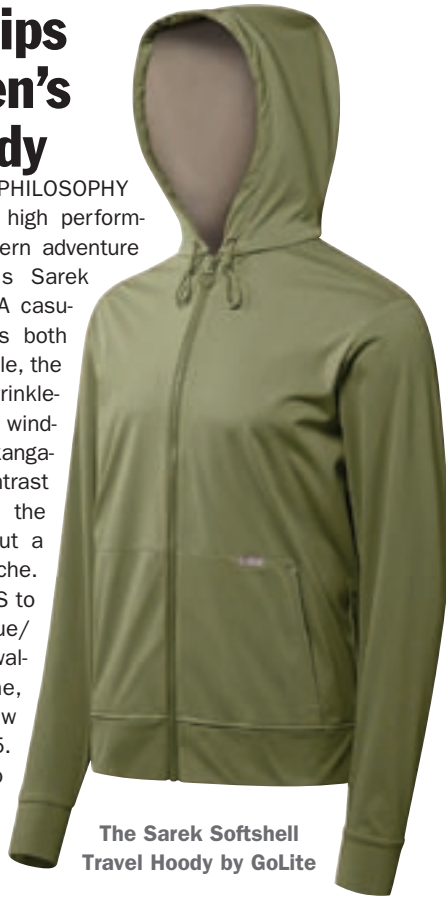
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[Product]

GoLite Unzips New Women's Travel Hoody

GOLITE BRINGS ITS PHILOSOPHY of elegantly simple but high performing apparel for the modern adventure traveler to its women's Sarek Softshell Travel Hoody. A casual layering piece that is both sophisticated and versatile, the semi-fitted hoody is wrinkle-resistant and features wind-resistant construction, kangaroo pockets and cool contrast stitching. It goes from the plane to the trail without a hitch but plenty of panache. Available in sizes from XS to XL, it comes in pale blue/white, dusty rose/dark walnut, dark walnut/stone, black/granite and new color coral. MSRP \$125. Visit www.golite.com to see GoLite's lines of lightweight, high performance and sustainable apparel and equipment.



The Sarek Softshell Travel Hoody by GoLite

[Letter to the Editor]

Upbeat, Upbeat, Upbeat

THIS YEAR'S TRAVEL GOODS SHOW WAS THE MOST upbeat show in years. As we are both a retailer and a manufacturer, we work double duty at the TGA Show. This year's show, quite frankly, ran us ragged. Everyone who came into our booth was in a good mood and looking forward to a stronger 2010 than '09 and/or '08. We wrote more orders this year than the past three years combined. Thanks, TGA, for a job well done!

As a retailer it appeared that every vendor's booth was busy. Many we tried to get into multiple times, but the staff was tied up with other customers — a great sign for the industry after a couple of years of battering business! The mood at this show was awesome; faces that were stressed and/or droned in the past were adorned with smiles and laughter. It is no secret that our industry was impacted more than any of us ever hoped it would be by this recession (re-pression?). But, every aisle brought smiles and there was a warmth that had been missing the past couple of years, a camaraderie that all of us — vendors and retailers — had been through the worst and we were moving on with more focus than ever before.

I want to thank TGA for your focus and keeping your eye on the ball — I know it hasn't been easy, but you shined.

There is but one more thing to say...the upbeat goes on!

Chuck Weisbart

It's...In The Bag!/TagsForBags, Palm Desert, Calif.

Classifieds

Send your classified ad to Cathy Hays, *Travel Goods Showcase*, 5 Vaughn Drive, Suite 105, Princeton, NJ 08540; fax: 609-720-0620; email: cathy@travel-goods.org.

Deadline for the August 2010 issue is July 19, 2010.

USA'S FASTEST GROWING LUGGAGE BRAND NEEDS MORE REPS

Antler USA has enjoyed phenomenal growth since its launch in 2009. We need to increase the team of independent reps for the following states: Michigan, Indiana, Kentucky, Tennessee, West Virginia, Virginia, Washington, D.C., Maryland, Pennsylvania, North Dakota, Wyoming, Utah, Idaho and Montana to support our growing number of specialty luggage industry customers.

Backed by an industry-leading customer package, Antler is the brand that is proving to be very attractive to the specialty luggage retailer. Antler pays an industry-leading commission. Working for Antler USA will give you some of the lightest weight products in the industry, plus great designs and durability backed by a worldwide guarantee, in your portfolio.

To learn more and be part of the success story, please contact Andrew Hamilton at andrew.hamilton@antlerusa.com or call 847-364-2685.

SEEKING INDEPENDENT SALES REPRESENTATIVES

Liberty Mountain, the U.S. distributor of Vaude, is planning to expand its representation of the Packs N' Bags category into the travel-specific market. To help facilitate this process, Liberty Mountain is currently seeking independent sales representatives throughout the U.S. Vaude is known throughout the world for its ecological product range utilizing recycled polyester, tarpaulin, Recycletex and Bluesign® compliance/certification. An industry leader in stringent environmental sustainability standards, Vaude was the first to provide full Bluesign®-certified product to multiple industries, significantly distinguishing the company and its products from the competition.

- For more information, visit the Vaude Packs N' Bags-Travel Bags/Luggage website at www.vaude.com/en_NL/packs-n-bags.html.
- Please send inquiries and resumes to Peterm@libertymountain.com.
- All inquiries are confidential.

[Moving]

ALDA

ALDA HAS MOVED. PLEASE MAKE NOTE of the following change to the ALDA address and contact information: American Luggage Dealers Association, 3609 Amber Dr. NW, Albuquerque, NM 87107; 505-463-2400, 1-866-ALDA229 (866-253-2229)/fax; finefrank@gmail.com.

Eagle Creek

EAGLE CREEK HAS MOVED ITS OFFICE. Please make note of the company's new contact information: Customer Service: 1-800-846-1048, 1-800-874-1038/fax and 760-431-6400/main number; Eagle Creek, 5935 Darwin Court, Carlsbad, CA 92008. For accounting purposes: Eagle Creek, c/o VF Services, Inc., P.O. Box 21426, Greensboro, NC 27420-1426; 1-877-824-0613. NOTE: Vendor invoices must include a purchase order number that begins with 4500 or 41EC.

Leisure Merchandising

IN APRIL LEISURE MERCHANDISING CORP. RELOCATED AND EXPANDED ITS HEAD-quarters and East Coast warehouse. The larger facility, located at 105 Northfield Ave., Edison, New Jersey, has 50% more office and showroom space; warehouse space was doubled. "After increasing our sales in 2009, Leisure Merchandising needed to take steps to prepare for future growth," says Founder and CEO Cliff Ensley. For more information about Leisure Merchandising and its product lines, call 732-346-9009.

TITAN

TITAN HAS ESTABLISHED BOTH A NEW OFFICE BUILDING IN PENZBERG, GERMANY, AND a new production location nearby. According to TITAN owner Thomas Wagner, the new facilities will continue to meet the ever-increasing demands for high-quality and extremely light travel bags, while adhering to important environmental policies. The office was designed to reduce the company's carbon footprint and to reflect the philosophy of the TITAN brand. Over 50 tons of CO2 will be saved each year in this location.

Due to major advancements in the German polycarbonate industry, and in order to further the quality-assurance process, all production of TITAN hard shell luggage will be fully relocated to Germany by the end of the third quarter of 2010. This will also allow the company to introduce and market-test products with ease.

"We are extremely excited about establishing our new headquarters in Penzberg," says Wagner. "The relocation of our production facility will allow us to further consolidate our position in the hard shell luggage segment and work in a space that reflects our company's image: generous, light and practical." For more information about TITAN bags, visit www.titanluggageusa.com.

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