



PIP CANADA LEADERS IN HAND & HEAD PROTECTION AND GENERAL PPE

June 26th, 2020



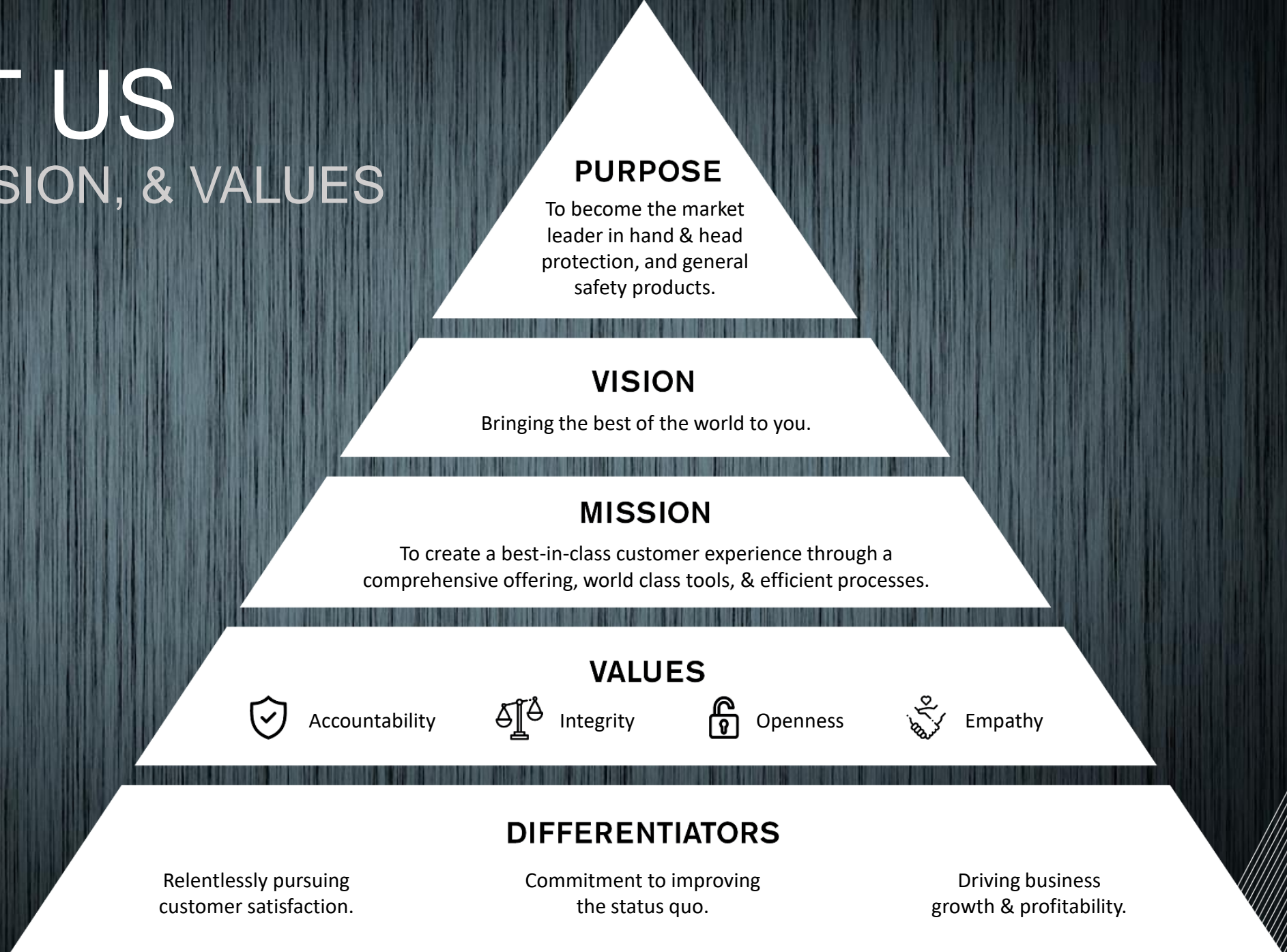
AGENDA

- ABOUT US : A story decades in the making.
- VALUE PROPOSITION : Expertise, quality, and service.
- MARKETS WE SERVE : Our commitment to your needs.
- SALES REGIONS : Seasoned salespeople from coast to coast.
- POWERFUL BRANDS : Recognized around the globe.
- THE NEXT NORMAL IN SAFETY : Your trusted partner.



ABOUT US

VISION, MISSION, & VALUES



ABOUT US

PIP GLOBAL

Joe Milot & Wellson
Tao form a partnership
in 1984 and create
Protective Industrial
Products (PIP).

Strategic acquisition of Dynamic Safety
International from Claude Roberge in
2019 to reinvent **PIP Canada**.

Management reinvests
in PIP expansion with
Audax Group in 2018.



ABOUT US

PIP CANADA HISTORY

- **1980's** : Claude Roberge builds Arkon Safety to \$80 million and sells to North.
- **2003** : PIP Global enters a partnership with Marigold to sell gloves in Canada.
- **2008** : Claude comes out of retirement to start Dynamic in Laval, Quebec. He brings back John Greer, as well as other key members from Arkon. Today, twenty-one employees still share this deep, connected history and experience.
- **2011** : PIP Global sets up its own division in Canada. Three seasoned glove industry experts are hired, and a warehouse was set up in Bolton, Ontario.
- **2018** : Dynamic had grown and was looking to expand. Meanwhile, PIP was looking to increase operations and manufacturing in Canada. Claude and Joe quickly strike up a friendship and a deal based on their similar visions.
- **2019** : Dynamic and PIP officially joined forces as the new PIP Canada. Investments are made of more than \$1 million in robotics, plant upgrades and a new 50,000-square-foot warehouse in Laval, Quebec.



ABOUT US

PIP CANADA TODAY

- PIP Canada is now **Canada's largest manufacturer of PPE**, and one of the largest manufacturers of compliant hard hats in the world.
- We employ over **175 employees in Canada**, and manufacture in our factories located in both Laval, Quebec and Mississauga, Ontario.
- Our breadth of line includes **10 complete product lines**, allowing us to support all your personal protective equipment needs:
 - Head Protection
 - Eye & Face Protection
 - Hearing Protection
 - Respiratory Protection
 - Hand Protection
 - Fall Protection
 - First Aid Products
 - Traffic Safety Protection
 - Identification Products & Barricade Tape
 - Welding Face Shield



LAVAL : Hard hat manufacturing.



LAVAL : First aid assembly line.



MISSISSAUGA : Harness test tower.



LAVAL : Barricade tape production.



PART OF A GLOBAL ORGANIZATION

DISTRIBUTION CENTERS NORTH AMERICA

60,000 Sq Ft – Rancho Cucamonga, CA
816,000 Sq Ft – Olive Branch, MS
150,000 Sq Ft – Guilderland, NY
250,000 Sq Ft – Cincinnati, OH
60,000 Sq Ft – Laval, QC

PIP CANADA HEADQUARTERS

Laval, Quebec

SALES, ADMINISTRATION & DISTRIBUTION CENTER

PIP France - L'Hermenault, France

PIP – GLOBAL SUPPLY CHAIN

PIP Hong Kong - Hong Kong, China
West Chester Retail - Global Supply
Chain - Shenzhen, China

SALES & EXPORT DIVISION FOR GLOBAL CUSTOMERS

PIP AMEA - Shanghai, China

MANUFACTURING FACILITIES

PIP Canada / Dynamic - Laval, QC
PIP Canada / Dynamic - Mississauga, ON
McHenry Manufacturing - Bluffton, IN
PR Industries - Chaska, MN
Black Pearl Productions - Guilderland, NY
US Mesh - North Attleboro, MA
Hearos de Mexico - Tijuana, Mexico

MANUFACTURING FACILITY

Pioneer - Tay Ninh, Vietnam

PIP SALES, ADMINISTRATION & DISTRIBUTION CENTERS U.S.

PIP Global - Latham, NY
PIP Canada - Laval, QC
PIP Canada - Mississauga ON
PIP Mexico - Monterrey, Mexico

SALES, ADMINISTRATION & DISTRIBUTION FOR RETAIL DIVISION

West Chester - Sharonville, OH

SALES OF PROTECTIVE EAR PLUGS TO RETAIL

HEAROS LLC – Latham, NY

SALES OF UNIFORM & INSPECTION GLOVES

Century Gloves – Latham, NY

SALES OF REUSABLE APPAREL FOR CE

Uniform Technology – Longmont, CO

SALES, ADMINISTRATION & MANUFACTURING FOR SPECIALTY HAND & ARM PROTECTION PRODUCTS

Worldwide - Wilkesboro, NC and
Hamburg, NY

SALES AGENCY, FOOD PROCESSING MARKET

Processing Solution - Wilkesboro, NC

SALES, ADMINISTRATION FOR GLOVES & FINGERCOTS

QRP - Tucson, AZ

SALES, ADMINISTRATION & DISTRIBUTION CENTERS

PIP Asia Pacific - Hong Kong, China
PIP China – Shanghai, China
PIP Australia – Eagle Farm, Australia

VALUE PROPOSITION

EXPERTISE, QUALITY, AND SERVICE

EXPERTISE

- The safety market is constantly evolving. As a company with more than thirty-five years of experience in this market, it's our duty to utilize our expertise to help educate others and identify the optimal resolution for customers.
- Whether it's offering product-specific training, providing updates on the newest safety technologies and industry standards, or going the extra mile to ensure the right solution is found, we are the go-to source for all your safety needs.



VALUE PROPOSITION

EXPERTISE, QUALITY, AND SERVICE

QUALITY

- Quality is woven into every element of the PIP Canada experience. Each day, we develop and provide our customers with innovative PPE and world-class sales tools that keep workers in all markets safer, more comfortable and more productive.
- Our manufacturing centers in both Laval and Mississauga utilize the latest in robotics to ensure products meet precise specifications. We also have in-house testing centers as part of our quality control measures.

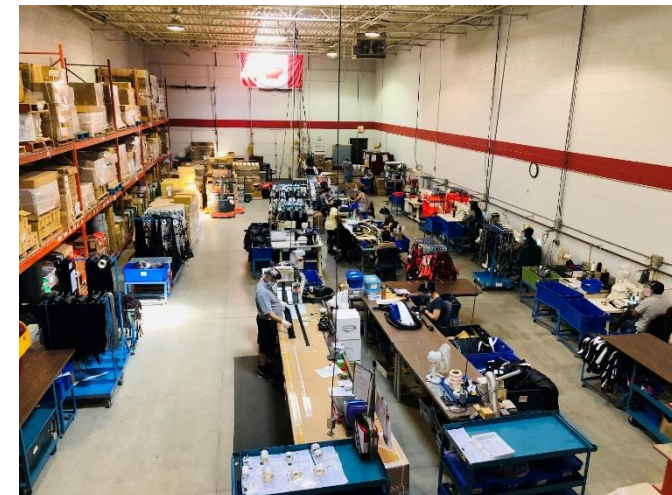


VALUE PROPOSITION

EXPERTISE, QUALITY, AND SERVICE

SERVICE

- We are dedicated to serving our distributor partners better than anyone else in the market. Crucial to this charge is understanding the needs of our customers while continuing to exceed expectations.
- This notion is incorporated into everything from field support and customer service to our operational processes. We are committed to improving and delivering upon a level of service that is second to none.

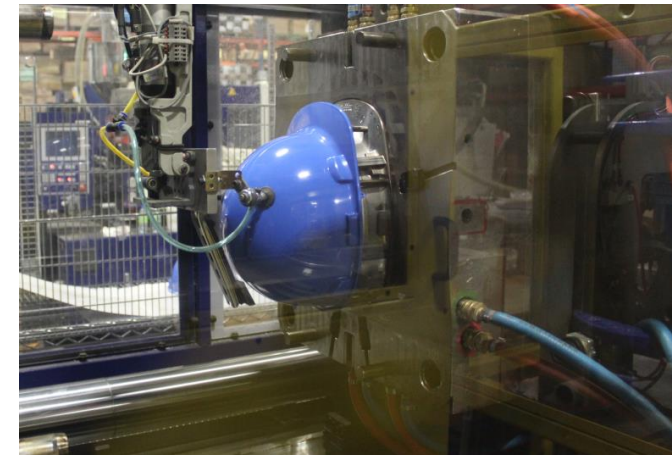


VALUE PROPOSITION

EXPERTISE, QUALITY, AND SERVICE

SERVICE : PRODUCTION INVESTMENTS

- Increased from 4 injection machines to 9 producing hardhat shells and components.
- Increased from 2 assembly robots to 5 producing suspension assemblies.
- Added a second machine producing visors.
- Established a dedicated assembly line for Rocky™ hard hats, earmuffs & bump caps.
- Investment value greater than \$1 million CAD.



MARKETS WE SERVE

- We are constantly working to ensure we're not just meeting but exceeding expectations in these markets.
- Our salesforce expertise serves our distributor partners across all markets by collaboratively identifying and providing tailored safety solutions.
- By working closely with distributor partners, we obtain a better understanding of their challenges and gain insights on how we overcome these challenges together to keep end-users safe and protected.



FIRST TO MARKET

- North American, and specifically Canadian, based manufacturing facilities enable us to provide safety solutions that are tailored to our markets' needs.
- These factories work with our team of product managers and field specialists to ensure the highest level of product performance, and secure proprietary technologies that support us being first to these markets.



SALES REGIONS

EASTERN CANADA

SYLVAIN LEFEBVRE

VP MARKETING AND SALES

BRAD MACHADO

ONTARIO SALES MANAGER AND HAND PROTECTION

NICOLAS MALLET

HAND PROTECTION SPECIALIST EAST



WESTERN CANADA

JOHN GREER

SR VICE PRESIDENT SALES

MIKE HAVENS

SALES MANAGER

JOHN HARRISON

HAND PROTECTION

SALES TOOLS

- Our innovative and interactive sales tools help your safety specialists make fast, accurate decisions and recommendations based on the customer's essential safety needs.
- This all helps to ensure they're using the proper PPE that's best suited for their job.



SALES TOOLS INCLUDE



**CUT RISK HAZARD
MATRIX**



**SELECTOR
GUIDES**



**INTERACTIVE
CROSS-REFERENCE**



**3SP™
ASSESSMENT**

POWERFUL BRANDS



CONFIDENCE TO DO THE JOB™ Mechanical protection meets the optimal level of dexterity, form and fit in coated seamless knit.



INTELLIGENT GLOVE SOLUTIONS™ Focus on innovation and quality, gloves that elevate the performance of the human hand.



QUALITY, RELIABILITY, PERFORMANCE AND VALUE™ Gloves for high-tech manufacturing, food processing, and thermal.



MADE IN AMERICA HIGH CUT PROTECTION FOR WORKERS™
For operations demanding the highest level of cut resistance.



SUPERIOR COMFORT & FIT™ Above-the-Neck PPE engineered for maximum reliability and performance. Manufactured in Canada.



QUALITY. INTEGRITY. SAFETY.™ Designed specifically for controlled environments including labs and electronics.



PERFORMANCE YOU CAN TRUST™ Delivers effective chemical protection in the form of liquid-resistant gloves and accessories.



STRONGER FOR DEMANDING JOBS™ For jobs that demand contact and contamination protection. Featuring Grippaz®.



POWERFUL BRANDS

MAIN PRODUCT CATEGORIES



HEAD
PROTECTION



EYE AND FACE
PROTECTION



HEARING
PROTECTION



RESPIRATORY
PROTECTION



FALL
PROTECTION



FIRST AID
PRODUCTS



TRAFFIC AND HIGH
VISIBILITY PRODUCTS



WELDING
FACE SHIELD



SIGNAGE
PRODUCTS



HAND
PROTECTION



CUSTOM LOGO

PERSONALIZATION

- **Identification on the jobsite is now more important than ever.**
- Put our fast and easy custom logo service to the test on your next order. We also excel at helping you to promote your brand and to grow your business, with personalization available on many product lines including hard hats, eye protection, first aid, and fall protection.



FAST.
EASY.
PRECISE.



THE NEXT NORMAL IN SAFETY

- Today, when we say that we are **Bringing the Best of the World to You®** it's not just about products; it's about our knowledge, our history of innovative PPE, and our commitment to our customers.
- We are here to support you as you adapt to the new normal by being there to help you solve new problems in a cost-effective way that keeps workers safe and performing at their best.



THANK YOU.



PIP Canada Ltd.

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