

# SG&B

ISSUE 1334  
AUGUST 26, 2013

# WEEKLY

THE WEEKLY DIGITAL MAGAZINE FOR THE SPORTING GOODS INDUSTRY





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# SGB

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From its new Women's Lifestyle Cycling Collection for Spring 2014 comes Timbuk2's Colby Shoulder Bag – a shoulder bag that rides on handlebars as well as on a shoulder.



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COVER PHOTO: Oliberté Krabu Rustic Brown Pullup Backpack. Photo courtesy Oliberté

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## MOVERS &amp; SHAKERS

**Wolverine Worldwide**

appointed **Gene McCarthy** as president of the Merrell brand, effective August 26 and **Jodi K. Watson** to the position of president, consumer direct.

**Bruce Connelly** has decided to retire from **Nike** after nearly 26 years with the company. Connelly has served as Nike's VP of sport performance footwear for the past three years.

**Burton Snowboards** hired **Billy Anderson** as its new senior brand director, effective September 3.

**Smith Optics** appointed **Mallory Burda** as its new endurance promotions manager, where she is overseeing the growth of eyewear and accessories for the company's cycling, triathlon and running divisions.

**Vertical Source** appointed **Steve Vuernick** as its new vice president of sales.

**FootBalance** tapped **Todd Poseley** as VP of sales for North America.

**Billabong International Limited** said **Paul Naude** has resigned from his positions as a director and employee of the company to pursue other opportunities. Naude most recently served as president, Americas.

**K-Swiss** appointed **Eric Sarin** as the company's new vice president of product. Sarin will oversee all facets of K-Swiss product strategy, design and development globally.

**Trigger Point Performance Therapy** appointed **Gavin Whelan** as international sales manager.

SALTER GROUP SNAPS UP SPYDER;  
LICENSES BRAND TO LI & FUNG

Authentic Brands Group, LLC (ABG), the brand consolidator and licensor run by Jamie Salter and backed by Leonrad, Green & Partners, has acquired Spyder, representing the first outdoor and winter sports brand in ABG's growing portfolio. The deal comes on the heels of other recent sporting goods industry deals including Prince, Ekteon, Tapout and Sportcraft. ABG also owns the Adrienne Vittadini, Taryn Rose, Hickey Freeman and Hart Schaffner Marx brands, among others.

In connection with the acquisition, ABG and LF USA, a division of Li & Fung Ltd., have entered into a partnership that establishes LF USA as the exclusive licensee partner in North America, South America, and Central America, Europe, the Middle East and Africa for all current in-market and footwear products bearing the Spyder brand. In addition, LF Asia will act as lead agent to identify best-in-class partnerships for the brand in all product categories in the Asia Pacific market.

Tom McGann, CEO of Spyder Active Sports, Inc., is expected to stay on to run the Spyder brand. "This will elevate and streamline our current business while opening the door to expand the brand's reach into new markets," said McGann. "We are excited to show what is now possible with ABG and LF USA in our corner."



Jamie Salter, CEO,  
Authentic Brands Group, LLC



Tom McGann, CEO of Spyder Active Sports, Inc.



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## DICK'S SPORTING GOODS LOWERS FORECAST AFTER Q2 SHORTFALL

Dick's Sporting Goods, Inc. reported lower than expected quarterly results as fewer customers visited its stores due to cold and wet weather this spring as well as overall weakness in consumer spending. The flagship, Dick's Sporting Goods chain, saw a small comp decline due to weakness in golf equipment, outdoor equipment, and fitness categories.

Due to its "belief that consumers will remain relatively cautious" in the second half as well as the need for further investments to jump-start traffic, Dick's Sporting Goods also revised its full year guidance to a range of \$2.60 to \$2.65 per share. Previously it had projected EPS of \$2.84 to \$2.86 for 2013.

Consolidated same-store sales are now expected to be flat to up 1 percent for 2013 compared to original expectations of a 2 percent to 3 percent increase.

In the second quarter, earnings reached \$88.9 million, or 71 cents per share, excluding an asset impairment charge, missing company's expectations provided on May 21, of 75 cents to 77 cents. Earnings were up 9.3 percent versus the year-ago net of \$81.3 million, or 65 cents, which excluded an impairment charge related to the company's investment in JJB Sports.

Sales in the latest quarter grew 6.6 percent to \$1.5 billion. Adjusted for the shifted calendar due to the 53rd week in 2012, consolidated

same-store sales slipped 0.4 percent, compared to the company's guidance of an approximate 2 to 3 percent increase. Second quarter 2012 consolidated same-store sales increased 3.8 percent.

Shifted same-store sales in the second quarter for the flagship Dick's Sporting Goods concept increased 0.1 percent, driven by a 2 percent increase in sales per transaction and by a 1.9 percent decrease in traffic. Golf Galaxy decreased 6.1 percent on a shifted basis.

From a category standpoint, hunting, athletic footwear and apparel delivered a mid-single-digit comp increase on a combined basis.

On the downside, traffic was impacted by "a sluggish consumer environment, higher levels of precipitation, cooler weather, cooler temperatures, and challenges in select categories," said Stack.

The two categories most impacted were golf equipment and outdoor equipment such as water sports, camping, and bikes. Said Stack, "We believe the relatively wet and cool conditions discouraged participation in these areas. In addition to the weather, a weaker golf product cycle compared to the strong innovations we've seen in the last two years compounded the challenges from fewer rounds played."

Fitness also continued to show declines "and we now expect the trend to continue into 2014," said Stack.

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## NEWS

### BY THE NUMBERS

#### 33.5%

**Hibbett Sports, Inc.** reported net income increased 33.5 percent in its second quarter ended Aug. 3, to \$10.5 million, or 40 cents per share, compared with \$7.9 million, or 30 cents, in the same period a year ago. Net sales increased 12.6 percent to \$186.2 million compared with \$165.4 million for the 13-week period ended July 28, 2012. Second quarter fiscal 2013 comparable store sales increased 4.8 percent. The week shift associated with the fiscal calendar (due to the 53rd week last year) resulted in approximately \$12 million of sales benefit in the second quarter.

#### 6.4%

**Foot Locker, Inc.** reported total second quarter sales increased 6.4 percent, to \$1.45 billion this year, compared with sales of \$1.37 billion for the corresponding prior-year period. Excluding the effect of foreign currency fluctuations, total sales for the second quarter increased 5.9 percent. Net income rose 11.9 percent in its second quarter ended Aug. 3, to \$66 million, or 44 cents per share, compared with net income of \$59 million, or 39 cents, last year. Comparable-store sales increased 1.8 percent.

#### -2.8%

**Sport Chalet, Inc.** reported sales decreased 2.8 percent to \$81.5 million for the first fiscal quarter of 2014 from \$83.8 million in the same period last year. Sales were lower primarily due to a sales decrease of \$1.1 million from the closure of two underperforming stores, a 31.0 percent sales decrease in its Team Sales Division from the departure of sales representatives, and a decrease in comparable store sales. The declines were offset by a 37.6 percent increase in online sales.

#### 141%

**Escalade, Inc.** announced that net income for the second quarter of 2013 jumped 141 percent to \$2.6 million, or 19 cents per share, compared to net income of \$1.1 million, or 8 cents per share, for the same quarter in 2012. Consolidated net revenues for the second quarter were 12 percent higher than the same quarter last year. Net revenues for the Sporting Goods segment were up 21 percent, while quarterly net revenues from the Information Security and Print Finishing business decreased 15 percent.



Washington Redskins wide receiver Pierre Garcon seated center

## RUSSELL ATHLETIC SUPPORTS UNIFORM GIVEAWAY

Russell Athletic brand ambassador and Washington Redskins wide receiver Pierre Garcon last week visited three Washington, DC area high schools, delivering their respective football teams with new Russell Athletic uniforms. The teams selected were from Thomas Jefferson (Alexandra, VA), Theodore Roosevelt (Washington, DC) and Springbrook (Silver Spring, MD).

"I want to thank Russell Athletic for helping me give back to the Washington, DC community in such an impactful way," said Garcon. "Seeing the look on these kids' faces, it definitely reminds me how fortunate I am to be in the NFL and have a platform to make such a difference in their lives."

Garcon visited all three schools in one day, hours after playing on Monday Night Football the previous evening. On each stop of the 40-plus mile trek and nearly eight-hour day, Garcon delivered the uniforms, gave an inspiring pep talk to each team, and finished with a Q&A while meeting with high school players and community members, signing autographs and taking photos.

"Pierre is a phenomenal role model and we're privileged to have him be a part of the Russell Athletic family," said Gary Barfield, Executive Vice President, Russell Brands, LLC. "We hope our selected high schools enjoy their uniforms and give them a great

sense of pride each time they take the field this season."

The schools won the new uniforms by entering a social media contest hosted by Garcon's team earlier this summer. All teams received Russell Athletic's stretch mesh fabric uniform, with dri-power technology. A player representative also accompanied Garcon at each presentation, modeling the uniform and giving teammates and the community a first look at their new Russell Athletic gear.

This past year Russell Athletic also made a uniform and equipment donation to the City of Orlando Youth Football (COYF) in conjunction with the Russell Athletic Bowl. In September, Russell Athletic will begin the selection process for the third annual Fight Like Dylan Award, which celebrates one high school team that has demonstrated determination through sports. Russell Athletic is also the "Official Uniform Provider of the Little League Baseball and Softball World Series."

Garcon is developing a reputation as a strong presence in charity work, also conducting work with the Boys & Girls Club of Washington and The Pierre Garcon Helping Hands Foundation, which he started in 2008 to give back to the youth community. Special projects include an all-white charity benefit event in DC, and a new basketball court constructed near Pierre's childhood home in Belle Glade, FL.



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# SMARTWOOL CELEBRATES COMPLETION OF SEVENTH ANNUAL RIDE TO OUTDOOR RETAILER

**Industry Ride to Outdoor Retailer Provides Opportunities for Networking and Reminds Everyone Why They Do What They Do**

By Aaron H. Bible

Now in its seventh year, Steamboat Springs-based SmartWool apparel company recently completed its annual human-powered pilgrimage to the country's largest outdoor industry trade show, Outdoor Retailer Summer Market, in Salt Lake City.

This Ride To OR began as an employee ride back in 2007, and it was relatively small, according to those who have been around for a while. This year in 2013 was the second year the company has enlisted the help of corporate adventure-trip leader Iconic Adventures, helping to shuttle luggage, arrange accommodations, and provide expert support for the 53 riders who made the trek.

And a trek it was, as the group gathered down the road from SmartWool headquarters at 6:15 a.m. Thursday morning July 26 to begin the nearly 380 mile journey in four days to Park City, UT, where shuttles then took participants to their various hotels

and destinations prior to the tradeshow.

SmartWool President Mark Satkiewicz started the ride, after coming to the company in 2006 as it was under new ownership by Timberland at the time. "The ride got started about seven years ago; when we first came up with the idea was back in the mid-2000s, and really the motivation was camaraderie, team building. We had just been acquired by Timberland and didn't know them all that well, and thought if we invited some of those guys to get outside and understand what we were about, they'd really appreciate what SmartWool was and what delineated our brand from others."

Among the 53 riders was nearly 25 percent of the SmartWool workforce (26 staff members and four reps - the largest number to ever participate), two journalists and several other media representatives, a handful of SmartWool retailers, and approximately 14 outdoor industry friends who were invited to join the journey.

VF Corporation (parent company of SmartWool since 2011) Vice President Steve Rendle was there, along with Factory Design Labs (The North Face global advertising agency) CEO Scott Mellin. Said Mellin, "For one, I get to spend time with a great personal

Steve Rendle, VP, VF Corporation (right), with Scott Mellin, CEO, Factory Design Labs (left)





friend. Secondly, I love the challenge. My favorite part of the ride was the section from Rangely (CO) to Vernal (UT). Super quiet, great roads, perfect temperature, and unique scenery.”

“As a newer member of the SmartWool sales team, it was important for me to ride for a few reasons,” said SmartWool Channel Sales Manager - Run/Cycle/Ski, General Sporting Goods - Tim Hola. “To get to know some of my SmartWool coworkers better and to learn more about how we can work together in the future; to meet people such as customers, sales reps and others in the industry and learn from each other; and to challenge myself on my bike on such a scenic and rural course with the entire group. It’s a lot of learning and fun - while using the bike as a vehicle for it - was a perfect set up for OR.”

According to Satkiewicz, the ride is not only his favorite time of year, but also one of his greatest opportunities as a leader. “For me as a leader it’s an amazing opportunity to showcase what SmartWool stands for. We’ve got an unbelievably passionate employee base. We get a bunch of people from the industry to meet them and interact with them,” said Satkiewicz. “But as a leader, you always want people to be fulfilled at work, to understand why they’re in the industry, to keep them motivated and inspired. And I don’t know any better way to do that than to get people outside together for five or six hours a day, riding bikes, and then hanging around in great environments like this.”

SmartWool was also just recognized as one of *Outside Magazine’s* Best Places to Work. Not only are they one of, if not the only, company to be recognized each of the six years *Outside* has been doing the survey, but the results actually come from anonymous employee surveying, further adding to the validity of Satkiewicz’s ideas and leadership.

As noted, SmartWool retailers and reps have also become an important part of the event. “The four day ride with SmartWool provided me with an unusual way to get to understand and know the SmartWool crew. Prior to the ride, in my mind SmartWool was just a solid sock and base layer company, which got bought out by larger corporations and its future in casual wear was questionable,” said Jan Guenther, SmartWool dealer and owner of Gear West in Long Lake, MN. “Now I view SmartWool as an energetic, passionate small company with growth goals that are supported by VF, their parent company. As a retailer I have renewed interest to partner with them and to give the brand in our store the life and vitality they showed me on the ride.”

The Ride To OR holds many things for those involved each year - blazing heat, sore muscles, tractor-trailers roaring down rural roads, grueling hills and animal carcasses along the way - but most remember the ride, and come back to it year after year, for the life-changing camaraderie. “Long bike rides mimic life,” said I-Ling Matthews-Thompson, vice president of marketing and communications at the Outdoor Industry Association, who was one of the industry friends along for the ride. “Sometimes you find yourself surrounded by great people who are in the right place at the right time, and you work together to overcome the road ahead. Other times you find yourself in places unsure if you want to continue, but you dig in, ignore the uncertainty and pain, and take it one rest stop at a time. I finished every mile of my SmartWool Ride to OR thanks to the support and encouragement of my riding partners, over 377 miles over four days.” ■



## SPECIALIZED BICYCLES ANNUAL RIDE TO INTERBIKE IN LAS VEGAS HELPS GARNER AWARENESS FOR VARIOUS CAUSES

While the Ride To OR is certainly unique to the outdoor space, Specialized Bicycles does a similar ride from their headquarters in Morgan Hill, CA, to Interbike in Las Vegas every year. “The ride was first conceived of roughly a decade ago, Mike and some of the guys (Robert Egger, Chris D’Aluisio, etc.) thought it would be a cool way to show Specialized’s whole-hearted commitment to bicycles as a way of life by making the annual pilgrimage to Vegas by bike. What better way to show that we really do ‘walk the walk’ so to speak,” explained Specialized’s Sean Estes. “Over the years the ride has evolved but the basic idea remains. Sometimes we leave from our headquarters in Morgan Hill, while other years we depart from our warehouse in Salt Lake City. The Salt Lake City to Vegas route offers much more scenic - and equally important, less brutal - riding each day and has a strong tie to our company as the Salt Lake City facility has been around quite some time and houses many of our most dedicated and hard-working team members. Over the years we’ve used the ride to help garner awareness for various causes near to our hearts. Last year, for example, we rode for NICA (National Intercollegiate Cycling Association) and on the night before we embarked we held a gala at our Salt Lake City facility announcing the opening of a handful of new NICA chapters across the country.”

# Back To Packs

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Revisiting this vital piece of gear... a continually growing category with more functional, lighter weight and better-fitting products than ever before.

By Aaron H. Bible

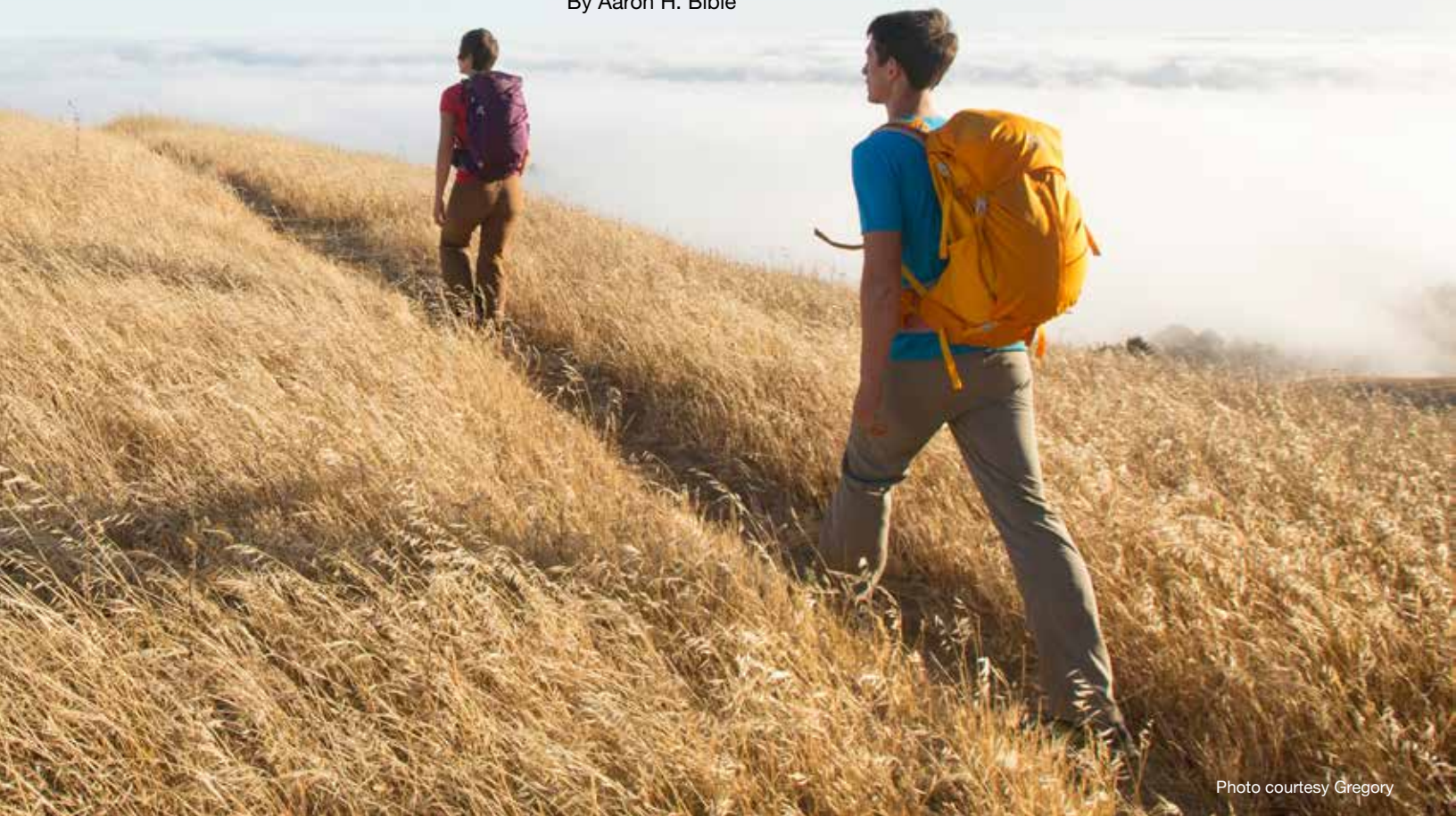


Photo courtesy Gregory

Carrying the bedroom, kitchen and closet all in one compact, portable bag is no easy feat. And while backpacks don't come with mortgage payments, other things can weigh you down: hot spots, sore backs, sweat-drenched clothing, or digging through a cavernous black hole looking for that one essential item in the middle of a rainstorm.

Fortunately, manufacturers continue to put a massive amount of research and consideration into pack architecture, using feedback from athletes, dealers and users to guide their designs. While some innovations are microscopically incremental, others are monumental. And every improvement can help make that 70-pound bag of concrete strapped to your back feel a little more like home. Here's a look at some of the key innovations for Spring 2014.





Norway's Bergans, famous for their folding canoes, hiking, camping, running and hunting gear, is launching the new Rondane pack line this year - an old product name completely revamped. The Rondane 65, MSRP \$199, and 46, MSRP \$179, are multi-functional, spring steel frame packs featuring Bergan's new QuickAdjust shoulder system. The harness has stabilizing straps reaching from the top of the back panel to the shoulders, and a 3D molded hip belt, both made with perforated foam with a mesh surface. The main compartment can be divided, is accessible from the top and bottom and features a spindrift collar and compression straps. With a top lid, several external pockets, hydration



Bergans Rondane 65    Bergans Rondane 46

compatibility, an adjustable sternum strap and multiple attachment points for ice axes or poles, it's a lightweight pack that doesn't compromise functionality. Made with 420D and 210D Nylon Velocity, they're available in men's and women's sizes. The Rondane 38, MSRP \$159, is a large daypack or medium hut-to-hut pack. It features a separate compartment at the bottom for gear organization, adjustable sternum strap, ventilated hip belt, and Bergans QuickAdjust shoulder harness. The Rondane 30, MSRP \$129, is a lightweight, medium daypack or compact hut backpack with a separate compartment, front expandable pocket and internal and external zippered pockets. The lightweight, ventilated and versatile Rondane 26, MSRP \$109, daypack can be adjusted quickly with Bergans QuickAdjust harness to fit both large and small users and has perforated foam and mesh on the back and harnesses. The Rondane 12, MSRP \$109, and 6, MSRP \$99, training and competition packs are designed for running, cross-country skiing and mountain biking with back and shoulder harness made of



Bergans Rondane 30    Bergans Rondane 38



Bergans Rondane 6    Bergans Rondane 12    Bergans Rondane 26

ventilated foam with a mesh surface. Bergans patent-pending RS3 Stability System prevents the pack from jumping on the shoulders. The integrated Source 2L hydration system helps maintain fluid balance; shoulder strap pockets make it easy to grab something to eat on the fly; the internal zippered pocket stores smaller items; the Gilly lacing system allows wearers to strap items to the outside; and attachment points allow for a bicycle light or reflector. The 12 and 6L packs also have a detachable hip web strap and a dual sternum cord system.





Deuter Aera

running, distributing loads across more muscle groups reducing stress on knees and ankles.

Deuter's reputation for innovative, high-quality, multi-use packs is highlighted by the ventilated back system they developed and refined over the last 24 years. Since establishing a subsidiary in Longmont, CO in 2001, Deuter USA established over 600 specialty accounts and has been recognized as one of the top backpack brands in the industry. The new

Aera series of smaller, lighter packs, ranging from 22-30L, feature the Aircomfort back system, said to reduce perspiration by 25 percent. These packs are ideal for alpine, fast-and-light endeavors, day trips or weight-concerned overnights. The series has four different styles, two of them women's. For 2014, Deuter will also address extra-long torso models with three packs that fit up to 24-inch torsos in the sub-50L category. The Act Lite series comes in sizes 70+10 SL (slim line) and 75+10.



Gregory Z Series Backpack

With 28 new packs, Spring 2014 will mark the largest collection of new products in Gregory's 35-year history. "Spring 2014 is the most complete and well-rounded product selection we've ever offered," explained John Sears, director of product development at Gregory. "We thought long and hard before deciding to change some of our best-selling packs. We've made substantial improvements and we're confident that our customers will appreciate

the time and thought that went into the line." Gregory designers overhauled the award-winning Z and J Series Backpacks. Known for lightweight yet technically featured design, Z packs for men and J packs for women now use a totally breathable back panel, shoulder harness and waist belt as well as a more sculpted, modern profile. Pack materials have been updated with lightweight, durable fabrics so each pack is up to 30 percent lighter than the previous generation. All Z and J packs feature Gregory's proprietary Cross-Flo Suspension that auto-balances flexibility and stiffness as the load increases. Z packs range from 65 liters for extended multi-day backpacking



Gregory Miwok



Black Diamond Epic 35

Known for their sleek, streamlined designs and intelligent feature sets, Black Diamond's most versatile climbing pack, the Epic 35, MSRP \$170, is built for the spectrum of rock, ice and alpine endeavors. The Epic features a toploading, guide-style design with ergoActive suspension eliminating sore spots and bruising and allowing the upper body to rotate naturally. Shoulder straps and hip belts keep loads balanced. With the hip belt tightened for maximum load transfer, your waist is still able to move naturally in three dimensions, even when climbing or



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perfect for standard tent poles and double as compression straps. Suited for use with the Kelty TraiLogic SB sleeping bags, TN tents, and PD sleep pads, the PK 50 will also accommodate all standard backpacking equipment. Available in S/M, M/L, and women's specific sizing.

From Millet, the Prolighter MXP 60+20, MSRP \$199, is a mountaineering backpack designed for expeditions at high altitude. The X-Lighter back design features vertical, ventilated pads that follow the spine and are a continuous construction into the shoulder straps, offering lightweight support. The primary fabric is 210D Honeycomb - a lightweight ripstop material - with reinforcements in 420D Velocity and 1000D Cordura. The one large compartment has front access zip and only one compression strap on back of lid for easy one-hand adjustments. Weighing 3lbs, 4oz, the pack features a two-buckle lid expandable via quick buckle, a storm collar, access zip, compression straps, two zipped pockets on the lid, ski-holder straps, side stretch pockets, FPP Ergo ice-axe holder and a removable raised harness/hipbelt for unrestrained walking at altitude. The UBIC 40, MSRP \$149, is a backpack for trekking adventures. The new Variloop system on the outside of the pack provides a carrying

trips to 25 liters for day hikes. Z55, MSRP \$199, J packs start at 63 liters and scale to 23 liters. In Gregory's Active Trail category, the men's Miwok and the women's Maya packs all received revisions. Updated Miwok and Maya packs have new, streamlined designs with active suspension that hugs the body and remains stable for hiking, cycling and multi-use day excursions. The packs all have easy hydration access, moisture-wicking harness, waist belt, backpanel and multi-use features. Extra touches include expandable storage, sunglass stash, safety light lash, quick hook closures, side compression, helmet carry and jacket bungee. The Miwok is offered in 44, 34, 24, 18, 12 and 6-liter versions. (Miwok 18, MSRP \$99. The Maya comes in 42, 32, 22, 16, 10 and 5-liter sizes.



Kelty PK 50

Based in Boulder, CO, Kelty uses its backyard Rocky Mountains to test, create and continually improve, combining new technology with common sense in well-made, affordable outdoor products. The innovative 50-liter PK 50, MSRP \$200, is a fixed-suspension pack compartmentalized for organization and engineered for optimum load-carrying comfort. Cornerstone of the new TraiLogic backpacking gear, it's a zipperless pack with flip-open design for quick packing and easy access to essentials. A detachable clothing compartment on the front keeps apparel organized and accessible while allowing the PK 50 to convert to a 35-liter pack for shorter trips. A stretch mesh pocket is designed to keep your tent accessible while a separate sleeping bag compartment is designed to stow your bag with or without a stuff sack. An integrated rain cover is there when you need it, gone when you don't. Two 'wing' pockets are



Millet Prolighter MXP 60+20



Millet UBIC 40

system for trekking poles, skis, sleeping pad or snowshoes, making this a versatile pack for every season. The adjustable Foam Lighter thermoformed back system has stretch fabric with 3D mesh and padded continuous-construction shoulder straps with hand rests. Features include a two-buckle lid, storm collar, rain cover, compression straps, two zipped pockets and external gear holders. While the 40-liter UBIC weighs 2lbs, 14oz it also comes in 60+10, 50+10, and 30-liter sizes.

Developed by mountaineers, Mammut prides itself on making efficient packs for every outdoor pursuit. The Neon Crag is a 28L robust backpack for sport climbing. The innovative compression-fold solution keeps the pack stabilized. The large V-cut opening makes it easy to pack. 3D EVA foam with air channels add back ventilation in the Contact Vent back system. Anatomically shaped, softly padded hip and shoulder straps add a comfortable fit.



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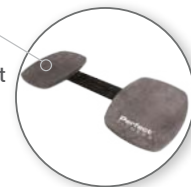
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Two lid pockets, inner gear organization loops, an A4 format open interior compartment and a large vertical front zip pocket keep maps and guides organized. The padded waist belt is removable. The Crag weighs 900 grams and is made from canvas, 420D Nylon and 300D Polyester Ballshadow.

Mountainsmith continues to expand the Mountainlight category with the top loading Mystic 65. It has an adjustable torso and hip belt and the load bearing components like the Iliac Crest Shelf hip belt that focus the carry on the skeleton. The Mountainsmith Mystic 65L Expedition Top Loader Pack with a storm collar is designed for up to 75 pounds of gear. It utilizes Mountainsmith's proprietary Breezeway trampoline suspension system. Other features include a lumbar control point pad, perforated airflow shoulder straps, spring steel hoop, airmesh foam backpanel and waistbelt with DWR anti-sweat finish. Detachable top lid. S/M/L ladder adjustment, MSRP \$220.

Mountain Hardwear is a product-focused company dedicated to both its athletes and its consumers. For Spring 2014 they're

Mountain  
Hardwear South  
Col 70 Outdry



introducing waterproof (not submergible) packs featuring OutDry technology, initially introduced in gloves. The new South Col 70, MSRP \$300, uses OutDry to bond a durable waterproof membrane directly to the shell fabric for a sealed interface. This allows the pack to stay light and dry without compromising weight or function, and eliminates the need for additional dry bags, ziplocks, etc. The South Col 70 is designed to be a one-pack solution for mountaineering expeditions on the world's highest peaks - a place where Mountain Hardwear remains a market leader.

Legendary grassroots pack maker Osprey is focusing on lightweight packs for fast-paced travel for Spring 2014. Lightweight, high-performance and ever-popular, the Talon multi-sport series gets an update - although Osprey was careful to maintain all the features, fit and style that contributed to its success, while lightening the weight and adjusting design to enhance comfort in each size. The Talon is now complimented by the women's-specific Tempest. Both series contain the AirScape Backpanel, made from ridge-molded foam with air chimney for ventilation. The BioStretch Harness and built-in Hipbelt are mesh covered, made from die-cut slotted foam. The harness includes stretch woven pockets and the slotted adjustable sternum strap comes with a whistle buckle. Hipbelt features zippered stretch mesh pockets and ErgoPull closure. Originally introduced in 2008, the Exos Series became a standard on the Appalachian Trail and with ultra-light enthusiasts not willing to sacrifice comfort. For Spring 2014, Osprey has refined the series, maximizing comfort and support with the latest technology. The redesigned Exos combines Osprey's innovative Superlight AirSpeed suspension,



featuring a 6065 aluminum frame and 3D tensioned breathable mesh backpanel with side ventilation, the new Exoform harness, with a 15mm adjustable slide sternum strap and a stretch mesh energy gel pocket and an Exoform Hipbelt with ErgoPull closure and seamless layered mesh. The third generation of the Stratos and SIRRUS series continues to offer unparalleled design and features in a ventilated day-pack. Two torso sizes match the fit range of Osprey's gender specific styles. Styling and materials have been upgraded as well.

For 2014, Patagonia is expanding on its design philosophy and mission statement to "build the best product" with its new technical packs designed from start to finish, using key values - simplicity, functionality and durability. Patagonia said it values versatility and multi-functionality in the gear it produces as well as the need for specificity when required, preferring innovation to invention. According to the company, durability in products has proven to not only be a functional virtue but also an environmental one. This spring, Patagonia will offer a new line of technical climbing packs for fast-and-light alpine endeavors, the Ascensionist packs. The design was guided by athlete feedback and the packs are lightweight, streamlined and efficient, offered in three sizes: 25L, 35L and 45L.



Patagonia Ascensionist

Granite Gear's Taku 24, MSRP \$120, fits the needs of daily use in town or weekend use in the backcountry. Three compartments keep gear organized: an outer stretch pocket with a vertical zipper for frequently needed items; middle compartment with top zipper to secure storage and includes a hanging organizer with pen sleeves,

pocket for a wallet and clip for keys; larger main compartment accommodates extra layers, food, plus a sleeve to hold a water bladder, tablet or small laptop. Hip belt pockets and hip stabilizer straps fit on the removable hip belt. It features a built-in rainfly, shoulder strap pockets, dual axe loops, haul loops, reflective tabs, front power-mesh pocket, removable HDPE framesheet, and twin mesh pockets for water bottles or poles. The 24L pack fits torsos 18-21 inches and weighs 2lbs, 6oz. The Rongbuk 28, MSRP \$130, features a smaller outer pocket with strap and buckle over the top for quick access items, a larger middle compartment with zippered top and a large main compartment. Inside is a sleeve that can hold a hydration system, tablet or small laptop. A fleece-lined garage for sunglasses or cell phone is at the top. Also equipped with pockets and stabilizer straps on a removable hip belt, shoulder strap pockets, built-in rainfly, reflective tabs, dual axe and haul loops, front stretch pocket, removable HDPE framesheet and twin power-mesh side pockets for water bottles or poles. The Virga 2, MSRP \$140, a frameless favorite of ultralight backpackers, gets a serious update and two-ounce reduction in weight. Updates include redesigned shoulder straps, a true roll top closure, mesh pocket in front and a fixed, padded hip belt. Weight saving tweaks include 10mm rather than one-inch webbing. Made of 100D and 210 D Cordura high-tenacity nylon, the Virga comes in three sizes. The Nimbus Trace Access 70, MSRP \$350, is the pinnacle of the Nimbus pack series. It's big enough for longer, unsupported trips, yet lightweight, durable and functional. Made from 100D and 210D Cordura high-tenacity nylon, it features a dual-zipper access panel and internal compression straps so you can get to gear at the bottom of the pack. Tool loops, hydration ports with an internal sleeve, hip pack lid, stretch side pockets and a large front stretch pocket help keep gear accessible. The backbone of the pack rests in the redesigned, three dimensionally molded framesheet now made with a maple-core/composite laminate, which is lighter and offers more longitudinal rigidity. Adjustable torso lengths, four sizes of shoulder straps, four sizes of men's hip belt and four sizes of women's hip belts ensure a proper fit.

For 2014 Scott introduces a new collection of outdoor packs designed to be simple yet functional. Incorporating technical ventilation and comfort, the collection is designed to focus on high performance in lightweight design. Each pack is tailored to fit the body with extra stability while simple features allow for multi-use. The top-loading Ultrak 24 is for practical all-day use in any outdoor activity. Constructed with 140D Hyperlite Nylon, 190D Taffeta and Airmesh, it's durable, strong and light, while the DWR finish gives all-weather protection. It has dual density foam shoulder straps and back panel, 3D back-panel ventilation, and a padded waist belt with pockets, hydration system and a retractable side compression strap. The Ultrak also features a retractable external gear carry system and stretch pocket, front and side internal pockets, easy-to-find grab loops, a top pocket with water-resistant zipper, and a pocket for a 14.1-inch laptop in the hydration sleeve. ■



Scott Ultrak 24



# LIFESTYLE PACKS

Whether you're through-hiking the AT or heading out on a daily commute, the bag you choose to take with you as part of a functioning system truly makes all the difference. Here are products designed to outfit the journeys you take off the trail.

By Aaron H. Bible

The new Index 10+10 from Arc'teryx is a single compartment bag and organizer with a removable shoulder strap, to be used inside luggage or alone as a lightweight and durable carry-on. It features an interior mesh divider for easy packing, an exterior zippered flat pocket sized for magazines, a tablet or documents and a top handle for easy transport. Extremely lightweight and durable, all new Carrier Duffles (35L, 50 and 100) make for easy packing and transportation - they are highly water resistant, easy to clean and can be

The 36L Dispatch, MSRP \$125, organizes all travel essentials with a fleece-lined iPad sleeve, water bottle, organizer and U-lock pockets, an expandable wet/dry pocket and a roll-top main compartment with side access. This 20x16x6" pack is made from 600D or 1200D Polyester with PU coating, has an adjustable



Arc'teryx Carrier Duffle 35L



Arc'teryx Carrier Duffle 50L



Dakine Crossroads 32L Pack



Dakine 36L Dispatch

carried over the shoulder or as a backpack. Built using Advanced Composite Construction, the bags have fully taped seams and feature N400r-AC<sup>2</sup> nylon 6 Ripstop fabric with a white coated interior that helps illuminate contents. Adjustable shoulder straps and integrated handles on all four sides make them easy to grab and go.

From snowboard bag and luggage specialist Dakine come three new travel packs to keep gear organized. The Crossroads 32L Pack, MSRP \$110, makes the ultimate essentials-only travel companion. Measuring 21x16x8", the Crossroads padded laptop sleeve fits most 17-inch laptops, the front pocket fits an iPad, has blanket roll straps and a fleece-lined phone pocket. Made from 14 oz. Canvas, Acrylic Flannel and PU Suede, the pack also has a breathable DriMesh back panel and adjustable sternum strap.



Dakine 16L Trail Photo

sternum strap and reflective details. For photographers on the trail, the 16L Trail Photo, MSRP \$130, all-sport camera pack features a removable padded camera pack, multiple lash points for a tripod, helmet, water bottle pocket and fleece-lined sunglass pocket. It has side entry to access camera gear, a deployable rain cover, padded waist belt and compression-molded back panel.







Focusing on safety, Eagle Creek has built in All Ways Secure functionality into its new Day Traveler product; ensuring users are always adventure-secure without compromise. All Ways Secure is broken down into three parts: Anti-Theft qualities, Digital Safe-Zone protection and Personal Safety features. Reinventing their Classic Day Traveler line from top to bottom, Eagle Creek introduces new styles in classic black and taupe. The Spring 2014 Classic Day Travelers feature travel safety features including design innovations like RFID Blocker pockets and All Ways Secure functionality. These everyday bags are everything travelers have come to expect from Eagle Creek: versatility, travel security, smart organization and quality construction. Also new, Systems Go Duffel Packs feature a minimalist look with maximum functionality. The bag features: gear lashing points, lockable zippers and durable water-resistant material. Perfectly stacking five Cubes in the 60L (or five Half Cubes in the 35L), Systems Go allows users to grab and go. Featuring weight-saving solutions like removable padded



Eagle Creek Systems Go Duffel Pack



Eagle Creek Ultra-Lights

backpack straps that combine to become a single shoulder strap, and the secondary lockable bottom compartment with an internal zip divider, the Systems Go also features a padded hip belt with adjustable waist strap that tucks. Eagle Creek also introduces its new line of 2-in-1 Ultra-Lights, featuring designs that transform not just into larger bags, but with multiple carry options and looks, all with self-storage pack-in pockets for utility.

Gregory Compass 30



In true Gregory fashion, stylish commuter meets functional outdoor enthusiast in the Compass, Graph and Sketch everyday packs, all built with 420D nylon and 840D ballistic materials. The Compass 40 and 30L are crossover bags with duffel functionality and backpack carry. It has an external padded laptop compartment, large luggage-style access and a bottom compartment to separate shoes (40L). (Compass 30 retails

for \$99) in the Sketch series of commuter shoulder bags, Gregory added a new 8L version with a single sling strap, perfect to carry a tablet and other essentials. The Graph 10L is a fully functional messenger bag with capacity for smaller electronics and daily necessities.

From Mammut, the Neon Cargo is a robust transport bag made from canvas and 1680D Nylon Ballistic. It can be carried as a bag or backpack. Anatomically shaped, wide and removable backpack straps distribute the load evenly across the shoulders. A spacious main compartment, two internal pockets on the underside of the flap, an external compartment and three organizer compartments within the main compartments store gear. The 40L version, weighing 660g, has stitched shoulder straps that combine to form a handle. The 60L version, weighing 900g, has handles for carrying as a bag and anatomically shaped, removable shoulder straps. The Neon Messenger (14 and 23L) is a functional shoulder bag for climbing and everyday use. The robust canvas and 300D Polyester Ballshadow outer material gives it an attractive appearance. The bicycle hip belt system and adjustable shoulder straps offer padding. The Neon Element is a 22L, 590g, versatile and tough daypack for climbing or everyday use. The anatomically shaped, soft-padded shoulder straps and Contact back system make it comfortable. Added features include a zip pocket with key holder, large vertical front zip pocket for maps or climbing guides and a padded, integrated laptop pocket.

Oliberté expands its collection of handcrafted leather bags and wallets for Spring 2014. Five bags in various sizes and styles, two wallets and one passport case will be offered using premium leather sourced from Africa. Oliberté works with a small family-run local bag factory in Addis Ababa, Ethiopia. Oliberté first introduced

Oliberté Krabu





bags and wallets into its collection in early 2011. A highlight is the Krabu, \$250, a durable, rugged leather backpack that features adjustable leather straps, carrying handle and a dual buckle closure, available in rustic brown pullup, camel pullup, dark grey brushed wax, white tan goat, and bold black full grain. An inside zipper pocket is ideal for credit cards and an outside snap pocket for small essentials. Oliberté, headquartered in Oakville, CN, was founded in 2009, by Tal Dehtiar with the concept of creating sustainable jobs in Africa building rugged casual footwear and goods, and opened its own factory in August 2012. The footwear and bags are handmade using natural rubber outsoles and hand picked natural leather with an average of 1,000 stitches. Materials are currently sourced from Mauritius, Kenya, Tanzania, Congo, Liberia and Ethiopia.

Melding a retro cotton-canvas/leather feel with modern technical design, including RF-welded seams and waterproof fabric, the Outdoor Research Rangefinder Collection offers five bags and packs for different situations, from the daily commute to adventure travel, including a messenger bag, backpack, seabag, duffel and a sensor case for touchscreen tablets. Design starts with a polyester fabric that looks like canvas but is fully waterproof. Synthetic leather accent patches and straps and buckles are placed for easy accessibility. The Rangefinder Messenger Bag, MSRP \$129, takes a traditional concept and pairs it with modern function with RF-welded seams and weather-resistant zippers. Inside there's a padded laptop sleeve and three internal organizer pockets. The Rangefinder Backpack, MSRP \$149, begins with an urban-inspired look then draws from the technical world with a top hood that covers a weather-repelling roll-top access point. Details include a laptop compartment and organizer pocket on top. With its single shoulder strap that's designed to be carried messenger-style, the Rangefinder Seabag, MSRP \$139, is suitable for work or outdoor activity. A padded laptop sleeve, waterproof roll-top closure, compression straps and smaller storage pockets keep things in order. The Rangefinder Duffel is waterproof and available in two sizes, 35L, MSRP \$99, or 70L, MSRP \$119. Safeguard your tablet in the waterproof Rangefinder Sensor Case, MSRP \$49 to \$59. It includes a clear, touchscreen-compatible compartment for electronics (in tablet and mini-tablet sizes) and compartments pens, business cards and small items.

Staying true to the brands' heritage of artisan quality, made in the USA leather goods, Phelps expands their collection of handcrafted bags for Spring 2014 with a collection that combines artisan qualities with vintage designs. Three bags will be offered using Bison leather, glazed Italian cowhide and gridwax. The collection has hand set copper rivets, brass buckles, magnetic closures and multi-functional compartments. New to the collection is the Clyde Messenger, MSRP \$400, a classic sporting bag made in a 22-ounce waxed cotton fabric with a glazed Italian Cowhide bottom and detailed features. The bag is designed with web carrying straps with a leather snap closure and an adjustable web shoulder strap with marine grade brass snap closures. It's spacious enough to carry laptops, folders and accessories. Another highlight is the Beardsley Tote, MSRP \$250, a handcrafted design available in three textile options: a 22-ounce waxed canvas, Melton wool and 18-ounce Gridwax. All feature a Bison-leather bottom and handles with hand set copper rivets, designed with three exterior pockets and



an interior zip pocket organizer with top magnetic closures. The Dover Duffel, MSRP \$550, is offered in either 18oz cotton gridwax or wool plaid and features the Bison-leather bottom, reinforced handles and trim.



Thomas Bates Accessories Sunderland

Thomas Bates Accessories specializes in the design and manufacturing of fine belts, bags and accessories for the whole family, including pets, using a variety of materials from leather to sailcloth. Products are made in Haverhill, MA, using a patented digital process called

Visiontree, developed and first introduced in 2000. Visiontree offers 400 unique patterns for a custom belt or bag. "The Thomas Bates brand is all about creating fantastic designs using our patented Visiontree digital imaging system on apparel accessories," said Thomas Bates, president. "The Red Line Collection is like our Corvette, our top end, the fastest and best we can do." The Red Line Messenger Bag, MSRP \$200, is made of sailcloth and trimmed in polyester with a polyester/cotton duck lining. Pockets inside and out allow for storage and access to cell phones, tablets, keys, etc. At 20 oz., this bag measures 16x11x4 inches, is dirt and water repellent and machine washable.

"Thule's motto is to 'Bring your Life' - with the goal of making products that carry the things that are important to you safely, easily and in style. This has historically included things like bicycles, kayaks and skis. Over the past few years Thule has furthered this to include travel gear, day packs, photo bags, computer sleeves and now duffels," said Thule's Karl Wiedemann. The new Thule Chasm



Thule Chasm 90L

adds features to set it apart from other duffels. Available in five sizes and up to five colors, the oversized wide-mouth opening makes it easy to pack and easy to get to your gear. Side access makes it easy to reach the main compartment from any angle. Duffel straps stow cleanly along the side of the duffel to keep them out of the way when not in use, and included straps convert the bag from duffel to a backpack. Internal mesh pockets keep small gear organized and external compression straps prevent contents from falling to the bottom of the bag when in backpack mode. Daisy chain lash points let you attach the duffel to a roof rack, or gear to the bag. Waterproof tarpaulin fabric stands up on its own for easy packing but



Timbuk2 Wingwam

easily folds for storage, while a padded bottom cushions gear from the ground. Locking zippers deter thieves (lock sold separately). MSRP 27L \$100 / 40L \$120 / 70L \$135 / 90L \$145 / 130L \$160.



Timbuk2 Aviator



Timbuk2 Copilot

some featuring built-in power sources; Bike Commuting accessories; and Camera Bags designed to blend in to everyday life.

Started by a bicycle messenger in 1989, Timbuk2 has manufactured made-to-order, durable products in the Bay area for 25 years. The San Francisco-based bag and accessory innovator is offering four collections for Spring 2014: Travel that includes three styles in varying sizes, MSRP \$179 to \$259; Technology Portage Solution with products ranging from briefcases to sleeves to messengers,



Kontiki Nat Geo collection

Travelpro International, a leading manufacturer of lightweight durable luggage, partnered with National Geographic to produce the Kontiki adventure luggage collection.

Inspired by safari travelers, the collection combines a rugged retro look with modern travel features. Kontiki luggage is made with recycled khaki-colored fabric that resembles canvas but lighter and more durable. Faux-leather accents and antique brass hardware finish emphasize the authentic style. The eight-piece collection includes lightweight upright luggage, soft and rolling duffels, a messenger bag and daypack. ■



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# CALENDAR

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## SEPTEMBER

- 5 Surf Expo Board Demo Day  
Orlando, FL
- 6-8 Surf Expo  
Orlando, FL
- 8-10 NBS Fall Semi-Annual Market  
Fort Worth, TX
- 16-19 Worldwide Spring Show  
Reno, NV
- 18-19 Health & Fitness Business Expo  
Las Vegas, NV
- 18-20 Interbike International Trade Expo  
Las Vegas, NV
- 25-26 Sports & Fitness Industry Assoc.  
Industry Leaders Summit  
Baltimore, MD
- 26-28 Imprinted Sportswear Show (ISS)  
Ft Worth, TX
- 30-2 OIA Rendezvous  
San Diego, CA

## OCTOBER

- 10-11 The Retailing Summit  
Dallas, TX
- 29-31 Sport Source Asia  
Hong Kong
- 29-1 NASGW Expo  
Grapevine, TX

## NOVEMBER

- 1-3 NBS Fall Athletic Market  
Austin, TX
- 5-7 TAG Fall/Winter Show  
St. Louis, MO
- 15-17 A.D.A. Fall Show  
San Antonio, TX
- 24-26 Sports Inc. Athletic Show  
Las Vegas, NV

## DECEMBER

- 2-4 EORA SE Winter Market  
Asheville, NC
- 3-4 WWSRA NW Early Preview  
Seattle, WA
- 3-5 MRA December Market  
Lansing, MI
- 4-6 FFANY  
New York, NY
- 10-11 EORA FLA Winter Market  
Punta Gorda, FL
- 10-11 WWSRA NorCal Early Preview  
TBA
- 11-12 Atlanta Shoe Market  
Atlanta, GA

## JANUARY

- 6-8 ATA Show  
Nashville, TN
- 7-9 MWSRA January Show  
Madison, WI
- 7-9 WWSRA Rocky Mtn Preview  
Denver, CO
- 7-9 WWSRA Northwest Preview  
Portland, OR
- 9-11 Surf Expo  
Orlando, FL
- 13-14 WWSRA Intermountain Preview  
Salt Lake City, UT
- 13-15 WWSRA NorCal Early Preview  
Reno, NV
- 14-17 SHOT Show  
Las Vegas, NV
- 15-18 NBS Winter-Specialty Market  
Fort Worth, TX
- 16-18 Sports Licensing & Tailgate Show  
Las Vegas, NV
- 17-19 Imprinted Sportswear Show (ISS)  
Long Beach, CA
- 21 ORWM Demo Day  
TBA
- 22-25 Outdoor Retailer Winter Market  
Salt Lake City, UT
- 30-2 SIA Snow Show  
Denver, CO

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**National Sporting Goods Association**  
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**Sports & Fitness Industry Association**  
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[sfia.org](http://sfia.org)

**Snow Sports Industries America**  
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A woman with blonde hair, wearing a white tank top and a climbing harness, is climbing a rock face. She is looking upwards and to the right, with her right hand gripping a rock ledge. The background is a blurred rock wall.

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