

News & Notes

TRAVEL • MANUFACTURER • RETAIL • ASSOCIATION

TRAVEL

Travel industry created 81,000 new jobs



New job creation in the travel industry saw a slight dip in 2012. While the industry consistently added new jobs for 12 months, travel industry employment fell in December by 2,900 jobs. In spite of the one-month drop, the travel industry remains a top job creator for the nation's economy, adding 81,000 jobs in 2012.

SOURCE: WWW.WORLDPROPERTYCHANNEL.COM

USTA proving benefits of travel via multi-year campaign

The U.S. Travel Association has announced its advocacy and awareness campaign, "Travel Effect." USTA has long known that travel has positive effects on people's lives, and they're on a mission to conclusively prove it. The Travel Effect website encourages visitors to "learn how travel benefits the economy, business — and you." The effort is designed to engage travelers and business leaders through research, media, marketing, and partnerships.

Facts like "2 in 3 couples say they feel more 'in love' after a vacation together," and "travel generates \$1.9 trillion in economic output that supports 14.4 million American jobs" will be promoted via the website proving that travel supports wellness, personal growth, and education. The campaign will also establish travel's impact on the U.S. economy.

SOURCE: U.S. TRAVEL ASSOCIATION

Virtuoso Life magazine attributes clutter-free travels to Biaggi's Contempo line

Virtuoso Life magazine predicts that stylish travelers will "cut closet clutter and free up precious ship cabin space" with Biaggi's new Contempo line. The publication touts the virtues of Biaggi's 11-piece collection of totes, wheeled cases, and duffels as travel accoutrements that will "slim down" ship-bound packing chores.

SOURCE: BIAGGI



Biaggi's Contempo was featured in Virtuoso Life.

Celebrations and stars in store for Ricardo

This year marks 35 years in business for Ricardo Beverly Hills, and they're planning to celebrate at The 2013 Travel Goods Show. Visitors to the Ricardo and Skyway booth #1253 from 4 to 6 p.m. on Thursday, Feb. 28 will find cake and refreshments awaiting them, along with a drawing at 5 p.m. for two iPad® minis.

The celebration comes on the heels of Ricardo Beverly Hills' participation in the Feb. 8 star-studded tribute concert for 2013 MusiCares Person of the Year, Bruce Springsteen. The sold-out gala precedes the 55th Annual GRAMMY

Awards on Feb. 10, and celebrity guests like Jackson Browne, Kenny Chesney, Emmylou Harris, Faith Hill, Elton John, John Legend, Natalie Maines, Tim McGraw, Sting, Eddie Vedder, Neil Young, Springsteen and other high-profile celebrities will receive Roxbury cases donated by Ricardo Beverly Hills.

SOURCE: RICARDO BEVERLY HILLS



Ricardo Beverly Hills' participated in the Feb. 8 star-studded tribute concert for 2013 MusiCares Person of the Year Bruce Springsteen.

MANUFACTURER

VinniBag™ mother-daughter team win \$250,000 grant

Elizabeth and Summer Scarbrough, the mother-daughter team behind Vinnibag, have received a \$250,000 Mission Small Business Grant. The Scarbroughs founded Ellessco LLC in 2009 with their first product, the inflatable, leakproof VinniBag for safely transporting wines and other fragile items in checked luggage.



Summer and Elizabeth Scarbrough

Chase Bank USA and Living Social Inc. joined forces to launch the “Mission: Small Business” program to help grow small businesses. Finalists were selected by a panel of notable business executives, with more than 70,000 businesses using social media to rally votes which were tabulated on Facebook, and used to finalize grant applications.

“Winning this still seems surreal, but we can’t wait to launch our growth plans and reinvest in our community,” says Elizabeth Scarbrough. “We are so grateful to Chase and Living Social for believing in America’s small businesses, and to our customers, friends and family for supporting us. We hope to make them proud.”

Founded in 2009, Ellessco’s Vinnibag is now distributed in 14 countries.

SOURCE: ELLESSCO LLC

Dodge luggage fees with Balanzza’s Luggage Weight Station

Balanzza’s new Luggage Weight Station (LWS) helps hotels and resorts increase guest service levels without disrupting personnel by enabling travelers to weigh their luggage with a pair of retractable Balanzza scales. The scales interact with the LWS’s 7” video screen, allowing them to make adjustments to help avoid overweight airline baggage charges.

“We’ve had a great response to the LWS and we are looking forward to hitting our 2013 goals,” says Ronald Kritzler, president of Balanzza. “Very soon, we will have Balanzza LWS all around the U.S.”

Balanzza is confident there’ll be growth in the electronic retail market, and aims to leverage the growth with LWS in the hospitality market. Balanzza is planning a package redesign as well.

SOURCE: BALANZZA



The Balanzza Luggage Weight Station

For that special someone: Travelpro, Atlantic Luggage, and Austin House announce 2013 Valentine’s Travel Gift Guide

The 2013 Valentine’s Travel Gift Guide is your ideal source for romantic getaways.

“The 2013 Valentine’s Travel Gift Guide offers shoppers a variety of luggage, totes and travel accessories that will fit any budget and make a wonderful gift for that special someone in their lives,” says Scott Applebee, vice president of marketing for the Travelpro family of brands.

SOURCE: TRAVELPRO



Included in the 2013 Valentine’s Travel Gift Guide: The Atlantic Compass Unite 2-piece Link2Go Set

STM Bags wins ILounge’s Accessory Developer of the Year Award

Australian bag and case manufacturer STM Bags was named the Apple Accessory Maker of the Year in ILounge’s annual Readers’ Choice Awards.

“We are thrilled to be recognized by ILounge and its readers,” says Adina Jacobs, STM’s co-founder. “It is always nice to be acknowledged as a leader in your field, and coming from ILounge makes it all the more special.”

ILounge tests hundreds of new Apple products every year, and nominees were selected by its editors. “After thousands of votes — and very passionate, neck-and-neck tallies up to the very last minute — STM prevailed as ILounge’s Readers’ Choice for Accessory Developer of the Year,” says Jeremy Horwitz, ILounge’s editor-in-chief.

SOURCE: STM

Pacsafe backpack tops for lifestyle and leisure

Pacsafe's Z-28 Anti-Theft Urban Backpack earned the internationally-acclaimed iF product design award in the Lifestyle and Leisure category, rising above 3,011 entries hailing from 51 countries.

Winners are determined in three-day jury sessions of internationally-renowned personalities from the areas of design, business and industry, and education.

SOURCE: PACSAFE



Z-28 Anti-theft Urban Backpack from Pacsafe garnered the 2012 iF product design award in the Lifestyle and Leisure category.

R.G. Barry Corp. acquires KIVA

In late January, baggallini, a subsidiary of R.G. Barry Corp. announced its acquisition of the KIVA brand from KIVA Designs, Inc.

KIVA is a privately-owned developer and marketer of both men's and women's products, including functional outdoor and travel bags and accessories. For more than 20 years, KIVA's eco-friendly, innovative outdoor gear has been designed to hold up to even the most demanding travel schedule.

"The KIVA purchase is a strategic move that fits nicely with our baggallini operations," said R.G. Barry Corp. President and Chief Executive Officer Greg Tunney. "The products and reputation of the KIVA brand will strengthen our footprint within the growing outdoor and travel category and help us expand our bag-related business."

"We are very excited to offer KIVA the same successful platforms that have allowed baggallini to consistently grow and prosper," said baggallini President Dennis Eckols.

SOURCE: R.G. BARRY CORP.

American Traveler named luggage and bag licensee for Fila USA

American Traveler, Inc. has inked a multi-year licensing agreement with Fila USA to design, manufacture and sell Fila-branded luggage and bags for the U.S. market. The full line will feature a wide range of luggage, backpacks, duffels, totes and tennis bags.



American Traveler's new license, Fila USA

"We are thrilled to be partnering with a globally recognized brand like Fila," says Scott Oh, president of American Traveler, Inc.

SOURCE: AMERICAN TRAVELER

One-stop shop for it Luggage website

Itluggage.com has consolidated previous regional sites into a single global information resource, allowing visitors to browse locally-available stock while examining internationally-available styles. Designed for commercial buyers, the site's "luggage carousel" feature enables buyers to place styles of interest into their own personal carousel, which stores the information until the next visit and allows items to be added or removed at will. Customers can also sign up for itLuggage's STOCKit newsletter for new product launches and special deals.

itLuggage will showcase 60 new luggage designs at this year's Travel Goods Show, and launch its new World's Lightest 4-wheel spinner which comes in a new push-button version, a

unique trolley system and color-coordinated features. Other new designs include an array of high-performance hard shells with weights from a jaw-dropping 4.3 lbs.

SOURCE: ITLUGGAGE



RIMOWA's North American headquarters underway

Just four years after opening its first North American manufacturing facility, German luggage maker RIMOWA has expanded its Canadian footprint with new North American headquarters located in Cambridge, Ontario.

The facility's expansion coincides with RIMOWA's new collection, set to launch in 2013. The facility will accommodate the higher consumer demand, and will house 70,000 square feet of the most-advanced manufacturing technologies in RIMOWA's history.

SOURCE: RIMOWA



The soon-to-be new RIMOWA headquarters building in Cambridge, Ontario.

Heys collaborates with Peace Love World

“Peace Love World represents what is right in the fashion world today. Their altruistic values and glowing sentiments send a message of hope and optimism that we as a global leader in the travel goods industry want to convey to the world today,” says Harry Sheikh, Heys USA president and CEO. “Heys USA is not here to just make business, we are here to help change the world,” added Sheikh.

The Heys USA partnership with Peace Love World will celebrate this sentiment with art and designs created by Peace Love World founder Alina Villasante. Her designs will be featured on travel goods and accessories to be introduced in late 2013, including luggage sets and backpacks.

Heys also proudly sponsored the



Women’s Polo Team at the 2012 Miami Beach Polo World Cup event April 26-29, in South Beach, FL, where the women took the top prize during the tournament. “We were honored to sponsor such an esteemed and prestigious event as the Miami Beach World Cup, says Sheikh. “The event complements Heys USA’s status as the leader in luxury travel goods and our future aspirations in the luxury market as well,” added Sheikh.

Thousands gathered to watch the three-day tournament, which included a red carpet party at the Setai Hotel in South Beach, a Big Brothers, Big Sisters & Blank Silk fashion show by Meghan Walsh at the Perry Hotel in South Beach, and the participation of world-renowned polo player Nic Roldan.

SOURCE: HEYS USA

TGA Retailers on the 2012 holiday shopping season

This year trends went in a couple of different directions. We saw growth in both travel accessories, lesser dollar-per-item purchases, as well as the higher price-point brands. The travel accessories category is always a popular holiday period purchase — easy gift-giving and a great stocking stuffer for any level of traveler. Security items, locks and converters/adapters are the top three items. The better brands and the ones with better warranties are always the best-sellers. The glove sales this year were extremely good. We carry our own line of imported Italian leather gloves – a sure-seller every year, though we are in an area of Canada that does not really get much snow.

Guy Paquette, Director of Corporate Operations, Bagot Leather Goods

The 2012 holiday shopping season started later than usual. Typically we see shoppers in right after Black Friday, however it was mid-to late-December before we saw holiday sales truly pick up. To prepare for the gift-buying season and its high accessory demand, we ordered more gift-like items such as cell phone cases, Vera Bradley items, Britto accessories, Kipling women’s fashion accessories, and umbrellas. We find that luggage is less of a gift purchase, and more personal. We were right on target with our holiday preparation, and experienced a great year.

Bharat Raja Chatani, Owner of bodymindtravel

The 2012 holiday shopping season was compact and focused, and customers came into our stores with catalogs in hand. Our advertising campaign included four catalog drops between Black Friday and mid-December. The consumers had pre-determined shopping lists. The theme for luggage was lightweight and 4-wheel spinners in hard and soft-side luggage. The casual Colombian leather luggage and business cases, family-oriented board games, and puzzles were especially strong this season.

Jerry L. Kallman, President, Airline International Luggage, Inc.

This holiday season at It’s...In The Bag! in Palm Desert, CA, the home-run items had to be “Functional, Fun, and NOT Ho-Hum!” One of our big sellers was the Corksicle, a wine-chilling device that’s inserted into a wine bottle after being in a freezer! The fact that this was one of Oprah’s favorite things certainly didn’t hurt. In the travel goods arena, the less it weighed and the easier it moved, the faster it sold. In travel goods accessories, function flew. Overall, it seemed that “cute and looks good” meant nothing if not tied to a real “functional solution” item. We sold a lot of travel underwear from ExOfficio as well, but then, we are known for being pretty “close” to our customers!

Chuck Weisbart, It’s...In The Bag!



2012 Election impact on retail

Throughout the 2012 election, the National Retail Federation (NRF) conducted a “Retail Means Votes” initiative, encouraging retailers to take an active role in election campaigns and prompt candidates to address issues on the retail industry’s pro-growth, pro-jobs agenda.

The election outcome is projected to impact retail issues in a number of ways: Obama’s reelection will be perceived as validation of the Affordable Care Act, spurring its implementation, and an increased opportunity for labor decisions and actions by the administration and the National Labor Relations Board. In addition, the Department of Labor is expected to issue regulations restricting employers’ ability to seek labor-related advice from attorneys, consultants and other experts by the end of the year; the focus on privacy, data security and cybersecurity is expected to remain front and center in 2013; and Obama is expected to issue an executive order on cybersecurity.

SOURCE: RETAIL’S BIG BLOG

NLDA reports productive 2012, and a “thank you” to vendors

“On behalf of the National Luggage Dealers Association membership, we would like to thank all our vendors for partnering with us on our merchandise and marketing programs throughout 2012. We produced and distributed over three million catalogs, flyers and gift guides. We look forward to working with everyone again in 2013. We have big plans to expand our marketing programs with more online content and in-store materials. If you are an independent retailer, we invite you to become a member of the NLDA in 2013. Our members take advantage of many resources and benefits including exclusive merchandise and logistical support programs, powerful consumer marketing initiatives, networking events and invaluable friendships. Finally, we invite all manufacturers and buyer attendees to join us in Chicago in June, as we celebrate the 10th Anniversary of the Summer Luggage Gift and Travel Goods Show. Contact us at 847-998-6869 or inquiry@nlida.com for more details,” Robert Wolfe, NLDA president, and Marilyn Murray, NLDA executive director.

SOURCE: NLDA



NLDA catalogs and flyers

IZOD

LUGGAGE

VOYAGER 3.0

Chase the horizon with extra strength ABS shells for protection and smooth-gliding spinner wheels for ease of movement. With bright pops of color and rugged durability, embrace the joy of travel.



VISIT US AT
BOOTH 1253

© 2013 Phillips-Van Heusen Corporation.
IZOD is a registered trademark of Phillips-Van Heusen Corporation.

ricardobeverlyhills.com



facebook.com/
ricardobeverlyhills



youtube.com/
ricardoluggage



twitter.com/
rbhluggage

