



Allan Spivack is the founder, President and CEO of RGI, a product development firm and manufacturer of natural fiber home products for the global retail market. Since its inception, RGI has grown to include offices throughout Asia as well as representation amongst the leading retail segments within North America and Europe.

Allan received his JD and MBA from the University of California-Berkeley and USD, focusing on securities and corporate regulations. He worked with the San Francisco branch of the SEC in their antitrust division as well as Jenkins and Perry, a San Diego based real estate litigation firm.

In 1980, he returned to NY to join his family business.

After five years working with his fourth generation family firm, he left to start RGI whose core principals included just in time development and manufacturing. This was to become one of the first direct import firms to serve the traditional retail trade. Along with this business model, the merchandising model was set up to serve an emerging industry in HOME-what soon would become a vital part of the growth engine in retail nationally.

In 1989, RGI partnered with Williams Sonoma, to become their buying agent in Asia and started to work closely with Pottery Barn. Within five years, RGI became their third largest vendor country World-Wide, and Pottery Barn was soon to become a leader in up market specialty retail.

In 1998, RGI was positioned to become a unique presence in the Home Furnishing market.

Today, we serve leading up- market retailers from Target stores to Bed, Bath and Beyond. Our firm has seen extraordinary growth over the last three years, having revenues expand over 300% over that time. The firm continues to see strong expansion opportunities as RGI builds infrastructure and the global markets continue to respond to the innovation that RGI stands for.

Allan lives in Sands Point, NY with his wife Barbara and two children, Jordan and Ben. Barbara is deeply involved in CAPS (Child Abuse Prevention Services) and Allan continues to work with various nonprofit and community based programs.

RGI

NATURAL FIBER HOME COLLECTION