

CabinZero expands team as travel retail business lifts off

By **Mary Jane Pittilla** on May, 1 2019 | People



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Luggage and accessories specialist CabinZero has announced new appointments as its travel retail business expands.

Dan Burman has been appointed Commercial Director of parent company TNG Europe Ltd, with a remit to build the sales and distribution network for CabinZero, including travel retail.

Burman brings almost 20 years of travel goods knowledge with brands including Pacsafe and Hedgren. He has worked in various capacities including Asia Pacific Sales Director and Head of Merchandise/Product & Marketing from bases in London, Los Angeles and Hong Kong.

To develop the business inflight in all regions apart from the US, CabinZero has appointed Ailing Seah-Langeland of LL International AS, based in Trondheim, Norway.

CabinZero CEO Neil Varden said: “We see Asia Pacific as a big growth opportunity for CabinZero both on the ground and inflight. Ailing has quickly proved that the potential is there for quality, lightweight luggage. Our backpacks fold up to a very compact, small size and they - plus the hip packs - are perfect for inflight.”

The company has also opened a US subsidiary, CabinZero USA LLC, to develop the Americas business both domestically and duty free. It is headed by President Andrew Hamilton (formerly at Antler Luggage) with General Manager Adela Castaneda.

“Our goal is to expand our travel retail points of sale across the globe and, to that end, we’ll be rolling out new innovative FSDU’s designed to give us greater traction and allow us to be placed in stores of almost any size,” continued Varden.

“We know the importance of attracting and engaging with travelers so the new units have been designed with a strong wow factor. We’ll be launching them to the trade at TFWA Asia Pacific in Singapore this month,” he said.