

## ABOUT THE COMPANY

Protective Industrial Products (PIP) is one of the largest US-based importers/distributors of gloves for virtually any industrial need and a growing supplier of gloves sold in the retail sector. The company owns and distributes brand name products, such as those sold by The Mud Glove and West County Gardener.

From its Albany, US, headquarters (about 130 miles north of New York City), PIP oversees the distribution of nearly USD 100 million of products annually across the US, Asia, Europe and Latin America.



"We call our product lines 'personal protective equipment' or PPE," says Bridget Amicone, PIP's Director of Administration. "In addition to gloves, we supply helmets, products for eye protection, products for fire and rescue teams, and even cleanroom mats."

Bridget's father, Joseph Milot, started PIP in 1984 with Wellson Tao, of Hong Kong. The two are a formidable partnership, where Joe handles distribution and Wellson manages sourcing from manufacturers in Asia.

## ABOUT THE SECTOR

While PIP has enjoyed double-digit growth throughout much of its quarter-century, Bridget Amicone says the global economic slowdown affected the industry as customers "cleaned off their shelves" before buying new products.

"This was a difficult period," Bridget says, but PIP regarded the period as an opportunity to acquire competitors and develop its market share through organic growth.

PIP's extensive network of full-time sales managers – many of whom have decades-long relationships with their customers – helped PIP through the downturn. Bridget says this is at the heart of the company's competitive advantage.

"I attribute our success to our focus on customer relationships that really made the difference," she says. "As a result, we're on a very stable track."

## UHY SERVICES

From the Albany office of UHY LLP, auditors and tax professionals have helped PIP in its US operations, which also include locations in Tennessee, California and Minnesota.

UHY has also used its global network of personal relationships to meet the client's needs. When PIP was sourcing a potential partner to work with in Italy, PIP's engagement partner, F. Michael Zovistoski, put PIP in touch with the UHY member firm in Italy, FiderConsult S.r.l. Partner Dr Paolo Lenzi provided the necessary due diligence, among other advisory services.

## WHY UHY?

"UHY LLP is reputable and has always been competent with its services," says Bridget Amicone. "This carries through to our bankers and other financial relationships."

As PIP grows its own network into other countries the UHY network will be a key partner.

"When you're dealing with another firm overseas, you're not exactly in the driver's seat," Bridget says. "So it helps to have the coordination of a local UHY partner who knows us and can access the expertise we need."