

A male worker in profile, facing right, is focused on his task. He wears a white hard hat, dark safety glasses, and a high-visibility yellow safety jacket with reflective silver stripes. His hands are protected by orange and black work gloves. He is working on a complex piece of industrial machinery, likely a valve or part of a piping system, which is made of polished metal. The background is a corrugated metal wall. A red horizontal bar is positioned behind the worker's head and the text.

INNOVATIVE SAFETY SOLUTIONS



**PROTECTIVE INDUSTRIAL PRODUCTS**

BRINGING THE BEST OF THE WORLD TO YOU®



PIP STARTED AS A SUPPLIER OF GLOVES. TODAY WE ARE VAST ARRAY OF CONSUMABLE PERSONAL PROTECTIVE INDUSTRIES AND CHANNELS OF DISTRIBUTION.

## WE FIND REASONS TO SAY "YES" TO CUSTOMERS

WE PLACE THE CUSTOMER EXPERIENCE ABOVE ALL ELSE. WE SUCCEED AT HELPING DISTRIBUTORS ENHANCE THEIR PRODUCT OFFERING WHILE MAINTAINING THE ABILITY TO PROVIDE CUSTOMERS WITH COMPETITIVELY PRICED, QUALITY SAFETY PRODUCTS.



### **AN EASE OF DOING BUSINESS**

We strive to be the easiest company that our customers do business with in any industry.



### **OUR PEOPLE**

We employ people trained and experienced in the business and recognized among the best in the industry.



## PIP, AS WE HAVE BECOME KNOWN, IS A US-BASED COMPANY WITH OPERATIONS AROUND THE WORLD.

PIP is jointly owned by the families of Joe Milot, President, and partner, Wellson Tao. Initially started as a supplier of work gloves, today we are a global provider of a vast array of consumable personal protective equipment (PPE) to multiple industries and channels of distribution.



A GLOBAL PROVIDER OF A  
EQUIPMENT TO MULTIPLE



## A GLOBAL PROVIDER OF INNOVATIVE SAFETY PRODUCTS

As the referenced leader in hand protection, we continue to expand our above-the-neck, electrical, traffic safety and first responder product lines.

- Three manufacturing facilities along with three distribution centers in the US
- Export operation from Asia/Pacific to over 10 sales and distribution subsidiaries around the world
- Expertise in sourced manufacturing driven by a team of technical product managers and on-site quality inspection personnel
- R&D capabilities include specialty yarns and seamless knitting technology, joint development in new lens/fit applications in eyewear, as well as ergonomic garment design
- Collaborative development with global partner ATG® for hand protection, JSP® for head and respiratory protection, and Pacific Helmets for first responder head protection

# 30 YEARS OF

## BRINGING THE BEST OF THE WORLD



1984

Joe Milot and Wellson Tao formed Protective Industrial Products in a 400 sq. ft. space in Albany, NY.

1991

Purchased assets of Intermarket Imports, Inc. and expanded head office and distribution center into a 28,000 sq. ft. facility in Guilderland, NY.



1998

Acquired L.A. Sinotech and established a distribution center in California.

2001

Acquired Georgia Safety Group and Gloves Unlimited, Inc.

Opened a distribution center in Memphis, TN.

2002

PIP Mexico formed.



2003

Acquired PRI Industries – a US manufacturer of specialty seamless knits.



2004

Expanded New York operations to 125,000 sq. ft. and Tennessee distribution center to 90,000 sq. ft.

Established exclusive sales partnership with ATG® Gloves in North America.

PIP Latin America formed.

2006

Brahma Glove Co. acquired. Consumer division established.

Mud® consumer glove brand and business acquired.

DSM Dyneema® license acquired.



2008

West County Gardener® consumer glove brand and business acquired.

PIP Italy established in Rome.

# WORLD TO YOU®

## 2009

SafetyGear™ USA acquired to extend safety products offering to protective and high-visibility garments.



## 2011

H.L. Bouton® Eyewear brand and business acquired.

Established exclusive sales partnership with JSP® in North America.

McHenry Knitting and Manufacturing acquired.

Certified Insulating Products assets acquired to enter the electrical safety market.

DuPont® Kevlar® license acquired.

PIP Balkans formed.

PIP Iberia formed.

## 2012

ISSI Eyewear acquired.

PIP Canada established.

PIP Asia/Pacific operations expanded from Hong Kong to include sales and distribution centers in Malaysia and China.

## PIP TODAY

Over 300 employees.

Global presence in the Americas, Europe and Asia/Pacific.

More than \$200 million in sales.

Referenced global leader in hand protection.

Over 3500 products available from distribution centers totaling 500,000 sq. ft. in the US alone.



## IMPROVING SAFETY WITH PIP PRODUCTS

AMAZON  
BOEING  
GENERAL MOTORS  
TOYOTA  
CHEVRON

## OVER THE YEARS, WE'VE DEVELOPED RECOGNIZED BRANDS THAT USERS HAVE COME TO TRUST TO DO THEIR JOB.

Our product development mission is to help make safety intuitive to workers. We don't want our customers overthinking selection or materials. That's our job. We make PPE easy to choose, easy to wear and, ultimately, safer for everyone.



# THOSE WHO USE OUR PRODUCTS EVERY DAY KNOW US THROUGH OUR BRANDS



DOW CHEMICAL  
EXXON MOBILE  
FLUOR  
HONDA MOTOR  
LOCKHEED MARTIN  
NESTLÉ  
NISSAN MOTOR  
NUCOR  
PEPSICO  
RIO TINTO GROUP  
SIEMENS  
TOTAL  
TOYOTA MOTOR  
UNION PACIFIC RAILROAD  
UNITED PARCEL SERVICE  
VOLKSWAGEN



**HAND PROTECTION:** We offer G-Tek®, Assurance®, and Maximum Safety®, to name just a few. We are solidly partnered with ATG®, global technology leader in intelligent glove solutions and Novax, leaders in electrical safety. Our combined manufacturing technologies and spec-driven sourced manufacturing allow us to provide the most comprehensive line of seamless knit or sewn cut resistant and general protection gloves and sleeves.



**ABOVE-THE-NECK PROTECTION:** We offer Bouton® Optical safety eyewear along with a comprehensive line of quality and innovative hearing protection products. We are partnered with JSP® for a full lineup of hard hats and bump caps. We retain exclusive North American rights to Pacific Fire and Rescue Helmets as well as Hellberg Hearing Protection.



**ELECTRICAL & FIRE SAFETY:** We offer an array of dual-certified products that help protect electricians from arc-flash burns and industrial workers from flash fire.



**TRAFFIC & SPECIALTY:** All our protective garments offer features for high visibility including reflective tape and coloring. We are leaders in vests, jackets, and all-weather ensembles that help workers stay safe, dry, and visible.





***PROTECTIVE INDUSTRIAL PRODUCTS***

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