

NEWS Briefs

The 2012 Travel Goods Show Is Online And Ready To Explore



March 6-8, 2012
Las Vegas Convention Center, Las Vegas, NV

Check out the floor plan, see who's exhibiting, get registered, check out TGA-designated hotels and more. Visit www.thetravelgoodsshow.org now and get a jump on next year's biggest travel goods event.

2012 Travel Goods Show Nearly Sold Out

The 2012 Travel Goods Show is nearly sold out! And as space fills up, we wanted to give you a current snapshot of what to expect in Las Vegas from March 6-8. If you haven't booked your space yet, hurry to guarantee a spot at the most important industry event of the year. March is right around the corner!

3: Full days that participants will have to network, make sales, and refresh existing relationships with industry leaders

350+: Brands registered to exhibit at The Show as of today

96: Percent of convention space already sold

0: New business opportunities gained by missing The Show

877-842-1938, x-707: How to reach TGA's Cathy Hays to book your booth space, or via email at cathy@travel-goods.org

Let's Make A Deal!

Everyone knows that exhibiting at The Travel Goods Show is an invaluable opportunity for new travel goods items. But that's just for openers. Sign on for a package deal and gain valuable added exposure with a half-page ad in *Travel Goods Showcase*, the world's biggest travel goods trade journal, and get added attention from the Travel Goods Product Guide (TGPG) and/or the New Products Pavilion (NPP). Upgrades to full-page ads are just \$525, and you can display additional items in the TGPG or NPP at reduced cost. Don't be shy about promotion — it's your easiest way to get ahead. Contact Cathy Trecartin, cttga@aol.com, 877-842-1938, x-702 for more info.

It's That Time of Year

AN ASSOCIATION IS ONLY AS strong as its members — and TGA members are among the most dedicated and informed in the industry! TGA members are crucial to our success as an Association, and their participation is how we continue to thrive, year after year. Members not only benefit from TGA's Travel Goods Show — their participation ensures its annual success. Active members also sustain our media outreach and industry promotion programs, and our important lobbying efforts in Washington, D.C. Please renew your TGA membership today and if you are not a TGA Member, this is the perfect time to learn what TGA membership can do for you and your business. Join us today at www.travel-goods.org/membership. With any questions regarding membership, please contact TGA's Cathy Trecartin at CTTGA@aol.com; 877-842-1938, x-702. ■

Give a Shout Out

HAVE YOU OR YOUR ORGANIZATION been doing good deeds in the community? Please send us press releases about your philanthropic activity and let TGA help inspire others by sharing your work with the rest of the travel goods industry. Plus submissions will automatically be considered for the 2012 Community Service Award which is given every year at The Travel Goods Show along with the TGA Award and the Product Innovation Award.

Please take a few moments to fill out the Award nomination forms online at www.travelgoodsshow.org. With submissions or questions, contact TGA's Kate Ryan at kate@kateryanpr.com; 774-929-5223. *Please note, images should be in jpeg format, and at least 2 inches at 300 dpi. ■

New Members

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

- Archtek, Inc., Lakewood, CO (M); www.archtekinc.com
- Bluelounge, Pasadena CA (M); www.bluelounge.com
- Card Cubby LLC, Winter Springs, FL, www.cardcubby.com
- Crumpler, Brooklyn, NY (M); www.crumpler.com
- FanTrav, Houston, TX (M); www.fantrav.com
- Go-Go Babyz Corporation, San Jose, CA (M); www.gogobabyz.com
- Hi-Di-Hi Arts and Wonder, St. Paul, MN (M); www.birdandflowerstudio.com
- Higher Ground Gear, Ann Arbor, MI (M); www.highergroundgear.com
- Homeclick LLC, Edison, NJ (M); www.homeclick.com
- KC Licensing, Lees Summit, MO (M); www.kclicensing.com
- Khieng Atelier Co., Ltd., Taipi, Taiwan (M); www.khieng.com
- Lapoche International, Lapoche, Australia (M); www.lapoche.com.au
- Layover Table, Lakewood, CO (M); www.layovertable.com
- O3 USA, Fredericksburg, VA (M); www.o3usa.com
- Pelican Products, Inc., Torrance, CA (M) www.pelican.com
- Plug Genie by JK Edutech, Coconut Creek, FL (M); www.pluggenie.com
- Psi Bands - Nausea Relief Wrist Bands, Pacific Grove, CA (M); www.psibands.com
- SGS Consumer Testing Services, Fairfield, NJ (A); www.sgs.com/cts
- Sea To Summit, Boulder, Colorado (M); www.seatosummit.com
- ShotFarm, Chicago, IL (A); www.shotfarm.com
- Tantine and Company, Union City, NJ (M); www.darton.com
- Teamservice1, Clarksville, GA (SR); www.teamservice1.com
- Tri-Pad, Trophy Club, TX (M); www.gotripad.com

M=Manufacturer; R=Retailer; SR=Sales Rep, S=Supplier

CALIFORNIA PROP 65 UPDATE

Product safety — 31 more California Proposition 65 notices issued in September/October

California Proposition 65 litigants Anthony Held, John Moore, Russell Brimer, Consumer Advocacy Group, and the Center for Environmental Health (CEH) issued 31 new "60-day" notices in September/October alleging that manufacturers, brands, and retailers sold luggage tags, tote bags, cosmetic bags, wallets, handbags, laptop briefcases, accessory pouches, footwear, belts, gloves, jackets, and jewelry in California that contained phthalates or lead in violation of California Proposition 65 (Prop 65). For more information on Prop 65, please go to the Prop 65 page of the TGA website — <http://travel-goods.org/stories/prop65-toc.asp>.

Capitol Beat | By Nate Herman

CPSIA, Part Two — The Next Phase in Product Safety for Children's Travel Goods

DEMOCRACY IN ACTION
Highlighting the corporate citizenship of the travel goods industry

Briggs & Riley and SOLO Support Juvenile Diabetes Research

FOR THE ELEVENTH STRAIGHT YEAR, THE New York office employees of Briggs & Riley Travelware and SOLO, divisions of US Luggage, proudly participated in the Juvenile Diabetes Research Foundation's Walk for a Cure. On October 16 team members completed the 5K walk at Heckscher State Park on Long Island. As always, US Luggage offices throughout the world supported the Foundation by conducting annual fundraising events. Over the past 10 years, US Luggage has contributed over \$242,000 to this deserving charity.



New York office employees of Briggs & Riley Travelware and SOLO

We are now entering the next phase of the implementation of the *Consumer Product Safety Improvement Act* (CPSIA), the national product safety law for children's products. January 1, 2012 will usher in a new era in the enforcement of CPSIA, bringing changes that will directly impact manufacturers, brands, and retailers making, distributing, and selling children's travel goods (defined as goods sold to or intended to be used by children aged 12 years or younger).

Before going into what to expect, a brief summary of where we are now. In August, Congress approved legislation including a TGA-supported amendment to the Consumer Product Safety Improvement Act (CPSIA) that makes the application of the new 100 ppm (parts per million) lead standard that went into effect August 14, 2011 prospective instead of retroactive. The new law also gives the Consumer Product Safety Commission (CPSC) a

lot more discretion in implementing the CPSIA. After much wrangling, however, the law did little else, leaving in place, relatively untouched, the new product safety database — <http://www.saferproducts.gov> — and the third-party lab testing requirements under CPSIA.

So, besides the fact that you need to be complying with the new 100 ppm lead today, where does this leave you?

On January 1, 2012, the CPSC's current stay of enforcement on third-party testing and certification under the CPSIA expires. That means, starting January 1, you will no longer be able to shoot random shipments or product with an XRF gun and be in compliance with the CPSIA's lead standard. Instead, must have a third-party lab test and certify that every SKU is in compliance with the lead standard under CPSIA. And, every SKU must be tested annually, unless you establish a reasonable testing protocol (RTP).

The CPSC issued regulations for estab-

lishing an acceptable reasonable testing protocol (RTP) in October. If you are able to establish an RTP that complies with those regulations, you can reduce the third-party lab testing required from once a year to once every two years, or even once every three years. Further, the CPSC's new component testing regulations offer the possibility of reducing the volume and cost of third-party lab testing by allowing manufacturers to accept third-party lab certifications from component suppliers.

One caveat, though. Every time a SKU is modified, even slightly, you need to begin the third-party lab testing all over again.

Many may argue that the new testing will not make these products any safer; however, we need to remember the new protocol is in the name of public safety.

If you have any questions or would like additional information, please contact TGA's Nate Herman at 877-842-1938, x-708; nate@travel-goods.org.

Ellessco LLC Volunteers with The American Red Cross

ELLESSCO LLC, MAKERS OF VINNIBAG, volunteered with The American Red Cross in collaboration with a multi-agency disaster drill, involving 950 first responders. Ellessco LLC volunteers were among the 200 "victims" who summoned their inner actors to feign ailments such as lacerated appendages, stressed labor, unconsciousness, etc. The three-day simulation included critical situations ranging from burning cars to victims trapped in buildings.



Summer Scarbrough, Managing Director of Ellessco LLC, volunteered with The American Red Cross

Heys USA Supports the Miami Children's Hospital Foundation

SPENCER HAWES, NBA PLAYER AND NEW FACE OF THE Heys Forza collection, represented Heys USA along with Director of Marketing, Gina Antonello, at the 2011 Diamond Ball benefitting the Miami Children's Hospital Foundation. Heys USA provided a gift to each Diamond Ball attendee and also donated a set of Heys Forza luggage to the Ball's silent auction fundraiser.



Forza Luggage from Heys USA

Spencer Hawes of the Philadelphia 76ers

High Sierra Sport Company Sponsors North Coast Music Festival

HIGH SIERRA SPORT COMPANY WAS A SPONSOR OF THE NORTH COAST MUSIC Festival held September 2nd-4th, 2011 in Chicago, Illinois. During the festival, High Sierra Sport Company ran a booth displaying new products for the season as well as offering games and product giveaways for consumers. In addition, each music performer received a High Sierra Brewster backpack equipped with an insulated cooler and a separate padded computer compartment.

Mobile Edge donates \$300,000 to Susan G. Komen for the Cure

SINCE 2004, MOBILE EDGE HAS BEEN A CORPORATE PARTNER WITH SUSAN G. KOMEN for the Cure Breast Cancer Foundation and has contributed more than \$300,000 for breast cancer research and awareness. To this end, Mobile Edge designers created

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DEMOCRACY IN ACTION

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the Caring Case Collection™, which is comprised of pink-themed laptop bags, all toting the symbolic pink breast cancer ribbon. Mobile Edge donates 10% of the retail selling price of each case in the Caring Case Collection directly to Susan G. Komen for the Cure®. Additionally, each year Mobile Edge donates 2,000 cancer survivor bags to local Orange County, California breast cancer survivors during the OC Komen Affiliate Race for the Cure in Newport Beach. ■

Royce Leather Donates to Pancreatic Cancer Research

IN TRIBUTE TO THE GROUNDBREAKING ideas and pioneer spirit that characterized Steve Jobs' life as an innovator and entrepreneur, Royce Leather Gifts/Emporium Leather Co. donated 25 percent of profits from all iPad, iPad 2, Macbook and iPhone case orders from the month of November to the Lustgarten Foundation, whose mission is finding a cure for pancreatic cancer. ■

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. TGA members can submit profile information by visiting the website at www.travel-goods.org.

MEMBER PROFILES

Maine Street Living Inc.

MAINE STREET LIVING INC. applies innovative technology and exclusive design to travel accessories and related products. New technologies include a patented application that removes trapped odors from dirty clothes, shoes and travel gear. In

addition, as a licensed distributor of Duraban™ Antimicrobial, Maine Street Living offers items treated with EPA-safe, germ-fighting technology that "not only kills harmful germs on contact, but keeps them from coming back."

Maine Street Living designs for private label, television markets and mass retail distribution. "Our groundbreaking technologies offer customers safe, healthy, organized travel solutions that cannot be matched anywhere in the market," states Alison Garrison. "We focus on designing products and solutions for travelers in all travel situations, making travel easy, safe, healthy, organized and fun through creative, unmatched innovation."

For more information, log on to www.mainstreetliving.com, or contact Alison Garrison at 207-883-3468; agarrison@mainstreetliving.com. ■

MEMBER PROFILES

Cocoon Innovations LLC



COCOON INNOVATIONS' CASES and bags hold iPods, iPhones, BlackBerrys and other digital devices firmly in place. Cocoon Innovations' unique GRID-IT! panel — a grid of interwoven, rubberized elastic bands featured on most every sleeve, bag or case — allows travelers to store and organize everything from cell phones and chargers to keys, sunglasses and other personal items. In addition, the versatile GRID-IT! organization system makes a great companion for your current laptop bag or travel case.

"Cocoon products are the only bags, cases and totes available today with GRID-IT!, a proprietary object retention system based on a unique weave of rubberized elastic bands made specifically for holding personal objects in place," states John Bohntinsky. "The GRID-IT! System has endless configuration options and Cocoon's stylish

bags and plush inner lining protects laptops, cell phones and other digital devices." Cocoon Innovation bags are airport-friendly and TSA-compliant, as the laptop sleeve unzips to lie flat for x-ray machines.

For more information, log on to www.cocooninnovations.com, or contact John Bohntinsky at: 212-689-9800; jbohntinsky@cocooninnovations.com. ■

MEMBER PROFILES

Cabeau, Inc.



CABEAU, INC.'S TRAVEL PILLOWS and accessories improve the traveling experience by transforming coach class into a luxurious and restful experience. Their featured product, the Evolution Pillow, improves on the patented ergonomic design of its successful 2010 model (the Complete Support Travel Pillow) with seven unique improvements such as the use of a new high IQ dynamic density memory foam and a duplex slide-lock toggle to secure the pillow.

Cabeau's growing line of children's travel products includes the Evolution Micro Jr. Pillow — a miniature version of the Evolution Microbead — and Travel BlankKid®, a creative all-in-one that quickly converts into a backpack, blanket, travel support pillow or plush animal travel companion.

Cabeau prides itself on the quality and functionality of its travel products. "It only takes one time using our products to understand why people are calling them the best in the world," states David Sternlight. "Cabeau is recognized by consumers and retail partners for exceptional customer service and careful attention to detail in both craftsmanship and business practices."

For more information, log on to www.cabeautravel.com or contact David Sternlight at 818-745-5693; info@cabeautravel.com. ■