

TLL THE LICENSING LETTER

THE DEFINITIVE SOURCE FOR DATA, ANALYSIS, NEWS AND CONTACTS SINCE 1977

Non-profits Looking Up From -0.7% in 2015

In the last four years, retail sales of licensed merchandised based on non-profit properties have been steadily shrinking. This year, however, there are signs of a slow, steady recovery. Retail sales of non-profit-branded goods in the U.S. and Canada declined 0.7% in 2015 to reach \$1.25 billion in 2015. In contrast, last year the industry declined 1.7% after growing 2.3% in 2013.

Part of the reason for the sector's recent decline was increased competition on retail shelves, where non-profit brands compete for space with entertainment and other widely-known brands. But as consumers worldwide are growing more socially conscious, non-profits have grown in commercial value.

Increasing globalization has been a boon for non-profits that can now export their brand. These tend to include those that are based in the physical (The Salvation Army's retail locations, National Geographic's magazines—and now, social media) or organized activities (Girl Scouts of the USA—its worldwide scouts are organized under a different banner). Institutions, such as museums, are observing increased tourism from countries like China. In one recent deal, the British Museum is bringing its branded merchandise into China with online retail stores in partnership with Alifish, as well as to bring brick-and-mortar locations with Alifo Brands.

And the growth of licensing in non-traditional categories, such as food/beverage, has been a boon for non-profits. As one of the first property types to thrive in licensed consumables, the increased proliferation of feel-good, wellness-gear products and retailers' expansion of grocery spaces means that non-profit brands can bank on their historical cachet.

Note that the running 10-year average royalty for the non-profit sector is lower than for many other categories. One reason is that non-profits, on their own, compete with entertainment properties and widely known brands for

licensees. That competitive landscape helps bring royalties down.

Non-profit licensing can also take the form of co-branding efforts. This is typically for exposure, but it is also increasingly intended to generate revenue. The point is to raise money for the organization and to leverage the consumer's desire to "participate" in a non-profit's mission, which in turn sells more products for the brand. The last couple of years have seen some pretty diverse partnerships:

- ▶ Fashion designer **Tommy Hilfiger** worked with non-profit **Runway of Dreams** to create a capsule collection for the differently-abled community. Gary Sheinbaum, CEO of Tommy Hilfiger Americas, noted that the collection made up 20% of all kid's sales.

Continued on page 3

THE TRUMP BRANDS

Licensing Trumped?

For the first time, we will have a President who has actively embraced licensing, from menswear to hotels—and despite some bumps, he's been quite good at it. You might remember, in spare moments at Licensing Expo, that the big scandal at the time was Trump's extensive consumer products program—most of the products are manufactured overseas.

Big-picture Economics

What does a Trump presidency mean for the economy, and for licensing specifically? We won't know, for sure, for a while. And naturally, different sectors such as fashion and tech will be differently impacted. The general perception is that, with a few bumps, business will go on as usual. We're a hopeful industry, and for good reason—business always goes on. For better or worse, the National Retail Federation is standing by its November and December 2016 sales forecast to increase 3.6% year over year.

Continued on page 6

Inside This Issue

Licensing Ledger.....	2
Licensing Litigation.....	4
Licensors Poised to Lose Millions.....	4
Experiential & Retail Roundup.....	5
Trump-branded Retail Sales.....	6
Licensed Fragrance Freshens Up.....	6
In Which States is Marijuana Legal?.....	7
Licensing News.....	8
Contacts & Connections.....	12
Who's News.....	16

➔ Licensing Ledger

Hot Topic acquires certain assets of the apparel and accessories brand **Her Universe** from founder Ashley Eckstein and **The Araca Group**. The pop culture retailer will operate the brand's ecommerce and wholesale business as a division. Her Universe will continue to be a stand-alone brand that is available at multiple retailers and on HerUniverse.com

Hasbro has boosted its games portfolio with the acquisition of three new titles: **Hex Casters**, **Acquire** and **Snake Oil**.

The British Museum secures **Alifish**, Alibaba's online licensing platform, as its Chinese e-retailing and merchandise licensing partner. The branded store will be hosted on online marketplace Tmall.com. The deal includes a range of physical retail outlets to be launched by **Alfilo Brands**, a licensee of British Museum in China.

Bravo Sports Corp. acquires **Nutcase**, the Portland-based brand known for colorful eye-catching helmets designed for the urban cycling revolution.

Sony Pictures Television Networks takes a minority stake in **Hopster**, a global preschool SVOD platform, becoming a strategic equity investor and taking a seat on the company's Board. Sony's linear and AVOD services include **POP**, **Tiny Pop**, and **Kix**.

High street toy retailer **The Entertainer** will open the first of three European stores in Cyprus next month as part of a franchise partnership with **Ermes Group**.

Macy's sells five stores to **General Growth Properties**. Three of those—in North Carolina, Kentucky, and Virginia—are set to close permanently in spring 2017, with the remaining two continuing to operate.

Rainmaker Entertainment acquires New York-based

animation studio and multi-channel network **Frederator Networks** and Canadian kids production company **Ezrin Hirsh Entertainment**. The trio will combine to form **WOW! Unlimited Media**. Rainmaker and Frederator will continue to operate under their current names, taking \$12.7 and \$3.9 million in equity, respectively.

Mattel and **Otoy** join force to bring original episodic "Batman: The Animated Series" content to the View-Master VR Viewer this fall. The new content is developed in partnership with **Warner Bros. Consumer Products**, DC Entertainment and Warner Bros.' digital studio Blue Ribbon Content.

Cartoon Network will release a new Adventure Time virtual reality mobile game and a Jake the Dog-branded VR viewer in the U.K. and Nordics. The game was developed by U.K.-based **Opposable**. In Asia, the company teams up with Korean game developer **Tangent** for an Adventure Time mobile game app—to be released first in Korea, with a regional rollout across Asia in late 2016, and in selected international markets in 2017.

Nickelodeon prepares to open Nickelodeon Universe, the largest indoor theme park in North America, with **Triple Five Group**. Boasting attractions and rides inspired by **Sponge-Bob SquarePants** and **Teenage Mutant Ninja Turtles**, the park

is based at New Jersey shopping and recreation center American Dream.

Meanwhile, Nickelodeon and the **Bishop Museum in Honolulu**, Hawaii team up for a new exhibit featuring Dora and Diego from the preschool series "Dora the Explorer" and "Go, Diego, Go!" Running from Oct. 8-Jan. 8, the exhibit will feature activities and scenes from the series.

Cruiseline **Holland America Line** brings public television show **America's Test Kitchen** onboard with cooking demonstrations and hands-on workshops in addition to 24-hour access to episodes of America's Test Kitchen and Cook's Country television programs in passenger's staterooms.

20th Century Fox Consumer Products partners with **Lightstorm Entertainment** and **GES** for touring attraction "Avatar: Discover Pandora." The three-month tour launches in Taipei, Taiwan on Dec. 7 before visiting other locations worldwide. The 12,000-square-foot exhibition will feature the creatures, environments, and culture and mythology of the Na'vi people from James Cameron's *Avatar*.

LEGO opens its 131st store with a new U.K. flagship location. Exclusives include LEGO Architecture landscape building set, a photo booth, interactive master builder tables, and a Leicester Square-themed LEGO mascot named Lester.

Adidas files a trademark infringement claim against **FC Barcelona**, which recently inked a 10-year extension come 2018 with kit sponsor **Nike**. Adidas claims that FC Barcelona's new seven-stripe trademark is confusingly similar to its own three-stripe mark.



Executive Editor
Karina Masolova
karina@plainlanguagemedia.com

Contributing Editor
Glenn Demby
glenn@plainlanguagemedia.com

Managing Editor
Barbara Manning Grimm
barb@plainlanguagemedia.com

Data & Digital Coordinator
Susan Adams
susan@plainlanguagemedia.com

Business Development
Randy Cochran
randy@plainlanguagemedia.com

Marketing Director
Michael Sherman
michaels@plainlanguagemedia.com

Customer Service
customerservice@
plainlanguagemedia.com

General Manager
Jim Pearmain

CEO
Mark Ziebarth

THE LICENSING LETTER (ISSN: 8755-6235) is published 12 times a year by Plain Language Media, LLC. The annual subscription price for THE LICENSING LETTER is \$508.95 per year/\$568.95 outside North America. Low-cost site licenses are available for those who wish to distribute this newsletter to their colleagues at the same firm. Please contact our business development department at randy@plainlanguagemedia.com or 201-747-3737 for details.

Plain Language Media, LLC, 15 Shaw Street, New London, CT, 06320; Phone: 888-729-2315; Fax: 855-649-1623

Non-profits Looking Up

Continued from page 1

- ▶ Forget sticking to just one brand—**Williams Sonoma** included its **American Girl**-licensed products in a partnership with **No Kid Hungry**.
- ▶ New brands can also get a leg up on shelves, as seen with socially-minded children's school and office supply manufacturer **Yoobi** and its 2014 collaboration with the **Kids in Need Foundation** line and **Target**.
- ▶ Yoobi follows the one-for-one model, popularized by **TOMS** and **Warby Parker**. The companies donate a pair of shoes or eyeglasses, respectively, for each sale.

Frequently, co-branding agreements aren't traditional licensing arrangements and may not involve royalties; for example, they may reflect payment of a flat fee, or the organization may receive prominence in advertising and marketing campaigns. They may also take the form of "endorsement" deals, where the non-profit logo appears in small size on the licensee's otherwise-normal packaging.

See the complete breakdown of [retail sales](#) (2009–2015) and [royalty rates](#) (2005–2015) in the [Licensing Data Bank](#).

What's the intention?

Partnering with a non-profit can be a great way to differentiate a brand and improve a company's perception amongst consumers. But for every marketing partnership between non-profits and for-profits, each of the following factors must be considered:

1. **Brand-cause fit.** A for-profit brand's image plays a large role in determining its fit with a social cause. Consumer perception of a company and retail sales for branded products tend to be better when the partnership makes sense.
2. **Partnership dynamics.** Everyone involved should work closely to ensure that the deal is a win-win—beyond the funding aspect. A non-profit partner should be commercially viable, and the for-profit partner should be dedicated to investing time and money in furthering the social cause.
3. **Brand equity.** In years prior, cause-related marketing was a great way for for-profit companies to increase their brand equity. Today, it is essential that the company start off with a positive perception. Consumers tend to evaluate both partners in making purchasing decisions.
4. **Consumer attitude and behavior.** Worldwide, 60% of global consumers believe doing good should be part of a brand's DNA—and they are more loyal to those that are, according to Edelman's 2016 Earned Brand study. For-profit partners have to be clear in stressing the altruistic nature of the deal.

RETAIL SALES OF LICENSED MERCHANDISE, BASED ON NON-PROFIT PROPERTIES, U.S. & CANADA, 2013–2015

YEAR	2013	2014	2015
Retail Sales (in Billions)	\$1.28	\$1.26	\$1.25
Rate of Growth	1.3%	-1.6%	-0.7%
Share of Total	1.3%	1.3%	1.2%

NOTE: Numbers may not add up due to rounding.

SOURCE: THE LICENSING LETTER

5. **Campaign characteristics.** Following off the last point, advertising should work to increase consumer's goodwill towards the cause. Any skepticism consumers may have in relation to cause-related marketing is moot when they feel strongly about an issue.
6. **Distinctive geographics and cultural norms.** Most of the research in this area has been done in the U.S. and the U.K., but every region differs in how socially-minded consumers and companies tend to be.

Satisfying all of the above doesn't guarantee that a deal will do well. Here's one example of a typical deal that went under fire. The NFL's long-running Breast Cancer Awareness Month campaign was scrutinized last year when data obtained by an ESPN reporter revealed that the NFL "takes a 25% royalty from the wholesale price (1/2)" on pink goods sales, and limits its donations to 90% of those royalties. In other words, for every \$100 in pink merchandise sold, \$12.50 goes to the NFL. Of that, \$11.25 goes to the American Cancer Society. Of the remaining 87.5%, 37.5% goes to the manufacturer and the rest to the retailer. Although this structure represents a typical co-branding deal, disclosure of these details during the domestic violence scandal heightened the impression that the Breast Cancer campaign was all for show.

Read more about how the NFL and other sports properties are using social causes to enhance their marketing programs in the [Sports Licensing Report](#).

TLL'S GUIDE TO NON-PROFIT PROPERTIES

Technically, a non-profit is defined by its status as a charitable institution. However, within that broad categorization, non-profit licensing programs tend to focus on healthcare, environmental/nature, animal rescue, and relief/social service organizations. Some non-profit organizations fall into other licensing sectors; non-profit museums are categorized under art and non-profit educational institutions under collegiate, for example.

Representative properties: AARP, American Heart Association, American Red Cross, ASPCA, Ducks Unlimited, Federal Duck Stamp Program, 4-H, Girl Scouts of America, Greenpeace, Global Fund/Product Red, National Audubon Society, National Parks & Conservation Association, Nature Conservancy, National Trust for Historic Preservation, National Wildlife Federation, Save the Children, Sierra Club, UNICEF, Wilderness Society, World Wildlife Fund.

LEGAL

Licensing Litigation

Playboy is enjoying a \$7 million unanimous verdict in a breach-of-contract lawsuit against **Play Beverages** and **CirTran Beverage**. The jury found that the two companies (they have the same principal, Iehab Hawatmeh) committed counterfeiting and willful trademark infringement by selling and marketing energy drinks using Playboy's marks after their license had ended. The deal was first signed in November 2006 with Play Beverages. It expired in 2012 after the manufacturer failed to meet the deal's minimum sales target with consistent under-performance of sales and failure to pay royalties. Breakdown of the damages: \$1.6 million for breach of contract against Play Beverages, \$5 million for trademark infringement against both, and \$400,000 for trademark counterfeiting against both. (This case was brought in the Circuit Court of Cook County, Illinois.)

Fashion designer **Nanette Lepore** is suing **Bluestar Alliance** for breach of contract, alleging that the management company used her brand to produce a number of "shoddy, defective, and inferior products" without her approval. Two years ago, the New York-based company signed a deal with Lepore to license her brand. Together, they formed the holding company **NL Brand Holdings** with Lepore as Creative Director—another point of contention, as Bluestar soon fired her from the role. While Lepore retained control over her brand for the high-end fashion line, Bluestar handled her diffusion lines. The company allegedly attempted to terminate their license agreement, which would allow it to use Lepore's name without restriction. Lepore is seeking \$735,000 in damages, plus punitives.

A LICENSOR WHO DIDN'T MAKE OR SELL THE PRODUCT CAN STILL BE HELD LIABLE FOR DAMAGES AS AN "APPARENT MANUFACTURER."

In a tragic case involving the asphyxiation death of a child by a crib bumper pad, a federal district magistrate judge has ruled that a licensor who didn't make or sell the product can still be held liable for damages as an "apparent manufacturer." The Garanimals-branded bumper pad was licensed by **Garan**; sold by **WalMart**; and licensed to **Triboro Quilt Manufacturing**—all are defendants in this suit. While the court said Garan can't be liable for some charges—breach of express warranty, fraud by concealment, and violation of the Virginia Consumer Protection Act—it allowed for claims of negligence, breach of implied warranties, negligent misrepresentation, wrongful death, and punitive damages to go forward. (Virginia law governs here; see *Micjan v. Wal-Mart Stores, Inc.*, W.D. Pa., No. 14-855, 8/4/16.)

The Canadians don't take quite the same view. The Ontario Superior Court of Justice in *Singh v. Trump* held

that the negligence of a licensee does not necessarily provide a basis for imposing liability on a licensor. The Court rejected arguments that, by licensing the **Trump** brand to **Talon International Inc.** for a luxury hotel and condominium, Trump misrepresented that Talon had the experience to properly build the hotel in a competent, professional manner. It also held that Trump did not have the obligation to properly vet and supervise his Canadian licensees.

Licensors Poised to Lose Millions in Royalties

The Hollywood Reporter reports that top entertainment and music companies like Discovery, CBS, Fox, and NBCUniversal are facing millions in lost royalties if a planned bankruptcy auction of **Delivery Agent** goes through.

Delivery Agent was founded in 2005; the company runs digital platforms that sell licensed merchandise and has generated more than \$800 million in revenue. After an unsuccessful IPO stint, the company filed for Chapter 11 bankruptcy in September.

Now, in Delaware Bankruptcy Court, Hillair Capital Investments is proposing to lead a sale of the company through a bankruptcy auction—and licensors are claiming that they are owed far more than the debtor is alleging.

We've crunched the numbers where available:

- ▶ **Discovery** says it is owed 14% royalties and an annual minimum guaranteed royalty payment of \$1 million, but that it hasn't received any payments since Q2 2015. Based on its claims for amount owed, Discovery cleared over \$11 million in retail sales during the intervening time.
- ▶ **HBO** claims it is owed \$1.2 million in royalties—the licensor might have counted anywhere from \$8-11 million in retail sales for the same time period.
- ▶ **20th Century Fox** seeks over \$157,000 in unpaid royalties for merchandise sold through the CBS and Star Trek stores.
- ▶ **Bravado Intl. Group** claims it is owed \$3 million.
- ▶ Warner Music Group subsidiary **Rhino Entertainment** doesn't know how much it is owed, tragically enough.
- ▶ Other companies like **CBS** and **Showtime** are balking at a provision that would allow Delivery Agent's buyer to assume their licensing agreements.
- ▶ Interestingly, **NBCUniversal** claims that even if Delivery Agent is sold, the things that make up its ecommerce sites—such as their design, URLs, and customer data—cannot be transferred to a new buyer.

RETAIL

Experiential & Retail Roundup

Sanrio launches its new **hello sanrio** brand; as part of the celebration the company is partnering with **BoxLunch Events** to debut a curated collection of pop culture-themed apparel, accessories, home, and gift items. Sanrio and BoxLunch will host in-store events in San Francisco and Irvine, California, on Dec. 9-10 and Dec. 17, respectively. The events include photo ops with a Sanrio character as well as distribution of hand-drawn personalized character artwork for customers with purchases over \$150.

Cartoon Network launches its **Powerpuff Yourself** campaign, launching a global avatar maker as well as a pop-up shop in New York City, open Nov. 18-20. Fans visiting the Powfactor Shop will be able to exclusively print their personally created avatar on merchandise including t-shirts, coffee mugs, and bags; and purchase badges symbolizing their special ingredient.

Walt Disney and the **Hong Kong** government plan a \$1.4 billion multi-year expansion of Hong Kong Disneyland. The expansion includes new Frozen-themed land, dedicated Marvel-themed area, Iron Man Experience, and an entertainment venue called Moana's Village Festival in Adventureland. The expansion will be funded through cash equity injections from park shareholders, subsidiaries of Walt Disney, and the Hong Kong government.

Walt Disney and **Shanghai Shendi Group** will expand Shanghai Disneyland with its seventh themed area. **Toy Story Land**, which recently broke ground, will allow guests to enter the backyard of film character Andy and feel as if they've been shrunk down to the size of toys. The new land will also include three new attractions as well as a themed character greeting area.

Liverpool FC opens a new flagship Anfield Stadium store. The 19,500 square foot location will host exclusive product ranges, a specially designed first floor café, and an increased number of payment stations to ease congestion on match days.

Nike opens a digitally connected retail experience in New York City's SoHo. The five-story, multi-sport, 55,000-square-foot locations will feature a series of interactive spaces including: interactive running, basketball, and soccer Trial Zones; the Nike+ Service Station, a dedicated space for consumers to consult with store experts; Nike by NYC, a personalization studio; The Lounge, a women's boutique; and The Strands, an in-store space where consumers can connect.

Taco Bell launched its first-ever retail experience within its new restaurant on the Las Vegas Strip. Products include limited edition Las Vegas-branded and newly designed hats, shirts, bags, bikinis, rings, and sweatshirts.

Toys 'R' Us launches **Moose Toys' Shopkins** feature shops across the U.S. The boutiques will a broad variety of merchandise, from toys to bedding to confectionery, as well as the DVD movie.

Hasbro will launch its first-ever fan and family convention, HASCON, next year on Sept. 8-10, in Rhode Island. The event brings together Hasbro's brands for a three-day celebration which will include interactive previews of its TV and movie series, celebrity meet-and-greets, gaming competitions and limited edition products for purchase.

Warner Bros. Consumer Products partners with **Exquisite** to develop the first retail loyalty programs featuring **DC Super Heroes** across EMEA. The supers will be featured in promotional campaigns including instant rewards programs, redemptions and sponsor rewards systems as well as games and "spend-and-get" offers at hypermarkets, supermarkets, petrol stations, convenience stores, and DIY and home improvement outlets.

In the U.K., **Warner Bros.** debuts a new permanent **Harry Potter** shop in London's Heathrow Airport. The 600-sq. foot store has been produced by Jonathan Sands, CEO of the Harry Potter Shop at Platform 9¾ King's Cross Station, and features collectibles, apparel, accessories, gifts, novelties, and souvenirs from the Platform 9¾ store, as well as merchandise from the Cursed Child stage play and upcoming **Fantastic Beasts** film.

Planeta Junior, retailer **El Corte Inglés**, and **DreamWorks** join forces to feature **Trolls** in the Spanish retailer's 8 Golden Days campaign from Oct. 21-Nov. 13, 2016. The promotion includes dedicated spaces and limited edition toys for sale within store locations as well as photo activations.

Snoopy and **MetLife** are parting ways, as the life insurance company stops using the **Peanuts** cartoon character in its marketing and sales materials.

Nordstrom launches up a pop-up shop devoted to **Hermès** silks and jewelry in its downtown Seattle flagship through the end of 2017. An accessory-only destination, the shop-in-shop will focus on men's silk, women's silk, and fashion jewelry.

Pepsi partners with New York City restaurateurs Lisle Richards and Eric Marx of The Metric to introduce a new restaurant and bar, Kola House, in a deal brokered by the **Joester Loria Group**. Although Kola House won't feature any overt branding, Pepsi's presence will be embedded in a host of dishes and drinks that are infused with kola nut extract.

Shopkins is coming to **McDonald's** restaurants in France and Monaco with Happy Meals featuring exclusive editions of the toys. Elsewhere, **Nelvana** is revitalizing its branding efforts with a new logo and a slate of series in development including *Hotel Transylvania: The Series* (premiers worldwide 2017), *Bravest Warriors*, *Mysticons* (global debut 2017), and *Esme and Roy* (with **Sesame Workshop** in the U.S.).

The Barbie You Can Be Anything experience comes to U.K. malls. Props and dress-up costumes invite kids to discover their potential through imagination with various activities, while a special photograph in the **Barbie** photo booth is available to take home.

Licensing Trumped?

Continued from page 1

But *TLL* is observing distance from some who have taken on a wait-and-see approach towards increased expansion into international markets, especially Latin America and the Middle East. On the flip side, international companies are hesitant about making new deals in the U.S. until their trade concerns are addressed.

Retail Sales of Trump-branded Goods

TLL estimates that the three Trump brands—the Donald J. Trump Signature Collection, Trump Home, and Trump Select—cleared around \$5-10 million in licensed (consumer product) retail sales in the U.S. and Canada in 2016. In its heyday (that is, before Trump-branded goods were pulled from the shelves of biggies like Macy's), the brand made a bit more—anywhere from \$10-20 million in retail sales. For a bigger picture of Trump's branding efforts, *The Real Deal* reports that, during the 18 month period between January 2014 and June 2015, Trump earned somewhere between \$9 million and \$36 million in income from royalties. That figure includes his branded real estate—hotels and skyscrapers—as well as his fashion and home collections.

THE IVANKA TRUMP COLLECTION'S LICENSED RETAIL SALES REACHED AROUND \$150-175 MILLION IN 2016.

But the real money-maker this year was daughter Ivanka Trump, who saw interest in her own brand soar as the campaign heated up. *TLL* estimates that the Ivanka Trump Collection's licensed retail sales reached around \$150-175 million in 2016. Her apparel, footwear, jewelry, and hand-bag lines are stocked in Macy's (sorry, Dad) along with other major online and department outlets. The apparel line is the biggest chunk of the pie at an estimated \$100 million in retail sales (according to *Forbes*); licensee G-III reported an \$11.8 million growth in net sales of Ivanka-branded products for the first 6 months of 2016, compared to the same time period in 2016.

For the Trumps, sales are going to be dinged by the #GrabYourWallet campaign and other general boycotts. But retailers aren't dropping Ivanka from shelves as they did Donald. And her company reports that site traffic figures are recovering. Although they won't return to peak campaign levels anytime soon, the Ivanka lines are here to stay. What will truly be interesting to see is if retailers decide to embrace the Trump brand once more.

FRAGRANCE

Licensed Fragrance Freshens Up

Since we [last looked](#) at licensed fragrances, the business has certainly changed—and it seems that it might be looking up, at least for established celebrities and fashion brands.

Revlon finalized its purchase of **Elizabeth Arden** on Sept. 7, forming a beauty enterprise with net sales of approximately \$3 billion worldwide. In the latest financial reports—Q3 ending Sept. 30, 2016—Elizabeth Arden's pro forma net sales were up 4.5% thanks to performance by its designer (Juicy Couture and John Varvatos) and heritage fragrances (3 Curve, Elizabeth Taylor, Britney Spears, and Christina Aguilera). Performance was strong for both licensed and owned brands internationally, in markets such as South Africa and the U.K.

After completing its merger of **Procter & Gamble's** fine fragrance (amongst other) brands, **Coty's** stable of licensed brands has grown (see the list [here](#)). But note that the world's third-largest beauty company is planning to divest or discontinue licensed lines representing 6-8% of its net revenue, with a significant portion of these in the fragrance area. Its Q3 results (ending Mar. 31, 2016) improved from last year, especially in the celebrity and mass-market channels, but still modestly declined 1% like-for-like.

Perfumania Holdings reported 18% growth in its Q2 fiscal results (ended Jul. 30, 2016). Michael Katz, President & CEO of Perfumania, cited Vince Camuto, Rihanna, and Tommy Bahama as strong performers—new fragrances

launched in 2016 included branded offerings from Vince Camuto, Rihanna, and Paris Hilton. Katz noted that “we are targeting additional fashion-house license partners to expand our growing designer brand portfolio as this fragrance category has grown increasingly attractive to our consumer base.”

New Kid on the Block

One celebrity undaunted by the celebrity fragrance downtrend is Melanie Martinez, who is releasing her official fragrance “Cry Baby Perfume Milk” on Dec. 12, 2016 through her own direct-to-consumer site. In a first for Atlantic Records, which holds the license for Melanie Martinez, the fragrance is being distributed by Atlantic via Warner Music Artist Services div. Warner Music Group.

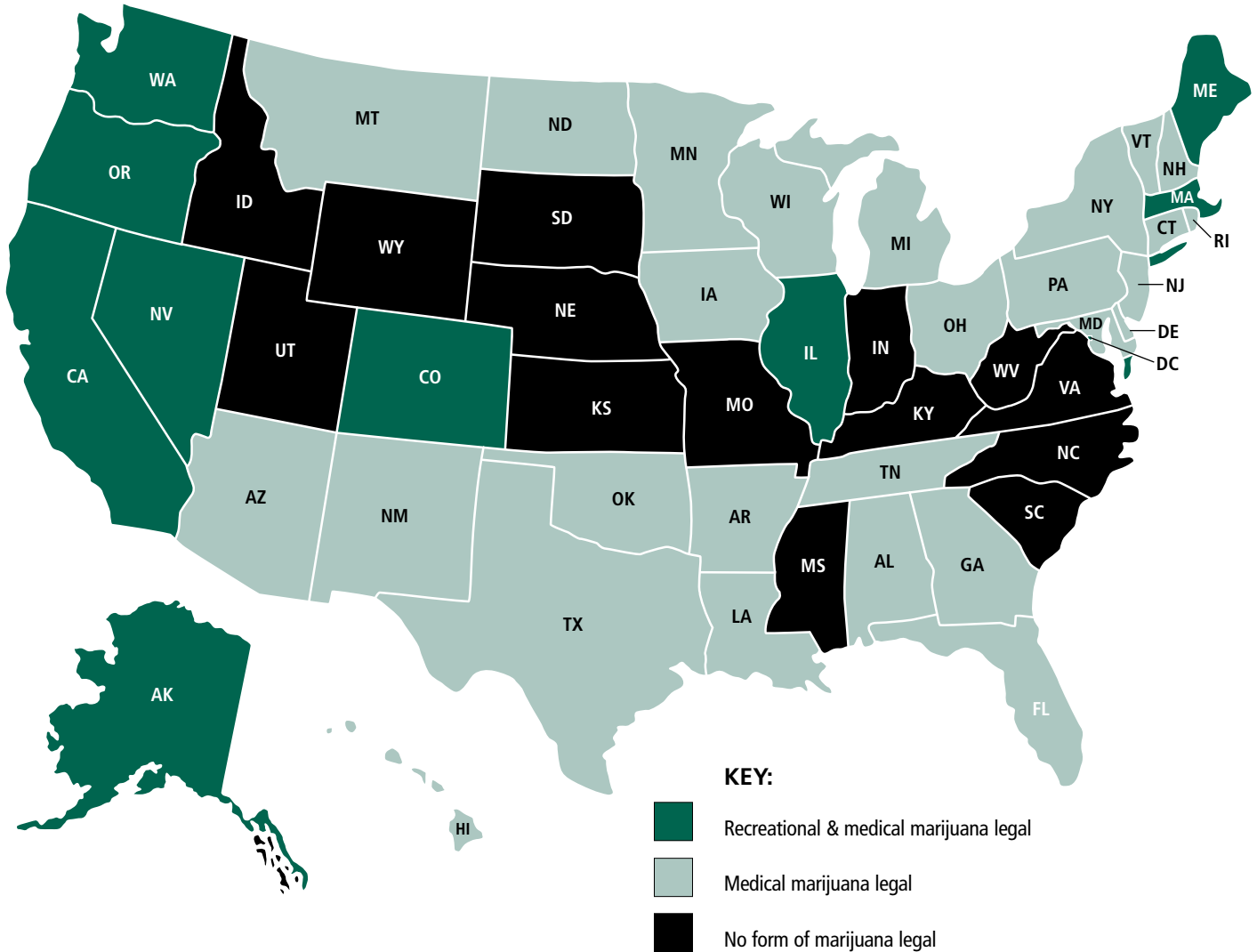
Alix Kram, VP Global Consumer Products for Warner Music Artist Services, explains that “it was clear that nothing about this project would be traditional given Melanie's creative goal, her direct relationship with her fan base, and the strength of her own webstore.” Targeting females aged 13-24 years, the scent will most likely be the first introduction to fine fragrance for Melanie's audience.

The fragrance was developed with Catherine Selig of fragrance house Takasago. Brands with Purpose orchestrated the fragrance development, including the creative development partner, manufacturing partner, and fragrance house (Takasago).

CANNABIS

In Which States Is Marijuana Legal? (A Bunch More)

Recreational, medical or no marijuana? Here's a geographic rundown of the state of legalized marijuana across the U.S. after the Nov. 8 elections. A total of eight states (Nevada, Maine, Colorado, Washington, California, Massachusetts, Alaska, and Oregon) have legalized the sale and possession of marijuana for both medical and recreational use.





NEWLY RELEASED EXCLUSIVE Sports Licensing Report!
 Join the winner's circle in the \$19.9 billion worldwide sports and collegiate licensing business.

At your fingertips you'll have:

- Key U.S. and International growth opportunities
- Team breakdowns in each league; licensees lists; media profiles, marketing strategy and sales data
- Contacts you need whether you're a seasoned sports licensing player or a rookie
- Best-selling merchandise categories separated by league
- Key manufacturers
- Exclusivity insight for the best return on your investment

Capitalize on this explosive market with a comprehensive analysis of this **\$19.9 billion** business.

ORDER YOURS TODAY & JOIN THE WINNER'S CIRCLE!

\$449-\$544 Call: **888-729-2315**

Licensing News

Properties Available Or Recently Assigned, U.S.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
American Diabetes Association	A U.S.-based non-profit association working to fight the consequences of diabetes and to help those affected by diabetes.	All	Hal Worsham, Leveraged Marketing Corp. of America (LMCA)
Farah Merhi	Owner of Inspire Me! Home Décor is a leader in the North American home decor space, having the largest (3.5 million) Instagram following in the category.	Home decor	Ted Larkins, CPLG (Copyright Promotions Licensing Group)
Jingle Bell Rock	Gold Disk-status single from Bobby Helms known as one of the most iconic and played holiday tunes.	Accessories, beer, gifts, greeting cards, party accessories, social expressions, spirits, toys, wine	Alita Friedman, Alita's Brand Bar
Musical.ly	Music-based social media network is a platform for creating, sharing and discovering short videos with more than 140 million users.	Accessories, apparel, back-to-school, consumer electronics, health & beauty aids, home decor, toys	Ross Misher, Brand Central
My Special Angel	Bobby Helms' top hit song, introduced to millions of television viewers in 1957 and now played in TV series and movies.	Accessories, beer, gifts, greeting cards, party accessories, social expressions, spirits, toys, wine	Alita Friedman, Alita's Brand Bar
Peanuts	Classic American comic strip written and illustrated by Charles M. Schulz.	Beverages, food, health & beauty aids	Stu Seltzer, Seltzer Licensing Group

Licenses Recently Granted, U.S.

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
ASPCA	Williams-Sonoma	Kitchen textiles, ornaments	ASPCA
Atari	Super7	Art books	Atari
Blaze & the Monster Machines	Sunstaches/H2W	Novelty sunglasses	Nickelodeon & Viacom Consumer Products (NVCP)
BSA	Desperate Enterprises	Magnets, thermometers, tin signs	Licensing Management Intl.
	Vision/Eleven Apparel Mgmt.	Accessories, fleece, headwear, knitwear	
Call of Cthulhu	Golden Goblin Press*	Books	Chaosium
Chuck E. Cheese's	Signorelli	T-shirts (women's)	Firefly Brand Management
Curious George	Put Me In The Story div. Sourcebooks	Personalized books (children's)	Houghton Mifflin Harcourt
DC Comics	Fun.com (form. Costumes Galore)	Formal wear, winterwear	DC Entertainment
Dexter	Gazillion Entertainment	Mobile games	CBS Consumer Products
Fantastic Beasts & Where to Find Them	Hot Topic	Apparel, coats, dresses, plus size apparel, tops	Warner Bros. Consumer Products
Forza Motorsport	GMDS USA	Apparel	Microsoft, Beanstalk
Georgetown University	Johnnie-O	Co-branded apparel	Georgetown University
Girl Scouts of the U.S.A.	Riley Blake Designs	Fabric	Girl Scouts of the U.S.A.
Gruffalo (The)	PMS Intl.	Creative play products, outdoor toys	Magic Light Pictures
Grumpy Cat	Random House/Golden Books Young Readers Group*	Books	A Weird Movie
Harry Potter	Cufflinks	Cufflinks, neckwear, tie bars	Warner Bros. Consumer Products
	Moleskine SpA	Notebooks	
Heineken	Tumi	Luggage	Heineken USA
Kathy Fielder Design	Atlantic Inc.	Home furnishings	Kathy Fielder Design Life Style
Keep Calm and Chive On	Victory Tailgate	Cornhole games, tailgating games, tumble tower, washer games	Chive (The) div. Resignation Media
Kidz Bop	Gymboree	Apparel (children's)	Kidz Bop
Martha Stewart	Macy's	Home fragrance	Sequential Brands Group
Marvel	Fun.com (form. Costumes Galore)	Formal wear, winterwear	Disney Consumer Products
Melanie Martinez	Takasago Gallery	Fragrance	Warner Music Group
My Little Pony	Fanjoy	Subscription service	Hasbro
PBS KIDS	Whole Foods Market*	Plush toys, wooden toys	PBS
Perry Ellis	Gina Group	Fashion accessories, hosiery, socks	Perry Ellis Intl./PEI Licensing
Pets Rock	Wish Factory (The)	Apparel, pet products, plush	Sharpe Company (The)
PEZ Candy	Brush Buddies div. Ashtel Studios	Toothbrushes	Lisa Marks Associates (LMA)
	Watchitude	Watch bands	
Rogue One: A Star Wars Story	Procter & Gamble	Gift sets, shaving supplies	Disney Consumer Products
Six	Skyhorse	Books	A&E Brand Licensing
Star Trek	Her Universe/The Araca Group*, Think Geek	Fashion apparel	CBS Consumer Products

*Extension or renewal.

Continued on page 9

Licensing News *Continued from page 8*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Star Wars	Aquabeads/EPOCH making toys Ltd.	Craft kits	Disney Consumer Products
	Po-Zu	Footwear	
	Washington Shoe	Rain boots (children's), rain gear (children's), umbrellas	
Stranger Things	Funko	Vinyl figures	Netflix
Terminator	Space Goat Productions	Board games	Creative Licensing Corp. (CLC)
WorldStar Hip Hop	Roaming Minds	Digital stickers	WorldStar Hip Hop
Zoltar	Pollard Banknote	Instant lottery tickets	Firefly Brand Management
	Rock Rebel	T-shirts	
	Surreal Entertainment	Coin banks, drinkware, fleece throws, key chains, patches, playing cards	

International Properties Available or Recently Assigned

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Bear Grylls	Leading global adventure specialist around the world building a lifestyle program including apparel, accessories, and outdoor products.	All (North America, Europe)	Hope Angowitz, Beanstalk
Bush Baby World	New series of collectable toys, play-sets and accessories based on the nocturnal African animal by designer Andrew Coates.	All (Worldwide)	Martin Lowde, Brands With Influence
David Hasselhoff	Star known for Knight Rider and Baywatch spreads his appeal to younger viewers with projects like The SpongeBob SquarePants Movie.	All (Worldwide)	Daniel Levin, Prominent Brand + Talent
Discovery	Portfolio includes Discovery Channel, Animal Planet, TLC, Eurosport 1, Eurosport 2, Discovery Science, ID Xtra, and DTX.	All (Russia, CIS)	Denis Kulakov, brand4rent
Foreigner	Rock band celebrates its 40th anniversary next year with a self-titled debut album. Has sold more than 75 million records worldwide.	All (Worldwide)	Ashley Austin, Artist Legacy Group (ALG)
I Like Birds	Design brand with presence in the greeting cards and paperware market.	All (Worldwide)	Jane Evans, JELC Ltd.
JoJo Siwa	Thirteen-year-old singer, dancer, actress and social media influencer defined by her fresh, signature style which reflects her fun and vibrant personality.	Apparel, home furnishings, publishing, toys (Worldwide)	Pam Kaufman, Nickelodeon & Viacom Consumer Products (NVCP)
Michael Miller Fabrics	A New York City based creative, unique and motivated fabric company since 1999, founded by Michael Steiner and Kathey Miller.	All (Worldwide)	Rob Mejia, RJM Licensing
Prince	American global racquet sport brand founded in 1970, known as an innovator in new racquet technologies.	All (Europe)	David Ruthven, Sports Brands Europe Ltd.
Rongrong DeVoe	Fashion illustrator and social media influencer, originally from Qingdao, China, now residing in New York.	All (Worldwide)	Ilana Wilensky, Jewel Branding & Licensing
Sandra Magsamen	Lifestyle brand from Magsamen, who has created a number of product lines focused on women.	Apparel, home goods, toys (Worldwide)	Joshua Kislewitz, JLK Brand Licensing
Sesame Street	Long-running American children's TV series known for educational content conveyed through beloved characters.	All (China)	Spring Chen, WME/IMG (China)
		All (Mexico)	Mariana Orvananos Marquez, Televisa Consumer Products
		All (Brazil)	Ana Kasmanas, Kasmanas Licensing
Skintimate	Shave gel brand helps women feel radiant, empowered, and feminine.	Bath accessories, health & beauty aids (North America)	Jay Asher, Brandgenuity
slither.io	Blockbuster family friendly game with over 100 million downloads and 80 million daily plays.	All (Worldwide)	Lisa Berlin Wright, Tie-In Pro
World Wildlife Fund	Conservation charity; program to represent aspirational themes of species, forest, freshwater, marine and climate.	All (Spain)	Pau Pascual, CPLG MENA (Copyright Promotions Licensing Group)

International Licenses Recently Granted

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Aerosmith	Ecell Global Ltd.	Mobile phone accessories, mobile phone cases, tablet accessories, tablet cases (North America, U.K., Europe, Australia, Japan)	Epic Rights
Agricola	WizKids div. National Entertainment Collectibles Association (NECA)	Board games, figures (Worldwide)	Lookout Games/Lookout Spiele
ALVINNN!!! and the Chipmunks	Mattel	Master toy (U.S, Canada, LATAM, Europe)	PGS Entertainment
AND1	Guirenniao Co. Ltd.	Basketball apparel, footwear, sports accessories (China)	Sequential Brands Group
Audrey Jeanne Roberts	Dreamworks Design/Wally Packaging	Gift bags (U.S., Canada)	MHS Licensing + Consulting
	Elizabeth's Studio	Fabrics (Worldwide)	
	Great Finds	Absorbent stone coasters (U.S., Canada)	

*Extension or renewal.

Continued on page 10

Licensing News *Continued from page 9*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Baby Annabell	HTI Group*	Doll accessories, dolls prams and pushchairs (Worldwide excl. U.S., Germany, Austria; 3 yrs.)	Zapf Creation AG
Baby Born			
BattleClaw	Mattel	Master toy (Worldwide)	UYoung Culture & Media Co.
Big Bang Theory (The)	Access All Areas Distribution*	Plectrum sets (U.K.)	Warner Bros. Consumer Products
Bricklive	Multiplay (U.K.) Ltd.	Live events (U.K.)	LEGO Group
British Museum (The)	Alifish div. AliBABA Group	All (China)	British Museum Co. (The)
BSA	7 Vision	Apparel, leather goods (U.K.)	Licensing Management Intl.
	WSI Models BV	Scale models (Netherlands)	
Buck Wear	Fabrique Innovations	Throws (U.S., Canada)	MHS Licensing + Consulting
Bush Baby World	Golden Bear Toys	Accessories, play sets, toys (Worldwide)	Brands With Influence
Carolyn Blaylock	Great Finds	Absorbent stone coasters (U.S., Canada)	MHS Licensing + Consulting
Chef Jason Santos	Rocket Fizz	Soft drinks (U.S., Canada)	C3 Entertainment
Collin Bogle	Great Finds	Absorbent stone coasters (U.S., Canada)	MHS Licensing + Consulting
Crayola	Spirit Halloween	Accessories, costumes, t-shirts (Worldwide)	Crayola
Darren Gygi	Design House Greetings	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
Def Leppard	Ecell Global Ltd.	Mobile phone accessories, mobile phone cases, tablet accessories, tablet cases (North America, U.K., Europe, Australia, Japan)	Epic Rights
Doctor Strange	Bioworld Merchandising	Accessories (U.S., Canada, Europe)	Disney Consumer Products
	Funko	Collectible figures (U.S., Canada)	
	Hasbro	Figures (U.S., Canada)	
	LEGO Systems	Construction block sets (U.S., Canada)	
	Mad Engine	Apparel (U.S., Canada)	
	Rubie's Costume	Costumes (U.S., Canada, Europe)	
	Sprayground	Accessories (U.S., Canada, Europe)	
Elton John	Burberry	Vinyl box collection (Worldwide)	Global Merchandising Services
Escape From New York	Ridgewood Watch Co. (RWC)	24hr countdown watch (Worldwide)	Creative Licensing Corp. (CLC)
Flash Gordon	Iron Gut Publishing	Artwork (Worldwide)	King Features Syndicate
Game of Thrones	Abyse*	Apparel (Europe) Giftware (Europe)	Bradford License Europe div. Licensing Management Intl.
	Comic Studio S.L.	Apparel (Spain, Portugal)	
	Elmo & Montegrappa SpA	Writing instruments (Worldwide)	
	Koton Ma azacilik	Apparel (Turkey)	
	Sun City*	Apparel (France)	
Garfield	Freeze Tag Inc.	Mobile games (Worldwide)	Paws, Inc.
Grinch (The)	Brand International Group	Footwear (adult), footwear (children), slippers (U.K.)	Rocket Licensing
	Branded Clothing Intl.	Nightwear (children; U.K.)	
	Dreamtex Ltd.	Bedding (U.K.)	
	IG Design Group Plc	Gift wrap (U.K.)	
	Misirli U.K. Ltd.	Socks (U.K.)	
Grizzly Adams	Cinedigm Entertainment Group*	Digital content (U.S., Canada)	C3 Entertainment
	Digital Media Rights		
Grumpy Cat	Penguin Random House (U.K.)	Books (U.K.)	Bravado Intl. Group Merchandising Services
Halloween	American Classics	Apparel (Worldwide)	Creative Licensing Corp. (CLC)
	Creepy Co.	Apparel, art prints, enamel pins, key chains, pendants (Worldwide)	
	Moebius Models	Collectible model kit (Worldwide)	
	Park Agencies*	Apparel (Worldwide)	
	Starbreeze AB	Character add-on, in-game content (Worldwide)	
	Surreal Entertainment	Desk accessories, drinkware, fleece blankets, glassware (Worldwide)	
Harry Potter	Primark Ltd.*	Apparel, home accessories, home textiles, housewares (U.K.)	Warner Bros. Consumer Products (U.K. & Ireland)
Hautman Brothers	Great Finds	Absorbent stone coasters (U.S., Canada)	MHS Licensing + Consulting
Hello Kitty	ColourPop Cosmetics	Cosmetics (Worldwide)	Sanrio
Help for Heroes	Hildon	Bottled water, sparkling water (U.K.)	Help for Heroes (H4H)
Hobgoblin	Poeticgem/Poetic Brands Ltd.	Apparel (adults'; U.K.)	Licensing Management Intl.
International Space Archives	New Era Caps Korea	Caps, parkas, sweats, t-shirts (South Korea)	Licensing Management Intl.

*Extension or renewal.

Continued on page 11

Licensing News *Continued from page 10*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
J.K. Rowling's Wizarding World	Panini Group U.K.	Stickers, trading cards (U.K.)	Warner Bros. Consumer Products (EMEA)
Journey	Ecell Global Ltd.	Mobile phone accessories, mobile phone cases, tablet accessories, tablet cases (North America, U.K., Europe, Australia, Japan)	Epic Rights
Kim Norlien	Great Finds	Absorbent stone coasters (U.S., Canada)	MHS Licensing + Consulting
KISS	S&B Entertainment dba S&B Candy and Toy	Vending/crane machines (U.S., Canada)	Epic Rights
LEGO Batman (film)	Sambro Intl.	Bags, lunch bags (U.K.)	Warner Bros. Consumer Products, LEGO Systems
Lisa Jane Smith	Franco Manufacturing	Kitchen textiles (U.S., Canada)	MHS Licensing + Consulting
Little Roy	Egmont (U.K.)	Publishing (Worldwide excl. North America)	JAM Media
Lynn Sanchelli	Design House Greetings	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
Marcie St. Clair	Design Design	Greeting cards (Worldwide)	
Marvel	Parragon Intl.	Story books (Worldwide)	Disney Consumer Products
Marvel Avengers	Moleskine SpA	Notebooks (Worldwide)	
Mickey & Minnie Mouse	Del Monte Foods	Fruit snacks (U.S., Canada, Europe)	
Miffy & Friends	Jazwares	Master toy (North America)	Big Tent Entertainment
Molang	TDP Textiles	Nightwear, underwear (U.K.)	Licensing Link Ltd.
	Tomy Europe	Collectibles, figures, master toy, play sets, plush (Pan-Europe, Australia)	
Motor Marc Lacourciere	Urban Spirit Clothing	Apparel, towels (Worldwide)	C3 Entertainment
Motorhead	Lovehoney*	Pleasure products (Worldwide)	Global Merchandising Services
National Gallery	Wild Banagarang	Leggings (U.K.)	National Gallery Co.
NBA	New Era Cap*	Headwear (Worldwide)	NBA Entertainment
NBA D League			
Original Penguin	Sportsfactory Consulting	Bags, headwear, small leather goods, sports accessories (Europe)	Perry Ellis Intl./PEI Licensing
Patrick Reid O'Brien	Great Finds	Absorbent stone coasters (U.S., Canada)	MHS Licensing + Consulting
Paw Patrol	Parragon Intl.	Story books (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Perry Ellis	Peerless Clothing	Dress shirts (boys), pants (boys), sport coats (boys), tailored apparel (boys), ties (U.S., Canada)	Perry Ellis Intl./PEI Licensing
Petra's Planet	24Reader Ltd.	Magazines (China)	Dramaforum
PEZ Candy	Undiz	Loungewear (adults'), sleepwear (adults'), underwear (men's, women's; France)	Licensing Management Intl.
PJ Masks	Parragon	Books (U.S., Canada; multi-year)	Entertainment One (eOne)
Playtex	Ginsey Home Solutions	Bath products (children's), potty seats (U.S., Canada)	Brandgenuity
Pokémon	DC Thomson	Magazines (U.K.)	Pokémon Company Intl.
Rebecca Stoner	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
	Franco Manufacturing	Kitchen textiles (U.S., Canada)	
Ritchie Valens	Hastings Intl. B.V.	Online slots (Worldwide)	C3 Entertainment
	Rocket Fizz	Soft drinks (U.S., Canada)	
Robin Roderick	David Textiles	Fabric kits, quilt kits (U.S., Canada, ANZ, Europe)	MHS Licensing + Consulting
Rogue One: A Star Wars Story	Cartamundi Services NV	Playing cards (U.K.)	Disney Consumer Products
Royal Horticultural Society	Present Company (London) Ltd. (The)	China giftware (U.K.)	Royal Horticultural Society/RHS Enterprises Ltd.
Scorpions	Ecell Global Ltd.	Mobile phone accessories, mobile phone cases, tablet accessories, tablet cases (North America, U.K., Europe, Australia, Japan)	Epic Rights
Simpsons (The)	Skinnydip London	Bags, clutches, iPhone cases, makeup bags, pins (U.K.)	20th Century Fox Consumer Products
Staples	GRM Document Management	Cloud records management, document storage, records management (North America)	Brandgenuity
Stephanie Ryan	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
	Design House Greetings	Greeting cards (U.S., Canada)	
	Enchante Accessories	Decorative boxes, gift bags (Worldwide)	
Three Stooges (The)	3410 Productions	Ecommerce store (Worldwide)	C3 Entertainment
	Bradford Exchange	Co-branded figurines, figural products (Worldwide)	
	Hastings Intl. B.V.*	Online slots (Worldwide)	
	Maria Alejandra Gonzalez	T-shirts (Argentina)	
	Mo Hotta Mo Betta div. Spices Etc.*	BBQ sauces, hot sauces (Worldwide)	
	Open Road Brands*	Clocks, hats, koozies, magnets, mugs, tins (Worldwide)	
	Rocket Fizz	Soft drinks (U.S., Canada)	
	Whispering Imps	Playing cards (Worldwide)	

*Extension or renewal.

Continued on page 12

Licensing News *Continued from page 11*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Trolls	Character World/TDS Enterprises	Bean bag chairs, bedding, duvet sets, ponchos, towels (U.K.)	DreamWorks Animation
	Fashion Angels	Arts & crafts kits, cosmetic kits, hair accessory kits, jewelry kits (Worldwide)	
WNBA	New Era Cap*	Headwear (Worldwide)	NBA Entertainment
Yu-Gi-Oh!	P. & R. Permissions & Rights Ltd./ Prava i prevodi	Sticker albums, stickers (Eastern Europe incl. Serbia, Montenegro, Croatia)	4K Media
	Sakami Merchandise	Plush toys (Europe)	
Zorro	Playtech	Slot machines (Worldwide)	Licensing Management Intl.
ZZ Top	Ecell Global Ltd.	Mobile phone accessories, mobile phone cases, tablet accessories, tablet cases (North America, U.K., Europe, Australia, Japan)	Epic Rights



contacts & connections

Contacts & Connections is an alphabetical listing of the licensing companies in this issue.

23410 Productions, Kurt Lamond, 818-445-5878, klamond@c3entertainment.com, P. 11.

4K Media, Jennifer Coleman, VP Licensing & Marketing, 212-590-2120, jcoleman@4kmedia.com, P. 12.

A Weird Movie, Ben Lashes, Founder, 206-229-6223, benlashes@gmail.com, P. 8.

A&E Brand Licensing, Jill Tully, VP Marketing Innovations, 212-857-6065, jill.tully@aenetworks.com, P. 8.

Alita's Brand Bar, Alita Friedman, CEO, 774-322-1470, alita@alitasbrandbar.com, P. 8.

American Classics, David Brown, President, 256-737-9995, david@americanclassics.bz, P. 10.

Artist Legacy Group (ALG), Ashley Austin, Founder & CEO, 212-833-7732, info@artistlegacygroup.com, P. 9.

ASPCA, Keri Matthews, Senior Manager Marketing & Licensing, 212-876-7700, keri.matthews@aspc.org, P. 8.

Atari, Casandra Brown, Senior Licensing Manager, 212-726-6533, casandra.brown@atari.com, P. 8.

Atlantic Inc., Leo Dardashti, President & CEO, 562-903-9550, customer_relations@atlantic-inc.com, P. 8.

Authentic Brands Group (ABG), Jamie Salter, Chairman & CEO, 212-760-2412, jsalter@abg-nyc.com, P. 9.

Beanstalk, Hope Angowitz, Director Brand Management, 212-303-1143, hope.angowitz@beanstalk.com, P. 9.

Beanstalk, Lauren Montemaro, Associate Director Brand Management, 212-421-6060, lauren.montemaro@beanstalk.com, P. 8.

Big Tent Entertainment, Richard Collins, CEO, 212-604-0641, rcollins@bigtent.tv, P. 11.

Bioworld Merchandising, Beth Taylor, Director Licensing, 972-488-0655, beth@bioworldmerch.com, P. 10.

Bradford Exchange, Megan Heiting, Licensing Manager, 847-581-8060, megan.heiting@bgeitd.com, P. 11.

Brand Central, Ross Misher, CEO, 310-268-1231, ross@brandcentralgroup.com, P. 8.

Brandgenuity, Jay Asher, Partner, 212-925-0730, jay@brandgenuity.com, P. 9, 11.

Brands With Purpose, Bart Schmidt, Managing Partner, Fragrance Agent & Perfume Expert, 917-302-0492, bwp@brandswpurpose.com, P. 6.

Brush Buddies div. Ashtel Studios, Anish Patel, President, 909-434-0911 x101, anish@brushbuddies.com, P. 8.

C3 Entertainment, Ani Khachioian, EVP Licensing & Consumer Products, 818-956-1337 x215, akhachioian@c3entertainment.com, P. 10, 11.

CBS Consumer Products, Elizabeth Kalodner, EVP & GM, 212-975-7795, liz.kalodner@cbs.com, P. 8.

Chaosium, Richard Meints, President, 361-727-9458, rick@chaosium.com, P. 8.

Chive (The) div. Resignation Media, Ben Weaver, Director Brand Licensing & Partnerships, ben.weaver@resignationmedia.com, P. 8.

Cinedigm Entertainment Group, Kelsey Straight, Acquisitions Manager, 424-281-5451, kstraight@roadrunner.com, P. 10.

ColourPop Cosmetics, Laura Nelson, President & Founder, laura@colourpop.com, P. 10.

CPLG (Copyright Promotions Licensing Group), Ted Larkins, SVP & GM, 818-261-8262, tlarkins@cplg.com, P. 8.

Crayola, Warren Schorr, VP Business Development & Global Licensing, 610-253-6271, wschorr@crayola.com, P. 10.

Creative Licensing Corp. (CLC), Rand Marlis, President, 310-479-6777, rand@creativelicensingcorporation.com, P. 9, 10.

Creepy Co., Susanne Goethals, Co-owner & Business Manager, susanne@creepycompany.com, P. 10.

Cufflinks, Patty Bentley, Co-President, 214-780-0333, support@cufflinksinc.com, P. 8.

David Textiles, David Cohen, President, 323-728-3231, dcohen@davidtextiles.net, P. 11.

DC Entertainment, Diane Nelson, President & COO Warner Bros. Interactive Entertainment, 212-636-5400, diane.nelson@dcertainment.com, P. 8.

Del Monte Foods, Mario DiFalco, Director Consumer Products Innovation, 415-247-3000, mario.difalco@delmonte.com, P. 11.

Design Design, Tom Vituj, Creative Director Product Development, 616-771-8319, tom.vituj@designdesign.us, P. 11.

Design House Greetings, Ceci Butler, President & Owner, 651-704-9993, ceci@designhousegreetings.com, P. 10, 11.

Desperate Enterprises, Dan Hutchings, President, 800-732-4859 x107, dan@desperate.com, P. 8.

Digital Media Rights, Arman Oner, Director Sales & Acquisitions, 212-804-8143, arman@digitalmediarights.com, P. 10.

Disney Consumer Products, Josh Silverman, EVP Global Licensing, 818-544-0567, josh.silverman@disney.com, P. 11.

Disney Consumer Products, Paul Gitter, SVP Licensing Star Wars, 415-623-1928, paul.southern@lucasfilm.com, P. 8, 9, 10, 11.

Disney Consumer Products, Paul Southern, SVP Licensing Star Wars, 415-623-1928, paul.southern@lucasfilm.com, P. 8, 9, 10, 11.

DreamWorks Animation, Jim Fielding, Global Head Consumer Products DreamWorks Animation & AwesomenessTV, 818-695-6115, jim.fielding@dreamworks.com, P. 12.

Dreamworks Design/Wally Packaging, Ari Gartenhaus, 732-886-2128, agartenhaus@wallypackaging.com, P. 9.

Elizabeth's Studio, Elizabeth Shnyder, 732-651-4115, esnyder@elizabethsstudio.com, P. 9.

Enchante Accessories, Ezra Erani, President, 212-689-6008, ezrae@ench.com, P. 11.

Entertainment One (eOne), Joan Grasso, VP Licensing North America, 212-353-8800 x5219, jgrasso@entonegroup.com, P. 11.

Epic Rights, Meghan Mernin, Director Licensing, 310-424-1909, meghan@epicrights.com, P. 9, 10, 11, 12.

Fabrique Innovations, Sy Garfinkel, CEO, 212-244-0099, sykelcg@aol.com, P. 10.

Fanjoy, Chris Vaccarino, Founder & CEO, hello@fanjoy.co, P. 8.

Fashion Angels, Mack Fraga, VP Brand & Product Development, 414-961-9200, mack@fashionangels.com, P. 12.

Firefly Brand Management, Cynthia Modders, Owner & President, 415-513-5826, cynthia@fireflybrandmanagement.com, P. 8, 9.

Continued on page 13

contacts & connections *Continued from page 12*

Franco Manufacturing, Lauren Newman, Product Manager, 732-623-9508, lauren.newman@franco-mfg.com, P. 11.

Fred Rogers Co., Micah Southwood, Licensing Manager, 412-291-8811, southwood@fredrogers.org, P. 16.

Freeze Tag Inc., Craig Holland, CEO, 714-210-3850, info@freezeitag.com, P. 10.

Fun.com (form. Costumes Galore), Ashley Flitter, Director Licensing Acquisition, 507-386-0207 x241, ashley@fun.com, P. 8.

Funko, Lauren Winarski, Licensing & Brand Manager, 425-783-3616, lauren@funko.com, P. 9,10.

Gazillion Entertainment, Dave Von Dohrmann, CEO, 650-532-1300, bizdev@gazillion.com, P. 8.

Georgetown University, Anne Cassidy Capehart, Director Strategic Development & External Affairs, 202-662-9694, acc52@georgetown.edu, P. 8.

Gina Group, Lawrence Dayan, President Fashion Accessories Div., 212-947-2445 x1119, LDayan@ginagroup.com, P. 8.

Ginsey Home Solutions, Mary Fullam, SVP Marketing & Brand Management, 856-241-1467, mfullam@ginsey.com, P. 11.

Girl Scouts of the U.S.A., Barry Horowitz, Chief Revenue Officer, 212-852-8000, bhorowitz@girlscouts.org, P. 8.

GMDS USA, Stefano Jarach, CEO, info@gracingstore.com, P. 8.

Golden Goblin Press, Oscar Rios, President, 646-334-0585, oscar@goldengoblinpress.com, P. 8.

Great Finds, Karolyn Howard, President, 402-228-7007, karolyn@greatfinds.biz, P. 9,10,11.

GRM Document Management, Avner Schneur, CEO, 201-798-7100, info@grmdocument.com, P. 11.

Gymboree, Betsy Schumacher, GM, 415-278-7000, betsy_schumacher@gymboree.com, P. 8.

Hasbro, Eddy Baptista, Global Brand Licensing/Publishing & Product Development/Collaborations, 401-280-2115, eder.baptista@hasbro.com, P. 10.

Hasbro, Tyla Bucher, VP Marketing My Little Pony, 401-431-8697, tyla.bucher@hasbro.com, P. 8.

Heineken USA, Raul Esquer, Brand Manager, 914-681-4100, resquer@heinenusa.com, P. 8.

Her Universe/The Araca Group, Ashley Eckstein, Founder, 212-869-0070, aeckstein@araca.com, P. 8.

Hot Topic, Cindy Levitt, VP General Merchandise Manager, 626-839-4681 x2216, clevitt@hottopic.com, P. 8.

Houghton Mifflin Harcourt, Leigh Zarelli Lewis, SVP Consumer Brands, 212-420-5800, leigh.zarellilewis@hmhco.com, P. 8.

Jazwares, Laura Zebersky, CCO & EVP Global Sales/Licensing, 954-845-0800, laura@jazwares.com, P. 11.

Jewel Branding & Licensing, Ilana Wilensky, VP, 404-698-3350, ilana@jewelbranding.com, P. 9.

JLK Brand Licensing, Joshua Kislevitz, President, 203-246-1375, joshua@jlkbrand.com, P. 9.

Johnnie-O, John O'Donnell, Founder, 877-787-4703, wingman@johnnie-o.com, P. 8.

Kathy Fielder Design | Life | Style, Kathy Fielder, CEO & Chief Designer, 214-515-9109, info@kathyfielder.com, P. 8.

Kidz Bop, Sasha Junk, SVP Marketing, 212-598-2241, sjunk@kidzbop.com, P. 8.

King Features Syndicate, Cathleen Titus, VP Intl. Licensing, 212-969-7537, ctitus@hearst.com, P. 10.

LEGO Systems, Jill Wilfert, VP Global Licensing & Entertainment, 860-763-6827, jill.wilfert@lego.com, P. 10.

LEGO Systems, Kristen Allshouse, Licensing Manager, 860-749-2291, kristen.allshouse@lego.com, P. 11.

Leveraged Marketing Corp. of America (LMCA), Hal Worsham, MD Brand Licensing, 212-265-7474 x204, hworsham@lmca.net, P. 8.

Lisa Marks Associates (LMA), Lisa Marks, President, 914-933-3900, lmarks@lma-inc.com, P. 8.

Macy's, Richard Lennox, CMO, 212-494-3000, rich.lennox@macys.com, P. 8.

Mad Engine, Carolyn Foreman, VP Licensing, 858-558-5270, carolyn@madengine.com, P. 10.

Mattel, Hollie Holmes, Senior Director Global Licensing Acquisitions, 310-252-2166, hollie.holmes@mattel.com, P. 10.

Mattel, Susie Lecker, EVP & Chief Brand Officer Toybox Div., 310-252-2000, susie.lecker@mattel.com, P. 9.

MHS Licensing + Consulting, Marty Segelbaum, President, 952-544-1377 x202, marty@mhslicensing.com, P. 9,10,11.

Microsoft, Cathy Beazley, Global Business Development & Strategy Leader, 425-705-2236, cathybea@microsoft.com, P. 8.

Mo Hotta Mo Betta div. Spices Etc., Jimmy Kelly Jr., 912-748-2766, jkelly@spicesetc.com, P. 11.

Moebius Models, Frank Winspur, President, 386-734-3599, f.winspur@moebiusmodels.com, P. 10.

NBA Entertainment, Lisa Piken Koper, VP Licensing, 212-407-8000, lpiken@nba.com, P. 11,12.

Netflix, Ted Sarandos, Chief Content Officer, 310-734-2905, tsarandos@netflix.com, P. 9.

New Era Cap, Christopher Koch, CEO, 716-549-0445, chris.koch@neweracap.com, P. 11,12.

Nickelodeon & Viacom Consumer Products (NVCP), Julie McKenzie, SVP Global Consumer Products Licensing, Apparel, Accessories, Home & Consumer Packaged Goods, 212-846-8018, julie.mckenzie@nick.com, P. 8.

Nickelodeon & Viacom Consumer Products (NVCP), Lourdes Arocho, VP Intl. Consumer Products, 212-846-6624, lourdes.archo@nick.com, P. 11.

Nickelodeon & Viacom Consumer Products (NVCP), Pam Kaufman, President Consumer Products & CMO, 212-846-8000, pamela.kaufman@nick.com, P. 9.

Nickelodeon Group, Cyma Zarghami, President, 212-846-8000, cyma.zarghami@nick.com, P. 16.

Open Road Brands, Robert "Joe" Hayes, President, 316-337-7550, joe.hayes@orbrands.com, P. 11.

Parragon, Kaylee Davis, Licensing Manager North & Latin America, 212-629-9773, kaylee.davis@parragon.com, P. 11.

Paws, Inc., Beverly Purtlebaugh, Sales Manager, 765-287-2222, sales@pawsinc.com, P. 10.

PBS, Dawn Ciccone, Senior Director Brand Licensing, 703-739-8651, dlciccone@pbs.org, P. 8.

Perry Ellis Intl./PEI Licensing, Maria Folyk-Kushneir, SVP Licensing, 212-536-5718, maria.folyk-kushneir@pery.com, P. 11.

Perry Ellis Intl./PEI Licensing, Pamela Fields, VP Intl. Development & Licensing, 212-536-5602, pamela.fields@pery.com, P. 8,11.

Procter & Gamble, Gayle Jones, Head Licensing & Global Business Development, 513-983-7829, jones.ga2@pg.com, P. 8.

Prominent Brand + Talent, Daniel Levin, Principal, 310-918-1500, levin@prominentglobal.com, P. 9.

Put Me In The Story div. Sourcebooks, Lyron Bennett, Business Manager, 630-961-3900, lyron.bennett@sourcebooks.com, P. 8.

Random House/Golden Books Young Readers Group, Chris Angelilli, VP, Editor-in-Chief & Executive Director Licensed Publishing, 212-782-9000, cangelilli@penguinrandomhouse.com, P. 8.

Ridgewood Watch Co. (RWC), Jonathan Zufi, 919-619-3963, jonathan@ridgewoodwc.com, P. 10.

Riley Blake Designs, Cindy Cloward, Owner, President & Creative Director, 801-816-0540, cindy@rileyblakedesigns.com, P. 8.

RJM Licensing, Rob Mejia, Principal, 201-828-9050, rjmlicensing@gmail.com, P. 9.

Roaming Minds, Greig Carlson, Founder & CEO, greig@roamingminds.com, P. 9.

Rock Rebel, John Olander, CEO, 949-218-7625, info@rock-rebel.com, P. 9.

Rocket Fizz, Robert Powells, CEO & Co-founder, 323-559-1800, rob@rocketfizz.com, P. 10,11.

Rubie's Costume, Stephen Stanley, MD Licensing & Business Development, 516-403-1168, sstanley@rubies.com, P. 10.

S&B Entertainment dba S&B Candy and Toy, Brian Riggles, President, 314-588-7104, sales@sandsales.com, P. 11.

Sanrio, Jill Koch, SVP Brand Management & Marketing, 310-896-3262, jkoch@sanrio.com, P. 10.

Seltzer Licensing Group, Stu Seltzer, Partner, 212-244-5548, stu@seltzerlicensing.com, P. 8.

Sequential Brands Group, Eddie Esses, President Active Division, 646-564-2577, eesses@sbg-ny.com, P. 9.

Sequential Brands Group, Noah Gelbart, VP Business Development & Strategic Partnerships, 646-564-2581, ngelbart@sbg-ny.com, P. 8.

Sharpe Company (The), Alyssa Gourlay, Director Licensing, 310-227-4016, alyssa@sharpeco.com, P. 8.

Signorelli, Andrew Cottone, VP Licensing, 213-362-0800, andrew@shopsignorelli.com, P. 8.

Skyhorse, Tony Lyons, President & Publisher, 212-643-6819, tlyons@skyhorsepublishing.com, P. 8.

Sony Pictures Consumer Products, Stacey Kerr, VP Licensing, 310-244-4000, stacey.kerr@spe.sony.com, P. 16.

Space Goat Productions, Shon C. Bury, Owner, info@spacegoatproductions.com, P. 9.

Spirit Halloween, Eric Morse, Divisional VP Licensing, Marketing & Product Development, 609-645-3300, eric.morse@spirithalloween.com, P. 10.

Continued on page 14

contacts & connections *Continued from page 13*

Sprayground, Eddie Shabot, Founder, 844-777-2947, info@sprayground.com, P. 10.

Sunstaches/H2W, Dan Gershon, President, 800-578-3088, dan@sunstaches.com, P. 8.

Super7, Brian Flynn, President, 415-553-6155, brian@super7store.com, P. 8.

Surreal Entertainment, Mike Heidelman, Sales, 330-202-0644, mike.heidelman@surreal-entertainment.com, P. 9,10.

Takasago Gallery, Fred Rakity, Director Fine Fragrance Business Development, 212-751-3656, frakity@takasago.com, P. 6,8.

Think Geek, Chris Parrish, Director Licensing, 703-293-6299, chris@thinkgeek.com, P. 8.

Tie-In Pro, Lisa Berlin Wright, President, 949-309-0889, lisa@tieinpro.com, P. 9.

Tumi, Alan Krantzler, Chief Merchandising Officer & SVP Brand Management, 908-756-4400, akrantzler@tumi.com, P. 8.

Urban Spirit Clothing, Henrik Arzooanians, President, 818-209-0111, henrik@urbanspiritclothing.com, P. 11.

Victory Tailgate, Ryan Dourney, Licensing Director, 321-234-0763, ryan@victorytailgate.com, P. 8.

Warner Bros. Consumer Products, Dave Rupert, SVP Licensing, 818-954-7425, dave.rupert@warnerbros.com, P. 11.

Warner Bros. Consumer Products, Karen McTier, EVP Domestic Licensing & Worldwide Marketing, 818-954-3008, karen.mctier@warnerbros.com, P. 8.

Warner Bros. Consumer Products, Pamela Lifford, President, 818-954-7980, pam.lifford@warnerbros.com, P. 10.

Warner Music Group, Alana Schnee, Director Global Consumer Products, Warner Music Artist Services, 212-275-4751, alana.schnee@wmg.com, P. 6.

Warner Music Group, Alix Kram, VP Global Brand Licensing, Warner Music Artist Services, 212-275-2370, alix.kram@wmg.com, P. 8.

Washington Shoe, Karl Moehring, CEO, 253-234-3000, karl@washingtonshoe.com, P. 9.

Watchitude, Aaron Kassins, VP Sales & Marketing, 732-745-2626, sales@watchitude.com, P. 8.

Whispering Imps, Chris Chelko, Founder & Product Designer, 814-880-9052, chrischelko@me.com, P. 11.

Whole Foods Market, Brianna Blanton, Brand Manager Private Label, 773-755-1500, brianna.blanton@wholefoods.com, P. 8.

Williams-Sonoma, Nancy Tsuei, SVP Merchandising & GMM West Elm, 718-473-1800, ntsuei@wsqc.com, P. 8.

Wish Factory (The), Scott Bachrach, President & CEO, 973-744-3131, scott@wishholdings.com, P. 8.

WizKids div. National Entertainment Collectibles Association (NECA), Justin Ziran, President WizKids, 908-686-3300, justinz@necaonline.com, P. 9.

WorldStar Hip Hop, Lee "Q" O'Denat, Founder & CEO, legal@worldstarhiphop.com, P. 9.



international contacts & connections

This section refers to the International listings in this issue. International calls from the U.S. and Canada must be preceded by the 011-prefix.

20th Century Fox Consumer Products, Sandra Vauthier-Cellier, SVP EMEA Licensing, 44 20 7437 7766, sandra.cellier@fox.com, P. 11.

24Reader Ltd., Kaya Lam, Senior Editor & Project Manager, 852 2928 2277, kaya.lam@24reader.com, P. 11.

7 Vision, Kate Leese, 44 1262 438 358, kate.lee@7visionltd.com, P. 10.

Abyss, Aurélie Parenty, Brand Director, 33 2 35 98 18 63, parenty@abysscorp.com, P. 10.

Access All Areas Distribution, Sean Kelly, Owner & MD, 44 1355 228 028, sales@accessallareasmusic.com, P. 10.

Alifish div. AliBABA Group, Hong Ying, GM, 86 571 8502 2088, alifishcommerce@service.alibaba.com, P. 10.

Aquabeads/EPOCH making toys Ltd., Graham Brennan, MD, customerservices@epochmakingtoys.com, P. 9.

Bradford License Europe div. Licensing Management Intl., Andrew Maconie, CEO, 44 1425 403 430, andrew@lmiuk.com, P. 10.

Brand International Group, Rob Meara, Director Sales, 44 1628 536400, robm@brandgroup.co.uk, P. 10.

brand4rent, Denis Kulakov, CEO, 7 495 269 00 07, info@brand4rent.ru, P. 9.

Branded Clothing Intl., Justine Eggleton, Design & Licensing Director, 44 115 965 1230, justine.eggleton@bcinternational.org, P. 10.

Brands With Influence, Martin Lowde, MD, 44 1189 326121, martin@brandswithinfluence.com, P. 9,10.

Bravado Intl. Group Merchandising Services, Alex Mitchell, Licensing & Partnership Manager, 44 3305 871 192, alexander.mitchell@bravado.com, P. 10.

British Museum Co. (The), Craig Bendle, Manager Product Licensing, 44 20 3073 4989, cbendle@britishmuseum.co.uk, P. 10.

Burberry, Victoria Burns, Global Product Development Director, Licensing, 44 20 3367 3000, victoria.burns@burberry.com, P. 10.

Cartamundi Services NV, Marco van Haaften, International Marketing Director, 32 14 42 02 01, marco.vanhaaften@cartamundi.com, P. 11.

Character World/TDS Enterprises, Tim Kilby, Brand Director, 44 845 004 9217, tim.kilby@characterworld.uk.com, P. 12.

Comic Studio S.L., Jesus Urrutia San Anton, MD, 34 93 498 8025, P. 10.

CPLG MENA (Copyright Promotions Licensing Group), Pau Pascual, MD Iberia & Middle East, 34 93 409 04 74, ppascual@es.cplg.com, P. 9.

DC Thomson, Martin Lindsay, Licensing Manager Consumer Products, 44 1382 223131, mlindsay@dcthomson.co.uk, P. 11.

Dramaforum, Anthony Jiwa, Business Director Marketing, Partnerships & Licensing, 778-737-4457, anthony@dramaforum.ca, P. 11.

Dreamtex Ltd., Jo Duckworth, Director & Owner, 44 844 499 8465, jo@dreamtexltd.com, P. 10.

Ecell Global Ltd., Cem Celikkol, CEO & Co-founder, 44 1253 807 899, gemc@ecellglobal.com, P. 9,10,11,12.

Egmont (U.K.), Silvia Figini, VP Global Licensing Management, 44 207 761 3500, figini@egmont.com, P. 11.

Elmo & Montegrappa SpA, Giuseppe Aquila, CEO, 39 0424 522232, contact@montegrappa.com, P. 10.

Global Merchandising Services, Barry Drinkwater, CEO, 44 207 384 6467, barry@globalmerchservices.com, P. 10,11.

Golden Bear Toys, Katherine Pierce, Senior Licensing & Marketing Manager, 44 1952 608 308, katherine.pierce@goldenbear toys.co.uk, P. 9,10.

Guirenniao Co. Ltd., Tianfu Lin, Chairman, 86 40 0005 8900, grn@grn-group.com, P. 9.

Hastings Intl. B.V., Remy Hamaoui, 678-999-2597, remy@realtimemgaming.com, P. 11.

Help for Heroes (H4H), Marcus O'Shea, Head Brand Partnerships, 44 1980 846 459, marcus.oshea@helpforheroes.org.uk, P. 10.

Hildon, James Burston, Sales & Marketing Director, 44 1794 301 747, jamesburston@hildon.com, P. 10.

HTI Group, Alison Downie, Global Licensing & Brand Director, 44 1253 778 888, alisond@htigroup.co.uk, P. 10.

IG Design Group Plc, Paul Fineman, CEO, 44 1525 887 310, pfineman@thedesigngroup.com, P. 10.

Iron Gut Publishing, Anthony Marks, MD, 44 161 247 7870, anthony@irongutpublishing.com, P. 10.

JAM Media, John Rice, Owner, 353 1 4053484, john@jammedia.ie, P. 11.

JELC Ltd., Jane Evans, MD, 44 1225 819 030, jane@jelc.co.uk, P. 9.

Kasmanas Licensing, Ana Kasmanas, Owner, 55 11 3507 4904, ana@kasmanas.com, P. 9.

Koton Mağazacilik, Jülide Burcu Ayanoğlu, Brand Manager, 90 212 331 33 00, mim@koton.com, P. 10.

LEGO Group, Andrea Ryder, Head Licensing, 45 79 50 60 70, andrea.ryder@lego.com, P. 10.

Licensing Link Ltd., Ian Wickham, Director, 44 7540 122 077, ian@licensinglink.net, P. 11.

Continued on page 15

contacts & connections *Continued from page 14*

Licensing Management Intl., Andrew Maconie, CEO, 44 1425 403 430, andrew@lmiuk.com, P. 10,11,12.

Licensing Management Intl., Chris Cheesewright, Intl. Account Manager, 44 1425 403430, chris@lmiuk.com, P. 8,10.

Licensing Management Intl., Nicola Danson, GM, 44 1425 403430, nicola@lmiuk.com, P. 10.

Lookout Games/Lookout Spiele, Doris Girke-Messmer, Manager, 49 44 06 920660, buero@lookout-spiele.de, P. 9.

Lovehoney, Neal Slateford, Co-owner & Co-founder, 44 12 2531 8881, neal.slateford@lovehoney.co.uk, P. 11.

Magic Light Pictures, Daryl Shute, Brand Director, 44 20 7631 1800, daryl@magiclightpictures.com, P. 8.

Maria Alejandra Gonzalez, Javier Walter, walterjavier2007@gmail.com, P. 11.

Misirli U.K. Ltd., Kim Bown, Owner & Director, 44 116 264 5860, kim@misirli.co.uk, P. 10.

Moleskine SpA, Igor Salmi, Senior Marketing Product Manager, Licensing & Publishing, 39 02 00680599, igor.salmi@moleskine.com, P. 8,11.

Multiplay (U.K.) Ltd., Andy Smith, Director Events, 44 845 868 1337, bizdev@multiplay.com, P. 10.

National Gallery Co., Judith Mather, Buying & Merchandise Director, 44 20 7747 5994, julie.molloy@nationalgallery.co.uk, P. 11.

New Era Caps Korea, 82-70-4411-5950, P. 10.

P. & R. Permissions & Rights Ltd./ Prava i prevodi, Nada Popovic, Agent, 381 11 311 9880, nada@pravaiprevodi.com, P. 12.

Panini Group U.K., Peter Warsop, Group Licensing Director, 44 1892 500 100, pwarsop@panini.it, P. 11.

Park Agencies, Lisa Harker, Licensing Manager & Freelance Designer, 44 7900 213 919, lisa.harker@parkagencies.co.uk, P. 10.

Parragon Intl., Nicola Deschamps, Publisher, Brands & Licensing, 44 1225 478 888, nicola.deschamps@parragon.com, P. 11.

Peerless Clothing, Richard Wurtzburger, EVP, 514-593-9300, rickw@peerless-clothing.com, P. 11.

Penguin Random House (U.K.), Jo Edwards, Head Licensing & Brand Development, 44 20 7840 8739, jedwards@randomhouse.co.uk, P. 10.

PGS Entertainment, Guillaume Soutter, Co-founder & Head Sales, 33 1 83 64 34 63, gsoutter@pgshkld.com, P. 9.

Playtech, Mor Weizer, CEO, 44 20 7861 3232, sales@playtech.com, P. 12.

PMS Intl., Ruth Leonard, Head Brand & Licensing, 44 126 850 5050, rleonard@pmsintgroup.co.uk, P. 8.

Po-Zu, Sven Segal, Founder & MD, 44 20 7263 7588, sven@po-zu.com, P. 9.

Poeticgem/Poetic Brands Ltd., Elliott Matthews, Executive Director, 44 19 2324 9497, elliot@poeticgem.com, P. 10.

Pokémon Company Intl., Mathieu Galante, Senior Market Development Manager EMEA, 44 20 7381 7025, m.galante@pokemon.com, P. 11.

Pollard Banknote, Sina Aiello, VP Marketing, 204-474-2323 x560, saiello@pbl.ca, P. 9.

Present Company (London) Ltd. (The), Pauline Harvey, Director, 44 1630 620 428, info@presentcompanyltd.co.uk, P. 11.

Primark Ltd., Laura-Jane Watson, Brand Communications & Insights Projects, 44 118 960 6300, laura.watson@primark.com, P. 10.

Rocket Licensing, Rob Wijeratna, Joint MD, 44 20 7207 6242, rob@rocketlicensing.com, P. 10.

Royal Horticultural Society/RHS Enterprises Ltd., Cathy Snow, Licensing Manager, 44 20 3176 5800, licencing@rhs.org.uk, P. 11.

Sakami Merchandise, Ronny Wolf, CEO, 49 371 560 78 74, wolf@sakami.info, P. 12.

Sambro Intl., Nikki Samuels, Director Licensing, 44 845 873 9380, nikki@sambro.co.uk, P. 11.

Skinnydip London, Lewis Blitz, Director, 44 20 8795 2706, lewis@skinydipdplondon.com, P. 11.

Sports Brands Europe Ltd., David Ruthven, CEO, druthven@princeglobalsports.com, P. 9.

Sportsfactory Consulting, Ian Burslem, Owner & MD, 44 1617 778 566, ib@sports-factory.com, P. 11.

Starbreeze AB, Bo Andersson, CEO, 46 8 209 208, ir@starbreeze.com, P. 10.

Sun City, Sandy Cosimi, Licensing & Marketing, 33 1 49 89 72 72, sandy.cosimi@sun-city.fr, P. 10.

TDP Textiles, Dean Greasley, Head Licensing, 44 1283 550400, dean@tdptex.com, P. 11.

Televisa Consumer Products, Mariana Orvananos Marquez, Special Projects Manager, 52 55 40007625, morvananosm@televisa.com.mx, P. 9.

Tomy Europe, Mark Foster, EVP EMEA, 44 1392 281 900, mark.foster@tomy.com, P. 11.

Undiz, Sébastien Bismuth, CEO, 33 1 55 90 70 70, contact@undiz.com, P. 11.

UYoung Culture & Media Co., Lisa Zhong, President, lisa_zhong@uyoung.com.cn, P. 10.

Vision/Eleven Apparel Mgmt., Allan Goldberg, President, allan@vision11apparel.com, P. 8.

Warner Bros. Consumer Products (EMEA), Julian Moon, SVP, 44 20 7984 6000, julian.moon@warnerbros.com, P. 11.

Warner Bros. Consumer Products (U.K. & Ireland), Preston Kevin Lewis, GM, 44 20 7984 6114, preston.lewis@warnerbros.com, P. 10.

Wild Banagarang, Adam Jay, CEO & Founder, 44 7932 055739, adam@wildbanagarang.com, P. 11.

WME/IMG (China), Michael Ma, CEO, 86 21 2419 6000, michael.ma@img.com, P. 16.

WME/IMG (China), Spring Chen, 86 21 2419 6000, spring.chen@img.com, P. 9.

WSI Models BV, Henry Mom, Director, 31 33 286 7905, info@wsi-models.com, P. 10.

Zapf Creation AG, Thomas Eichhorn, Board Member (Marketing, Sales & Product Development), 49 956 3725 1521, thomas.eichhorn@zapf-creation.de, P. 10.

The Licensing Source Book Online

Licensing Letter Exclusive! It's not what you know – it's WHO you know.

Critical licensing contact information at your fingertips! Save valuable time and money with the **ONLY directory of licensing executives you'll need!**

ORDER YOURS TODAY for access to:

- Continuously Updated Database of FULL Contact Information for Over 8,700+ Licensing Professionals
- The Latest Deals as They Happen - Stay Ahead of the Curve and on Top of Industry Movers and Shakers
- 12 Monthly Issues of The Licensing Letter
- 12 Months of The Licensing Letter Membership Online for Up-to-the-Minute Market Intelligence

ONLY
\$1,014.⁹⁵

The screenshot shows the 'Licensing Source Book Online' interface. It features a search bar, navigation tabs for 'LBC', 'LSB', and 'LDB', and a 'Find Out More' button. Below the search bar, there are several filter options: 'Licensee/Agent', 'Manufacturers', and 'Consult/Ass'. There are also options to 'Print or Export Records' and 'Limit by Product or Property (optional)'. The main content area displays a list of search results with columns for 'Name', 'Product', 'Region', 'Status', 'Type', 'Date', and 'Action'. Below the screenshot, there is a graphic for 'THE LICENSING LETTER' with the tagline 'THE DEFINITIVE SOURCE FOR DATA, ANALYSIS, NEWS AND CONTACTS'. At the bottom, it says 'Average Royalty Rates, Guarantees & Adv in the U.S. & Canada Climb Thanks to Ent'.

ORDER YOURS TODAY! Call: 888-729-2315

Who's News

NBCUniversal welcomes **Carol Nygren** to serve as VP Worldwide Live Entertainment.

Maura Regan joins LIMA as EVP to broaden the scope of LIMA's services and offerings to the global industry.

Turner launches a new international division focused on leading its digital ventures and innovation; to lead operations is **Aksel van der Wal**, promoted to EVP Digital Ventures & Innovation.

WME/IMG appoints **Michael Ma** to serve as CEO of its China subsidiary.

Bob Bakish is steps into the role of Viacom's acting CEO & President, officially ending **Tom Dooley's** brief stint as **Philippe Dauman's** replacement. The media giant is reestablishing its Kids and Family Group as Nickelodeon Group (led by current President **Cyma Zarghami**), comprised of Nickelodeon, Nick Jr., TeenNick, Nick at Nite, NickMom, and NickToons. Banish will lead the new Viacom Global Entertainment Group, which combines Viacom's Intl. Media Networks division with its domestic networks arm Viacom Music and Entertainment Group (housing MTV, Comedy Central, VH1, Spike, Logo, TV Land, and CMT). BET Networks will continue to function as a separate group.

Sony Pictures Consumer Products appoints **Roger Estrada** as SVP Creative and **Stacey Kerr** as VP Licensing. Both report to newly appointed EVP Worldwide Consumer Products **Jamie Stevens**.

Funko appoints **Michael McBreen** as COO, **Sarathy Annamraju** as Chief Information Officer, and **Tracy Daw** as SVP & General Counsel. **Charlie Denson** and **Adam Kriger** join its board of directors.

The Fred Rogers Co. adds **Micah Southwood** as Licensing Manager.

Gap names **Teri List-Stoll** CFO.

Mindy Stockfield is named SVP Marketing, Creative & Multiplatform at Scholastic Trade Publishing.

HSN taps **Carmen Bauza** as EVP & Chief Merchandising Officer.

Colette Patnaude launches talent management and creative development agency Expand Entertainment (EXE). Clients include Meg DeAngelis, Jill Cimorelli, Remi Cruz, Ricky Dillon, and Mary Gutfleish.

iGen appoints **Sarah Frost** as Insight Manager.

Tech 4 Kids brings on **Rick Mershon** as SVP Sales, **Steve Beilman** as VP Intl. Sales, **Graeme Bissett** as Marketing Manager, **Carmela Bucarelli** as Senior Brand Manager, and **Saoirse Minden** as Brand Manager.

Philip Hoffman will succeed **John Makinson** as Chairman of Penguin Random House.

Deckers Brands appoints **Maggie Winkel** as the GM of Teva.

AwesomenessTV and Verizon appoint **Russell Rothberg** to serve as SVP Creative for an as-yet-unnamed new content venture.

Following Rainmaker Entertainment's acquisition of Frederator Networks and Ezrin Hirsh Entertainment, the three companies will combine to form WOW! Unlimited Media. WOW! will be led by **Michael Hirsh** as CEO & Chairman of the Board; **Fred Seibert** will take the position of CCO; **Bryant Pike** is CFO, and **Michael Hefferon** is EVP.

The Estée Lauder Cos. promotes **Gustavo Andriani** to SVP & GM MAC Cosmetics; **Lisa Sequino** to SVP/GM Estée Lauder & Aerin Beauty North America; and **Mendy Charlton** to VP & GM Bobbi Brown North America.

Cycling Sports Group appoints **Henning Schroeder** as Global VP Product, **David Guzik** as Global VP Engineering, and **Brian Immel** as Global VP Marketing.

Hatchbeauty adds **Michael Sampson** as President.

The Alpha Group, formerly Auldey Toys of North America, opens its new office in Los Angeles, CA and hires **Jean-Christophe Pean** as President, **Brehan Maul** as VP Marketing, and **Darren Lee Phillipson** as Head of Product Design. **Adrian Roche** is promoted to VP Global Business Development.

Thunderbird appoints **Matthew Berkowitz** as Head Development for subsidiary Atomic Cartoons.

HTI ups its sales team with **Benoit Depagneux**, now Head EMEA, and **John Jo Cassidy**, now Senior National Account Manager.

Mattel has retained search firm **Spencer Stuart** to help identify the company's next CEO; current CEO **Christopher Sinclair** tells the *WSJ* that he won't hand over the reins until the toyco is "working on all cylinders."

LEGO CFO **John Goodwin** is set to leave the company on June 30, 2017.

TLL THE LICENSING LETTER ORDER FORM

ORDER ONLINE BY VISITING WWW.THELICENSINGLETTER.COM. FAX YOUR ORDER TO 855-649-1623, OR MAIL YOUR ORDER TO THE ADDRESS BELOW, OR PHONE 888-729-2315.

- THE LICENSING LETTER:** one-year subscription (12 issues, shipping & handling included): \$508.95, \$568.95 outside North America.
- TLL's LICENSING BUSINESS DATABOOK:** \$795; \$695 for subscribers.
- INTERNATIONAL LICENSING: A STATUS REPORT:** \$2,995; \$2,695 for subscribers.
- THE LICENSING SOURCE BOOK**
 - PRINT REPORT:** \$795 **ONLINE:** \$1,014.95
- 2016 SPORTS LICENSING REPORT:** \$449

Check enclosed in the amount of \$ _____

Bill me/my company: PO # _____

Please charge my credit card: Visa MasterCard AmEx

Card number _____

Exp. date _____

Signature _____

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____

FAX _____

E-MAIL _____

Plain Language Media, LLLP (PLM)
PO Box 509, New London, CT, 06320
Phone: 888-729-2315, Fax: 855-649-1623
customerservice@plainlanguagemedia.com; www.TheLicensingLetter.com