

CORPORATE OVERVIEW



The American dream of being successful is entirely achievable through hard work, perseverance, passion, a targeted direction and a strong emphasis on quality.

PETER WASZKIEWICZ, C.E.O.

# WHO WE ARE

RANDOLPH ENGINEERING.
BORN FROM THE AMERICAN DREAM AND
BUILT FROM THE GROUND UP.

We stand behind our promise: To craft the world's finest eyewear, one pair at a time. We are — like those who wear our frames — extraordinary, independent, and inspired.

Founded in 1973, Randolph Engineering is the leading American eyewear brand manufacturing metal frames — start to finish — in the United States. A third generation, family-run global company with distribution in over 85 countries, Randolph engineers, responsibly manufactures, and markets the highest quality eyewear, all while remaining true to our core values.

Each pair of our eyewear is built by hand — right here — in our factory just south of Boston, Massachusetts. Backed by a lifetime guarantee, our 200 step process uses top-grade materials. Our attention to quality and detail is steadfast. We are a dedicated partner to US military and NATO forces, a respected player in the precision sport arena with our RE Ranger product line, and an established lifestyle brand. We are the definition of independent. Proud. Passionate. And committed to supporting eyecare professionals in every way.

# RESPECT WHERE YOU COME FROM, REINVENT WHERE YOU'RE GOING.



## TIMELINE

1973 Former Royal Air Force navigator Jan Waszkiewicz and machinist Stanley Zaleski claimed a piece of the American dream when they opened their factory in the small town of Randolph, Massachusetts.

1973

1990s The Department of Defense contracted Randolph to produce 200,000 optical inserts annually and quickly for the M17 chemical-biological mask during Desert Storm. Randolph's high quality control systems were put to the test—and passed—when not a single unit was returned. During this same period, we began to diversify. RE Ranger, a collection of six frames with 14 interchangeable lenses was introduced into markets for precision shooting and law enforcement.

1990s

1978 Randolph Engineering joined forces with the U.S. military to produce the HGU-4/P Aviator for fighter pilots. Each Aviator is still built to the strict guidelines of MIL-S-25948 standards, a 20-page document detailing the most demanding, complex manufacturing specs around.

1978









Today Guided by respect for our heritage, our ties to the military, and our Made in the USA stance, Randolph Engineering has garnered a reputation for quality, durability, and authenticity. We continue to hold the Frame of Choice contract, supplying multiple optical styles to the military, while strengthening ongoing and new partnerships within the optical market. We remain committed to the success of our eyecare professionals and dedicated to expanding our collections of lifestyle and fashion frames for the general public.

2019

2000s Randolph was awarded our first contract for the Frame of Choice (FOC) program, which provides the Army, Air Force, Navy, Marines, Coast Guard, and NASA with an alternative to standard-issue military spectacles. In 2007, Peter Waszkiewicz was named CEO. Under his leadership we dedicated ourselves to providing eyecare professionals with handcrafted, state-of-the-art, Made in the USA eyewear. Randolph is an ISO certified manufacturing facility.

2000s





# OUR VISION:

TO BE A
GLOBALLY
RECOGNIZED
AMERICAN
EYEWEAR
BRAND.

## **OUR MISSION:**

Born from an American Dream, rich in military heritage, we promise to engineer, responsibly manufacture and market the highest quality eyewear, always remaining true to our core values.















## OUR CUSTOMER

Our frames are coveted by navy pilots. Independents. Explorers. Icons with a point of view unlike any other.

They are made to endure for a lifetime. Or two. And purpose built for a higher standard.

Our customer is:

SPIRITED
INDEPENDENT
EDUCATED
FASHION FORWARD
ADVENTUROUS
EXTRAORDINARY

Our customer values:

STYLE
QUALITY
HERITAGE
AUTHENTICITY
CRAFTSMANSHIP

The foundations upon which Randolph Engineering were built.

We are not for everybody.

We are made for those who see things differently.

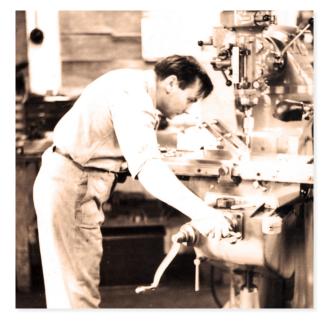
# OUR STORY

When former Royal Air Force navigator Jan Waszkiewicz and machinist Stanley Zaleski immigrated to America in the years following World War II, they had a dream: to build the world's best eyewear company. Using their knowledge of engineering and skills as master craftsmen, the founding partners put into place the exclusive technology and manufacturing process that remains at the cornerstone of our business today.

Settling in the small community of Randolph, MA., Waszkiewicz and Zaleski set themselves to the task of designing the optical tools and machinery needed to produce their product. They built a proprietary 200-step manufacturing process, and engineered nearly indestructible frame joints. Today, many of those same tools and machines are still in use at our factory.

Our Made in the USA heritage and our ties to military units around the world remain a source of pride. The HGU-4/P Aviator, the style that launched our brand, was designed for US fighter pilots, and is currently worn by members of the Royal Jordanian Air Force, the Swiss Army, and the Colombian Military, among others. We actively service NASA, the Navy Blue Angels, the Air Force Thunderbirds, the Canadian Snowbirds, and the Army's Golden Knights parachute team.

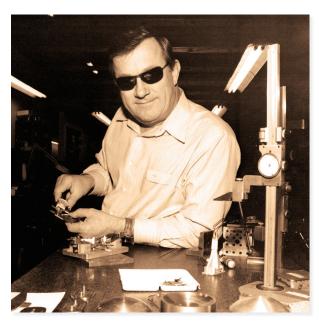
Randolph Engineering employs over 100 people, including our own sales, marketing and customer service teams. We have held the line on American-made, creating jobs and contributing to the local economy during a time when most of our competitors moved overseas. Under the direction of president and CEO Peter Waszkiewicz, whose father was a founding partner, we are a recognized leader in the optical field. In addition to our role as a supplier to military units across the globe, we continue to create extraordinary eyewear for adventurers and tastemakers alike.



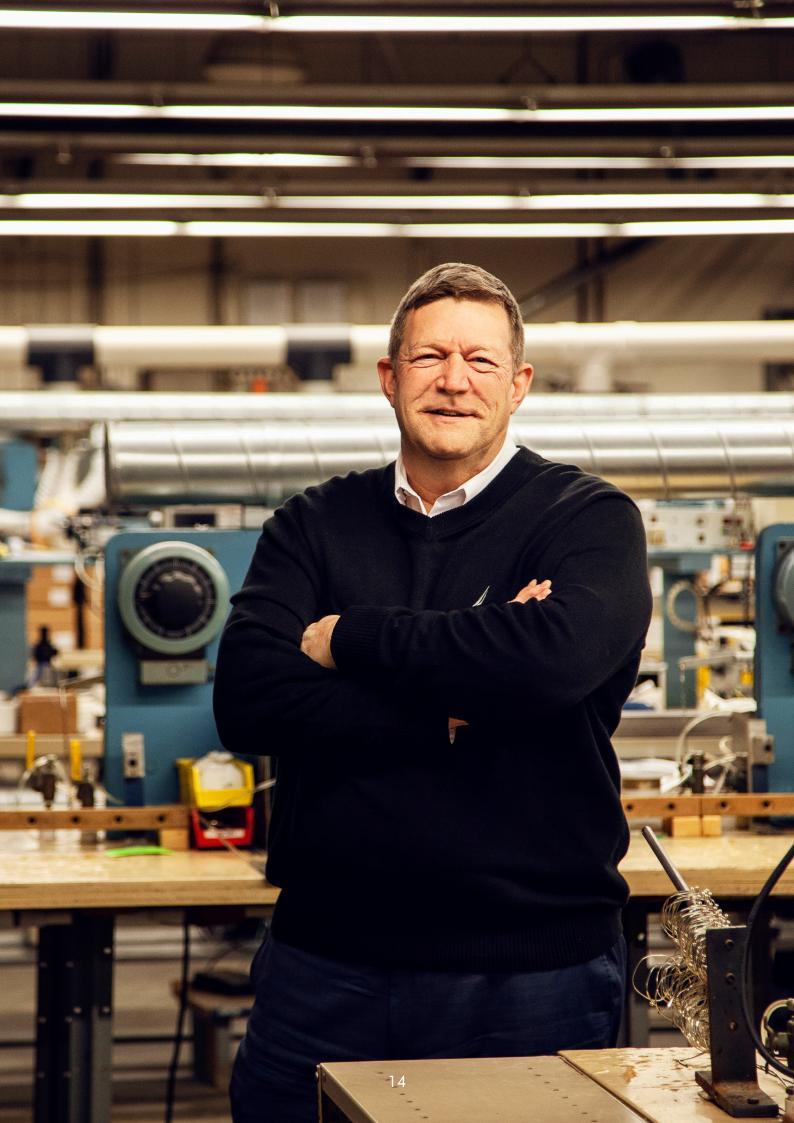












## A MESSAGE FROM PETER WASZKIEWICZ RANDOLPH'S CEO

Randolph Engineering, Inc. is a family owned and operated American eyewear manufacturing company. We have been handcrafting premium eyewear in our own factory, under the brand name Randolph, since 1978.

Randolph was founded in 1973 by two engineers, Jan Waszkiewicz and Stanley Zaleski - two immigrants from Poland, with a strong passion to pursue their American dream. They believed that success was entirely achievable through hard work, perseverance, passion, a targeted direction and a strong emphasis on quality. At inception, the company designed and manufactured tools and machinery for the optical trade. In time, Randolph turned it's attention to making premium eyewear using the tools and machinery made by the founders.

Today, their legacy lives on through second generation leadership with the same passion, commitment and values that formed our foundations.

I am proud and honored to be leading Randolph into the next generation of growth, forging our own legacy as we build a globally recognized American Eyewear brand, always keeping an eye on quality, the core and success of our business.

Pet Hayley

# HANDCRAFTED PRECISION

Simply put, there are no shortcuts. The way we build our eyewear today is virtually the same way we built it 45 years ago — by hand. The exclusive technology, including a 200-step manufacturing process developed by our founding partners, Jan Waszkiewicz and Stanley Zaleski, remains at the cornerstone of our business today. Waszkiewicz and Zaleski designed a proprietary solder machine and engineered nearly indestructible frame joints. All of which ensures our frames (there are 24 physical components in the Aviator alone) are built to last a generation — or two.



#### THE PROCESS:

We start with top-grade materials, including the finest optical grade nickel-silver, monel, and stainless steel. Frame components are cut, shaped, molded, stamped and twisted by hand. Our hand-soldering techniques are executed by our top craftspeople, who spend years mastering the skill. Each component piece is polished by hand and tumbled with porcelain and ceramic stones before plating with one of our precious metal finishes.

#### **OUR PLATING:**

Proprietary plating process puts Randolph Engineering in a class by itself. Using the same precious metal finishes found on the world's finest timepieces, each frame base is coated in palladium, and plated in 23K gold at 5 times the industry standard. To protect the soft gold plating, we apply a highly controlled layer of clear enamel. All of our metal frames are electroplated at a Rhode Island-based jewelry plating company. Finishes include our newest precious metal, White Gold, along with Yellow Gold, Chocolate Gold, Rose Gold, and Satin Rose Gold. Other options include Bright Chrome, Matte Chrome, Matte Black, Bronze Oxide, and Dark Ruthenium.

#### **OUR TEMPLES:**

Our three temple styles — Bayonet, Skull, and Cable — are designed for comfort and longtime wear. The iconic Randolph Bayonet temples are designed to slide easily under pilot headsets, helmets and other headgear. The Skull temple is precision angled to prevent undue temple pressure. And the Cable offers a secure wrap around the ear for additional safety and comfort.

#### THE DETAILS:

Our no-slip stainless steel screws are specially-designed with unique threading and locking compounds, and our silicone or titanium nose pads are designed to seamlessly blend into each frame design, providing a secure and comfortable fit. Each frame is hard-stamp embossed with our logo and laser printed on the interior temple and lens.

#### MADE TO LAST:

Our singular approach extends into each and every detail of our eyewear. Like a fine watch or a family heirloom, our frames are meant to last a generation — or two. Which is why Randolph Engineering also offers a signature engraving program. Each frame in our collection can be personalized with a short phrase, nom de plume or special date, ensuring that special moments are honored and preserved.

## LUXURY IN EVERY DETAIL

#### EXCLUSIVELY OURS.

Precious metal. Handcrafted precision. Built to last a lifetime, our jewelry-quality frames are in a class by themselves.

Using the same precious metals found on the world's finest jewelry and timepieces, our offering of 22K and 23K Gold electroplated frames is luxurious and exquisitely executed.

Our Gold certification is a promise. Each frame is electroplated at 5 times the eyewear industry standard and finished with a high temperature clear enamel coating, twice baked for hardness and durability.

100 percent responsibly sourced and conflict free, our Gold is recycled and recyclable — not mined — which means that in addition to being beautiful, it is an environmentally smart choice.

Hand polished and embossed with our signature logo and 22K E.P. / 23K E.P. for authenticity, our precious metal frames are available in a variety of colors, including:

- 23K Gold E.P.
- 23K White Gold E.P. Finished with Rhodium
- 22K Chocolate Gold E.P.
- 22K Champagne Gold E.P.
- 22K Rose Gold E.P.
- 22K Satin Chocolate Gold E.P.
- 22K Blush Gold E.P.

Whether you prefer the classic warmth of 23K Gold, the metallic shine of 22K Satin Chocolate Gold, or any one of our other precious metals, Randolph Engineering stands behind the timeless quality of each frame. Because, like a piece of fine jewelry, our frames are meant to be cherished for years to come.



# OUR LENSES

DELIVERING PREMIUM OPTICAL CLARITY AND AN ENHANCED VISUAL EXPERIENCE.

Originally designed for the military, our unique portfolio of lenses reflects 45 years of knowledge and expertise. Based on established lens colors, treatments, and coatings, SkyTec™ Lens Technology delivers optimal performance across each of our three lens collections: SkyTec™ glass, SkyForce™ nylon, and SkyForce Air™ nylon gradient. Each of these three materials provides outstanding optical clarity and delivers the high level of performance we have built our reputation on. In fact, one of the many reasons the US Military has chosen RE sunglasses year after year is so that they can "visually own the sky" — without compromise.

Our lenses are sourced from world-class, high-quality suppliers who work with our own engineers to develop specific lens colors and performance characteristics based on visual attributes, light conditions, and changing environmental factors. By highlighting specific wavelengths of visible light, our lenses enhance vision and contrast. This is the key driving force behind all of our SkyTec™, SkyForce™, and SkyForce Air™ products.



#### SkyTec™

Material: Glass.

Collections: Heritage.

SkyTec™ lenses deliver:

- Camera quality glass.
- Outstanding visual performance, clear sharp optics.
- Glass durability: scratch resistant and shatter resistant.
- All SkyTec<sup>™</sup> lenses meet or exceed global standards for driving, optics, UVA, UVB and impact protection, including drop ball testing.
- Available in solid tints and SkyTec-P<sup>™</sup> polarized versions.

#### SkyForce™

Material: Nylon. Collections: Latitude.

SkyForce<sup>™</sup> lenses deliver:

SkyForce<sup>™</sup> synthetic polymer material is 40% lighter than glass, 15% lighter than polycarbonate, and offers maximum UVA/UVB protection. Along with providing lightweight comfort, these lenses offer superior impact protection, scratch resistance, and outstanding optics. Available in solid tints and SkyForce-P<sup>™</sup> polarized versions.

#### **SkyForce Air™**

Material: Nylon.

Collections: Latitude and Fusion.

SkyForce Air™ lenses deliver:

SkyForce Air<sup>™</sup> nylon gradient lenses provide maximum UVA/UVB protection, along with the flexibility and versatility of a gradient tint. The darker tint at the top of the lens offers sun protection, while the lighter tint at the bottom of the lens allows for reading or a clear view of up close objects. Up to 40% lighter than glass, and up to 15% lighter than polycarbonate, SkyForce Air<sup>™</sup> offers light weight comfort, great impact protection, scratch resistance, and outstanding optical performance.

## Special Treatment – Randolph VECTOR™ AR Coating

#### Optical Quality Multi-Layer Premium AR Coating

- Hydrophobic
- Anti–static
- Scratch Resistant
- 99% Reflection Reduction
- Improves Visual Acuity and helps eliminate internal reflections

### Blue Wave™ Blue Light and HEV Protection

All Randolph sunglasses protect and manage Low Level Blue Light and HEV – High Energy Visible Light with our **Blue Wave**™ technology.

Blue light protection is critical for wearing eyewear in the sun and in today's electronic world. Reducing and managing UV, Blue and High Energy Visible light can help prevent potential harmful eye problems such as macular degeneration, cataracts and decreased vision.

Randolph sunglasses with **Blue Wave**<sup>™</sup> technology manage and protect from potentially harmful UV, Low Level Blue and High Energy Visible Light. **Blue Wave**<sup>™</sup> is beneficial in reducing eye strain, better sleep patterns, improved night driving vision and overall increased visual acuity.

Unprotected exposure to Low Level Blue Light can contribute to:

- Red and irritated eyes
- Dry eyes
- Blurred vision
- Fatigue
- Headaches

#### Features and Benefits Randolph Blue Wave™

- Blocks, manages and reduces Low Level Blue and High Energy Visible light from electronic devices.
- Filters the most damaging Low Level Blue and High Energy Visible Light.

#### Helps improve:

- Sleep patterns
- Night driving vision
- Digital eye strain
- Visual Acuity

## Randolph SkyTec™ Glass Lenses Protect and Manage IR - Infrared Rays

Infrared is invisible long wavelength light at the far right end of the spectrum, occurring from 700nm and up. Commonly known as Heat Radiation or Heat Waves. While not necessarily damaging to the eyes in normal conditions, IR can have some side effects, especially to contact lens wearers. IR, being a heat ray, can potentially cause dry eye conditions or tired eyes.

### **Technical Specifications**

SkyTec<sup>™</sup>, SkyForce<sup>™</sup>, and SkyForce Air<sup>™</sup> meet or exceed all global standards. ANSI, EN, AU/NZ and ISO for UV, optics, impact, and driving. Randolph manufacturing facility is ISO certified.

#### SkyTec™

- ABBE Value 59
- Index of refraction 1.52
- Specific Gravity 2.54
- Scratch Resistance 5

#### SkyForce™ & SkyForce Air™

- ABBE Value 43
- Index of refraction 1.51
- Specific Gravity 1.14
- Scratch Resistance 3.5



## OWN THE SKY

## RANDOLPH® Rx

Randolph Engineering is proud to announce our original equipment Rx for our Made in America sunglasses. Featuring classic and new lens colors combined with our signature frames. Currently only available in US markets.

## SKYONE<sup>TM</sup> & SKYPRO<sup>TM</sup> L E N S T E C H N O L O G Y

SkyOne<sup>™</sup> and SkyPro<sup>™</sup> lenses are a custom-optimized design that maximizes a patient's particular visual needs. SkyOne<sup>™</sup> and SkyPro<sup>™</sup> lenses allow for precise reduction of blur and distortion to deliver the personalized power where it is needed most. The HD digital back-surface technology utilizes each patient's PD, fitting height and Rx to automatically optimize the entire prescription for best fit and overall visual clarity. Using this advanced technology provides your patient the best visual experience available today.

- Customized Position-of-Wear (POW) measurements
- Wider fields of view for increased image stability
- Edge-to-edge distortion free vision with no swim effect
- Eye movement compensation
- Oblique aberration correction
- SkyPro<sup>™</sup> Minimum Fitting Height is 14mm

## Randolph Rx is available through VisionWeb direct to the Randolph lab

- Real time order tracking and more
- Select Randolph as the lab, fill in Rx, frame and lens details
- Orders shipped direct back to your office when completed via 2nd Day Air

## Accessing the Randolph Engineering Lab on VisionWeb

- Open the Vision Web browser www.visionweb.com.
- Click on "Spectacle Lens Order".
- Enter all the Rx information for the "New Order".
- For "Laboratory" choose "Randolph Engineering Lab".
- Vision Web will populate available choices for Randolph Engineering Lab:
  - o Lens Design
  - o Lens Material
  - o Available Treatments
  - Frame Information

## Specially designed digital HD SkyOne™ single vision and SkyPro™ progressive in Polycarbonate and Trivex

- Optimized lens designs, compatible with Randolph frames to deliver optimal performance for active lifestyles
- Wide power range
- Tinted and Polarized in both materials and lens styles (except gradients)
- Available in 8 Randolph signature tints and 13 Rx frame styles

## SkyTec<sup>™</sup>, SkyForce<sup>™</sup> and SkyForce Air<sup>™</sup> lens colors and treatments match our original plano sunglasses

## All Rx's include Randolph's exclusive Vector™ Optical Quality Multi-Layer Premium AR Coating

- Hydrophobic
- Anti–static
- Scratch Resistant
- 99% Reflection Reduction
- Improves Visual Acuity and helps eliminate internal reflections

## THE HERITAGE COLLECTION

Rugged. Distinctive. Uncompromising. This is where it begins. Classic styling, legendary frames, our Heritage Collection is anchored by our longstanding ties to the military. Originally designed for US armed forces personnel, Heritage is available in a variety of finishes, including our newest White Gold. Each frame comes with a choice of SkyTec™ glass or SkyTec-P™ polarized lenses for superior optical clarity.





## THE LATITUDE

Bold. Colorful. Individual style. Timeless shapes in frame and lens combinations that are as adventurous as they come. Latitude plays off the heritage of daring aviators and pays homage to brave women of the sky. Available in a variety of finishes, each frame in this unique collection features our SkyForce™ nylon, SkyForce Air™ nylon gradient, or SkyForce-P™ polarized lens technology. Lightweight. Superior optical quality. Latitude is for those who strive to stand out, wherever the adventure leads.

## THE FUSION COLLECTION

When nothing else will do, Fusion brings together the best of two worlds. A modern artisan take on classic shapes. Fusion combines the strength and elegance of our precious metals with the richness of hand-inlaid, premium Mazzucchelli Acetate inlay for a singularly sophisticated look. Available in a variety of finishes and colors, each frame in this beautifully articulated collection features **SkyForce** Air™ nylon gradient lenses in a variety of tints.

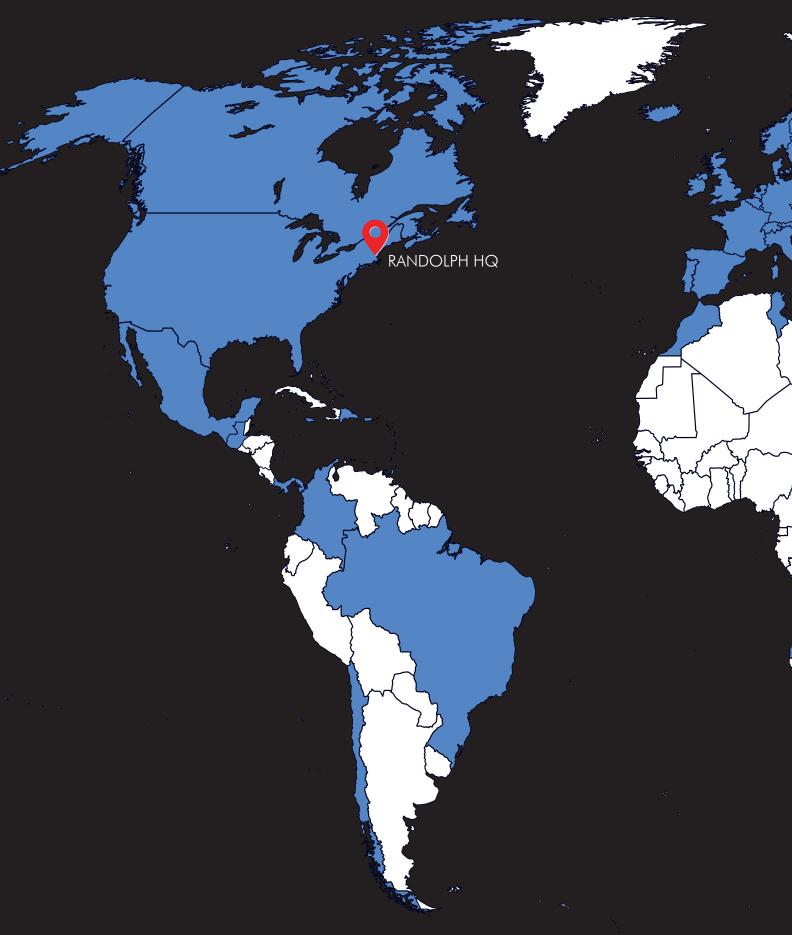


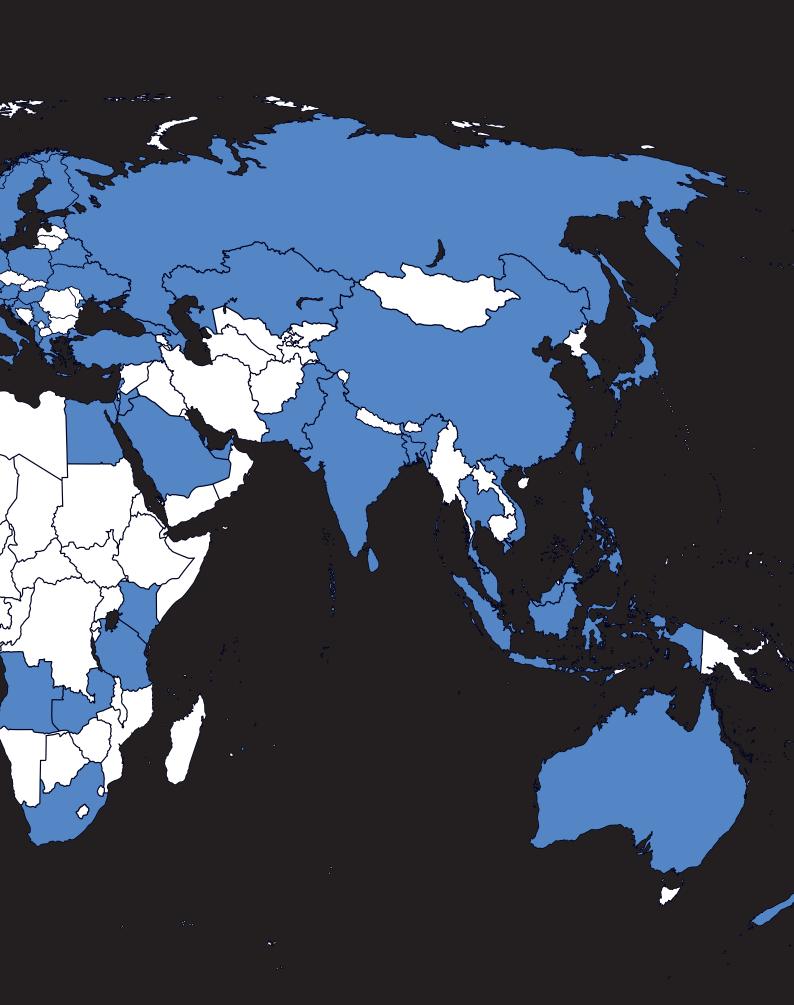




A distinctive collection inspired by the foundries that took fire and metal and created history. Featuring crisp strong edges with elegant finishes. Cut from a single sheet of stainless steel and soldered by hand the collection pays homage to industrial settings from which the materials are formed.

## RANDOLPH WORLDWIDE





































## RANDOLPH ONLINE

In a complex, multi-channel world, there are no shortcuts. And that is why the same principles that guide our meticulous manufacturing process, also guide our digital marketing programs. Quality, integrity, and transparency. 24/7.

#### **BRAND AWARENESS.**

Each of our programs is expertly designed with one goal in mind: To keep Randolph Engineering where it should be. In the public eye.

What that means to you: We will continue to do our part to elevate our presence online. From the single click store locator on our website to our social media footprint and ongoing dialogue with consumers — our digital marketing programs seamlessly intersect.

#### EXTRAORDINARY RESULTS.

- Ranking on page 1 of Google for search terms "aviator sunglasses", "men's aviators", and "women's aviators".
- 40% social media growth year over year.
- A 4.7 out of 5 rating on Facebook.
- Display ads on Google and Bing ensure our brand is found above others.
- A diverse network of influencers put us on the social media map — and keep us there.
- Global reach with 3.5 Million page views per year. - Americas - 66%, Europe - 18%, Asia -12%, Oceania - 3%, Africa - 2%

#### PREMIUM. AND PROUD.

We also hold ourselves to a higher standard. Maintaining clean, full-price distribution is a priority, and our 24-hour monitoring program polices non-compliant websites. All to give you peace of mind.

Randolph online. Building relationships. Seamlessly driving brand awareness.

"#MyRandolphs have been with me since Day 1 of flying – I got them back in 2015! Of all my glasses, they're the only ones who survived. #TeamRandolph"

@justahappypilot

"Love them. I have 3 different pairs and will continue to buy more. Style, functionality, comfort are what set them apart from other brands."

Nathan VanBuskirk

"They're the only thing I've found with total clarity, true color, and fits perfect with my A20."

@flyallyssa

"I highly recommend Randolph Engineering sunglasses. The quality and warranty are the best in the industry. I own several pairs so far!"

Bernie R.

## RANDOLPH GIVES BACK

Randolph is proud to be supporting America's Vet Dogs - a charity that aligns with Randolph's military heritage and core values.

America's VetDogs has built cooperative relationships with the military and the Department of Veterans Affairs, and today, are a premier organization providing assistance dogs and training to disabled veterans and active service members. VetDogs continually strives to increase the options and services for veterans to ensure that they receive all the tools they need to once again be self-reliant.

VetDogs has placed physical and occupational therapy dogs military medical centers including Walter Reed National Military Medical Center in Bethesda, MD to work with service members recovering from amputations or other injuries.

VetDogs have been honored with the Secretary of the Army Public Service Award, the second-highest level award given to civilians "for exceptional service that makes a substantial contribution to the accomplishment of the Army's missions."



# CELEBRITY SIGHTINGS

It's no secret that Randolphs are spotted on celebrities worldwide, both on and offscreen.

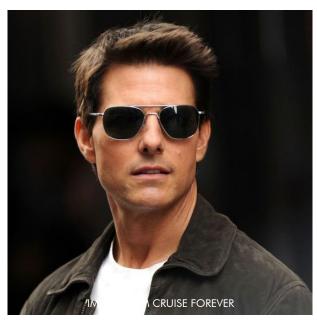
While most of our A-list stars start wearing Randolphs on set, many keep their extraordinary frames for many years. Tom Cruise, for example, has been a wearer of Randolphs since the early 1990's and is still wearing them in both everyday life, and blockbuster movies.

Celebrities pictured include Zac Efron, Demi Moore, Dwayne 'The Rock' Johnson, Tom Cruise, Brie Larson, and Ryan Gosling.















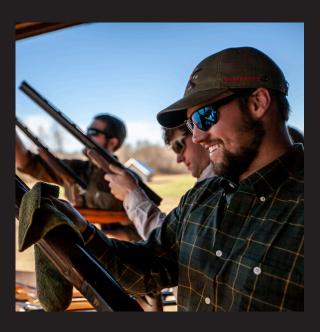
Quality. Precision. Engineered to last — no matter where the adventure leads.

RE Ranger frames offer unparalleled comfort and target enhancement. Whether at the range, in the woods, or on the water, our portfolio of performance optics is driven by the same commitment to quality, comfort, and state-of-the-art technology that has elevated our parent company, Randolph Engineering, to one of the most respected eyewear brands in the world.

We know that every decision, every part matters—from our premium shield and lens kits right down to the very last screw. Because sometimes the only difference between a dead bird and a lost bird is how accurately — or how far — the eye can see.

The first RE Ranger products were crafted and engineered in the early 1990s by our late president Richard Waszkiewicz, the son of Randolph Engineering co-founder Jan Waszkiewicz. Richard partnered with the shooting industry's leading optical experts to design and execute many of the original styles that form the base for our current line.

Today, RE Ranger continues to deliver the best possible products to our customers. We partner with Olympic and other elite shooters and coaches for endless hours of field testing in order to create innovative, high quality, and exceptionally high performance shooting eyewear.











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www.randolphusa.com

#MyRandolphs









2020 SKU: