



## COMPANY PROFILE & OVERVIEW

OCTOBER 2013

Blackstone Investment Group is a portfolio of companies dedicated to providing products and services to the commercial airline and recreational product industries. Blackstone Investment Group was founded in 2000 and is a majority veteran-owned business. We provide product merchandising, design, development and marketing departments in house.

## CORE VALUES

### GOLDEN RULE

Do unto others as you would  
have them do to you

Personal integrity

### RELATIONSHIPS

**Commit to authentic  
relationships,  
communications and  
promises**

Openness and honesty

Willingness to give and accept  
constructive criticism

Promise what you will do, and  
do what you will promise

### BALANCE

**Balance the needs of  
the company with its  
stakeholders**

Professional growth

Customer service

Sustainable business

### PRODUCTIVITY

**Build productive  
operations and  
profitable businesses**

Business growth and  
development

Provide opportunities for our  
people and customers

## THE MARKETS WE SERVE

Blackstone Investment Group creates products for two general market categories: airline / industrial and recreational. We build this product for brands - our brands, private label brands, and global brands. Market breadth helps us ensure that our clients succeed in the global marketplace through the introduction of products, categories, and processes.

Crossing these market categories, yet focusing on sewn goods, provides us with a unique perspective of the overall market. This perspective allows us to create a distinct voice for each brand we represent.



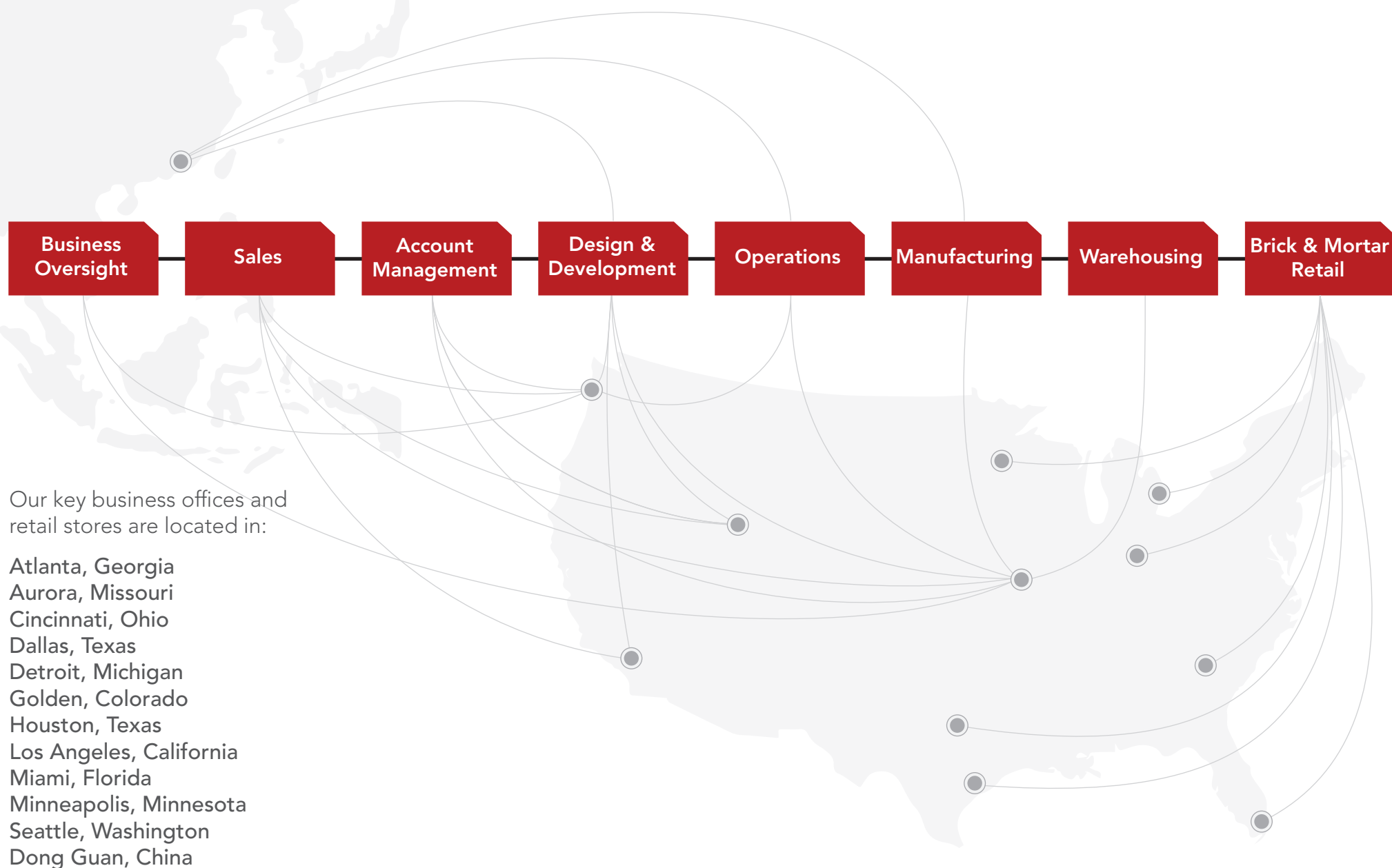
AIRLINE / INDUSTRIAL



RECREATIONAL



We are headquartered in **Aurora, Missouri**. With over 140 employees worldwide, our strength is in our ability to be a vertical provider of branded merchandise programs for a variety of customers.



**Meet the Family:** Blackstone Investment Group (B.I.G.) is home to a diverse group of companies focused on design, manufacturing and distribution of industrial grade cut-and-sew goods for the airline and recreational markets.

## BLACKSTONE INVESTMENT GROUP



### Crew Outfitters

Retail, uniform, and merchandising experts for the airline industry



### Luggage Works

Airline dedicated luggage brand



### Premier Hat Company

USA-made commercial airline pilot hat brand



### Youngstown Glove

Commercial glove and safety brand



### Carry Gear Solutions

Custom design, development, and manufacturer of luggage and bags; bag licensing



### Mountainsmith

Outdoor recreation industry bag and pack brand



### Detours

Bike touring bag brand



### Haiku

Poetically functional bags for women

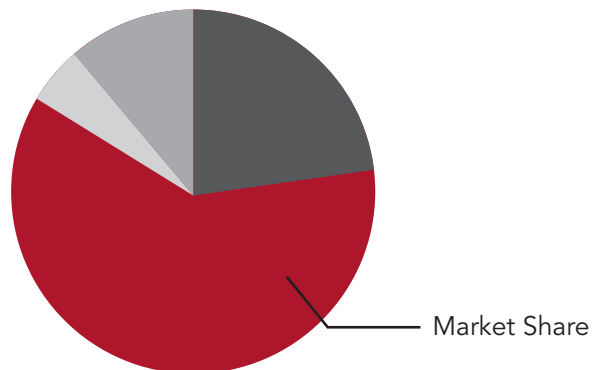


**CREW OUTFITTERS:** For more than 17 years, Crew Outfitters has built a strong reputation as the one-stop shop for equipping and servicing airline flight and ground crew in all their professional needs. In 2012, Blackstone acquired Stop Over stores and Field Shops, bringing our store count to 10 retail locations near or in major US airports. This breadth, along with our online stores, accommodates custom uniform and accessory programs, plus offers the expert service that crews need.



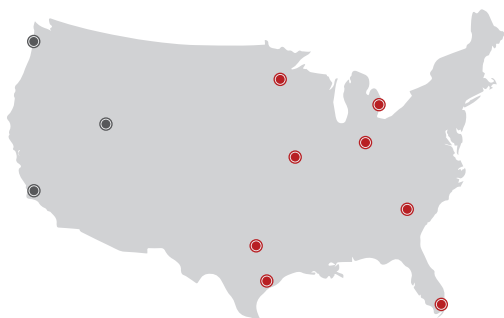
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## Airline Retail Market



Crew Outfitters has merged with Field Shops and Stop Over Stores, making it the predominant player in the airline retail market.

## Locations



Crew Outfitters currently operates ten retail locations nationally, with corporate presence in 3 other major markets.



Luggage & Accessory  
Retailer  
(online and in-store)



Custom Airline  
Uniform Programs  
+  
Custom Airline  
Luggage Programs



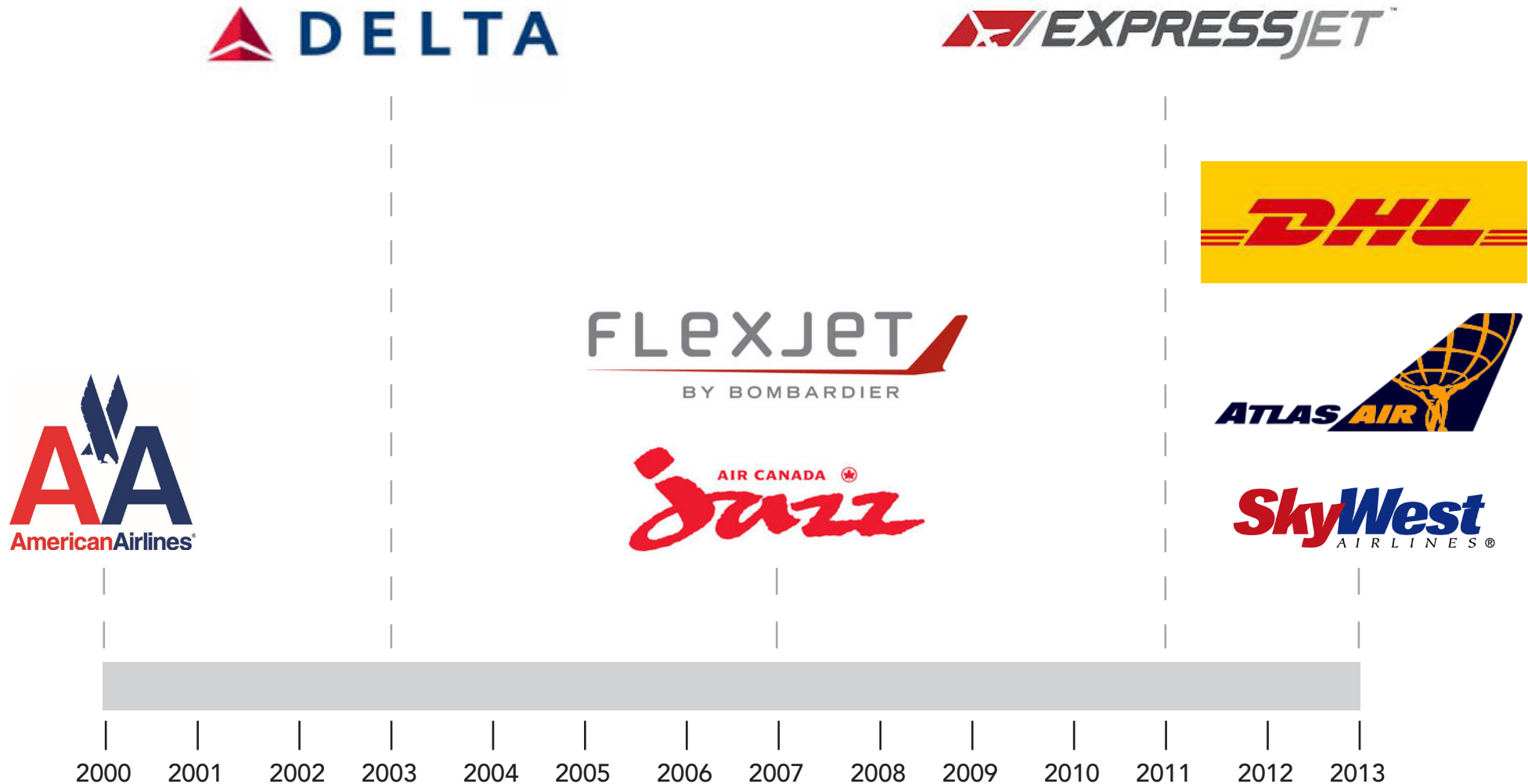
**One-Stop Shop**



On-Site Tailoring,  
Fittings, & Repairs



**PARTNERS:** Crew Outfitters has been successful in expanding non-stock as well as stocked uniform programs for major airlines including: Delta Air Lines, American Airlines, Comair Airlines, Atlantic Southeast Airlines, American Eagle Airlines, as well as Air Canada Jazz.







**LUGGAGE WORKS:** Based in Aurora, Missouri, Luggage Works has proudly served the airline industry since 1989. A premier manufacturer and distributor of pilot and crew rolling bags, flight kits and accessories in the US, it is the only luggage company in the US that manufactures and assembles rolling bags domestically. Luggage Works was acquired by Blackstone in 2000.

LuggageWorks



Clockwise, from top left: Leather Flight Kit; Top Grain; Nordic Cooler; Stop Over Store Stealth Pilot Bag; 22" Aurora Expandable



**PREMIER HAT COMPANY:** Premier Hat Company specializes in making hats for airline pilots. From custom single orders to full airline programs, **its hats are proudly made in Aurora, Missouri.** Its pride is reflected in the durability, quality workmanship and design of every hat made.

**P R E M I E R H A T C O .**  
  
**H A N D C R A F T E D I N T H E U . S . A**







**YOUNGSTOWN GLOVES:** Youngstown Glove Company, founded in 2002 and acquired by Blackstone in 2007, makes gloves that exceed the demanding needs of professionals and raises the bar when it comes to safety, comfort and durability.



**#1 IN DURABILITY**



Clockwise, from top left: Mesh Utility Plus Gloves; Waterproof Winter XT Gloves; Safety Orange Winter Gloves; General Utility Plus Gloves



**CARRY GEAR SOLUTIONS:** "Build great bags. Build great business." That has been Seattle-based Carry Gear Solutions' motto since its start in 1993. Part of Blackstone since 2003, CGS designs and manufactures bags and luggage for industry-leading private label and in-house brands in the outdoor, active lifestyle and back-to-school industries.







**MOUNTAINSMITH:** Forged in the Colorado Rockies in 1979, Mountainsmith is a leader in the outdoor marketplace. A member of Blackstone since 2007, it is committed to building a tough, durable, well-designed and functional range of products that meet the demands of rigorous travel on and off the backcountry trails.



Clockwise, from top left: Rhyolite 6061 Trekking Poles; Modular Hauler 3; Tour TLS in Black; Wraith 25



**DETOURS:** Formed in 2003 from a love of cycling, Detours continues to be a bicycle-focused bag brand. Striving for equal parts performance and personality, it offers **unique and innovative rider-tested bags** to cyclists of all kinds. It has been part of Blackstone Investment Group since 2007.



Clockwise, from top left: Alki Beach Basket; Wedgie; Ballard Market Pannier; Fremonster Flap Pannier





**HAIKU:** Simple. Thoughtful. Meaningful. Launched in 2004, Haiku makes **poetically functional accessories for women**. A haiku poem expresses something in very few words and yet it all works together. It has meaning beyond the first glance. These attributes – beauty, simplicity and function – describe the growing brand. Acquired in 2012, it is Blackstone’s most recent addition.

# haiku



Clockwise, from top left: Grab Bag; Pouch; Weekender; Commuter Tote