

32 Entertainment/Character Properties Make the Cut for \$100 Million List

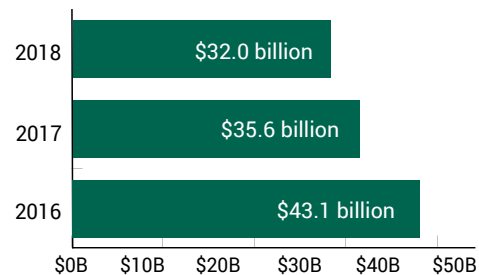
Just 32 entertainment/character properties cleared over \$100 million in licensed retail sales in the U.S. and Canada in 2018 to make it on this year's \$100 Million Entertainment/Character list. In comparison, 37 brands made the cut in 2017 and 46 did so in 2016.

The total volume of licensed retail sales generated by these top properties has not staggered significantly, however. The top 33 entertainment/character-based properties with over \$100 million in licensed retail sales in the U.S. and Canada generated \$32.0 billion in sales worldwide in 2018; the top 37 generated \$35.6 billion in 2017; and the top 46 generated \$43.1 billion in 2016.

In other words, the largest properties aren't necessarily getting smaller, but there are fewer entertainment/character brands that are making the cut. For example, the top 5 properties as ranked by sales generated \$10.5 billion in 2018, or just under \$6 million more than the top 5 properties had in 2017.

The biggest reason for the dip in licensed retail sales overall for the top entertainment/character brands in the U.S. and Canada were overall market conditions; namely, falling sales in licensed toys and games. Overall, entertainment/character-related licensed sales dipped -1.3% in the U.S. and Canada.

Combined Licensed Retail Sales of TLL's \$100 MM Entertainment/Character List, U.S. & Canada, 2016–2018



Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

Half of the top 10 properties as ranked by sales within the U.S. and Canada were Disney brands. Mickey Mouse and Paw Patrol were the only two brands to top \$1 billion domestically, with \$1.3 billion and \$1.1 billion in licensed retail sales, respectively, carrying on with steady 1% growth. Licensed Star Wars sales dipped -20% to land below the \$1 billion mark to \$941 million in sales in 2018. On the other hand, Marvel Avengers jumped 55% in a stunning movie year to reach \$833 million in sales in the U.S. and Canada. Disney Princess sales continued to fall, contracting -15% to reach \$734 million in sales.

Surprisingly, WWE made it to the top 10 list for the first time ever with almost \$720 million in licensed retail sales, despite slipping -1% compared to the previous year. Coming in at

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Fashion, Corporate Trademarks/Brands Drive Licensed Sales through Ecommerce Channels

In 2018, licensed retail sales through online/ecommerce channels reached \$13.7 billion in the U.S. and Canada, up 4.7% from the previous year. In comparison, sales through brick and mortar channels were up just 0.8% compared to the previous year.

Licensed sales through ecommerce make up 12.4% share of all sales in the U.S. and Canada; over 10 years, this share has jumped by 8.4 percentage points since 2009. Over 10 years, ecommerce sales have grown just over 270%, while brick and mortar sales grew 15% over the same period.

Entertainment/character- and corporate trademark/brand-based goods make up the majority of licensed retail sales through the ecommerce channel, with 16.7% and 16.1% share of sales, respectively.

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Note from the Editor

As we enter into a new year, the staff of THE LICENSING LETTER extends our warmest wishes to our friends and subscribers throughout the holiday season.



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M&A & Partnerships

THREE-WAY PLAY

The National Football League (NFL), Nike, and Fanatics renew a 2018 agreement in the form of a new global partnership that gives Fanatics the exclusive consumer product licensing rights to manufacture and distribute all Nike NFL adult products worldwide. Under the rehashed three-way agreement, Nike outfits NFL the players and coaches while Fanatics outfits the fans.

NEW FACE OF FASHION

Le Tote acquires Lord & Taylor for \$100 million in an effort to fast track its growth as the fashion rental startup heads for an IPO in the next two to three years. Le Tote plans to reformat Lord & Taylor's 38 bricks-and-mortar stores and migrate its systems onto a unified technology platform with the goal of bringing the two companies to profitability within the next 12 months.

HASBRO NABS EONE

Hasbro is raising \$875 million through a sale of its common stock; the money is being raised, in part, to finance the toyco's proposed acquisition of Entertainment One (eOne).

In public filings, Hasbro indicated that the proposed merger with eOne would create \$130 million in cost synergies by 2022, driven in part by cost savings from moving a significant portion of eOne's toy business in-house (in-sourcing) and enhancing the profitability of eOne's licensing and merchandising activities by utilizing Hasbro's "capabilities in those areas" as well as "bringing eOne's creative, film and television capabilities to bear on an expanded portfolio of intellectual property."

FRENCH CONNECTION

Hachette Livre enters into exclusive negotiations to acquire majority control of Blackrock Games, the third-largest board game distributor in France. Current management will remain in place and continue to run the company.

Asmodee Group acquires lui-meme, a French game publisher specializing in party games.

French esports organization GamerSOrigin appoints TF1 Licences to handle its licensing and sponsorships.

BARNEYS GETS A NEW MANAGER

Authentic Brands Group (ABG), in partnership with B. Riley Financial, emerges as the successful bidder with a \$271 million put to purchase the intellectual property of Barneys New York, including Barneys, FiveSeventyFive, Connor New York, Freds, Freds Foods, The High End, and The Drop. ABG will "selectively license" the brand for merchandise worldwide.

ABG's initial focus for the global luxury retailer and lifestyle brand will be on high fashion collaborations, name-sake products, lively dining, and premium shopping experiences. The Barneys brand narrative will be powered by Winston, ABG's proprietary network of creators, curators, and connectors, who have a combined reach of more than 150 million followers on social media.

Saks Fifth Avenue will be the "first order of business" in rebooting the Barneys brand with a series of shop-in-shops starting with the fifth floor of Saks Fifth Avenue's newly renovated New York City flagship and extending across North America—some as large as 50,000 sq. ft, others as small as 5,000 sq. ft.

ABG will also maintain Barneys' current licensing agreement with Seven & i Holdings (the parentco of the 7-Eleven convenience stores), which operates 12 Barneys retail stores in Japan. Growth markets include Korea, China, the U.K., the Middle East, Germany, Turkey, Israel, and Russia. Most of Barneys' U.S. bricks-and-mortar locations will close.

TLL THE LICENSING LETTER

TLL's Guide to
Licensing Property Types
& Product Categories

FREE DOWNLOAD

Established by TLL in 1977, these are the classifications that the licensing industry uses when doing business.

Download your free PDF copy today at
www.thelicensingletter.com.

\$100 MM Entertainment/Character Brands List

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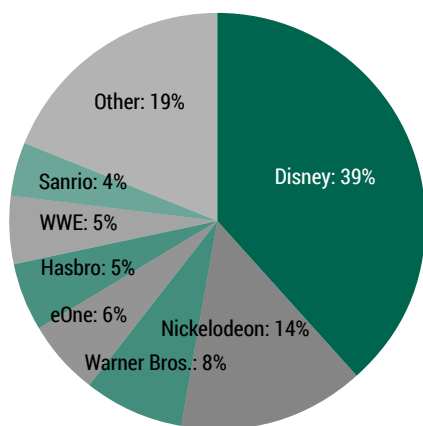
No. 7, Teenage Mutant Ninja Turtles continued with relatively lively 10% growth to reach \$714 million in sales. Hello Kitty continued to fall down the list, this year contracting -6% to reach \$601 million in sales.

Licensed sales connected to the relative newcomer PJ Masks, which debuted on the list last year, jumped 230% to reach \$594 million in sales and ranking No. 9 on the list. Rounding out the top 10, Frozen sales continued to contract -10% for \$562 million in sales.

Six properties that were on last year's list fell off, while three more debuted: Warner Bros' Harry Potter/Wizarding World with \$175 million in sales in the U.S. and Canada, Disney's The Incredibles with \$105 million, and Universal's Jurassic World with \$103 million.

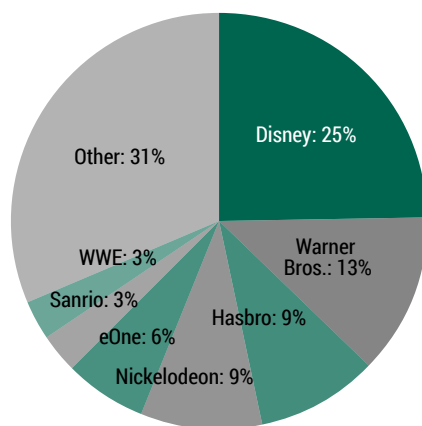
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Licensor Share of TLL's \$100 MM Entertainment/Character List by Licensed Retail Sales, U.S. & Canada, 2018



SOURCE: THE LICENSING LETTER

Licensor Share of TLL's \$100 MM Entertainment/Character List by Number of Properties, U.S. & Canada, 2018



SOURCE: THE LICENSING LETTER

Licensor Share of Estimated Retail Sales of Licensed Merchandise Based on \$100 MM Entertainment/Character Properties, U.S. & Canada, 2018

Figures in Millions USD

LICENSOR	LICENSED RETAIL SALES	SHARE OF SALES	COUNT OF PROPERTIES	SHARE OF PROPERTIES
Disney (incl. Pixar, Marvel, Lucasfilm)	\$5,353	39%	8	25%
Nickelodeon	\$1,981	14%	3	9%
Warner Bros. (incl. DC Comics)	\$1,070	8%	4	13%
eOne	\$837	6%	2	6%
Hasbro	\$739	5%	3	9%
WWE	\$719	5%	1	3%
Sanrio	\$601	4%	1	3%
Other	\$2,589	19%	10	31%

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

Who's News

Are you hiring? Being promoted, changing jobs, retiring? Email the editor at karina@plainlanguagemedia.com and we'll announce the news in our next issue of Who's News.

Individual contact information is available in this issue's *Contacts & Connections* (pp. 12–16), courtesy of TLL's *Licensing Sourcebook Online*.

Celebrity chef **Guy Fieri's** and restaurateur **Robert Earl's Chicken Guy!** hires **John Dikos** as Chief Licensing Officer to lead the brand's nationwide expansion. Chicken Guy! will open restaurants in high-profile end caps, freestanding locations, airports, stadiums, and on college campuses throughout the country.

Endemol Shine North America hires **Scott Shillet** as Executive Director Licensing. Shillet will support the development of brand licensing partnerships for non-scripted and scripted series in North America as well as work alongside the company's brand licensing team to develop global licensing strategies for the company's top brands.

The **Metropolitan Museum of Art** names **Lisa Silverman Meyers** as its new Head Licensing & Partnerships.

LMCA hires **Adam Berg** as Managing Director Brand Licensing.

Dr. Seuss Enterprises welcomes **Julie Dill** as VP Global Licensing, Marketing & Communications as well as **Tatjana Blanus** as Director Global Licensing & Retail Development.

Wolverine World Wide adds veteran merchandising and branding expert **Angelo Ng** as its first-ever Chief Merchant Officer.

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Who's News

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Pier 1 Imports names **Robert Riesbeck** as CEO & Director. At the same time, it promotes **Donna Colaco** to President, succeeding **Douglas Diemoz**, who has left the company. As planned, **Cheryl Bachelder** steps down as interim CEO but will continue in her position as a member of Pier 1's board of directors.

The Point. 1888 recruits **Saul Segalov** as Commercial Executive and **Lynne Chappel** as Contracts Manager.

Chis Mitchell, Chief Business Officer for culture-driven titles such as Vanity Fair, The New Yorker and Wired, is leaving **Condé Nast** at the end of the year. Taking over Mitchell's role is **Eric Gillin**, who is moving away from leadership of the lifestyle division (Architectural Digest, Bon Appetit, Self) to the culture division. Vanity Fair will now fall under the oversight of **Susan Plagemann**, who leads the luxury group, including Vogue and GQ. Replacing Gillin as chief business officer of the lifestyle group is **Jen Mormile**.

Crafts retailer **Michaels** names **Mark Cosby** as its CEO, a post he has held on an interim basis since February.

Under Armour founder **Kevin Plank** will step down from his CEO role in January, remaining on as executive chairman. Current President & COO **Patrik Frisk** will succeed Plank as top boss.

President and CEO **Timothy P. Boyle** will serve as acting chairman of the board of **Columbia Sportswear** following the passing of **Gertrude Boyle**.

Fashion, Corporate Brands Drive Ecommerce Sales

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In 2018, entertainment/character-based sales uncharacteristically staggered with just 0.6% growth to reach \$2.3 billion—compared to a 10.0% increase in 2017 and 7.7% jump in 2016.

In fact, 2018 was the slowest year of growth through ecommerce channels since TLL first began tracking this metric for 2010. At 16.7% share, the property type has led in share of licensed sales through ecommerce every year for 10 years, but this share is gradually declining.

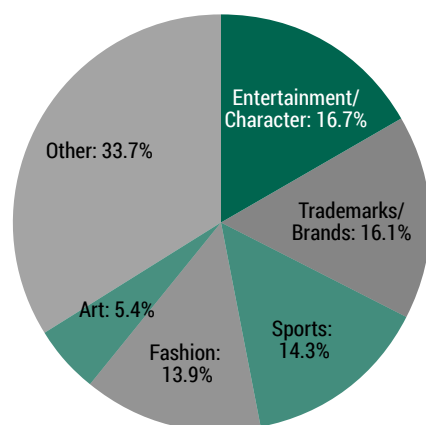
In comparison, corporate trademarks/brand-based licensed goods increased by 4.6% to reach \$2.2 billion in sales through ecommerce channels, just on the heels of 5.5% growth in 2017. Trademarks/brands recorded the largest dollar growth among the five major property types TLL tracks, with a \$101 million increase compared to the previous year.

The fastest-growing property type in 2018 was fashion, with 4.9% growth in sales for a total of \$1.9 billion. Historically, the category has seen the slowest growth in sales through ecommerce (apart from art-based goods); in 2017, growth was just 4.1% and in 2016 growth was 4.8% compared to the previous year.

Sports-based sales were up 3.2% from the previous year, compared to relatively outstanding 13.0% growth in 2017. Sports is the third-largest property type as ranked by ecommerce sales with an even \$2.0 billion in value. In 2016, the property type grew by just 1.8% and in 2015 there was practically no growth (0.0%) in sales through ecommerce channels.

With the smallest share (5.4%, or \$0.7 billion in sales), art-based sales through ecommerce have also recorded the smallest growth rates among the top five property types over the 10 years TLL has been tracking such data. In 2018, art-based sales were up 4.7%, following an unprecedented 7.9% jump in 2017 and a -0.1% decline in 2016.

Share of Retail Sales of Licensed Merchandise through Online/Ecommerce, by Property Type, U.S. & Canada, 2018



SOURCE: THE LICENSING LETTER

Retail Sales of Licensed Merchandise through Online/Ecommerce, by Property Type, U.S. & Canada, 2017–2018

Figures in Millions USD

PROPERTY TYPE	RETAIL SALES, 2018	RETAIL SALES, 2017	CHANGE, 2017–2018	SHARE, 2018
Entertainment/Character	\$2,286	\$2,273	0.6%	16.7%
Trademarks/Brands	\$2,207	\$2,106	4.6%	16.1%
Sports	\$1,966	\$1,905	3.1%	14.3%
Fashion	\$1,905	\$1,812	4.9%	13.9%
Art	\$738	\$703	4.7%	5.4%
Other	\$4,620	\$4,282	7.3%	33.7%
Total	\$13,722	\$13,081	4.7%	100.0%

Note: Numbers may not add up exactly due to rounding.

SOURCE: THE LICENSING LETTER

Read Before Using: \$100 MM List Definitions & Methodology

Before diving into the top \$100 million entertainment/character brands list and its connected analysis, take a moment to consider TLL's methodology.

The list reflects the top properties by licensed retail sales in the U.S./Canada only and excludes top-performing global properties that may have \$100 million or higher in sales internationally. Note, as well, the difference between retail sales and revenue: Just because a brand is selling at retail does not mean that it is profitable for its licensor.

It is inappropriate to compare total sales from the \$100 Million list to those of the product category (pg. 1) because TLL includes a higher range of properties in the former. The list tracks properties that are based on a recognized character(s) and use the strategies associated with an entertainment/character licensing program, as well as the expected TV shows and films.

For example, in our annual business-wide estimates, some properties would be categorized as video games/interactive (Minecraft, Pokémon, and Angry Birds), toys/games (Barbie, My Little Pony), or publishing (Peanuts). In that sense, we've managed to pre-empt some big screen debuts over the years; e.g., Angry Birds (added in 2011, film in 2016) and Minecraft (added 2013, film 2019).

The individual property figures are sometimes at variance with publicly reported numbers in company financials or cited by company executives. We look exclusively at consumer products that are licensed to third parties for manufacture and distribution and for which the manufacturer is paying a royalty. Our analysis does not include products created through in-house divisions of the licensor rather than through licensing agreements with third parties, or "core" products made by the licensor (e.g., toys for Hasbro- or Mattel-owned properties).

In addition, the numbers reflect retail sales of traditional licensed products but exclude content licensing and nonretail products such as live touring shows, theme park attractions, lotteries and slot machines, cruises, and similar ventures.

For those properties that are multi-media, the estimates include all merchandise for the franchise (e.g., tied to film, TV shows, etc.). LEGO cross-licensing deals (e.g., LEGO Star Wars, LEGO Batman) are included under the respective partners' properties (e.g., "LEGO Star Wars" under Star Wars). Subbrands are included along with the master property (e.g., Clone Wars under Star Wars). If individual properties are sometimes licensed as a group (e.g., Batman as part of a multi-property DC Comics), the estimate includes only those products tied to the individual property as specified.

These estimates are developed through a combination of surveys; interviews with licensors, licensees, agents, and retailers; analysis of annual reports, royalty income and data from publicly held companies; store visits; corporate retail sales information; press releases; and news articles. All the licensors that appear on the list were given the opportunity to comment. Some did. However, all final estimates are by TLL.

\$100 MM Entertainment/Character Brands List

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With eight properties listed, Disney occupies 25% of all titles on TLL's \$100 MM Entertainment/Character list. Warner Bros. contributed 4 properties, Hasbro and Nickelodeon each pitched in three, and eOne and Mattel had two properties each featured on this year's list.

By share of combined sales, Disney also comes out on top with roughly \$5.4 billion in licensed retail sales generated from its top properties in the U.S. and Canada alone. Nickelodeon falls behind with \$2.0 billion in combined sales, while Warner Bros. rounds out the top three with a combined \$1.1 billion.

In 2018, just 11 properties on the list also cleared over \$1 billion in licensed retail sales worldwide. Mickey & Minnie, Hello Kitty, and Star Wars retained their top 3 spots, while newcomer Paw Patrol wrestled control of the No. 4 spot ahead of Marvel Avengers. With over half of its estimated licensed sales within the U.S. and Canada (58.6%), Paw Patrol is expected to grow internationally.

Retail Sales of Licensed Merchandise Based on \$1 Billion+ Entertainment/Character Properties, 2018

Figures in Millions USD

RANK	PROPERTY	LICENSOR	GLOBAL RETAIL SALES	SHARE OF SALES IN U.S. & CANADA
1	Mickey & Minnie	Disney	\$3,265	39.9%
2	Hello Kitty	Sanrio	\$2,645	22.7%
3	Star Wars	Disney	\$1,923	48.9%
4	Paw Patrol	Nickelodeon	\$1,811	58.6%
5	Marvel Avengers	Disney	\$1,798	46.3%
6	Disney Princess	Disney	\$1,686	43.5%
7	Winnie the Pooh	Disney	\$1,675	29.4%
8	Peanuts	DHX Media	\$1,662	27.9%
9	Peppa Pig	eOne	\$1,270	19.1%
10	Spider-Man	Disney	\$1,075	35.5%
11	Frozen	Disney	\$1,013	55.5%

Note: Figures are for retail sales of all licensed merchandise for calendar years 2017–2018. Does not include: Content licensing such as DVDs; products created through in-house divisions rather than through licensing agreements with third parties (e.g. toys at Mattel or Hasbro or Pokémon video games from Nintendo); or nonretail products such as touring shows, theme park attractions, cruises, gambling/lotteries, and the like.

SOURCE: THE LICENSING LETTER

Top Entertainment/Character Properties Generating Over \$100 Million in Licensed Retail Sales in the U.S. & Canada, 2017–2018

RANK	PROPERTY	LICENSOR	U.S. & CANADA			OUTSIDE U.S. & CANADA			GLOBAL			SHARE OF RETAIL SALES IN U.S. & CANADA, 2018
			RETAIL SALES, 2018	RETAIL SALES, 2017	CHANGE, 2017–2018	RETAIL SALES, 2018	RETAIL SALES, 2017	CHANGE, 2017–2018	RETAIL SALES, 2018	RETAIL SALES, 2017	CHANGE, 2017–2018	
1	Mickey & Minnie	Disney	\$1304	\$1291	1%	\$1962	\$1942	1%	\$3,265	\$3,233	1%	39.9%
2	Paw Patrol	Nickelodeon	\$1061	\$1050	1%	\$750	\$500	50%	\$1,811	\$1,550	17%	58.6%
3	Star Wars	Disney	\$941	\$1176	-20%	\$982	\$1227	-20%	\$1,923	\$2,403	-20%	48.9%
4	Marvel Avengers	Disney	\$833	\$537	55%	\$965	\$689	40%	\$1,798	\$1,227	47%	46.3%
5	Disney Princess	Disney	\$734	\$863	-15%	\$953	\$1270	-25%	\$1,686	\$2,133	-21%	43.5%
6	WWE	WWE	\$719	\$726	-1%	\$283	\$248	14%	\$1,002	\$974	3%	71.7%
7	Teenage Mutant Ninja Turtles	Nickelodeon	\$714	\$649	10%	\$199	\$174	14%	\$912	\$823	11%	78.2%
8	Hello Kitty	Sanrio	\$601	\$639	-6%	\$2044	\$2024	1%	\$2,645	\$2,663	-1%	22.7%
9	PJ Masks	eOne	\$594	\$180	230%	\$323	\$170	90%	\$917	\$350	162%	64.8%
10	Frozen	Disney	\$562	\$803	-30%	\$450	\$600	-25%	\$1,013	\$1,404	-28%	55.5%
11	Winnie the Pooh	Disney	\$493	\$479	3%	\$1182	\$1171	1%	\$1,675	\$1,649	2%	29.4%
12	Peanuts	DHX Media	\$464	\$459	1%	\$1198	\$1099	9%	\$1,662	\$1,558	7%	27.9%
13	Sesame Street	Sesame Workshop	\$450	\$469	-4%	\$250	\$255	-2%	\$700	\$724	-3%	64.3%
14	Batman	Warner Bros.	\$425	\$472	-10%	\$414	\$552	-25%	\$839	\$1,024	-18%	50.6%
15	Spider-Man	Disney	\$381	\$477	-20%	\$694	\$925	-25%	\$1,075	\$1,402	-23%	35.5%
16	Minecraft	Mojang/Microsoft	\$337	\$321	5%	\$394	\$358	10%	\$731	\$679	8%	46.1%
17	My Little Pony	Hasbro	\$331	\$328	1%	\$359	\$332	8%	\$690	\$660	5%	48.0%
18	Shopkins	Moose Toys	\$310	\$138	125%	\$385	\$220	75%	\$695	\$358	94%	44.6%
19	Thomas & Friends	Mattel	\$290	\$293	-1%	\$438	\$434	1%	\$727	\$726	0%	39.8%
20	Superman	Warner Bros.	\$274	\$323	-15%	\$359	\$399	-10%	\$634	\$722	-12%	43.3%
21	Peppa Pig	eOne	\$243	\$231	5%	\$1027	\$1007	2%	\$1,270	\$1,238	3%	19.1%
22	SpongeBob SquarePants	Nickelodeon	\$207	\$201	3%	\$552	\$512	8%	\$759	\$712	7%	27.2%
23	Transformers	Hasbro	\$205	\$410	-50%	\$218	\$242	-10%	\$423	\$652	-35%	48.5%
24	Power Rangers	Hasbro	\$203	\$406	-50%	\$79	\$143	-45%	\$281	\$548	-49%	72.1%
25	Pokémon	Pokémon Co.	\$201	\$186	8%	\$296	\$287	3%	\$497	\$473	5%	40.5%
26	Looney Tunes	Warner Bros.	\$195	\$206	-5%	\$401	\$418	-4%	\$597	\$624	-4%	32.8%
27	Harry Potter/Wizarding World	Warner Bros.	\$175	N/A	N/A	\$330	N/A	N/A	\$505	\$505	N/A	34.7%
28	Barbie	Mattel	\$173	\$188	-8%	\$114	\$111	2%	\$287	\$300	-4%	60.3%
29	Star Trek	CBS	\$139	\$138	1%	\$52	\$42	25%	\$192	\$180	7%	72.7%
30	Simpsons	20th Century Fox	\$122	\$144	-15%	\$133	\$153	-13%	\$255	\$297	-14%	47.9%
31	The Incredibles	Disney	\$105	N/A	N/A	\$80	N/A	N/A	\$185	\$185	N/A	56.8%
32	Jurassic World	Universal	\$103	N/A	N/A	\$250	N/A	N/A	\$353	\$353	N/A	29.2%
TOTAL			\$13,888	\$13,781	1%	\$18,115	\$17,506	3%	\$32,003	\$32,330	-1%	43.4%

Note: Figures are for retail sales of all licensed merchandise for calendar years 2017–2018. Numbers may not add up exactly due to rounding.

Does not include: Content licensing such as DVDs; products created through in-house divisions rather than through licensing agreements with third parties (e.g. toys at Mattel or Hasbro or Pokémon video games from Nintendo); or nonretail products such as touring shows, theme park attractions, cruises, gambling/lotteries, and the like.

SOURCE: THE LICENSING LETTER

Deal Sheet

In this issue: 16 brands/IP available or recently assigned and 184 individual licenses granted.

Licensed Recently Granted, U.S.

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
44 Cats	Primary Colors	Breakfast items, candy, cookies, granola, gummies, snacks	Joester Loria Group (JLG), Branding Stream
	Rubie's Costume	Costumes	Joester Loria Group (JLG)
Back to the Future	3D Retro	Collectibles	Universal Brand Development
	Hot Topic/BoxLunch/Her Universe	Apparel	Universal Brand Development
	Insight Editions	Books, novelties	Universal Brand Development
	Running Press Book Publishers	Books, novelties	Universal Brand Development
	Suavecito	Accessories	Universal Brand Development
Betty Boop	C-Life Group	Bottoms, fashion tops, fleece, outerwear, swimwear, t-shirts	King Features Syndicate
	Nike	Apparel	King Features Syndicate
Cranston	Conimar	Coasters	MHS Licensing + Consulting
Crayola	IdeaPaint	Paint	Crayola
David Tutera	1-800-Flowers.com	Gifts	Brand Liaison (The)
	L.A. Gem and Jewelry Design dba L.A. Rocks	Jewelry	Brand Liaison (The)
Delish	Robinson Home Products	Kitchenware	WME/IMG Worldwide Licensing d.b.a. Endeavor
Dr. Seuss	Fetch ... for Pets!	Pet products	Dr. Seuss Enterprises L.P.
Frozen	Sunstaches/H2W	Sunglasses	Disney Consumer Products
Frozen 2	Chaser	Apparel (women's)	Disney Consumer Products
	Citizen Watch Co.	Watches	Disney Consumer Products
	Hanna Andersson	Apparel	Disney Consumer Products
	Max-Bone	Pet products & accessories	Disney Consumer Products
Garfield	Ikonick	Art prints, canvas art	King Features Syndicate
Greg Norman	GGB Beauty div. Green Growth Brands	CBD infused wellness products	Authentic Brands Group (ABG)
Max & Ruby	Aurora World	Master plush	Corus Entertainment/ Nelvana Enterprises
	Happy Threads	Apparel	Corus Entertainment/ Nelvana Enterprises
	Jellifish Kids/Kersheh Group (The)	Sleepwear	Corus Entertainment/ Nelvana Enterprises
	Picture This Clothing	Apparel	Corus Entertainment/ Nelvana Enterprises
	Prime Party	Party goods	Corus Entertainment/ Nelvana Enterprises
Naruto	Primitive Skateboarding/Primitive Apparel	Accessories, apparel, skate decks, skateboard gear	Viz Media

*Extension or renewal.

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Licensed Recently Granted, U.S. *Continued from page 7*

PROPERTY	GRANTED TO	PRODUCTS MANUFACTURED	GRANTED BY
Precious Moments	Christopher Radko/Rauch Industries	Collectibles, ornaments	Spotlight Licensing & Brand Management
	Everyday Kids	Bedding (children's)	Spotlight Licensing & Brand Management
	Springs Creative Products Group	Crafts, textiles	Spotlight Licensing & Brand Management
Rick & Morty	BoxLunch	Accessories, apparel, games, home goods	Cartoon Network Enterprises
Smarties	H3 Sportgear	Accessories, apparel, headwear	Lisa Marks Associates (LMA)
SpongeBob SquarePants	Billionaire Boys Club & Ice Cream LLC	Apparel	Nickelodeon & Viacom Consumer Products (NVCP)
Street Outlaws	GameMill Entertainment	Video games	Discovery Consumer Products
Twinkies	Post Consumer Brands	Cereal	Hostess Brands
Ultraman	It's a Skin	Phone vinyl skins	Licensing Group (The)
	Level52 Studios	Statues	Licensing Group (The)

Brands/IP Available or Recently Assigned, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Catsline	Lifestyle brand symbolizes the feline attitude; sensual and playful, bringing a good mood into our lives.	All (U.K.)	Andrew Maconie, Licensing Management Intl. (LMI)
Chef Jason Smith	Celebrity chef, host and mentor on Food Network's Best Baker in America, Worst Cooks in America and the "Triple Crown" winner in the 3 competitive Food Network kitchens.	Apparel, domestics, food & beverage, housewares, paper goods, tabletop items (Worldwide)	Paul Leonhardt, Coastal Brand Management
Chefclub	Social media brand circa 2016 started by three brothers in Paris who wanted to have fun in the kitchen.	All (Worldwide)	Marie-Laure Marchand, ChefClub Network
Dance Dance Revolution	Interactive arcade dance and music game from the late 90s; players dance to musical and visual cues on top of a specialized platform.	All (Worldwide)	Charles Day, Sharpe Company (The)
Deane Beesley	Self-taught artist, illustrator and surface pattern designer with 25 yrs. in fabric and quilting industry. Unique modernized, vintage style with a whimsical twist.	Calendars, gifts, greeting cards, home & garden decor, melamine, partyware, stationery, textiles (Worldwide)	Marty Segelbaum, MHS Licensing + Consulting
Disenchantment	Animated series follows the adventures of Princess Bean, her diminutive companion Elfo, and her personal demon Luci in the crumbling medieval kingdom of Dreamland.	All (South Korea)	Jihee Chae, Asiana Licensing Inc. (ALI)
		All (Spain, Portugal)	Eva Rubira, El Ocho Licencias y Promociones SI
FAO Schwarz	World renowned toy store offering timeless premium toys and theatrical experiences to families for over 150 years.	All (Worldwide)	Jeff Lotman, Global Icons
Gene Simmons	Co-founder of the internationally known rock band KISS. One of rock music's most recognized entrepreneurs; known for his iconic style and personality.	All (Worldwide)	Gary Krakower, WME/IMG Worldwide Licensing d.b.a. Endeavor

*Extension or renewal.

Continued on page 9

Brands/IP Available or Recently Assigned, Intl. *Continued from page 8*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
In Maddie's Shoes	Coming-of-age story where every feeling imaginable becomes fashionable through 5 year-old Maddie and her adorable, fun array of character shoes.	All (Worldwide)	Joan Packard Luks, ThinkTank Emporium
John Keeling	Artist uses a fresh watercolor style to capture the essence of his subject, from the fragility of a delicate flower to the devoted gaze of a beloved pet.	Calendars, gifts, greeting cards, home & garden decor, melamine, partyware, stationery, textiles (Worldwide)	Marty Segelbaum, MHS Licensing + Consulting
Minecraft	Video game wherein players are given limitless resources to build whatever they can imagine.	All (ANZ)	Alan Schauder, Merchantwise
Norman Lear's Classic TV shows	American television writer and producer of many 70s and 80s sitcoms incl. All in the Family, Sanford and Son, One Day at a Time, The Jeffersons, Good Times, Maude.	All (Worldwide)	Julie Dyer, Act III
Osprey London	Luxury leather goods brand founded by Graeme Ellisdon in 1980, best known for leather bags and accessories, and a favorite of royalty and stars of stage and screen	All (Worldwide)	John Taylor, WildBrain CPLG (U.K.)
Peppa Pig	Preschool animated series follows the adventures and everyday family life of an anthropomorphic female pig, her family, and friends.	All (South Korea)	Jong Woo, EBS (Korea Educational Broadcasting Corp)
Terence Hill and Bud Spencer	Italian acting duo best known for their roles in the Spaghetti Western films.	All (Worldwide)	Bernhard Haberfelner, Bavaria Media GmbH

Licensed Recently Granted, Intl.

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Aggretsuko	Trends International	Bookmarks, journals, posters, stickers, temporary tattoos, writing instruments (U.S., Canada)	Sanrio
Aggretsuko Retsuko	MomentSQ	Mobile games (Worldwide)	Sanrio
Al Agnew	Open Road Brands	Wall decor (Worldwide)	MHS Licensing + Consulting
Amylee Weeks	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
	Enchante Accessories	Decorative boxes, wine tubes (Worldwide)	MHS Licensing + Consulting
Ancient Magus Bride	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Art of Marbling	Emerald Wholesale	Floor runners (U.S., Canada)	MHS Licensing + Consulting
	Sun 'N' Sand Accessories	Tote bags (U.S., Canada)	MHS Licensing + Consulting
Audrey Jeanne Roberts	Designs Combined	Pillows, serveware, tea towels, wall decor (U.S., Canada)	MHS Licensing + Consulting
	Emerald Wholesale	Floor runners (U.S., Canada)	MHS Licensing + Consulting
	Enchante Accessories	Decorative boxes, wine tubes (Worldwide)	MHS Licensing + Consulting
Austin, Austin-Healey	Padma Textiles	Sweatshirts, t-shirts (Worldwide)	Licensing Management Intl. (LMI)
Back to the Future	Fun.com (form. Costumes Galore)	Costumes (U.S., Canada)	Universal Brand Development
	Funko	Pop vinyl figures (Worldwide)	Universal Brand Development
	Hasbro	Toys (Worldwide)	Universal Brand Development

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 9*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Back to the Future	IDW Publishing div. IDW Media Holdings	Comics (U.S., Canada)	Universal Brand Development
	Just Hype Ltd.	Apparel (U.K.)	Universal Brand Development
	Mattel	Toys (Worldwide)	Universal Brand Development
	Playmobil Germany/Brandstätter Stiftung & Co. KG	Figures & play sets (Worldwide)	Universal Brand Development
	Primark Ltd.	Accessories, apparel (U.S., U.K., Europe)	Universal Brand Development
	Ravensburger AG	Board games (Worldwide)	Universal Brand Development
	Rubie's Costume	Costumes (U.S., Canada, U.K.)	Universal Brand Development
	Zara div. Inditex	Accessories, apparel (U.S., Canada, U.K.)	Universal Brand Development
Barbie	River Island	Apparel (U.K.)	Mattel U.K. Ltd.
	Samsonite	Luggage (Europe)	Mattel
BBC Earth	S'well	Water bottles (Worldwide)	BBC Worldwide
Betty Boop	Beeline Creative	Art prints, coasters, confectionery, mugs (U.S., Canada)	King Features Syndicate
	Crown Creative Co. Ltd.	Arm sleeves, leggings, neck warmers, socks, t-shirts (Japan)	King Features Syndicate
	Medicom Toy	Figures (Worldwide)	King Features Syndicate
	Pacific Trading	Coin banks, coin purses, cookie jars, figurines, salt & pepper shakers, water globes (U.S., Canada)	King Features Syndicate
Bible bb's	BandMerch/Topspin Media	Apparel (Worldwide)	Brand Central
Bricklive	Event! Merchandising	Accessories, apparel, novelties, plush, souvenirs, stationery products, toys (U.K. Eire)	Licensing Management Intl. (LMI)
British Motor Heritage	Padma Textiles	Sweatshirts, t-shirts (Worldwide)	Licensing Management Intl. (LMI)
Brown & Friends	Bravado Intl. Group div. Universal Music Group	Accessories, apparel, giftware, homewares, stationery (U.K.)	WildBrain CPLG (U.K.)
BT21	Bravado Intl. Group div. Universal Music Group	Accessories, apparel, giftware, homewares, stationery (U.K.)	WildBrain CPLG (U.K.)
Charlie's Angels	TabTale	Mobile games (Worldwide)	Sony Pictures Consumer Products
Christine Adolph	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
Christopher Knight	Colossal Images	Wall decor (U.S., Canada)	Brand Liaison (The)
Clangers	Fantawild Intl. Ltd.	Preschool products (China)	Coolabi Group
Coca-Cola	Ferrero Group	Mints (Worldwide)	Coca-Cola
Corbert Gauthier	Duni AB	Paper napkins (Worldwide)	MHS Licensing + Consulting
Cuphead	Fanattik div. Iron Gut Publishing Ltd.	Bottle openers, coasters, coins, gifts, key rings, money boxes, pins (U.K.)	Allsorts Licensing
	Iron Gut Publishing	Bottle openers, coasters, coins, flags, key rings, pennants, pins, playing cards (U.K., Ireland, GAS)	King Features Syndicate
Darrell Bush	Independent Can Co.	Food tins (U.S., Canada)	MHS Licensing + Consulting
Deane Beesley	Manual Woodworkers & Weavers (MWW)	Fleece throws (U.S., Canada)	MHS Licensing + Consulting
Dethany (On The Fastrack)	Hermes Press	Graphic novels (Worldwide)	King Features Syndicate

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 10*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Disenchantment	Bravado Intl. Group div. Universal Music Group	Apparel (adults') (U.K., Ireland)	Rocket Licensing
	Just Funky	Bedding, drinkware, home decor, novelties, plush bouquets (U.S., Mexico)	Bapper Entertainment
	Level52 Studios	Polystone resin statues (U.S., Canada, Japan)	Bapper Entertainment
	Philcos Enterpriser	Apparel, drinkware, loungewear, swimwear (Canada)	Segal Licensing
	Rizzoli Intl. Publications	Wall calendars (U.S., Canada)	Bapper Entertainment
	Roy Lowe & Sons Ltd.	Socks (U.K., Ireland)	Rocket Licensing
Dr. Seuss	Olympia Le-Tan (OLT Paris)	Hand bags (Worldwide)	Dr. Seuss Enterprises L.P.
	Roblox Corp.*	Video games (Worldwide)	Dr. Seuss Enterprises L.P.
Dragon Maid	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Dum Dums	H3 Sportgear	Accessories, apparel, headwear (U.S., Canada)	Lisa Marks Associates (LMA)
Ed Stafford	Den Kit Co. (The)	Outdoor activity sets (U.K., Europe)	Brandgenuity
ELLE	Delta Galil	Intimates (Europe, Middle East, Australia)	Lagardere Active Enterprises
Elvisly Yours	Nemesis Now*	Drinkware, gift products (U.K., Eire)	Licensing Management Intl. (LMI)
emoji	Heunec GmbH & Co. KG	Dog accessories, dog toys (GAS)	Emoji Co. GmbH
Energizer Bunny	Funko	Pop vinyl figures (Worldwide)	Energizer Holdings
Fantastic Beasts & Where to Find Them	Wonderbly formerly Lost My Name	Interactive journals (Worldwide)	Warner Bros. Consumer Products
Fortnite	GB Eye Ltd.	Posters, wall art (EMEA, Australia)	WME/IMG Worldwide Licensing d.b.a. Endeavor
	Trends International	Posters (North America)	WME/IMG Worldwide Licensing d.b.a. Endeavor
Frida Kahlo	Disaster Designs Ltd t/a House of Disaster	Accessories (U.K.)	Art Ask Agency
Frozen 2	Pioneer Europe Ltd./Qualatex	Balloons, party goods (Europe)	Disney Consumer Products
Goblin Slayer	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Godzilla	Murakami/Kaikai Kiki Co., Ltd.	Accessories, apparel, art prints (Worldwide)	Toho Co., Ltd. (Intl.)
Gudetama	Trends International	Bookmarks, journals, posters, stickers, temporary tattoos, writing instruments (U.S., Canada)	Sanrio
H. Hargrove	Independent Can Co.	Food tins (U.S., Canada)	MHS Licensing + Consulting
Harry Potter	Wonderbly formerly Lost My Name	Interactive journals (Worldwide)	Warner Bros. Consumer Products
Hautman Brothers	Rico Industries/Tag Express	Giftware (U.S., Canada)	MHS Licensing + Consulting
Heidi	Zapf Creation AG	Plush (France, U.K., Ireland, Russia, Poland, Scandinavia, Benelux, Czech Republic, Slovakia)	Studio 100 Media GmbH/m4e AG
Hello Kitty	Licensed to Charm/Blackbird London Ltd,	Charms (U.K.)	Sanrio Global Ltd.
	Liverpool Football Club	Accessories, apparel (children's, women's), drinkware, stationery (Europe)	Sanrio Global Ltd.
	Trends International	Bookmarks, journals, posters, stickers, temporary tattoos, writing instruments (U.S., Canada)	Sanrio

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 11*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Hello Kitty & Friends, hello sanrio	Trends International	Bookmarks, journals, posters, stickers, temporary tattoos, writing instruments (U.S., Canada)	Sanrio
HRVY	Danilo Promotions Ltd.	Calendars (U.K.)	Bravado Intl. Group div. Universal Music Group
Jen Montgomery	Designs Combined	Enamel dishes, mugs, napkins, pillows, table runners, tea towels, wall decor (U.S., Canada)	MHS Licensing + Consulting
Jetty Home	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
	Designs Combined	Napkins, pillows, serveware, table runners, tin boxes, wall decor (U.S., Canada)	MHS Licensing + Consulting
	Enchante Accessories	Decorative boxes, wine tubes (Worldwide)	MHS Licensing + Consulting
Jim Killen	Rico Industries/Tag Express	Giftware (U.S., Canada)	MHS Licensing + Consulting
Jumanji	TabTale	Mobile games (Worldwide)	Sony Pictures Consumer Products
Kathy Hatch	Designs Combined	Pillows, serveware, tea towels, wall decor (U.S., Canada)	MHS Licensing + Consulting
Krispy Kreme	Rastaclat	Bracelets (Philippines)	Krispy Kreme Doughnuts
Line Friends	Bravado Intl. Group div. Universal Music Group	Accessories, apparel, giftware, homewares, stationery (U.K.)	WildBrain CPLG (U.K.)
	Gund div. Spin Master	Plush (North America)	WildBrain CPLG (U.K.)
Lisa Jane Smith	Creative Brands div. CBC Group	Stationery (Worldwide)	MHS Licensing + Consulting
Louise Carey	Manual Woodworkers & Weavers (MWW)	Pillows (U.S., Canada)	MHS Licensing + Consulting
Love Monster	Golden Bear Toys	Master toy (U.K., Ireland, Australia)	Boat Rocker Studios div. Boat Rocker Media
Lovitude	C.A. Gift	Key rings, plaques, tissue box covers (U.S., Canada, U.K., Australia)	MHS Licensing + Consulting
Masha and the Bear	Energizer Holdings	Flashlights, headlights (EMEA, Asia)	Maurizio Distefano Licensing - The Evolution of Licensing (MDL)
Max & Ruby	Chouette Publishing	Publishing (U.S., Canada)	Corus Entertainment/Nelvana Enterprises
	Eplis Co.	Stationery (South Korea)	Asiana Licensing Inc. (ALI)
MG	Padma Textiles	Sweatshirts, t-shirts (Worldwide)	Licensing Management Intl. (LMI)
Minecraft	Ravensburger U.K.	Board games (Europe, U.S.)	Microsoft
Mob Psycho 100	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Moomins (The)	Ripple Junction	Accessories, apparel, buttons, enamel pins, lanyards, mobile phone accessories, patches, stickers (U.S., Canada)	King Features Syndicate
Mr. Men & Little Miss	Walnut Melbourne Pty. Ltd.	Apparel (children's, infants', toddlers') (Australia)	Haven Global
My Hero Academia	FYE div. Trans World Entertainment	Cereal, subscription service (Worldwide)	FUNimation/Group 1200 Media
Northern Promotions	Design Works Crafts	Sequined calendar craft kits (Worldwide)	MHS Licensing + Consulting
Peaky Blinders	Murdock London	Grooming products (men's) (U.K.)	Endemol Shine Group U.K.
Peanuts	Lazy Daf	Apparel (Worldwide)	Peanuts Worldwide div. WildBrain CPLG (form. DHX Media)
Peanuts x NFL	New Era Cap	Caps (Worldwide (excl. U.S.))	NFL, Exim Licensing (Mexico)
PEZ Candy	H3 Sportgear	Accessories, apparel, headwear (U.S., Canada)	Lisa Marks Associates (LMA)

*Extension or renewal.

Continued on page 13

Licensed Recently Granted, Intl. *Continued from page 12*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Poopsie	Egmont (U.K.)	Magazines (U.K.)	MGA Entertainment
Popeye	Go to Market	Bath & beauty products, gift sets (Peru)	King Features Syndicate
	Grani & Partners S.p.A.	Collectibles (Italy, San Marino Republic, Vatican City)	King Features Syndicate
Porch Fairies (The)	BrownTrout Publishers U.K.	Calendars (U.K., Eire)	Licensing Management Intl. (LMI)
Radiant	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Rising of the Shield Hero (The)	What's Your Passion Jewelry	Accessories, jewelry (Worldwide (excl. Asia))	Crunchyroll div. Ellation
Robin Roderick	Emerald Wholesale	Floor runners (U.S., Canada)	MHS Licensing + Consulting
Sesame Street	Peace Collective	Accessories, apparel (U.S., Canada)	Corus Entertainment/ Nelvana Enterprises
	Smash + Tess	Rompers (U.S., Canada)	Corus Entertainment/ Nelvana Enterprises
Shield Hero	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Slime	Great Eastern Entertainment	Accessories (U.S., Canada)	Crunchyroll div. Ellation
Smiley	Benetton Group	Apparel (children's) (Worldwide)	Smiley Company (The)/ SmileyWorld
SpongeBob SquarePants	Skinnydip London	Accessories, apparel (U.K.)	Nickelodeon & Viacom Consumer Products (NVCP)
Star Trek	Smiffy's (R.H Smith & Sons)	Costumes (U.K.)	WildBrain CPLG (U.K.)
Stephanie Ryan	Design Design	Stationery (Worldwide)	MHS Licensing + Consulting
	Enchante Accessories	Decorative boxes, gift bags, greeting cards (Worldwide)	MHS Licensing + Consulting
Sweethearts	H3 Sportgear	Accessories, apparel, headwear (U.S., Canada)	Lisa Marks Associates (LMA)
Tasty	Hacche Retail Ltd.	Cookbooks (E.U., U.K.)	Licensing Matters Global
	Wilton Brands	Food decoration items (U.S., Canada)	BuzzFeed
Tetris	Puma North America	Accessories, apparel, footwear (Worldwide)	Blue Planet Software (Tetris)
Tina Higgins	Argus Spol s.r.o.	Wrapping paper (Czech Republic)	MHS Licensing + Consulting
	Enchante Accessories	Decorative boxes, gift bags (Worldwide)	MHS Licensing + Consulting
	HouseWares Intl.	Mugs (U.S., Canada)	MHS Licensing + Consulting
	LF Centennial	Greeting cards (U.S., Canada)	MHS Licensing + Consulting
Top Gear	LEGO Systems	Interactive toys (Worldwide)	BBC Worldwide
Tuzki x Manish Arora	Three Clothing Pte. Ltd./Manish Arora Paris	Accessories, apparel (India)	Cartoon Network Enterprises (Asia Pacific)
Unionbay	Stone Mountain Accessories	Accessories, hand bags (U.S., Canada)	Unionbay Sportswear/ Seattle Pacific Industries
Universal Monsters	Difuzed	Apparel (U.K., Ireland)	NBCUniversal Brand Development EMEA
	Just Hype Ltd.	Apparel (U.K., Ireland)	NBCUniversal Brand Development EMEA
UTurn Studios	Design Design	Greeting cards (Worldwide)	MHS Licensing + Consulting
	Willow Creek Press	Calendars (U.S., Canada)	MHS Licensing + Consulting

*Extension or renewal.

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Licensed Recently Granted, Intl. *Continued from page 13*

PROPERTY	DESCRIPTION	CATEGORIES AVAILABLE	LICENSING CONTACT
Wallace & Gromit	Royal Mint (The)	Coins (U.K.)	Start Licensing
Warhammer 40K	Merchoid Ltd.	Hats, mugs, sweaters, wallets (U.K.)	Games Workshop Group Plc
Wet Ones	Fetch ... for Pets!	Wipes (North America)	Brandgenuity
Wolseley	Padma Textiles	Sweatshirts, t-shirts (Worldwide)	Licensing Management Intl. (LMI)
XBOX	B.M. Fashion Ltd. t/a Fashion U.K.	Apparel (adults') (U.K.)	Tinderbox div. Beanstalk
	Difuzed	Jackets, t-shirts (U.K., Europe)	Tinderbox div. Beanstalk
	Gaya Entertainment GmbH	Apparel (adults') (Europe)	Tinderbox div. Beanstalk

Contacts & Connections, U.S.

In this issue: 145 domestic contacts made available by TLL's *Licensing Sourcebook Online*. We do our best to verify the contacts in this publication, but people move and addresses change. If you happen to have an update, please don't hesitate to contact us.

1-800-Flowers.com, Eric Gehrich, SVP Sales & Partnerships, 516-237-6000, egehrich@1800flowers.com, P. 10.

3D Retro, Ben Goretsky, Owner, 818-630-7063, ben.goretsky@3dretro.com, P. 7.

Act III, Julie Dyer, President, 310-244-4001, jdye@actiii.com, P. 9.

Aurora World, Dee Dee Valencia, Director Product Management Development, 562-205-1292, deede@auroragift.com, P. 7.

Authentic Brands Group (ABG), Corey Salter, President Entertainment & VP Intl. Business Development, 212-760-2410, csalter@abg-nyc.com, P. 7.

BandMerch/Topspin Media, Joseph Bongiovi, President & CEO, 818-736-4855, jbondiovi@bandmerch.com, P. 10.

Bapper Entertainment, Alison Wallace, Licensing, 310-941-8816, alison@bapperentertainment.com, P. 11.

Beeline Creative, Brandon Giraldez, President, 310-430-4041, brandon@beelinecreative.com, P. 10.

Billionaire Boys Club & Ice Cream LLC, Steve Feinberg, MD, 212-777-2225, bbcicecream@bbcicecream.com, P. 8.

Blue Planet Software (Tetris), Megan Buettner, Head Consumer Products, 808-954-6100, megan@blueplanetsoftware.com, P. 13.

Boat Rocker Studios div. Boat Rocker Media, Kate Schломann, EVP Brand Management & Content Marketing, 646-790-1720, kate@boatrocker.com, P. 12.

BoxLunch, Robert Thomsen, SVP Merchandising & Marketing, 626-839-4681 x2216, rthomsen@hottopic.com, P. 8.

Brand Central, Ross Misher, CEO, 310-268-1231, ross@brandcentralgroup.com, P. 10.

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

Brandgenuity, Louis Drogin, Partner & MD, 212-925-0730, louis@brandgenuity.com, P. 14.

BuzzFeed, Eric Karp, Head Global Licensing, 212-431-7464, eric.karp@buzzfeed.com, P. 13.

C-Life Group, Connie Chang, Director Licensing, 212-294-0248, connie@c-lifegroup.com, P. 7.

C.A. Gift, Leo Tracey, President, 401-273-7200, leot@cagift.com, P. 12.

Cartoon Network Enterprises, Daria Cronin, Senior Director Licensing, 212-275-6811, daria.cronin@turner.com, P. 8.

CBS Consumer Products (Star Trek), Veronica Hart, EVP Global Franchise Management - Star Trek, 212-975-6894, veronica.hart@cbs.com, P. 13.

Chaser, Hadi Salem, Owner, 310-719-7004, hadi@chaserbrand.com, P. 7.

Chicken Guy, John Dikos, Chief Licensing Officer, 407-560-8180, jdikos@chickenguy.com, P. 3.

Christopher Radko/Rauch Industries, Amy Pearson, VP Design, Product Development & Brand Marketing, 800-717-2356, apearson@rauchbrands.com, P. 8.

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Coastal Brand Management, Paul Leonhardt, Co-founder & Managing Partner, 858-300-7284, paul@coastalbrandmanagement.com, P. 8.

Coca-Cola, Kelly Kozel, VP Global Licensing, Retail & Attractions, 404-676-4166, kkoz@cooca-cola.com, P. 7.

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Contacts & Connections, U.S. *Continued from page 14*

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Condé Nast, Eric Gillin, Chief Business Officer Culture Div., 212-286-2860, eric_gillin@condenast.com, P. 4.

Condé Nast, Jen Mormile, Chief Business Officer Lifestyle Div., 212-286-2860, jen_mormile@condenast.com, P. 4.

Condé Nast Licensing, Susan Plagemann, Chief Business Officer Style Div., 212-286-2860, susan_plagemann@condenast.com, P. 4.

Conimar, Marilyn Pasteur, Creative Director, 800-874-9735, marilyn@conimar.com, P. 10.

Crayola, Warren Schorr, VP Business Development & Global Licensing, 610-253-6271 x4723, wschorr@crayola.com, P. 7.

Creative Brands div. CBC Group, Beth Williams, Director New Product Development, 602-441-1455, bwilliams@cb-gift.com, P. 12.

Crunchyroll div. Ellation, John Leonhardt, Head Consumer Products, 415-310-6135, jleonhardt@crunchyroll.com, P. 9,11-13.

Crunchyroll div. Ellation, Michael Melby, Director Consumer Products, 415-770-9404, mmelby@crunchyroll.com, P. 13.

Delta Galil, Maurice Reznik, President & CEO Intimates U.S. & U.K., 201-902-0055, maurice.reznik@deltagalil.com, P. 11.

Design Design, Elyse Flynn, Creative Director, 616-771-8356, elyse.flynn@designdesign.us, P. 9,10,12,13.

Design Works Crafts, Susan Knopp, Owner, 631-244-5749 x202, suzicraft@aol.com, P. 12.

Designs Combined, Jennifer Kwong, 916-381-6886, jennifer_dci@yahoo.com, P. 9,12.

Discovery Consumer Products, Carolann Dunn, VP Licensing, 212-548-5759, carolann_dunn@discovery.com, P. 8.

Disney Consumer Products, Josh Silverman, EVP Global Licensing, 818-544-0567, josh.silverman@disney.com, P. 7,11.

Dr. Seuss Enterprises L.P., Julie Dill, VP Global Licensing, Marketing & Communications, 858-459-9744, julied@drseuss.com, P. 3.

Dr. Seuss Enterprises L.P., Susan Brandt, President, 858-459-9744, susanb@drseuss.com, P. 11.

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In this issue: 96 international contacts made available by TLL's *Licensing Sourcebook Online*.

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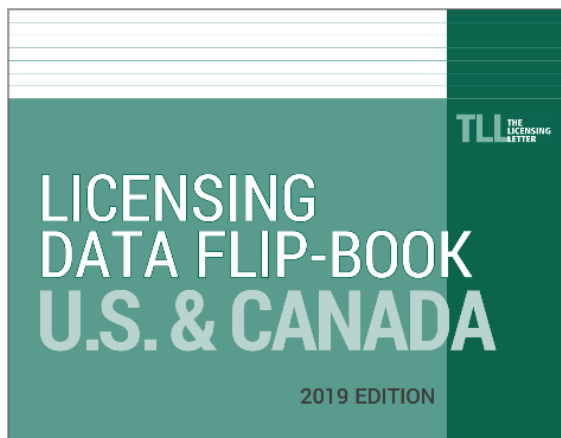
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