

# TLL THE LICENSING LETTER

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## Toy Fair 2017: Shrink Rays, Traditional Play & Robotics

To all those who attended North American Intl. Toy Fair in New York—hope you had a great show! This year was bigger than ever, with expanded floor space for new exhibitors and packed crowds during the weekend. The Toy Industry Association (TIA) reported that 1,126 total exhibitors from 31 countries were in attendance this year, with 103 new faces.

This last year ended with a 5% increase in overall U.S. toy sales, according to The NPD Group. Growth categories included: games and puzzles (18%), dolls (10%), outdoor and sports toys (10%), plush (6%), infant and toddler preschool toys (3%), youth electronics (3%), and vehicles (1%).

Here are some of the notable trends *TLL* saw on the floor this year.

### Nostalgia

It's almost too obvious to include on this list, but classic properties with a nostalgic element are entering another year of strong sales. Whether it's a reboot of a classic franchise or a nostalgic throwback of a modernized show, as long as a property tickles the nostalgic senses of someone (millennials are the biggest focus with 80s and 90s properties trending in particular) it was on the floor.

Toys themselves are also diving headfirst into this trend, as traditional toys and games grew in prominence. And even modern electronic toys stuck to the basics, maintaining familiar play patterns, materials, and (if all else fails) branding.

### Licensed Films

This year will see a host of big budget films with equally expansive licensing programs. Let's go down the list (in no particular order), based on the films featured on the floor.

The Despicable Me franchise is going strong with the third film being released this summer. Universal and Illumination reported that the 100+ licensing deals struck for the second film

were valued at approximately \$250 million—and there's no sign of the Minions mania dying down.

By the same token, Star Wars' presence was strong. Most of the new product launches available on the floor were based on the ships and robots, in line with last year—but licensees reported that there is more to come that is still being kept under wraps by the ever-elusive Disney. 2017 marks the franchise's 40th anniversary.

Warner Bros.' two LEGO movies (*Batman* and *Ninjago*) garnered a lot of excitement, but there wasn't a lot of merchandise based directly on the films.

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## RETAILERS

### Retailer Showdown

Over 100 retailers are joining forces to fight against a proposed U.S. tax on imports, aiming to sway both federal lawmakers and American consumers. The **Americans for Affordable Products** coalition includes The Retail Industry Leaders Association and more than 120 other trade groups. The proposed corporate tax reform is meant to reward companies that sell products outside the U.S. while punishing ones that rely on low-cost overseas suppliers. Opponents say that the 20% border-adjusted tax would be regressive on industries like retail, oil and gas, and apparel—forcing companies to pass costs onto consumers.

**Amazon** is building an "air hub" in Kentucky to act as home base to its fleet of Prime Air cargo planes. The commerce retailer leased 40 cargo airplanes from two carriers last year; 16 of these planes are in service so far. Amazon has also invested in a delivery program called Amazon Flex (its Uber- and Lyft-esque alternative to relying on the U.S. Postal Service, UPS, or FedEx), in addition to 4,000 trucks. The

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# ➡ Licensing Ledger

**Mattel** expands its partnership with **Alibaba Group**; the toyco will develop, market, and sell playthings specifically designed for Chinese consumers. Mattel toys will be sold on Alibaba's Tmall.com online marketplace. The company will collaborate with Alibaba's A.I. Lab to develop new products rooted in tech and interactive learning, and leverage Alibaba's media ecosystem to make branded learning resources and educational content. The deal allows for Mattel to tap into an e-commerce platform that boasts 440 million active buyers and provides Mattel with a foothold into more rural Chinese markets, as the country's multi-billion-dollar toy category remains fragmented.

**Nine West Holdings** enters into a definitive agreement to acquire women's sportswear firm **Kasper Group** following its sale of the Easy Spirit wholesale business.

**Funko** buys London-based manufacturer and distributor **Underground Toys**.

**Studio 100** acquires a 68% majority stake in **m4e**; the new group will bolster each company's investment and distribution capacities. The transaction is still subject to several suspensive conditions, including approval by the German Federal Cartel Office.

**Disney's** former game development subsidiary, **Avalanche Software**, is reestablished under **Warner Bros. Interactive Entertainment**. The studio retains much of its leadership, including SVP John Blackburn. The first project is a licensed adaptation of *Cars 3*.

**Disney** looks to raise its ownership stake in Disneyland Paris to 85.7% after cutting a deal to buy the interest held by another Euro Disney investor, **Kingdom Holding Co.** The company plans to buy out remaining shares and invest up to \$1.6 billion in the park to improve conditions, which has been struggling with attendance figures following the Nov. 2015 terrorist attacks in Paris. This year marks the park's 25th anniversary.

**Disney** and **Google** cut ties with **PewDiePie** after the YouTube star made several anti-Semitic remarks in videos and posts in a move that is expected to hurt all parties financially. For example, **PewDiePie** is removed from the Google YouTube Preferred advertising

program, which was relying heavily on **PewDiePie** to push the brand. *Forbes* estimates that the social media star earned \$12 million in 2015 alone—more pre-tax than Meryl Streep, Cameron Diaz, and Anne Hathaway. Disney is connected to **PewDiePie** through **Maker Studios**, a firm boasting a network of YouTube stars.

**Mattel** taps **Publicis Groupe** to continue running its U.S. media business in a move calculated to increase its digital platform presence. **Mediavest | Spark** will now handle planning and offline buying, while **DigitasLBi** runs digital media, programmatic buying and content production. The business will be run out of their Chicago and Los Angeles offices under the name "Team Mattel."

**Sony Pictures Home Entertainment** takes an equity stake in **Genius Brands Intl.'s** Genius Brands after expanding its worldwide home distribution agreement for the **Kid Genius** and **Baby Genius** labels.

**Performance Sports Group** sells **Inaria**, manufacturer of soccer uniforms, apparel, and equipment, back to brand founder **Saverio Michielli** for \$1.58 million.

**Iconix Brand Group** is exploring a sale of its majority stake in **Peanuts Worldwide** and the **Strawberry Shortcake** brand, according to *Reuters*. The company sold **The Sharper Image Brand** to **ThreeSixty Group** earlier this year.

**Universal** joins with **Brand Events** to bring film franchise *Fast and Furious* to an all-new global live-arena tour, debuting in 2018. Using advanced technology and

featuring all the favorite cars from the blockbuster series, "Fast & Furious Live" seeks to evoke audacious moments from the series.

Streaming anime provider **Crunchyroll** partners with **Screenvision Media** and **KAOS Connect** to host **The Anime Movie Night**—a series of seasonal live screening events at theaters nationwide launching in April.

*Reuters* reports that **Facebook** is in talks with **MLB** to stream one live game per week as a way to bolster its lineup of live programming. The social media platform recently made a deal with **Univision Communications** to live stream 46 matches by Mexican soccer league **Liga MX** in 2017. It faces competition from **Twitter**, whose first streaming **NFL** game got over 2.3 million viewers.

In Japan, a **Betty Boop**-branded diner opens in Japan through a deal brokered with **Food Business Consultant Inc.** (FBC) by licensor **King Features'** Japanese agent, **Copyrights Asia**. The location plans to feature merch and special holiday events in the '50s-esque eatery.

**Square Enix** acquires multi-year, multi-title license to develop and publish video games based on **Marvel** characters. The first game under the new deal is based on *The Avengers*, and will be developed by **Crystal Dynamics** (*Tomb Raider*) and **Eidos-Montreal** (*Deus Ex*).

**Target** becomes an Official Partner of **Major League Soccer** (MLS) in a multi-year deal that includes airtime during broadcasts on **Univision**, **Fox Sports**, and **ESPN**; opportunities for in-stadium experiences; player appearances; and ownership of certain major MLS platforms.

Beginning with the 2017/18 season, sales of replica **NBA** jerseys will be split between **Fanatics** and **Nike** as **Nike** takes over the **NBA** uniform license from **Adidas**. **Nike** will sell authentic on-court jerseys for \$300 each and in October, replica rights will be split between **Nike** offering a \$110 **Swingman** replica jerseys and **Fanatics** selling adult-sized replicas priced between \$65 and \$70.



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## Toy Fair 2017

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The newest addition to Disney's kid's franchise, *Cars 3*, had a lot of support from licensees that distribute globally. But those from the U.S. were uncertain of how well the property would do locally. Another franchise car film, *The Fate of the Furious*, seems to be following the same trend. But sales for the *Fast & Furious* franchise have remained relatively steady over the years, and it's expected to enjoy a good year once more.

Merchandise based on *Smurfs: The Lost Village* (I.M.P.S.) is expected to perform well, with retail sales expected to reach a level similar to the previous films. Most showings on the floor were geared towards impulse, with small figures and novelties at (relatively) low price points.

Sony's *Emojiville* is one of the trendiest films to hit theaters in 2017, and both licensed and inspired options were booming on the floor. Most were skeptical about how well the movie would perform, but no one's expressed any particular concerns about how well merch would sell—the brand is strong regardless.

Disney's *Beauty and the Beast* was a floor favorite, with impressive showings from licensees. This is the live action adaptation that will finally enjoy robust licensed sales.

While licensees for Warner Bros.' *Fantastic Beasts* reported low sales for merch based directly on the movie, Harry Potter not just survives, but thrives. The licensing program is booming after Warner Bros. took over licensing, and 2017 is expected to be the best year yet for J.K. Rowling's creation.

The same trend continues with *Doctor Strange*—which, despite low ticket sales, is selling well in merchandise. *Moana* licensees reported a similar phenomena.

DreamWork's *Trolls* goods were surprisingly undersold in the U.S., although merchandisers reported strong sales internationally. On average, the property fared quite well worldwide. But some cited the disparity between the film's marketing in Europe and the U.S. as one reason for soft sales (both ticket and merchandise).

### Move Aside, Disney

Throughout the show, the top properties that people were excited about were *Paw Patrol* (for boys; we expect that retail sales will reach over \$100 million this year) and *Shimmer & Shine* (for girls). Nick isn't the only winner, however. This year won't be dominated by any one license, with properties like My Little Pony (Hasbro), Peppa Pig (eOne), Teenage Mutant Ninja Turtles (Okay, that one is Nick's too), DC Comics, etc. Video games are entering the pop culture fold, closely followed by anime properties.

But that's not to say that Disney is dead. Star Wars, Marvel, and Frozen retail sales still outpace the former by a wide margin. While *Moana* was relatively underhyped, licensees reported strong interest from consumers. And *Cars 3* is expected to be a strong comeback for the franchise.

### I Need a Hero

Marvel and DC Comics got lots of love from licensees, and even the less popular heros are getting dedicated figures, role play, and toys.

The big news, of course, is Wonder Woman's new film. Merchandisers were eager to showcase her many appearances and costumes throughout the movie, including her horse.

### Build It, Shrink It, Wrap It—Now Upgrade It

Last year was nothing if not the year of blind packs. NPD reported that the collectibles as a category grew 33% to reach \$1.8 billion in retail sales in 2016. And the growth isn't coming just from original toys like Shopkins (Moose Toys) and Splashlings (Shaftsbury), but from seemingly everyone. One of the hottest toys of the 2016 holiday season, Hatchimals, is getting the shrink-ray treatment later this year from Spin Master. And they're not the only ones—it might be faster to make a list of brands that don't have a blind pack licensee or two in their pockets than not.

Everyone's doubling down on their collectibles ranges; adding new characters and themes, introducing new play sets (that double as storage), plush versions, and interactive tech elements (where the toys change color, for example). What I didn't see? Scented, glow-in-the-dark, or AR-enabled collectibles. But I expect they will arrive soon as consumers become more open to buying blind packs at higher price points (\$3.99 versus \$1.99).

Luckily for us all, love is blind—merchandisers and buyers on the floor remarked that families tend to buy multiple packs from different series for a unique playing experience.

My favorite shrink-sized toy? Fully playable, classic arcade games. Perfect cross between nostalgia and miniature.

### No-screen Zone?

Bafflingly, there were few screens to be seen in the halls of Javits. Last year, app-controlled toys, robots, story books, and drones were all the rage—but this year, good old fashioned remote controls have made a comeback. At this point, they should be considered to be traditional toys/games.

Even toys with strong tech elements (that teach coding skills, etc.) are choosing to emphasize tactile controls that promise greater interaction, and thus, learning opportunities. Connected toys use Bluetooth technology wrapped inside traditional materials like wood and plush, and screen functionality is usually being reserved for parents to interact with their kids.

Mattel's holographic Barbie (to be released later this year) is one example of the trend, where manufacturers are shying away from pushing technology on kids. The toy includes some simple personal assistant functionality (scheduling, looking up the weather), but its main focus is on interactive play (asking Barbie to change her outfit, dance, etc.).

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## AR Revolution

But that's not to say that screens have entirely disappeared. Augmented reality (AR) technology is being introduced into decals, bedding, and more as the technology is becoming more advanced and cheaper to implement. Thanks to the popularity of Pokémon Go, consumers are already familiar with and excited about AR. And now, they don't even have to go outside to enjoy it.

Because AR content is accessed through mobile apps, it can be easily updated and expanded to keep products fresh. For example, Decalomania launched its AR-enabled line of decals in just three months. Possibilities include live streaming of video, updatable games, and event- or time-based content.

## STREAM

The beloved acronym gets another letter—and the “R” doesn't stand for “reading.” The U.S. Toy Industry Association (TIA) trend readers decided to add “robotics” to the line-up this year. (Please, let's learn our lesson from LGBTQIA.)

Construction was key to the robotics featured on the floor; most sets could be assembled and reassembled into multiple forms. The toys aim to teach coding skills, construction, problem-solving, and basic logic to kids as they build, deconstruct, and play.

Lego's Boost blocks will launch later this year, but they're facing fierce competition from many companies on the floor.

## Taking to the Seas

Although it wasn't particularly widespread or systematic, there was an uptick in goods that featured marine creatures on the floor—sometimes, seemingly, just because. The logical aftermath of Frozen? Jokes aside, we likely have *Finding Dory* to thank for this trend.

## Asia Rising

Although the Hong Kong and China-dedicated zones shrunk this year, that doesn't mean that Asia is losing traction with American consumers. Japanese, Korean, and homegrown Asian-inspired brands are booming once more.

The trick for “kawaii” character brands in 2017? Food. Tiny, squishy animal-inspired creatures paired with bananas, donuts, cupcakes, and more are flying off shelves, no questions asked. My personal favorite from Asia? Iwako's tiny puzzle erasers (hundreds of designs include sweets, animals, and even guns) are getting an American manufacturer and distributor.

The same trend is appearing in anime (Yu-Gi-Oh!, Dragon Ball Z, Cowboy Bebop, Attack on Titan) and video games (Capcom and Sega in particular are pushing their nostalgic properties). Overseas properties are gaining more traction, and American brands are getting a boost. In particular, licensees for Rooster Teeth's RWBY gave the animation property more space than expected.

## Scent & Gunk

This year, licensees selling scented products reported increased interest from brand reps looking to extend their properties. While the goods themselves have remained largely the same (stationery, plush, accessories, etc.), the scents have gotten sweeter.

Artificial goos, slime, sand, snow, dirt, rubble, and other unidentifiable gunk is making its way into homes with both edible and inedible varieties—all of which, we hope, are non-toxic.

## Collectibles, Preschool Snag Top Toys of the Year

Congrats to the winners of the 17th annual Toy of the Year Awards, hosted by the The Toy Industry Association (TIA). LEGO and Spin Master snagged three awards this year, while Funko and Mattel had two each.

The **Toy of the Year** went to LEGO Friends Amusement Park Roller Coaster from LEGO, while the **People's Choice** award went to Pop! from Funko. Seven out of the 14 total category winners were licensed brands. Those came from Disney (Doc McStuffins, Star Wars, and the Disney characters license), Nickelodeon (Paw Patrol—which snagged **License of the Year**), and Warner Bros. (DC Super Hero Girls). And of course, Funko's Pop! line includes a wide variety of licensed lines. As of print, Amazon ranks the top-selling Pop! figures as characters from Stranger Things, Suicide Squad, and DC Comics.

New categories were introduced for this year's program, including Action Figure of the Year, Collectible of the Year, Construction Toy of the Year, Doll of the Year, Rookie of the Year, and Vehicle of the Year.

During the ceremony, three industry vets were also inducted in the Toy Industry Hall of Fame: **Peter Elio**, former president of LEGO Systems; **Ray Larsen**, founder of RLA Marketing; and **Sydney Rosen**, former chairman of Rose-Art Industries.

Here are the winners from each category. Winners that are licensed (at least partially) are starred.

- ▶ **Action Figure of the Year\***: DC Super Hero Girls Action Figure Assortment from Mattel
- ▶ **Active/Outdoor Toy of the Year**: Bunch O Balloons from Zuru
- ▶ **Activity Toy of the Year**: Crayola Air Marker Sprayer from Crayola
- ▶ **Collectible of the Year\***: Pop! from Funko
- ▶ **Construction Toy of the Year**: LEGO Friends Amusement Park Roller Coaster from LEGO
- ▶ **Doll of the Year**: Barbie Fashionista Doll from Mattel
- ▶ **Game of the Year**: Yeti in My Spaghetti from PlayMonster!
- ▶ **Infant/Preschool Toy of the Year\***: Doc McStuffins Toy Hospital Care Cart from Just Play
- ▶ **Innovative Toy of the Year**: Hatchimals from Spin Master
- ▶ **License of the Year\***: Paw Patrol from Spin Master
- ▶ **Rookie of the Year**: 3DoodlerStart Essentials Pen Set from WobbleWorks
- ▶ **Specialty Toy of the Year\***: LEGO Disney Castle from LEGO
- ▶ **Tech Toy of the Year**: CodeGamer from Thames & Kosmos
- ▶ **Vehicle of the Year\***: Air Hogs Star Wars X-Wing vs. Death Star – Rebel Assault from Spin Master

**EYEWEAR**

## LVMH Brings Eyewear Licenses In-house

Luxury goods group LVMH will set up a manufacturing joint venture with eyewear manufacturer Marcolin to give it more control over its eyewear brands. The French licensor will own 51% of the venture, and Marconi the rest. The deal also involves LVMH taking a 10% stake in the Italian company.

Marcolin will begin manufacturing eyewear for the Celine and Louis Vuitton brands from 2018. The move mirrors that of LVMH rival Kering's steps in 2014 to shift away from a licensing model, bringing its eyewear business in-house.

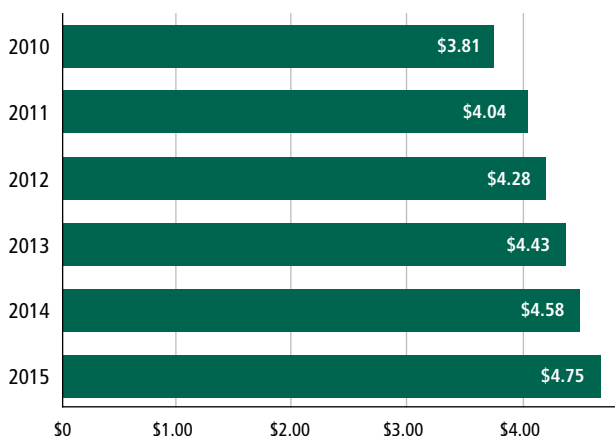
In the U.S./Canada, retail sales of licensed eyewear products grew 3.6% in 2015 to reach \$4.75 billion. Worldwide, TLL estimates that global retail sales of the apparel/accessories/footwear category (which includes eyewear) grew 3.8% in 2015.

Eyewear manufacturer Safilo is expected to suffer—the Italian company holds LVMH licenses worth \$366 million, or over 25% of annual sales. It recently renewed a key Christian Dior license until 2020; its Celine license expires this year; and its deals for the Givenchy, Fendi, and Marc Jacobs brands are expected to expire between 2021 and 2024. CEO Luisa Delgado told *Reuters* that the group would be able to make up for the loss by expanding its own brands and striking new deals; the company does not expect to restructure.

Meanwhile, Luxottica—which holds the Bulgari license—expects little impact to its bottom line (licensed sales for the brand count for less than 1% of total sales). Luxottica announced its merger with lens producer Essilor earlier this year.

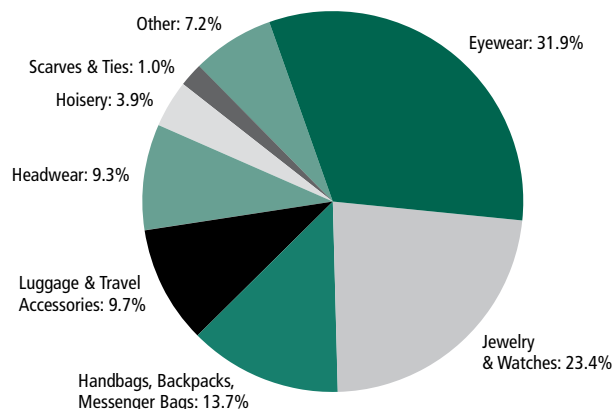
**RETAIL SALES OF LICENSED EYEWEAR, U.S. & CANADA, 2010–2015**

Dollars in Billions

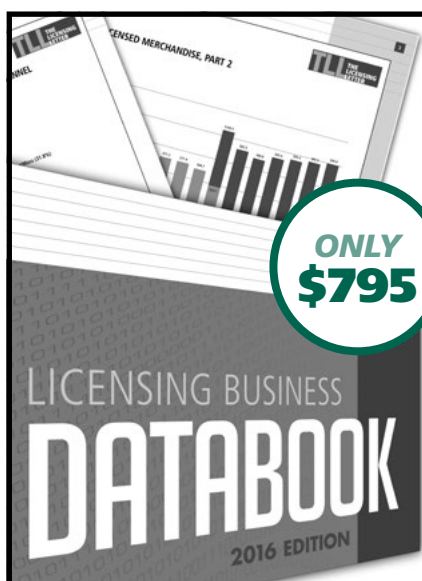


SOURCE: THE LICENSING LETTER

**RETAIL SALES OF LICENSED ACCESSORIES, U.S. & CANADA, 2015**



SOURCE: THE LICENSING LETTER



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## HOLIDAY SHOPPING

## Valentine's Day Goes to the Dogs

This Valentine's Day, consumers are expected to show less love at retail, according to the National Retail Federation (NRF). Following a decade-long trend of increased retail sales, U.S. consumers are expected to spend an average of \$136.57 for a total of \$18.2 billion—down from 2016's record-high of \$146.84 and \$19.7 billion, respectively. The number of people surveyed who plan to celebrate the holiday has dropped nearly 10% over the last 10 years—from 63% in 2007 to 54% this year. Consumers plan to spend an average of \$85.21 on their partner, \$26.59 on other family members, \$6.56 on children's classmates/teachers, \$6.51 on friends, \$4.27 on co-workers, and \$4.44 on pets.

Meanwhile, Wayfair reports that love for pets is on the rise, with 84% of customers shelling out more for pet goods and pet-related merchandise than on Gifts for Him, Gifts for Her, Florals & Décor, or Single-Life Picks—combined. Half (49%) of U.S. shoppers planned to buy a Valentine's gift for their pets, according to a survey from *National Today*. Meanwhile, Petcube reports that 54% of pet owners planned to buy a gift. In 2016, the America Pet Products Association estimated that pet owners spent \$62.75 billion dollars on their four-legged friends year-round.

Per the NRF survey, consumers planned to spend \$4.3 billion on jewelry (19%), \$3.8 billion on an evening out (37%), \$2 billion on flowers (35%), \$1.9 billion on clothing (19%), \$1.7 billion on candy (50%), \$1.4 billion on gift cards/gift certificates (16%), and \$1 billion on greeting cards (47%). Shoppers are, as always, on the lookout for discounts; most planned to get Valentine's from department stores (35%), discount stores (32%), online (27%), specialty stores (18%), florists (18%), and local small businesses (15%).

## TOYS &amp; GAMES

## U.K. Toy Market Up; No. 4 Worldwide

Across the pond, the 64th annual British Toy Fair welcomed more than 270 companies.

TLL estimates place the U.K. in the No. 4 spot for licensed retail sales, with \$7,329 million in sales in 2015 (up 3.2% from 2014). The country contributed to 4.5% of overall worldwide licensed retail sales, totaling almost \$163 billion.

U.K. toy sales grew 6.3% in 2016 to \$4.4 billion in 2016, according to The NPD Group and the British Toy and Hobby Association (BTHA). The NPD estimates that the country is the top toy market in Europe and No. 4 worldwide (behind the U.S., China, and Japan). Growth was largely driven by collectibles (up 44%), notably Shopkins. New toy lines accounting for 33% of sales. Online sales accounted for 36%, an increase of 4%—the Brits apparently still have a soft spot for brick and mortar.

In a survey, 80% of BTHA members said that they predict further growth in 2017—top areas include licensed toys, collectibles, board games (games and puzzles sales increased 21%), STEM toys, and robotics. The same number communicated political and economic uncertainty following the Brexit vote.

In particular, the NPD claims that Pokémon's 2016 retail sales grew 285% in the U.K. for its trading card games and toys (of which the master licensee is Tomy). In the last three months, sales increased by 512%, compared to overall 7.7% market growth.

## SOCIAL MEDIA

## YouTube Reigns, Snapchat &amp; Facebook Grow

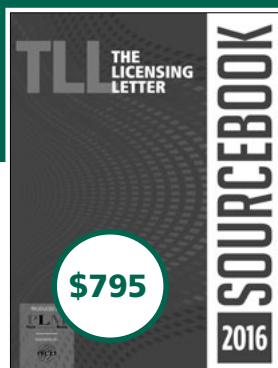
YouTube is the No. 1 brand among kids 6–12 years-old in the U.S., according to Smarty Pants' list of Kids' Most Loved Brands. Other brands on the list include Disney (No. 6), while Toys 'R' Us (No. 7), Disney Channel (No. 9), Netflix (No. 11), Crayola (No. 18), Lego (No. 21), and Nickelodeon (No. 23).

Snapchat files for an IPO, seeking a valuation of \$25 billion. *USA Today* notes that the figure will be the biggest IPO for a U.S. tech company since Facebook's \$81.2 billion IPO in 2012. The messaging app recorded \$404.5 million in revenue for 2016, up from \$58.7 million in 2015. The news comes as *TechCrunch* reports that Snapchat Stories view counts have dropped between 15–40% as competing service Instagram Stories snatches viewers away.

Facebook launches a marketing mix modeling (MMM) portal intended for cross-channel ad planning. "Advertisers will now be able to compare which ads—TV, digital, and print—are driving their desired outcomes," according to the social media network. The company is expanding its current partnerships with Nielsen and comScore, and adds a new viewability verification partner, DoubleVerify.

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## Retailer Showdown

Continued from page 1

company completed its first drone delivery through Prime Air in late last year; the program is currently being tested in the U.K. Early this year, the giant announced plans to open dozens of pop-up stores in U.S. malls from its devices team; last year, its retail team launched a bookstore in Seattle. Amazon's Q4 profits increased 22% to \$44 in revenues—falling short of analyst expectations.

**Target** is making cuts to several planned initiatives after disappointing holiday sales (-1.3% growth in Nov. and Dec.)—cancelling its Goldfish e-commerce start-up, the opening of a store in Silicon Valley, and other innovation projects. However, the retailer is going ahead with a \$5 million fund to support a green chemistry initiative in its supply chain along with new regulations on chemical use in textiles, beauty products, and personal care items.

U.K.-based toy retailer **The Entertainer** enters into a franchise partnership with Dubai-based retail and lifestyle corporation **Apparel Group** to open 30 stores across the Middle East—the list of countries includes the UAE, Saudi Arabia, Qatar, Oman, Bahrain, and Kuwait, with stores opening over the next five years.

**Macy's** sells its Frango chocolate brand to **Garrett Popcorn Shops**. The retailer will continue to sell Frango products in its stores, as the new owner takes over the development, manufacture, sale, and distribution of the brand.

Meanwhile, **Hudson's Bay** is reportedly in discussions with **Macy's** regarding a takeover bid, according to *The Wall Street Journal*. Possible agreements between the two retailers are still preliminary, but could involve a deal for Macy's real estate, Bloomindale's, or other assets. Macy's investor Starboard Value estimates that Macy's real estate is worth about \$21 billion, according to *The New York Post*.

**Bed Bath & Beyond** acquires **Chef Central**, the specialty culinary retail operation, for \$1 million in cash plus earn-out payments that could total as much as \$1.25 million. The deal includes the Chef Central brand, website, and certain intellectual property assets.

**H&M** launches its Home stores as part of a revamped expansion program. The fast fashion retailer opened 427 new stores (now counting over 4,300 locations), added three new markets, and rolled out its online store to 11 additional markets last year. Sales increased 7% in 2016 to \$25.4 billion. H&M brands include COS, & Other Stories, Monki, Weekday, and now H&M Home.

**Walmart** is now offering free two-day shipping on more than two million products online, with no membership fee required. It has also lowered its free shipping requirement from \$50 to \$35. The company is ending its ShippingPass program (two-day shipping membership program) introduced last year as a counter to Amazon Prime, and is offering to refund consumers who paid for their membership. The moves do not affect purchases made on Jet.com or Hayneedle.com.

## NOVELTIES

### Star Wars Rules Pop Culture Collectibles

The growing action figures and collectibles market has Star Wars to thank for its success these past few years. The NPD Group estimates that the property was the top-earner in toys sales for 2016 (at nearly \$760 million in the U.S.)—while *TLL* ranked Star Wars as No. 2 for overall licensed retail sales in 2015 at \$1,327 million in the U.S./Canada.

Entertainment Earth, the wholesale toy and collectibles retailer, reports that it saw sustained demand for products based on Star Wars from mid-Oct. 2016 to mid-Jan. 2017. But there was also significant consumer interest in more recent media phenomena like *Stranger Things* and *Guardians of the Galaxy* that the retailer expects will make strong inroads into 2017.

Video games, including indie game *Five Nights at Freddy's*, and anime properties are also making a strong showing for 2017 as the “geeky” brands begin to enter into the mainstream. And superheroes? Hardly deserve a nerd label anymore, as they've entered the mainstream pop culture consciousness thanks to a host of big-budget productions over the last decade. The lesser-known heroes and

villians from the DC Comics and Marvel universes are getting strong screen time with their own feature films and streaming series with merchandise to match.

Note that Star Wars sales weren't necessarily focused on the latest *Rogue One: A Star Wars Story* film. Entertainment Earth's overall best-selling collectible in the prior three months was the Wave 9 case from “The Black Series,” Hasbro's line of deluxe 6-inch Star Wars action figures, which mostly features characters from older Star Wars material.

And while our sources are hinting at a variety of new merchandise connected to this year's Star Wars film, most of the excitement is centered around classic characters, ships, and robots that make up the backbone of the sci-fi series.

Finally, Entertainment Earth reports that while Hasbro remained the number one company by sales, the continually growing scope and popularity of its Pop! Vinyl figures made Funko the top company based on volume for the previous three months. Based on volume, Hasbro was number two and Bif Bang Pow!, the in-house Entertainment Earth brand, was number three.

# Licensing News

## Properties Available Or Recently Assigned, U.S.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
ME! Humanity	Design property from Uruguay consists of over 350 characters that reflect our personalities, moods, professions, and uniqueness.	All	Joan Packard Luks, ThinkTank Emporium
Pink's Hot Dogs	Quintessential Hollywood hot dog stand known as a 'Hollywood Legend' since 1939.	Accessories, apparel, condiments, gifts, novelties	Cynthia Modders, Firefly Brand Management

## Licenses Recently Granted, U.S.

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Angry Birds	SCS Direct*	Bath toys, pool toys	Rovio Entertainment
Animal Jam	PhatMojo	Blind packs, collectibles	WildWorks
Animal Planet	MasterPieces Puzzle	Games	Discovery Consumer Products
Badgley Mischka	PTM Images	Accent furniture, candles, case goods (for the home), home decor, home furnishings	Titan Industries
Beauty and the Beast (2017 film)	Cufflinks	Cufflinks, fashion accessories (men's), ties	Disney Consumer Products
Because of Winn-Dixie	Liberty Graphics	Apparel, onesies, t-shirts	Candlewick Press
Ben 10	Playmates Toys	Figures & play sets, role play items	Cartoon Network Enterprises
Betty Boop	Event Network*	Accessories, apparel, electronic accessories, luggage & travel accessories, novelties, plush	King Features Syndicate
	Jacmel Jewelry	Bracelets, costume jewelry, earrings, fine jewelry, necklaces, pendants, rings	
Build-A-Bear Workshop	Esquire Footwear	Footwear (children's), plush, slipper socks, slippers	Build-A-Bear Workshop
Circus Ship (The)	Liberty Graphics	Apparel, aprons, bags, onesies, t-shirts	Candlewick Press
Darren Gygi	Conimar	Coasters, cutting boards, kitchenware, mugs, placemats	MHS Licensing + Consulting
DC Comics	Factory Entertainment	Plush	Warner Bros. Consumer Products
Despicable Me 3	WowWee USA	Toys	NBCUniversal Brand Development
Disney	Sunstaches/H2W	Novelty sunglasses	Disney Consumer Products
Dogtology	Skyhorse Publishing	Books	All-American Licensing & Management Group (AALMG)
Elf on the Shelf	Vandor Products	Mugs	Elf on the Shelf (The)/CCA&B
Eloise	YOTTOY Productions	Dolls, soft toys	Simon & Schuster Children's Publishing
Fast & Furious	Jada Toys	Die-cast vehicles, remote-controlled vehicles	NBCUniversal Brand Development
	Mattel	Action figures, die-cast vehicles, master toy	
Fraggle Rock	Super Impulse USA div. Topcat Worldwide	Backpack clips, bean bag stuffed toys, plush	Jim Henson Co.
Game of Thrones	Dark Horse Comics	Figures	HBO
Garfield	American Stationery	Coasters, gifts, glassware, personalized stationery, stickers	Paws, Inc.
	Apparel Connection	Lounge pants, scrubs	
	Ripple Junction	Fleece tops, hats, jackets, pins, socks, t-shirts, tank tops	King Features Syndicate
Glamour	L'Amy America	Eyewear	Condé Nast Licensing
Greg Pizzoli	YOTTOY Productions	Soft toys	Greg Pizzoli
Guess How Much I Love You	Kids Preferred	Toys	Candlewick Press
Harley Quinn	Mezco Toyz	Dolls	DC Entertainment
Harry Potter	Wrebbit Puzzles Inc.	Puzzles	Warner Bros. Consumer Products
Hatsune Miku	Ultra PRO Entertainment	Board games	Crypton Future Media Inc.
Hearthstone	JCorp	Apparel, loungewear, sleepwear, t-shirts	Blizzard Entertainment
HISTORY	Lyons Press div. Rowman & Littlefield		A&E Brand Licensing
Joe's	ACI International	Boots, dress shoes, footwear, sneakers	Sequential Brands Group
Kate Spade New York	Lenox*	Dinnerware, flatware, glassware	Kate Spade & Co.
Kim Norlien	Bungalow Flooring	Floor mats	MHS Licensing + Consulting
Library Lion	Liberty Graphics	Apparel, onesies, t-shirts	Candlewick Press
Life is Good	McGee Group	Eyewear	Life is Good
Little Golden Books	YOTTOY Productions	Toys	Penguin Random House
Luis Fitch	Bungalow Flooring	Floor mats	MHS Licensing + Consulting
Minecraft	Jazwares*	Action figures	Microsoft
Misty Copeland	Under Armour	Athleisure	Squire Media & Management

\*Extension or renewal.

Continued on page 9



## Licensing News *Continued from page 8*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
MTV	Concept One Accessories	Backpacks, belts, board shorts, cold weather accessories, flip flops, headwear, slippers, sneakers, tote bags, wallets	Brandgenuity
Mystery Science Theater 3000	Changes	Apparel	Dekel Brands
	Dark Horse Comics	Books, comics, gift items, graphic novels	
	Funko	Figures, vinyl figures	
	Great Eastern Entertainment	Buttons, gifts & collectibles, pins, stickers	
	Insight Editions	Books, journals	
	Just Funky	Auto accessories, beverage holders, gifts, key chains	
	Zen Monkey Studios	Sweatshirts, t-shirts	
Nickelodeon	Alex Brands	Arts & crafts	Nickelodeon & Viacom Consumer Products (NVCP)
	American Greetings	Greeting cards	
	Colorforms Brand	Arts & crafts	
	Concept One Accessories*	Backpacks, belts, board shorts, cold weather accessories, flip flops, headwear, slippers, sneakers, tote bags, wallets	
	Crayola	Arts & crafts	
	KidKraft	Furniture	
	Magformers*	Construction block sets	
	Quarto Publishing Group USA	Books	
	Rubie's Costume	Costumes	
	Sakar Intl.	Electronics	
	Tara Toy Corp.	Arts & crafts	
	Topix Media Lab Publishing	Books	
Olive Oyl	Event Network*	Accessories, apparel, electronic accessories, luggage & travel accessories, novelties, plush	King Features Syndicate
Overwatch	JCorp	Apparel, loungewear, sleepwear, t-shirts	Blizzard Entertainment
Paddington Bear	YOTTOY Productions	Toys (infants')	StudioCanal
Paw Patrol	Fisher-Price	Interactive games, toys	Nickelodeon & Viacom Consumer Products (NVCP)
	Ty Inc.	Beanie babies, plush	
Peppa Pig	What Kids Want!	Novelty toys	Entertainment One (eOne)
Pete the Cat	Kids Preferred	Accessories (children's), lunch accessories, ride-ons	MerryMakers
Phil Frost	Burton Snowboards	Snowboarding apparel, snowboarding gear	Perpetual Licensing
	Grenco Science/G Pen	Vapes	Perpetual Licensing
PJ Masks	Little Kids	Bubble toys	Entertainment One (eOne)
	Playhut	Play tents	
	Swimways	Water toys	
	What Kids Want!	Novelty toys, seasonal toys	
Popeye	CyberAgent	Digital content	King Features Syndicate
	Event Network*	Accessories, apparel, electronic accessories, luggage & travel accessories, novelties, plush	
	Kinetix*	T-shirts	
	Yes.Fit	Fitness classes & programs	
Power Rangers	PhatMojo	Dog tags, hangers, label pins	Saban Brands
	Vandor Products	Mugs, totes, tumblers, water bottles	
Ranger Rick	Braum's Ice Cream & Dairy Stores	Promotional products	National Wildlife Federation
	MerryMakers	Plush	
	Once Kids	Wooden toys	
	Playlife Media	Digital experiences	
	Quarto Publishing Group USA	Publishing	
	Ruckus Media Group	Interactive books (children's)	
Rebecca Stoner	Bungalow Flooring	Floor mats	MHS Licensing + Consulting
Ride	Candlewick Press	Books	Breakthrough Entertainment
Rocket League	Zag Toys	Toy cars	Psyonix
Rudolph the Red-Nosed Reindeer	Kids Preferred	Toys	Character Arts
	Oriental Trading Co.	Arts & crafts, home decor, novelty toys, party decorations, party supplies	
Shimmer & Shine	Fisher-Price	Collectible figures	Nickelodeon & Viacom Consumer Products (NVCP)
	Mattel	Construction toys	

\*Extension or renewal.

*Continued on page 10*

## Licensing News *Continued from page 9*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Skee-Ball	Alchemy 3	Lottery tickets	Bay Tek Games
	Running Press Book Publishers	Games	
	Zynga	Social casino games	
Smiley Brand	Camfoni	Apparel (children's)	SmileyWorld
Smurfs: The Lost Village	JAKKS Pacific	Toys	Sony Pictures Consumer Products
Teenage Mutant Ninja Turtles	Playmates Toys	Figures, role play items	Nickelodeon & Viacom Consumer Products (NVCP)
Teletubbies	Bladez Toyz Plc	Remote-controlled inflatables	CPLG (Copyright Promotions Licensing Group)
	Built Games	Mobile educational apps	
	Edgewell Personal Care	Accessories (infants')	
	Fiesta Toy	Amusement toys, arcade games	
	High Point Design	Hosiery (children's)	
	John GmbH	Outdoor toys	
Thomas & Friends x DC Super Friends	Fisher-Price	Mini toys	Warner Bros. Consumer Products
Thomas & Friends x Power Rangers	Fisher-Price	Mini toys	Saban Brands
Thomas & Friends x Teenage Mutant Ninja Turtles	Fisher-Price	Mini toys	Nickelodeon & Viacom Consumer Products (NVCP)
Tim Burton's The Nightmare Before Christmas	Vandor Products	Cookie jars, salt & pepper sets, tea pots	Disney Consumer Products
Tina Higgins	Briarwood Lane	Flags	MHS Licensing + Consulting
Trolls	Hasbro	Collectibles, dolls, figures, play sets, plush	DreamWorks Animation
Victoria Schultz	Briarwood Lane	Flags	MHS Licensing + Consulting
Vogue	F. Schumacher & Co.	Fabric, wallpaper	Condé Nast Licensing
Voltron Legendary Defender	Playmates Toys	Action figures, role play items	DreamWorks Animation
Walking Dead (The)	Topps	Digital trading cards	AMC Networks
World of Warcraft	JCorp	Apparel, loungewear, sleepwear, t-shirts	Blizzard Entertainment
WWE	Contenders Clothing	Boxers	World Wrestling Entertainment (WWE)

## International Properties Available or Recently Assigned

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Candy Crush Saga	Mobile puzzle game app; partnership to extend brand awareness, engagement, and consumer touch points.	All (U.K.)	George Birtchnell, Point.1888 (The)
Danger Mouse	Deal covers both classic and rebooted TV series; toys to be handled by global master partner Jazwares.	All (Germany)	Robert Merkel, ProSiebenSat.1 Licensing GmbH
Doug the Pug	Social media superstar counts +1 billion Facebook video views and 8 million followers across his social media networks.	All (Worldwide)	Stacey Reiner, Remarkable Brands
Emily and Meritt	Best friends, stylists and designers using vintage inspiration and a modern twist.	All (Worldwide)	Lauren Fields, Digital Brand Products
emoji	Registered trademark includes over 4,000 icons; brand counts 230 licensees in over 60 countries. Deal includes licensing, retail, online distribution, partnerships, and collaborations.	All (U.K., Ireland, Denmark, Sweden, Norway, Finland)	David Boyne, Bravado Intl. Group div. Universal Music Group
emojiville	Purchase of Saban Brands' trademark includes all related assets and domain rights.	All (Worldwide)	Marco Hüsges, Emoji Co. GmbH
Glimmies	Collectable light up toys are fairies that light up when it gets dark.	All (U.K.)	Francesca Lisle-Grimshaw, Lisle Intl. Licensing
Heidi	Girls' TV series centers around a young orphan making her way in the Swiss Alps with the help of her friends.	All (Turkey)	Zeynep Ataman, Gamma Medya
Kazoops	Pre-school TV series follows a boy and his pet pig on their daily adventures.	All (U.K.)	Nicola Webster, Art + Science Intl.
Love Therapy	Italian lifestyle brand for teen and young adult consumers centers around gnomes embodying the universal values of love and respect.	Fashion (North America, EMEA)	Maria Giovanna Gurrieri, CPLG Southern Europe (Copyright Promotions Licensing Group)
Orbeez	Activity craft toys are squishy, bouncy water balls that begin as tiny seeds and expand with water. Core audience is girls 5–12 years-old.	Accessories, apparel, candy, food, home decor, publishing (Worldwide)	Todd Lustgarten, Perpetual Licensing
Overwatch	Highly stylized, multi-player team-based shooter set on a near-future earth.	All (Worldwide)	Matt Beecher, Blizzard Entertainment
Pacific Rim: Uprising	The epic battle between Jaegers and Kaiju returns in the sequel to the global smash hit.	All (Worldwide)	Jamie Kappel, Legendary Entertainment
Pom Pom Wow!	Arts & craft brand for girls ages 6–12 allows girls to put their own personal flair into their lives with stick-on, expanding pompoms.	Accessories, apparel, candy, food, home decor, publishing (Worldwide)	Todd Lustgarten, Perpetual Licensing
Shopkins	Tiny, collectible toys based on grocery store items. Season 7 products launch this year.	All (Scandinavia)	Roland Lindholm, Alicom Licensing

\*Extension or renewal.

*Continued on page 11*

## Licensing News *Continued from page 10*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Super Geek Heroes	Animated preschool series aims to entertain, educate, and enhance the development of young children in subjects including reading, math, and social development.	All (U.S., Canada)	Joan Packard Luks, ThinkTank Emporium
Telemundo	U.S.-based Spanish language network; first phase of the program will focus on El Señor de los Cielos.	All (U.S., Canada)	Kristen Ruby, One Latino
Tiny Tusks	Preschool series centered around elephants teaches children through engaging stories about the power of friendship and thoughtfulness.	All (U.S., Canada)	Joan Packard Luks, ThinkTank Emporium
True and the Rainbow Kingdom	Exclusive agent for preschool TV series starring an 8 year-old girl and her cat as they help the people of Rainbow Kingdom by activating the powers of the wishing tree.	All (Worldwide)	Ross Misher, Brand Central

## International Licenses Recently Granted

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
AC/DC	Lauren Moshi	Apparel, bags, totes (North America)	Epic Rights
Batman (animated)	Funko	Figures (Worldwide)	Warner Bros. Consumer Products
Beauty and the Beast (2017 film)	Build-A-Bear Workshop	Costumes, plush (Worldwide)	Disney Consumer Products
	Parragon Intl.	Books (U.K.)	
Betty Boop	Bare Tree Media	Digital stickers, emoji, Roku devices, smart watches, video game consoles, virtual goods (U.S., Canada)	King Features Syndicate
	MAC Cosmetics	Lipstick (Worldwide)	Crown Creative Co. Ltd.
	Marketing Licensed Products (MLP)	Loungewear, nightwear (France)	King Features Syndicate
	Noveltex	Beach towels, curtains, duvet sets, home textiles (U.K.)	Allsorts Licensing
	Sicem Intl. Srl*	Apparel, nightwear, swimwear, underwear (Italy, San Marino, Vatican City, Albania, Andorra, Armenia, Azerbaijan, Bosnia, Bulgaria, China, UAE, Costa Rica, Croatia, Cyprus, Estonia, France, Georgia, G.S., Greece, Hungary, Kosovo, Lithuania, Malta, Moldova, Montenegro, Netherlands, Peru, Poland, Portugal, Romania, Saudi Arabia, Serbia, Slovenia, Slovakia, Spain, Syria, Tunisia, Turkey, Ukraine)	King Features Syndicate
Blaze & the Monster Machines	Panini Group U.K.	Magazines (U.K.)	Nickelodeon & Viacom Consumer Products (NVCP)
Botterstikes & Gumbles	RP2 Global	Figures, master toy, plush, role play (U.K., Ireland, Australia)	Lisle Intl. Licensing
Candy Crush Saga	In Phase Intl. Ltd.	Air fresheners (U.K.)	Point.1888 (The)
CBGB	Posterservice	Posters (North America)	Epic Rights
Celine Dion	Bugatti Group (The)	Accessories, handbags, luggage (Worldwide)	Epic Rights, Prominent Brand + Talent
Cleo & Cuquin	Mattel	Master toy (Worldwide)	Ánima Kitchent
Codenames	USAOPOLY	Tabletop games (North America)	Czech Games Edition s.r.o.
Corbert Gauthier	Carson Home Accents/Carson Industries	Garden flags (U.S., Canada)	MHS Licensing + Consulting
Darrell Bush	Sawyers Mill (form. Gallery Wrapps)	Wall decor (North America)	MHS Licensing + Consulting
DC Super Hero Girls	JAKKS Pacific	Dolls, dress-up & role play (Worldwide)	Warner Bros. Consumer Products
Despicable Me 3	Mattel	Blind packs, construction toys, figures, toys (Worldwide)	NBCUniversal Brand Development
	Moose Toys	Toys (Worldwide)	
	Thinkway Toys	Master toy (North America)	
Disney Cars	Vivid Imaginations	Pencil toppers (U.K.)	Disney Consumer Products
Disney Cars 3	Jumbo Games	Games, puzzles (U.K.)	
Disney Princess	Vivid Imaginations	Pencil toppers (U.K.)	
Emojimovie	Centum Books	Novelty books, publishing, sticker books (U.K., Ireland)	Rocket Licensing
	Pyramid Intl.	Posters, stationery (U.K., Ireland)	
	Smith & Brooks Ltd.	Apparel (children's) (U.K., Ireland)	
	TDP Textiles	Nightwear (children's), underwear (children's) (U.K., Ireland)	
	Whitehouse Leisure LLP	Plush (U.K., Ireland)	
Flossy and Jim	IconLogin Ltd.	Mobile apps (Android) (Worldwide)	Edutainment Licensing
Garfield	Anuman Interactive S.A.	Mobile game apps, video games (Worldwide)	Mediatoon Licensing
	Any Trading	Accessories, apparel, headwear, stationery (China (excl. Hong Kong)); only in StayReal shops)	Medialink (Far East) Ltd.
	CrownJewlz	Composition books, gift bags, gift tags, journals, note pads, stickers, sticky notes (U.S., Canada, Mexico)	Paws, Inc.

\*Extension or renewal.

Continued on page 12

## Licensing News *Continued from page 11*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Garfield	Ediciones Kraken	Books (Spain)	Mendia Licensing
	Famous Brands	Promotional products (Botswana, Lesotho, Namibia, South Africa, Swaziland, Zambia)	
Geronimo Stilton	Maikii	Flash drives (Italy)	Atlantya Entertainment S.p.A.
Gorjuss	Koninklijke Jumbo/Jumbo Nederland B.V.	Jigsaw puzzles (U.K., Benelux, GAS, Scandinavia)	Santoro London
	Stamatis Ioannidis & Son S.A.	Accessories, apparel, footwear (Greece)	
H. Hargrove	Wellspring	Puzzles (U.S., Canada)	MHS Licensing + Consulting
Hagar the Horrible	Egmont Publishing GmbH*	Books (GAS)	King Features Syndicate
Halo	Forbidden Planet*	Action figures, apparel, comic books, giftware, housewares, novels, replicas (U.K.)	343 Industries Microsoft, Tinderbox div. Beanstalk (U.K.)
	Loot Crate	Subscription service (Worldwide)	343 Industries Microsoft
Hatchimals	Penguin Random House (U.K.)	Activity books, master publishing, novels (Worldwide excl. North America)	
Hautman Brothers	Oklahoma Embroidery Supply & Design (OESD)	Computer embroidery designs (U.S., Canada)	MHS Licensing + Consulting
Heidi	Famosa	Collectible figures (Spain)	Studio 100 Media GmbH
Help for Heroes	Otter House Ltd.	Gifts, stationery (U.K.)	Help for Heroes (H4H)
Hey Duggee	Jazwares	Master toy (U.S., Canada)	BBC Worldwide North America
Hot Wheels	Bladez Toyz Plc	Remote-controlled vehicles (U.K.)	Mattel U.K. Ltd.
I'm A Celebrity Get Me Out of Here	Tobar Trading Group Ltd.	Edibles, games, toys (U.K.; 2 yrs.)	ITV Studios Global Entertainment - Kids Division
Ice Age	Lidl Stiftung & Co. KG	Apparel (infants'), bedding, tights (infants') (Germany, Italy, Ireland, Northern Ireland, Czech Republic, Sweden, Slovakia, Hungary, Croatia, Slovenia, Switzerland, Romania, Netherlands (online-only))	20th Century Fox Consumer Products
Jaune & Vert	Neevov/New Trendz	Apparel, bibs, fleece hoodies, rompers, t-shirts, tops (India)	Bradford License India
Jeff Beck	Posterservice	Posters (North America)	Epic Rights
Jeff Renner	Chesta	Decorative flags (U.S., Canada)	MHS Licensing + Consulting
	Herrschners	Calendar craft kits (U.S., Canada)	
Kazoops	TOMY Europe	Master toy (Worldwide)	Cheeky Little Media
KISS	AJJ Enterprises*	Tailgating games (North America, incl. Mexico)	Epic Rights
	Apple Industries	Photo booths, prints (Worldwide)	
	CARD.com	Credit cards, debit cards (North America, incl. Mexico)	
	Dynamite Entertainment	Comic books, graphic novels (Worldwide)	
	New Ray Toys	Die-cast vehicles (Worldwide)	
	Pangea Brands*	Popcorn makers, toasters, waffle makers (North America)	
	Rhode Island Novelty	Amusement plush (North America, incl. Mexico)	
	S&B Entertainment dba S&B Candy and Toy*	Vending equipment (North America)	
	Sciacallo Bikes	Bicycles (Worldwide)	
	Sports Cards Australia/Ikon Collectables Pty Ltd.	Bobbleheads, busts, Christmas decorations, coaster sets, coolers, resin figurines (ANZ)	
	Sproing Publishing	Mobile game apps (Worldwide)	
	Staramba	Figurines (Worldwide)	
	Swyft Media div. Monotype Imaging Holdings	Digital stickers, emoji, virtual goods (Worldwide)	
	Waku Waku	Calendars (Japan)	
Wish Factory (The)*	Automotive accessories, pet products (North America)		
Kori Kumi	DC Thomson	Magazines (U.K.)	Santoro London
LEGO Batman (film)	Ameet Sp. z o.o.	Publishing (EMEA)	Warner Bros. Consumer Products
	Amscan	Party goods (Worldwide)	
	Bioworld Merchandising	Apparel (Worldwide)	
	Blue Ocean Entertainment AG	Publishing, sticker books (EMEA)	
	Caprice Australia	Accessories, apparel, backpacks, housewares, sleepwear (ANZ)	
	Character World/TDS Enterprises	Back-to-school (EMEA)	
	ClicTime	Clocks, watches (children's) (Worldwide)	
	Disguise	Halloween costumes (Worldwide)	

\*Extension or renewal.

*Continued on page 13*

## Licensing News *Continued from page 12*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
LEGO Batman (film)	DK Publishing	Publishing (Worldwide)	Warner Bros. Consumer Products
	Evy of California	Apparel (Worldwide)	
	Fast Forward	Backpacks (Worldwide)	
	Franco Manufacturing	Beach towels, bedding, home decor, throws (Worldwide)	
	Hallmark Cards	Gift packaging, greeting cards, ornaments (Worldwide)	
	Handcraft Manufacturing	Underwear (children's) (Worldwide)	
	Isaac Morris	Apparel (Worldwide)	
	LEGO Systems	Construction block sets (Worldwide)	
	Pyramid Intl.	Calendars, posters (EMEA)	
	Sakar Intl.	Electronic accessories (Worldwide)	
	Scholastic Media	Publishing (Worldwide)	
	SGI Apparel div. SG Companies	Apparel (Worldwide)	
Trends International	Calendars, posters (Worldwide)		
TV Mania	Back-to-school (EMEA)		
Lisa Jane Smith	Franco Manufacturing	Kitchen textiles (Worldwide)	MHS Licensing + Consulting
Lord of the Rings (The)	Funko	Figures (Worldwide)	Warner Bros. Consumer Products
Lynn Sanchelli	Calyso Cards	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
Marvel	Global Brands Group	Ski apparel (Worldwide; 2 yrs.)	Disney Consumer Products
Mass Effect	Funko	Figures (Worldwide)	Electronic Arts (EA)
Mia & Me	Simba Dickie Group	Master toy (Worldwide, launching in GAS)	m4e AG
Minecraft	Disguise	Accessories, dress-up, Halloween costumes (Worldwide)	Microsoft
	Egmont (U.K.)	Books (U.K.)	
Minions	Clementoni UK Ltd.	Puzzles (U.K.)	Universal Brand Development (U.K.)
Minnie Mouse	UNIQLO	Apparel (Worldwide)	Disney Consumer Products
Mirabelle	Benetton Group	Loungewear, nightwear (Worldwide)	Santoro London
Miraculous: Tales of Ladybug & Cat Noir	Air-Val Intl.	Fragrance (Spain)	Planeta Junior (Spain)
	Bandai Europe	Master toy (Spain)	
	CyP Brands Evolution S.L.	Gifts (Spain)	
	Dekora Innova SA	Confectionery (Spain)	
	Educa Borrás SA	Board games (Spain)	
	Flexmetal S.L.	Balloons (Spain)	
	Gemma Intl.	Gift packaging, greeting cards, partyware (U.K.)	
	Hot Shots Europe	Food (Spain)	
	Karaktermania	Backpacks, bags (Spain)	
	Maad Toys	Backpacks, handbags, purses, shoulder bags (U.K.)	
	Panini España	Magazines, sticker albums, stickers (Spain)	
	Planeta Editorial	Books (Spain)	
	Rubie's Masquerade Co. U.K. Ltd.	Dress-up (U.K.)	
	Safta S.A.	Back-to-school products (Spain)	
Toimsa Bicicletas e Brinquedos Lda.	Bicycles, helmets (Spain)		
United Labels Ibérica S.A.	Gifts (Spain)		
MLB	Loot Crate	Subscription service (Worldwide)	MLB Properties
Moon and Me	Hasbro	Master toy (Worldwide)	Sutikki div. Bento Box
Mummy (The)	Funko	Collectibles (Worldwide)	NBCUniversal Brand Development
Nerf	Jazwares	Games, indoor toys, outdoor toys (North America, EMEA)	Hasbro
Nickelodeon Properties	Funko	Figures (Worldwide)	Nickelodeon & Viacom Consumer Products (NVCP)
Once Upon a Time...Life	Editions Soleil div. Groupe Delcourt	Comic books (France)	Procidis
	Educa Borrás SA	Board games, games, puzzles, toys (France, Belgium)	
Overwatch	Bioworld Merchandising	Accessories (Canada)	Blizzard Entertainment
Paddington Bear	Magmatic dba Trunki	Ride-on luggage (U.K.)	Copyrights Group (The)
	PMS Intl.	Coloring & activity books (U.K.)	
	Rainbow Designs*	Plush (U.K.)	
	Ravensburger AG	Puzzles (U.K.)	

\*Extension or renewal.

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## Licensing News Continued from page 13

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
<b>Paddington Bear</b>	Redan Publishing Ltd.	Magazines (U.K.)	Copyrights Group (The)
	University Games	Board games, games (U.K.)	
<b>Patrick Reid O'Brien</b>	Calypso Cards	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
<b>Peppa Pig</b>	Canadian Group (TCG)*	Games (U.S., Canada)	Entertainment One (eOne)
	Cardinal Industries	Games, puzzles (U.S., Canada)	
	Jazwares*	Master toy (U.S., Canada)	
	Kent Intl.	Bicycle helmets, bicycles (U.S., Canada)	
	Kidz Toyz	Musical instruments (U.S., Canada)	
	Rollplay div. Goodbaby Intl. Holdings	Battery-operated vehicles, ride-ons (U.S., Canada)	
	Ty Inc.*	Beanie babies (U.S., Canada)	
	Wonder Forge	Games (U.S., Canada)	
<b>Perry Ellis</b>	Morel S.A.	Backpacks, luggage, travel bags (Central America, South America, Caribbean)	Perry Ellis Intl./PEI Licensing
<b>Phantom</b>	Egmont Publishing AB	Backpacks, figures, mobile accessories, mugs, necklaces, rings, sunglasses, t-shirts, ties (Sweden)	King Features Syndicate
<b>PJ Masks</b>	Dreamtex Ltd.	Bedding (children's) (U.K.)	Entertainment One (eOne) U.K.
	First Act	Musical instruments (U.S., Canada)	Entertainment One (eOne)
	Gemma Intl.	Partyware, social expressions (U.K.)	Entertainment One (eOne) U.K.
	Jazwares	Consumer electronics (U.S., Canada)	Entertainment One (eOne)
	LeapFrog	Learning toys (children's) (U.S., Canada)	
	Ravensburger AG	Puzzles (U.K.)	Entertainment One (eOne) U.K.
	Roy Lowe & Sons Ltd.	Socks (U.K.)	
	Tech 4 Kids	Novelty lighting (U.S., Canada)	Entertainment One (eOne)
	VTech Electronics Europe Plc	Electronic toys (U.K.)	Entertainment One (eOne) U.K.
	William Lamb Footwear	Bags, footwear (U.K.)	
	Zak Designs	Lunchware (U.K.)	
<b>Pokémon</b>	Mattel	Construction toys (Worldwide)	Pokémon Company Intl.
<b>Popeye</b>	Aurimoda S.A. de C.V.	Dresses, hoodies, jogging suits, leggings, polos, skirts, sweatshirts, t-shirts, tank tops (Costa Rica, El Salvador, Guatemala, Belize, Honduras, Mexico, Nicaragua, Panama)	King Features Syndicate
	Bare Tree Media	Digital stickers, emoji, Roku devices, smart watches, video game consoles, virtual goods (U.S., Canada)	
	Bergamaschi e Vimercati S.p.A	Cake moulds, coasters, coffee makers, cooler bags, cutlery, kitchen accessories, placemats, storage (Italy, San Marino, Vatican City)	
	Curly & Smooth Handels GmbH	Energy drinks (India, Malaysia, Philippines, Vietnam, Indonesia, ANZ)	
	Curly & Smooth Handels GmbH*	Energy drinks (U.K., GAS, France, Italy, Spain, Middle East)	
	Mistiyarn Pty Ltd. tda Mitch Dowd Design*	Activewear (men's), apparel, sleepwear, socks, underwear (ANZ)	
<b>Power Rangers</b>	Funko	Figures (Worldwide)	Saban Brands
<b>Precious Moments</b>	PersonalizationMall.com*	Gifts (U.S., Canada)	Precious Moments
	Tarjeal Cia. Ltda.*	Back-to-school (Ecuador)	
	Thomas Nelson/Harper Collins Christian Publishing*	Bibles, story books (Worldwide)	
<b>Pringles</b>	High Resolution Design Ltd. (HRD)	Plush (U.K.)	Kellogg
<b>Rachael Hale McKenna</b>	Noveltex	Beach towels, curtains, duvet sets, home textiles (U.K.)	Mosaic Licensing & Consulting
<b>Rainbow Rangers</b>	Mattel	Dolls, master toy, musical toys, play sets, plush, vehicles (Worldwide)	Genius Brands Intl.
<b>Rebecca Stoner</b>	Crown Point Graphics	Bookmarks, greeting cards, memo pads, sticky notes (U.S., Canada)	MHS Licensing + Consulting
	Design Design	Greeting cards (Worldwide)	
<b>Rick &amp; Morty</b>	Funko	Master toy (Worldwide)	Cartoon Network Enterprises
<b>Roadl Dahl</b>	Creative Tops	Bakeware, kitchenware, master housewares, melamine, mugs, tinware, travel mugs (U.K.)	Roadl Dahl Literary Estate (The)
<b>Royal Horticultural Society</b>	Amelie Chocolat	Chocolate, confectionery (U.K.)	Royal Horticultural Society/RHS Enterprises Ltd.
<b>Sesame Street</b>	Sambro Intl.	Arts & crafts, bags, plush toys (U.K., Benelux, Iberia, Nordics, CEE)	CPLG (Copyright Promotions Licensing Group)
<b>Shimmer &amp; Shine</b>	Clementoni UK Ltd.	Puzzles (U.K.)	Nickelodeon & Viacom Consumer Products (NVCP)

\*Extension or renewal.

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## Licensing News *Continued from page 10*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Shopkins	AST Origami/Publishers	Arts & crafts, board games (Russia)	Megalicense
	Perfetti Van Melle SpA	Chocolates (Russia)	
	Ravensburger AG*	Games, puzzles (Scandinavia)	
Smiley	Nestle S.A.	Water (Europe)	SmileyWorld
	Simba Dickie Group	Blind packs (Europe)	
Stacey Yacula	Crown Point Graphics	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
	Design Design	Greeting cards (Worldwide)	
Stephanie Ryan	Artdeco Creations	Card crafting, scrapbooking (U.S., Canada, U.K., Europe, ANZ, South Africa)	MHS Licensing + Consulting
	Design Design	Greeting cards (Worldwide)	
	Enchante Accessories	Gift bags, paper boxes, photo albums, sketchbooks, stationery (Worldwide)	
	Fabric Editions	Fabric (Worldwide)	
	Hallmark Cards	Greeting cards (Worldwide)	
Teenage Mutant Ninja Turtles	Prima Design	Wooden blocks (U.S., Canada)	Nickelodeon & Viacom Consumer Products (NVCP)
	Vivid Imaginations	Pencil toppers (U.K.)	
Terry Doughty	Fabrique Innovations	Fabric, throws (U.S., Canada)	MHS Licensing + Consulting
Tina Higgins	Artdeco Creations	Card crafting, scrapbooking (U.S., Canada, U.K., Europe, ANZ, South Africa)	MHS Licensing + Consulting
	Design Design	Greeting cards (Worldwide)	
	Herschners	Sequined calendar craft kits (U.S., Canada)	
	Nicole Brayden Gifts/Divinity Boutique	Greeting cards (Worldwide)	
	Raz Imports	Pillows, wall decor, wood trays (Worldwide)	
Tommy Hilfiger	Peerless Clothing	Apparel (men's) (North America)	PVH
Victoria Schultz	Old Growth Art Quilt Design	Quilt patterns (Worldwide)	MHS Licensing + Consulting
Westinghouse	Amerex Pvt Ltd.	Irons, portable room heaters, small kitchen appliances (India)	Leveraged Marketing Corp. of America (LMCA)
	Southern Telecom	Cables, chargers, consumer electronics, electronic accessories, headphones, phones (North America, selected countries in Central/South America)	
Wissper	Bastei Media GmbH	Master publishing (U.K.)	Nickelodeon & Viacom Consumer Products (NVCP)
	Simba Smoby U.K.	Dolls, play sets, plush, role play, toys (U.K.)	
Woodstock	Bluebird & Co.	Fashion apparel (women's) (North America)	Epic Rights
WWE	Loot Crate	Subscription service (Worldwide)	World Wrestling Entertainment (WWE)
	Vivid Imaginations	Pencil toppers (U.K.)	
Yes	Posterservice	Posters (North America)	Epic Rights

\*Extension or renewal.



## contacts & connections

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

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

**ACI International**, Sean Mitchell, EVP Marketing & Licensing, 310-889-3464, smitchell@aciint.com, P. 8.

**AJJ Enterprises**, Jason Wahl, Owner, 888-504-7112, admin@ajjshops.com, P. 12.

**Alchemy 3**, Jeffrey Schweig, President & CMO, 770-442-6993, js@alchemy3.com, P. 10.

**Alex Brands**, Neil Friedman, President & CEO, 973-747-3000, nfriedman@alexbrands.com, P. 9.

**All-American Licensing & Management Group (AALMG)**, Michael Gottsegen, Licensing Executive, 818-749-7236, michael@aalmg.com, P. 8.

**AMC Networks**, Theresa Beyer, VP Promotions & Brand Activation, 212-324-8500, tbeyer@amctv.com, P. 10.

**American Greetings**, Michael Wovna, VP Licensing & Sales, 216-252-7300, michael.wovna@amgreetings.com, P. 9.

**American Stationery**, Kathy Calderbank, VP Marketing, 765-473-4438, kathy.calderbank@americanstationery.com, P. 8.

**Amscan**, Barry Morin, SVP Marketing & Licensing, 914-345-2020, bmorin@amscan.com, P. 12.

**Apparel Connection**, Albert Dweck, Manager, 212-564-5102, P. 8.

**Apple Industries**, Allen Weisberg, CEO & Founder, 516-619-8000, sales@facephoto.com, P. 12.

**Bare Tree Media**, Robert Ferrari, CEO, 617-899-3347, rferrari@baretreemedia.com, P. 11,14.

**Bay Tek Games**, Larry Treankler, President, 920-822-3951, sales@baytekgames.com, P. 10.

**BBC Worldwide North America**, Carla Peyton, SVP Licensed Consumer Products, 212-705-9300, carla.peyton@bbc.com, P. 12.

**Bioworld Merchandising**, Jennifer Staley, VP Licensing, 972-488-0655, jennifers@bioworldmerch.com, P. 10,12,13.

**Blizzard Entertainment**, Matt Beecher, VP Global Consumer Products, 949-955-1380 x14262, mbeecher@blizzard.com, P. 8,9,10,13.

**Bluebird & Co.**, Laura Glover, 213-687-7069, laura@daydreamerla.com, P. 15.

**Brand Central**, Ross Misher, CEO, 310-268-1231, ross@brandcentralgroup.com, P. 11.

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

**Braum's Ice Cream & Dairy Stores**, Terry Holden, Director Marketing & Advertising, 405-478-1656, tholden@braums.com, P. 9.

**Briarwood Lane**, Mike Brennan, President, 844-631-5247, mike@briarwoodlane.com, P. 10.

**Build-A-Bear Workshop**, Felicia Taylor, Senior Manager Licensing & Partnership Bear, 314-423-8000 x5329, feliciat@buildabear.com, P. 8,11.

**Built Games**, Mike Pagano, Founder & CEO, info@builtgames.com, P. 10.

**Bungalow Flooring**, Lindsey Shrader, Sales Executive, 706-766-9554, lshrader@bungalowflooring.com, P. 9,12,13.

**Burton Snowboards**, Greg Dacyshyn, Chief Creative Officer, 802-660-3200, gregd@burton.com, P. 9.

*Continued on page 16*

**contacts & connections** *Continued from page 15*

- Calypso Cards**, Nicky Burton, MD, 978-287-5900, nicky@calypsocards.com, P. 13,14.
- Candlewick Press**, Mary McCagg, Director Licensing, 617-661-3330, mary.mccagg@candlewick.com, P. 8,9.
- CARD.com**, Linda Castillon, SVP Licensing, 619-980-4986, linda@card.com, P. 12.
- Cardinal Industries**, Joel Berger, President, 718-784-3000 x114, joelb@cardinalgames.com, P. 14.
- Carson Home Accents/Carson Industries**, Brad Carson, President, 724-295-5147, bcarson@carsonhomeaccents.com, P. 11.
- Cartoon Network Enterprises**, Peter Yoder, VP Cartoon Network, 212-275-6535, peter.yoder@turner.com, P. 8,14.
- Changes**, Will Thompson, VP Licensing, 718-441-6464, wthompson@changesonline.com, P. 9.
- Character Arts**, Jonathan Flom, Owner & Founder, 203-834-0323, jflom@characterarts.com, P. 9.
- Chesta**, Darla Berman, VP & CFO, 614-833-4165, dberman@chesta.com, P. 12.
- ClickTime**, Bill Fleckner, VP Sales, info@clicktime.com, P. 12.
- Colorforms Brand**, George Vorkas, President, 212-764-0266, info@colorforms.com, P. 9.
- Concept One Accessories**, Sam Hafif, CEO, 212-868-2590, sam@concept1.com, P. 9.
- Condé Nast Licensing**, Cathy Glosser, SVP Licensing, 212-286-7396, cathy\_glosser@condenast.com, P. 8, 10.
- Conimar**, Marilyn Pasteur, Creative Director, 800-874-9735, m.pasteur@conimar.com, P. 8.
- Contenders Clothing**, Jonathan Snyder, CEO, 725-696-1711, jon@contendersclothing.com, P. 10.
- CPLG (Copyright Promotions Licensing Group)**, Ted Larkins, SVP & GM, 818-261-8262, tlarkins@cplg.com, P. 10.
- Crayola**, Warren Schorr, VP Business Development & Global Licensing, 610-253-6271 x4723, wschorr@crayola.com, P. 9.
- Crown Point Graphics**, Carol Dierckes, VP Sales & Marketing, 317-575-9975, cdierckes@crownpointgraphics.com, P. 14,15.
- CrownJewlz**, Karen Myers, President, 419-289-9570, crownjewlz@zoominternet.net, P. 11.
- Cufflinks**, Patty Bentley, Co-President, 214-780-0333, patty@cufflinksinc.com, P. 8.
- Dark Horse Comics**, Nick McWhorter, VP Media Licensing, 503-905-2386, nickm@darkhorse.com, P. 8,9.
- DC Entertainment**, Diane Nelson, President & COO Warner Bros. Interactive Entertainment, 212-636-5400, diane.nelson@dcentertainment.com, P. 8.
- Dekel Brands**, Elie Dekel, CEO, 310-947-6950, elie@dekelbrands.com, P. 9.
- Design Design**, Tom Vituj, Creative Director Product Development, 616-771-8319, tom.vituj@designdesign.us, P. 14,15.
- Digital Brand Products**, Lauren Fields, Director Licensing, lauren@digitalbrandproducts.com, P. 10.
- Discovery Consumer Products**, Sue Perez-Jackson, Licensing Director, 240-662-5419, sue\_perez-jackson@discovery.com, P. 8.
- Disguise**, Tara Hefter, VP Global Licensing, 424-268-9549, thefter@jakks.net, P. 12, 13.
- Disney Consumer Products**, Josh Silverman, EVP Global Licensing, 818-544-0567, josh.silverman@disney.com, P. 8,10,11,13.
- Disney Consumer Products**, Karen Torpey, Director Licensing Disney Princess & Fairies, 818-560-1000, karen.torpey@disney.com, P. 11.
- Disney Consumer Products**, Paul Gitter, SVP Licensing Marvel, 818-544-1950, paul.gitter@disney.com, P. 13.
- DreamWorks Animation**, Susan Spencer, Intl. Licensing, 818-695-5000, anissa.fiore@dreamworks.com, P. 10.
- Dynamite Entertainment**, Rich Young, Director Business Development, 856-312-1040 x107, rich.young@dynamite.com, P. 8.
- Edgewell Personal Care**, Jim Alsante, Group Marketing Director, 203-882-2100, jalsante@edgewell.com, P. 10.
- Electronic Arts (EA)**, Ryan Gagerman, Director Licensing, 310-754-7446, rgagerman@ea.com, P. 13.
- Elf on the Shelf (The)/CCA&B**, Helen Bransfield, Executive Director Licensing, 203-557-0310, helen@elfontheshelf.com, P. 8.
- Enchante Accessories**, Lisa Rosman, Licensing Manager & Senior Designer, 212-689-6008 x1147, lisa@ench.com, P. 15.
- Entertainment One (eOne)**, Joan Grasso, VP Licensing North America, 212-353-8800 x5219, jgrasso@entonegroup.com, P. 9,14.
- Epic Rights**, Lisa Streff, EVP Global Licensing, 310-424-1908, lisa@epicrights.com, P. 8,11,12,15.
- Esquire Footwear**, Isaac Saada, President, 212-695-4140, isaac@esquirefootwear.com, P. 8.
- Event Network**, Helen Sherman, EVP Product, 858-222-6030, helen.sherman@eventnetwork.com, P. 8,9.
- Evy of California**, Jeffrey Fisher, VP Licensing, Marketing & New Business Development, 213-746-4647 x172, jeffrey@evy.com, P. 13.
- F. Schumacher & Co.**, Timur Yumusaklar, President & CEO, 212-213-7900, info@fsc.com, P. 10.
- Fabric Editions**, Marsha Walling, CEO, 864-288-2211, mwalling@fabriceditions.com, P. 15.
- Fabrique Innovations**, Sy Garfinkel, CEO, 212-244-0099, sykelcg@aol.com, P. 15.
- Factory Entertainment**, Jordan Schwartz, President, 925-270-3739 x7001, jordan@factoryent.com, P. 8.
- Fast Forward**, Evan Hedaya, President, 212-244-4400, evan@fastforwardny.com, P. 13.
- Fiesta Toy**, Michael Lauber, President, 323-581-9988, michael@fiestatoy.com, P. 10.
- Firefly Brand Management**, Cynthia Modders, Owner & President, 415-513-5826, cynthia@fireflybrandmanagement.com, P. 8.
- First Act**, Jeff Walker, EVP Business Development & Marketing, 617-226-7888, jwalker@firstact.com, P. 14.
- Fisher-Price**, Tanya Mann, VP Global Consumer Products, 716-687-3000, tanya.mann@mattel.com, P. 9,10.
- Franco Manufacturing**, Luke Richardson, Sales & Licensing Director, 732-494-0500, luke.richardson@franco-mfg.com, P. 13.
- Funko**, Lauren Winarski, Licensing & Brand Manager, 425-783-3616, lauren@funko.com, P. 9,11,13,14.
- Genius Brands Intl.**, Stone Newman, President Global Consumer Products, 310-499-2405, stone@gnusbrands.com, P. 14.
- Global Brands Group**, Brady Collings, VP Marketing Spyder, 646-839-7322, brady@ameny.com, P. 13.
- Great Eastern Entertainment**, Kent Hsu, Owner, 310-638-5058, kent@geanimation.com, P. 9.
- Greg Pizzoli**, Greg Pizzoli, Author, info@gregpizzoli.com, P. 8.
- Grenco Science/G Pen**, Chris Folkerts, Founder, 800-948-7480, chris@gpen.com, P. 9.
- Hallmark Cards**, Karen Mitchell, Product Development & Licensing Director, 816-274-3639, kmitch1@hallmark.com, P. 13.
- Hallmark Cards**, Lisa Cline, Licensing Execution Manager, 816-274-5111, lisa.cline@hallmark.com, P. 15.
- Handcraft Manufacturing**, Irwin Mizrahi, President, 212-251-0022, irwinm@handcraftmfg.com, P. 13.
- Hasbro**, Bill Burch, Director Licensing, 401-431-8697, bill.burch@hasbro.com, P. 10,13.
- HBO**, Josh Goodstadt, VP Global Licensing & Retail, 212-512-7047, josh.goodstadt@hbo.com, P. 8.
- Herrschners**, Sarah Perterson, Director Creative Services & Publishing, 715-341-4554, speterson@c-sn.com, P. 12,15.
- High Point Design**, Morris Chehebar, VP Sales & Licensing, 212-354-2400 x589, mchehebar@moret.com, P. 10.
- Insight Editions**, Michael Madden, Owner, 415-526-1370, m.madden@insighteditions.com, P. 9.
- Isaac Morris**, Ralph Setton, VP Sales & Marketing, 646-827-0015, rsetton@isacmorris.com, P. 13.
- Jacmel Jewelry**, Nathan Dweck, CEO, 212-938-6980, jahmey@jacmel.com, P. 8.
- Jada Toys**, Anna Zhang, Licensing Manager, 626-810-8382, anna@jadatoys.com, P. 8.
- JAKKS Pacific**, Jill Nordquist, SVP, 310-456-7799, jill@jakks.net, P. 11.
- JAKKS Pacific**, Tara Hefter, SVP Global Licensing, 424-268-9549, thefter@jakks.net, P. 10.
- Jazwares**, Laura Zebersky, CCO & EVP Global Sales/Licensing, 954-845-0800, laura@jazwares.com, P. 8,12,14.
- Jim Henson Co.**, Federico San Martin, VP Global Consumer Products, 323-802-1500, fsanmartin@henson.com, P. 8.
- Just Funky**, Raj Arora, President, 234-249-0145, raj@justfunky.com, P. 9.
- Kate Spade & Co.**, Allison Martin, Director Global Licensing, 212-354-4900 x7396597, amartin@katespade.com, P. 8.
- Kellogg**, Kathleen Pavlack-Glassman, Senior Manager Global Licensing, 269-961-2803, kathleen.pavlack@kellogg.com, P. 14.
- Kent Intl.**, Mike Provost, VP Global Licensing, 973-434-8181, mprovost@kent.bike, P. 14.
- KidKraft**, France Jacot, VP Global Brand Marketing, 972-385-0100, france@kidkraftinc.com, P. 9.
- Kids Preferred**, Laura Perks, VP Marketing, 732-274-1144, laura@kidspreferred.com, P. 8,9.
- Kidz Toyz**, Scott Spiegel, Owner, 914-241-3434, spiegel@kidztoyz.com, P. 14.
- Kinetix**, Blayne Siegel, President, 213-623-2928, blayne@kxclimbing.com, P. 9.
- King Features Syndicate**, Carla Silva, VP, GM & Global Head Licensing, 212-969-7582, csilva@hearst.com, P. 8,9,11,12,14.
- L'AmY America**, Cheryl Canning, Worldwide Brand Manager, 203-761-0611, support@lamyamerica.com, P. 8.
- Lauren Moshi**, Lauren Moshi, Owner, 323-888-8838, lauren@laurenmoshi.com, P. 11.
- LeapFrog**, Greg Ahearn, EVP & CMO, 510-420-5000, gahearn@leapfrog.com, P. 14.
- Legendary Entertainment**, Jamie Kampel, VP Licensing & Partnerships, 818-688-7589, jkampel@legendary.com, P. 10.
- LEGO Systems**, Jill Wilfert, VP Global Licensing & Entertainment, 860-763-6827, jill.wilfert@lego.com, P. 13.
- Lenox**, Trish Dahms, VP Lenox Brands & kate spade new york, 267-525-5600, trish\_dahms@lenox.com, P. 8.
- Leveraged Marketing Corp. of America (LMCA)**, Hal Worsham, MD Brand Licensing, 212-265-7474 x204, hworsham@lmca.net, P. 15.
- Liberty Graphics**, Tom Opper, Owner, 207-589-4035, tom@libertygraphicstshirts.com, P. 8.
- Life is Good**, John Jacobs, Co-founder, 617-867-8900, bjacobs@lifeisgood.com, P. 8.
- Little Kids**, Jim Engle, President, 401-454-7600 x102, jengle@littlekidsinc.com, P. 9.
- Loot Crate**, Amber Fonseca, Senior Manager Licensing & New Business Development, 310-922-9685, amber.fonseca@lootcrate.com, P. 12,13,15.
- Lyons Press div. Rowman & Littlefield**, Linda May, VP Marketing & Sales, 301-459-3666 x5006, lmay@rowman.com, P. 8.
- MAC Cosmetics**, Karen Buglisi, Global Brand President, 212-965-6300, kbuglisi@maccosmetics.com, P. 11.
- Magformers**, Chris Tidwell, CEO, 734-667-1673, info@magformers.com, P. 9.
- Maikii**, Massimo Costetti, COO, 510-520-5365, massimo.costetti@maikii.com, P. 12.
- MasterPieces Puzzle**, Laura Duellman, Director Product Development, 520-741-1315 x120, laura@masterpiecesinc.com, P. 8.
- Mattel**, Susie Lecker, EVP & Chief Brand Officer Toybox Div., 310-252-2000, susie.lecker@mattel.com, P. 11, 14.

*Continued on page 17*







# 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.

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**Air-Val Intl.**, David Garcia Capdevila, CEO, 34 936 355 335, david@air-val.com, P. 13.

**Alicom Licensing**, Roland Lindholm, MD & CEO, 46 8 702 2438, roland@alicom.se, P. 10,15.

**Allsorts Licensing**, John McInnery, MD, 44 1234 212411, john@allsortsmedia.co.uk, P. 11.

**Ameet Sp. z o.o.**, Adriana Proszak, Commercial Director, 48 42 67 62 778, b2h@ameet.pl, P. 12.

**Amelie Chocolat**, Natalie Levy, Founder & Director, 44 1707 888123, info@ameliechocolat.co.uk, P. 14.

**Amerex Pvt Ltd.**, Guatam Seth, Director, info@amerexpl.com, P. 15.

**Amscan Intl.**, Mel Beer, Licensing Director EMEA, 44 1908 288500, mbeer@amscan.com, P. 12.

**Ánima Kitchent**, Víctor López, CEO, 34 916 315 084, info@animakitchent.com, P. 11.

**Anuman Interactive S.A.**, Stéphane Longeard, Founder, 33 1 48 97 92 92, slongeard@anuman-interactive.com, P. 11.

**Any Trading**, Lin Yuan, 86 21 3331 6515 x111, P. 11.

**Art + Science Intl.**, Nicola Webster, Licensing Director, 44 1903 885669, nicola@artistsandscientists.com, P. 10.

**Artdeco Creations**, Andrew Wightman, Owner, 61 7 3275 8500, andrew@artdecocreations.com.au, P. 15.

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## Who's News

Following **Jim Fielding's** appointment at 20th Century Fox Film and Fox Television group, the consumer products division adds three DreamWorks vets. **Ann Buckingham** is now SVP Global Creative & Product Development, **Tim Erickson** is SVP Global Licensing & Operations, and **Erin Morris** is SVP Global Retail Business Development. Also joining the team are **Kirk Bloomgarten** as SVP Intl. Operations and **Eva Steortz** as SVP Global Brand Business Development.

Activision Blizzard launches a new consumer products division to be headed up by **Tim Kilpin** as President & CEO. Kilpin will oversee the Activision Publishing, Blizzard Entertainment, and King Digital teams.

Warner Bros. Consumer Products appoints **Preston Kevin Lewis** as SVP Retail Business Development.

**Lisa Macdonald** joins Silvergate Media as VP EMEA.

Funrise names **Kelly Woon** as the firm's new VP.

Vandor hires **Sarah DeVoll** as President & CEO.

**Joel Whitten Richardson** is promoted to President of Turner Latin America.

A+E Networks creates two new positions; **Lea Goldman** is appointed Editor-in-Chief Lifetime & FYI and **Tiffany Darke** joins as Editor-in-Chief A&E & HISTORY.

Following Funko's acquisition of Underground Toys, founder **Andy Oddie** will lead as MD EMEA.

Silvergate Media appoints **Jeff Farnath** as CFO.

Digital studio Astronauts Wanted hires **Jonny Blitstein** as its new VP Business Development Branded Entertainment.

**Simon Waldron** joins LEVEL-5 abby Inc. as SVP Marketing & Licensing.

Saban Brands promotes **Frederic Soulié** to EVP Global Distribution & Consumer Products and **Leila Ouledcheikh** to SVP Distribution & Consumer Products EMEA.

**Marie McCann** is named Senior Director at CBC Kids after holding the position on an interim basis following the departure of **Martin Markle** last August.

**Nathaniel Southworth** returns to the toy industry with his own marketing business, Added Smile.

Nelvana grows its team with **Peter Crighton**, Director Marketing; **Kelly Elwood**, Director Retail; and **Tonya Lindo**, Director Licensing North America.

## Who's News, Cont'd

**Aria Moffly** is promoted to DC Entertainment VP Creative Affairs.

DecoPac promotes **Danna Dueck** to VP Licensing & Product Marketing.

Fred's appoints **Gregory Froton** as SVP Merchandising, General Merchandise and **Kimberley Felice-Dooley** as SVP Merchandising Consumables.

Dark Horse promotes **Chris Gaslin** to Director Product Development.

Underground Toys rebrands as **Seven 20**.

Discovery Consumer Products taps **Ricky Li** as VP Global Lifestyle & Retail.

VF Corp. appoints **Brendan Sullivan** as President Sportswear, succeeding **Karen Murray**, who will become a senior brand advisor to the group.

DHX Media appoints senior management into new roles to integrate its studio and distribution teams: **Anne Loi** is named EVP Global Operations and **Josh Scherba** is EVP Distribution & Content.

Turner Southeast Asia launches with **Vishal Dembla** serving as VP & GM. Dembla will lead efforts in Asia Pacific for kids channels Cartoon Network and Boomerang.

CMON hires **Mike McVey** for its production and development team.

Flywheel Sports appoints **Sarah Robb O'Hagan** as CEO.

Canadian producer Mercury Filmworks and Ireland's Cartoon Saloon launch **Lighthouse Studios**, a new 2D-focused, joint-venture prodco for kids content.

**Hans Ulrich Stoef** will continue to act as CEO of m4e after Studio 100 acquires the company.

**Patrick Elmendorff** steps down as MD. Stoef will step into Elmendorff's role shortly; in the meantime, **Hans Bourlon** will temporarily manage the company.

Target promotes **Rick Gomez** to EVP & CMO.

Barneys New York's **Mark Lee** steps down as CEO and is succeeded by **Daniella Vitale**. Lee remains as Executive Chairman of the board.

RMS Intl. relocates its headquarters to Manchester, U.K. and opens a new local office in Australia. **David Ireland** joins the business as CEO for the Australia office.

L'Oréal USA appoints **David Greenberg** Group President Professional Products Div. North America following the retirement of **Pat Parenty**; **Ikdeep Singh** is Brand President Maybelline, Garnier & Essie; **Tim Coolican** is Brand President of L'Oréal Paris.

Condé Nast restructures, appointing **Pamela Drucker Mann** to CMO. **Josh Stinchcomb** is Chief Experience Officer, overseeing the licensing team and leading the creation of a new events and experiences business. Condé Nast's brands will be organized into "collections" with publishers re-titled as Chief Business Officers.

- ▶ **Kim Kelleher** oversees Glamour, Allure, Brides, Teen Vogue, and Self.
- ▶ **Chris Mitchell** leads Vanity Fair and W.
- ▶ **Howard Mittman** gets GQ, GQ Style, the Wired Media Group (Wired, Ars Technica, and Backchannel), Golf World, and Golf Digest.
- ▶ **Susan Plagemann** oversees Vogue.
- ▶ **Lisa Hughes** runs The New Yorker.
- ▶ **Giulio Capua** oversees Architectural Digest, Condé Nast Traveler, and the Food Innovation Group (Bon Appétit and Epicurious).

**Connie Anne Phillips, Agnes Chapski, Michelle Myers, and Peter Hunsinger** leave Condé Nast.

The mediaco replaces the Condé Nast Media Group with a collection of Chief Industry Officers to be overseen by **Lisa Valentino**, now Chief Revenue Officer, Industry & Agency.

- ▶ **Brendan Monaghan** is Chief Industry Officer Fashion & Luxury.
- ▶ **Lucy Kriz** heads Beauty.
- ▶ **Chris Gibbons** leads Telecommunications, Business & Finance.

Esdevium Games promotes **Anil Boodho** to Sales Director.

Black Diamond Equipment appoints **Robert Fry** as VP Merchandising.

Perry Ellis names **David Rattner** as CFO.

**Ed Burstell**, who arrived at Hudson's Bay two months ago as Head Partnerships, leaves the company.

Flywheel Sports, an American indoor cycling brand, appoints **Sarah Robb O'Hagan** as CEO.

LEGO plans to double its London office space by 50%, expanding its staff from the current employee base of 275.

**Fran Horowitz** is promoted to CEO of Abercrombie & Fitch. The office of the chairman, which has been leading the company since December 2014, has been dissolved. **Joanne Crevoiserat** is promoted to COO. The company cuts 150 corporate positions at its Ohio headquarters in a bid to offset investments in ecommerce and marketing.

**Dick Bruna**, creator of children's character, Miffy, dies at age 89 in his home town of Utrecht, the Netherlands.

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