



Arrow International, Inc.

Arrow Acquires Blue Bay May 12, 2023

Blue Bay is the largest distributor of charitable gaming supplies to the Michigan market. Acquisition will help support veterans', fraternal, & charitable organizations across the country.

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FOR IMMEDIATE RELEASE:

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CLEVELAND, OHIO (May 2023) – Arrow International, Inc. (“Arrow”), the world’s largest manufacturer and distributor of charitable gaming products, announces that an affiliated entity Bow Distribution, LLC has acquired the operational assets of Blue Bay South, L.L.C., Fraternal Enterprises, Inc., American Bingo Company, L.L.C. and Wholesale Bingo Supplies LLC (collectively, “Blue Bay” or “the Company”), and will be operating in Michigan as Blue Bay, LLC after closing. Blue Bay is the largest distributor of charitable gaming supplies to the Michigan market. The Company serves veteran & fraternal clubs, commercial bingo halls, and other charitable organizations throughout the state.

Arrow acquired Blue Bay from Bob “Bingo Bob” Robinson and Rob Robinson, who will both continue to lead the organization and drive growth in the Michigan charitable gaming market. The partnership will allow Blue Bay to continue to serve existing and new customers while expanding product lines, resources, and customer support.

“As an Arrow customer for the past decade, we’ve come to know Arrow and have established a tremendous relationship with the team. We look forward to the next chapter of our business as part of the Arrow organization and the opportunity this partnership brings to further strengthen the product lines, brand reach, and the support we’re able to provide to our current and new customers,” Bob Robinson said.

“It’s exciting to welcome Blue Bay into the Arrow family,” said Arrow President, Dennis Gallagher. “We share a common mission; to help support veterans’, fraternal, and charitable organizations across the country. With our Blue Bay partners, we will be able to commit more resources to our customers to strengthen the service and product lines that generate dollars for charities.”



Arrow International, Inc.

Arrow is a portfolio company of Platinum Equity.

“We are delivering on our promise to help Arrow accelerate its expansion into new markets,” Platinum Equity Co-President Jacob Kotzubei and Platinum Equity Managing Director Dan Krasner said in a joint statement. “We will continue working with the Arrow leadership team to provide the resources the company needs to pursue more opportunities to drive growth organically and through additional acquisitions.”

Arrow’s charitable gaming products raise more than \$1.5 billion each year nationwide to support veteran’s, fraternal, charitable organizations and their communities. Arrow offers a full line of products, including lottery products, electronic pull tabs, pull tab tickets, bingo paper, ink dabbers, jar tickets, bingo equipment and electronic bingo. Arrow continues to explore opportunities to grow its business in North America and the United Kingdom.

About Arrow International, Inc.

Founded in 1967, Arrow is the world’s largest manufacturer and distributor of charitable gaming products, including pull tabs, electronic pull tabs, bingo products and electronic bingo devices for charitable gaming. Headquartered in Cleveland, Ohio, Arrow has approximately 1,200 employees across four manufacturing facilities and a network of 65+ distribution facilities. More information about Arrow’s products can be found at arrowinternational.com.

About Blue Bay

Founded originally in 1990 by Bob Robinson as Bob's Bingo Supply, Blue Bay South is the largest distributor of paper pull tabs, electronic handheld bingo devices, bingo paper, consoles/flashboards, and related accessories to the Michigan market. Headquartered in Jackson, MI, the Company operates five distribution facilities serving hundreds of customers throughout the state.