



## FACES OF THE ROYAL GROUP

### The Royal Group

*"We Build Long Term Relationships That Exceed Expectations"*

In the summer of 1935, Bunnie Accavallo opened Royal Glass Company on Wales Street in Rutland, Vermont. Bunnie had some good things going for him as a young entrepreneur; he was a well-liked man in the community with a bit of a refined personal style, which he also carried into the business in the form of service, ethics, and detailed workmanship as the local glazier.

In the winter of 1935, due to the Glass business slowing, he experienced what many Vermont entrepreneurs have gone through at least once: going home concerned for his livelihood. Always having a skill in locksmithing, Bunnie enrolled in locksmithing school and graduated top of his class. Locksmithing became Royal's new year-round service in addition to Glass.

Today, Bunnie's son, Lee Accavallo who purchased his father's business in 1978, continues to lead Royal Group across many channels—technology, location expansion, acquisitions, and digital marketing. However, central to Lee's business strategy is simply wow-factor customer service and outstanding workmanship. Since Bunnie's first summer in 1935, Royal Group believes that putting their customers at the center of their decisions is what makes Royal successful.

Rex Accavallo, Lee's son, will be purchasing Royal from his father in February 2020. He will lead the next generation of Royal's growth and carry forward the original core values of this small, Vermont family owned and operated business.