



**SPECTOR & CO.**  
YOUR BRAND'S BEST FRIEND

**SPECFIT**  
BY SPECTOR & CO.

**ASHBURY**  
BY SPECTOR & CO.



April 4th, 2018

Dear friends,

September 26, 1991 was one of the most pivotal days in my life. This is the day that my Dad and I purchased our company, Bankers Pen Company. This is the day that I fell in love. I fell in love with our company and our amazing industry. 27 ½ years later our company has been transformed from 5 employees (4 of whom are still with us) into 400 employees. From a small 8,000 square foot facility into over 100,000 square feet of a modernized and efficient office, factory and warehouse.



For me it's been all about the people and the relationships I've formed. I am so thankful that I've met so many incredible people along the way that have enriched my life. My amazing team and the amount of passion they have and continue to

contribute to their jobs every day, never ceases to amaze me. It is due to their intelligence and desire to make our company better and faster that has allowed us to create the amazing culture that is prevalent within our company. Many of our clients have turned into lifelong friends. Those distributors who have been with us for many years, or have become clients recently, have all encouraged us to continue our growth and have challenged us to become better than we thought we could be. We could not have achieved what we have done without your incredible support.

Today I write to you personally to share some exciting news. We have brought on the private equity firm, Blue Point Capital Partners to be our new partners. My first partner was my dad Allen, as many of you know. He has been a guiding force for me for so many years and has been so instrumental in the early days of crafting our merchandising strategy and has taught me so much about being successful in business and he is now fully retired. Dad, I owe so much to you and I thank you from the bottom of my heart.

Our new partners, a private equity firm, have come to appreciate the Spector culture and philosophy. I, along with my management team, am truly psyched to be working with Blue Point Capital to bring Spector & Co. to even newer and brighter heights. If it's even possible, I am more energized and reinvigorated as I look forward to the future and the next generation of our company and our industry. I am excited to continue working together with you.

Warm Regards,



A handwritten signature in black ink, appearing to read "Rob Spector". The signature is fluid and cursive, written on a white rectangular background.

Rob Spector