

# NEWS Briefs

## It's Official!

**THE 30-DAY VOTING PERIOD HAS ENDED**, and during that time an overwhelming number of members cast their e-votes in support of TGA's Slate of Nominees for the 2010-2011 TGA Board of Directors. Thanks to everyone who exercised their very important privilege as a member of this Association and voted!

### TGA 2010-2011 Board of Directors

David Bieber, Delsey Luggage (M)  
Tim Bleish, Bag and Baggage (R)  
Peter Cobb, eBags (R)  
Robert Dodson, Ricardo Beverly Hills (M)  
Cliff Ensley, Leisure Merchandising Corp. (M)  
Frank Fine, Lieber's Luggage/ALDA (R)  
Edward Gerch, Kingport Trading LLC (M)  
Jack Holodnicki, Olivet International (M)  
Jerry Kallman, Airline International (R)  
Scott Kosmin, 24/7 International (M)  
Richard Krulik, Briggs & Riley (M)  
Larry Lein, knomo USA LLC (M)  
Randy MacKenzie, Edwards Luggage (R)  
Dennis Owcarz, Sears Holdings (R)  
Peter Paradise, Paradise Pen Company (R)  
Ricky Schlesinger, Eagle Creek Travel Gear (M)  
*M=Manufacturer; R=Retailer*

## An Industry Energized: The 2010 Travel Goods Show

**THE TRAVEL GOODS SHOW ENDED WITH A bang**, as the 2010 selling season got underway at the world's largest travel goods trade show. Buyer attendance was up more than 40% over 2009, and there was a positive, palpably buoyant energy on The Show floor.

The 2010 Travel Goods Show closed with:

- 196 new, first-time buyers in attendance
- 9% more exhibit space sold than was forecast
- 177 exhibitors, 69 of them new to The Show
- 495 on-site registrations — a new record!

TGA would like to thank all of you — retailers, manufacturers, sales reps, distributors, suppliers, and affiliates — for making The 2010 Show a resounding success. You are the reason for our continued growth.

## Looking ahead to Chicago in 2011

Travel Goods Show staffers returned from this year's International Home + Housewares Show impressed with next year's Travel Goods Show space, located directly beneath the main hall of the Housewares Show, with an escalator providing direct and easy access between the two shows. And pleasantly surprised by Chicago's mild weather in mid-March — mid to high-50s, just a smidge cooler than Las Vegas during The 2010 Travel Goods Show.

Sharing McCormick Place with the International Home + Housewares Show means exhibit space for The 2011 Travel Goods Show will be extremely limited. Booths are being saved on a first-come, first-served basis, which means now's the time to book if you want a prime slot on the Show floor for 2011. You definitely don't want to miss out on this one! You can download the 2011 Exhibitor Application at [www.travel-goods.org](http://www.travel-goods.org) to reserve your booth or for 2011 Show info, including space reservations, contact Cathy Hays, 609-720-1200, x-207; [cathy@travel-goods.org](mailto:cathy@travel-goods.org).



## Add Your Name to the TGSCP 2.0 List of Specialists!

**THE TRAVEL GOODS SPECIALIST CERTIFICATE PROGRAM** trains sales associates to assess customer needs and zero in on the products that will resonate with those customers. New product info, streamlined course content and up-to-date security regulations and travel recommendations make the new and improved TGSCP 2.0 the fastest way to get your sales force up-to-speed, and help add real value to your customers' shopping experience. Visit the TGA homepage at [www.travel-goods.org](http://www.travel-goods.org) to register today and join the growing list of Travel Goods Specialists. Here are the latest additions to the TGSCP 2.0 honor roll!

- **Marianvi Asis**, The Planet Traveller, *Singapore*
- **Lisa Chandler**, VF Corp./Eagle Creek Travel Gear, *Appleton, WI*
- **Samuel Chia Keng Chong**, Century Elite Pte. Ltd., *Singapore*
- **Anthony Coleman**, Luggage and Leather, *Houston, TX*
- **Kevin Francart**, Eagle Creek Travel Gear, *Neenah, WI*
- **Roman Gaspar Jr.**, The Planet Traveller, *Singapore*
- **Robin Lafata**, Eagle Creek Travel Gear, *Carlsbad, CA*
- **Adela Liwanag**, The Planet Traveller, *Singapore*
- **Tammy McFarlane**, CAA South Central Ontario, *Hamilton, Canada*
- **Krishna Del Moro**, The Planet Traveller, *Singapore*
- **Fernando Perez**, CAA South Central Ontario, *Markham, Canada*
- **Chad Rabe**, Eagle Creek Travel Gear, *Carlsbad, CA*
- **Melissa Taruc**, The Planet Traveller, *Singapore*

## New Members

A hearty welcome to the following companies that have joined TGA since January:

- Alliance Global Group II, Inc., Weston, FL (M); [www.nomada.com](http://www.nomada.com)
- Avenues In Leather, Tinton Falls, NJ (M)
- Baby B'Air Flight Vests, Dallas, TX (M); [www.babyair.com](http://www.babyair.com)
- Benzi, Cantabria, Spain (M); [www.benzi.com](http://www.benzi.com)
- BODHI Travel, New York, NY (M); [www.jenusa.com](http://www.jenusa.com)
- Briefly Lightweight Underwear, Bell Canyon, CA (M)
- Butterfly Travel Apparel and Accessories, New York, NY (R)
- Cardini International, Alhambra, CA (M)
- Claire Chase, Inc., Alpharetta, GA (M); [www.clairechase.com](http://www.clairechase.com)
- Clipa, Irvine, CA (M); [www.clipa.us](http://www.clipa.us)
- Dream Water, Miami, FL (M); [www.drinkdreamwater.com](http://www.drinkdreamwater.com)
- Ed Hardy Backpacks and Luggage, Los Angeles, CA (M); [www.edhardycomputerbags.com](http://www.edhardycomputerbags.com)
- Exact Drive, St. Paul, MN (M); [www.exactdrive.com](http://www.exactdrive.com)
- Expan-zion, Seugy, France (M); [www.expan-zion.com](http://www.expan-zion.com)
- Foundry Accessories, LLC, New York, NY (M); [www.foundryaccessories.com](http://www.foundryaccessories.com)
- Glyde Wheels, Los Angeles, CA (M); [www.glydewheels.com](http://www.glydewheels.com)
- GoLite, Boulder, CO (M); [www.golite.com](http://www.golite.com)
- Ivar - The Backpack, Reinvented, San Rafael, CA (M); [www.ivarpack.com](http://www.ivarpack.com)
- Jumpin Jac LLC, Cleveland, OH (M); [www.jumpinjac.com](http://www.jumpinjac.com)
- Just In Case, San Jose, CA (M); [www.jacksmom.com](http://www.jacksmom.com)
- La Selva Designs, Freedom, CA (M)
- Lo and Sons, Charlottesville, VA (M)
- Karl Kiliany, Studio City, CA (SR)
- Kobold (Xiamen) International Co., Ltd., Xiamen, China (M); [www.kobold-international.com](http://www.kobold-international.com)
- Mandarina Duck, New York, NY (M)
- Monkey Strap LLC, Pine Grove Mills, PA (M); [www.monkeystrap.com](http://www.monkeystrap.com)
- My Travel Table, Urbandale, IA (M)
- Sears Holdings Corporation, Hoffman Estates, IL (R)
- The ODM Group, Wanchai, Hong Kong (M); [www.odmasia.com](http://www.odmasia.com)
- Yoga Paws, Cardiff, CA (M); [www.yoga-paws.com](http://www.yoga-paws.com)
- Zensah Technology, Miami, FL (M); [www.zensah.com](http://www.zensah.com)

M=Manufacturer; R=Retailer; SR=Sales Rep

## Capitol Beat | By Nate Herman

### China: On the Hot Seat Again

Spring this year has brought melting snows, blooming flowers and one more thing, China-bashing. With the coming of Spring, members of Congress have renewed their attacks on China — focusing on the old, and tired, story that China's alleged manipulation of its currency has led to the huge U.S. trade deficit and, in turn, the loss of U.S. jobs.

Legislation has been introduced which would allow for U.S. manufacturers to use currency manipulation to buttress their cases under U.S. trade remedy law (anti-dumping (AD)/countervailing duty (CVD) cases). Granted, for those industries that are subject to cases under U.S. trade remedy law, this is a very bad thing. Thankfully, though, travel goods are extremely unlikely to be subject to trade remedy cases in the foreseeable future.

Further, we now have a Democratic president who supposedly would support efforts to punish China for its alleged transgressions. However, only days before the deadline for publication of a key government report naming countries that manipulate their currency, the Obama administration announced that it was delaying the report to allow time for "dialogue" with China. The text of the announcement was almost verbatim to announcements made by former President George W. Bush.

Finally, the Chinese already have made conciliatory gestures that could lead to an agreement on currency even before this column is published.

So, you and your company are free and clear, right? Not so fast.

This agreement will probably include a one-time revaluation of anywhere between 5 and 15 percent. Second, the Chinese government will likely allow their currency to float again, which means the value of the renimbi will keep rising against the U.S. dollar.

So, while a trade war will hopefully be averted this time around, the net result is that your costs in China will likely increase (along with the value of the renimbi) at a time when you can ill afford it.

Be prepared!



*If you have any questions or would like additional information, please contact TGA's Nate Herman at 609-720-1200, x-208; [nate@travel-goods.org](mailto:nate@travel-goods.org).*

# DEMOCRACY IN ACTION

Highlighting the corporate citizenship of the travel goods industry

## High Sierra Sport Company Donates its Products



The High Sierra Sport Company provided its 30 AT504 Carry-On Wheeled Business Upright with Computer Sleeve for the Celebrity/VIP Gift Bags for Celebrity Fight Night. This annual charity event brings together many of today's celebrities and athletes to raise money for the Muhammad Ali Parkinson Center at Barrow Neurological Institute. In addition, they donated their AT GO luggage to the 2010 Blue Jean Gala. This Gala fundraising goes to support the Old Town School of Folk Music outreach initiatives, student financial aid, and an array of educational programs. And the High Sierra Sport Company provided their S6007 Ultimate Winter Backpack to the 2010 Alpine National Ski Championships. This championship features members of the United States Ski Team

as well as the leading up-and-coming racers, competing in slalom, giant slalom and super G.

## ExOfficio Gets Creative to Help Haitians in Need

ExOfficio passionately reacted to the immediate needs of the people affected by the earthquake in Haiti. Corporate ExOfficio employees sorted through customer returns, overstock and unsold inventory to supply World Concern with durable and climate managing clothing needed for the people of Haiti. Donating \$430,000 worth of clothing, ExOfficio was able to fulfill immediate needs in Haiti through World Concern.

Exploring creative ways to raise funds for Haiti, ExOfficio turned tradeshow happy hours into fundraisers where they gave 100% of the proceeds of ExOfficio footwear sales to World Concern to support their efforts in Haiti. Worldwide, World Concern offers life, opportunity and hope to more than six million people.

# BELARNO

### BelCanvas Collection

- Material:** Thin polyurethane coated cotton canvas. Handle and trim in leather.
- Colors:** Black ground accented in light blue. Brown ground accented in yellow.
- Features:** Water proof and scratch resistant. Easy to clean. Durable, light and eco-friendly.



210 S. NEWMAN ST. HACKENSACK, NJ 07601

t) 866.653.5867 • f) 201.342.4450 • [www.belarno.com](http://www.belarno.com) • [info@belarno.com](mailto:info@belarno.com)

**MEMBER PROFILES** In an effort to publicize and promote the travel goods industry, TGA profiles both new and long-standing members in every issue of *Travel Goods Showcase* and on TGA's website, [www.travel-goods.org](http://www.travel-goods.org). TGA members can submit profile information by visiting the website at [www.travel-goods.org](http://www.travel-goods.org).

**MEMBER PROFILES**

## Antler USA

ANTLER SPECIALIZES IN ULTRA hard-wearing lightweight luggage and brings more than 90 years of experience to bear on its exclusive designs. The British company is based in Manchester, UK, and recently launched a subsidiary near Chicago, IL.



"Our 28" pullman cases tip the scales at less than 8 lbs. for the Size Zero range, and our heaviest case is just 12 lbs.," says Andrew Hamilton. "Every one of our designs is an Antler design, innovative and contemporary, and our highly skilled design team pool together their vast experience to bring new and exciting products to the market."

Hamilton also points out that their commercial package is designed to provide a profitable partnership with specialty retailers for future growth and to help them compete against the bigger chains. The Antler lines start at \$139 for the Aeon Air lightweight expandable carry-on. The hard side Camden with 4-wheel spinners starts at \$149 and comes in three color choices (blue, silver and shocking pink). And the Ultra lightweight line Size Zero starts at \$199 for a carry-on that weighs just 6.2 lbs. ■

For more information, log on to [www.antler.co.uk](http://www.antler.co.uk) or contact Andrew Hamilton at: 847-364-2685; [andrew.hamilton@antlerusa.com](mailto:andrew.hamilton@antlerusa.com). ■

**MEMBER PROFILES**

## CCL Security Products/Prestolock

CCL SECURITY PRODUCTS, ONE of the original manufacturers who worked with TSA to reestablish luggage security for travelers, is no stranger to security. Formerly known as Corbin Cabinet Lock, CCL has been in the security products business since 1882.



CCL's unique SearchAlert luggage lock has a Green to Red Security Window that lets travelers know when the lock has been opened by TSA agents, which is essential info when travelers need to file claims for missing or damaged personal belongings.

"When the design work began for SearchAlert, our goal was to give the traveling public a true security lock with accountability features," states William Walsh. "At the end of the day, CCL is confident that it is providing the travel industry with true security products and not just plastic travel accessories. Professional travelers know the difference."

CCL has offered 3- and 4-wheel combination locks for industrial use since 1928, with the introduction of its Sesamee combination padlocks. Recently, CCL super-sized the Sesamee and introduced Super-Sesamee for added strength and security. All of these products can be found on the CCL web-

site: [www.cclsecurity.com](http://www.cclsecurity.com).

For more information, log on to [www.cclsecurity.com](http://www.cclsecurity.com) or contact William Walsh at: 800-733-8588, x-280; [wwalsh@cclsecurity.com](mailto:wwalsh@cclsecurity.com). ■

**MEMBER PROFILES**

## Kalencom Corporation

ECO-FRIENDLY LIFESTYLE PODS are what Hadaki is all about. Hadaki's line of accessory bags, multi-taskers, slings, totes and laptop cases are designed for men and women, and come in arresting color combinations utilizing coated cotton and sponge nylon bodies. The glossy bags are water repellent and easy to clean.



Hadaki was launched in 2009 as a subsidiary of diaper bag manufacturer Kalencom, which has partnered with designer Amy Butler to create a new line of eco-friendly lifestyle bags and accessories in her distinctive "Midwest modern" style, using 100% organic cotton and supple leather accents.

Kalencom, founded in 1971, is a domestic and international manufacturer with corporate headquarters and a main plant in New Orleans, a self-owned distribution and manufacturing plant in Mississippi, and manufacturing resources located in Asia. "Our Hadaki lines are designed for men and women who tend towards hip and trendy styling," states Monica Kalozdi. "Perfect for travel or trips around town, we offer affordable luxury for on-the-go students, young professionals and beyond."

For more information, log on to [www.kalencom.com](http://www.kalencom.com) or contact Monica Kalozdi at: 504-943-0123; [monicakal@aol.com](mailto:monicakal@aol.com). ■