



Sal & Gail Glesser, Founders of Spyderco



SPYDERCO:

A Case Study In Making Good On The American Dream.



office, and production facility of a burgeoning knife company, Spyderco, the brainchild of entrepreneurs Sal Glesser and his wife, Gail.

Spyderco At A Glance:

International Knife Manufacturer and Distributor

100 Employees | 99 Current Knife Models

America | Japan | Germany | Italy | South Africa | China

There's a weathered picture of a bread delivery truck pulling an old VW that hangs in the office at Spyderco Knives in Golden, Colorado. It's a rather unremarkable photo that just so happens to represent something notably remarkable. In 1976, this hodge-podge of automotive mayhem was the rolling home,

As Sal tells it, they fired up the truck and "trailer," pocketed a \$250 loan from a friend, and set off across the country to find their fame and fortune. And find their fortune they did. Not only did they build a wonderful family along the way, they built an innovative, international knife company respected in every corner of the industry.

American Values, Global Ambitions.

As their company has grown, so has their need for having a strategic financial partner, like BOK Financial—a local bank backed by the strength of a regional, multi-billion dollar financial institution. Especially when it comes to competing on a global scale.

To be able to manufacture in America and keep pace with international markets takes determination and financial savvy. To that end, BOK Financial offers a number of financial resources such as treasury services to better manage international transactions. Plus, BOK Financial was instrumental in financing the construction of a brand new 17,000-square-foot manufacturing facility next to their headquarters in Golden, Colorado.



Eric Glesser, Owner of Spyderco

This state-of-the-art building allows them to maintain the quality control they are known for while streamlining their production process into a more efficient operation.

Keeping It In The Family.

The Glessers see their company as a generational business. One that will be passed to their son, Eric, who, in his own way, is even prepping his children for life in the industry. In fact, he is already partnering with the children and grandchildren of the vendor partners Sal has dealt with the past 40 years.

All of this demands focused succession planning as well as an understanding as to where the next generation would like to lead the company. And as Eric will tell you, it's great to know when they want to go in an energetic, new direction, they have a banking partner that will help get them there.



It's the kind of story and continued ambition that reminds us all that Made In America is still the gold standard for excellence.

To see and hear this story in the words of the Glessers, visit: www.bokfinancial.com/Spyderco

