

Suppliers

Capability Statement

Delivering quality to
the Pacific



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WE'RE PROUD TO BE EXPERTS IN THE PACIFIC

- ASHLEY FINN

A family-owned business committed to the Pacific



Established in 1998, PII is a trusted one-stop shop for the building and construction needs of the Pacific Islands.

With a global sourcing reach, PII has offices in both Australia and China supplying materials and products to a variety of industries whilst representing many leading Australian, New Zealand, Asian and European suppliers.

As a company with focus on building and maintaining strong supplier relationships, PII is committed to passionately representing the products and materials it sources – acting as advocates for suppliers at every opportunity.

PII was the first business of the Finn Pacific Group (FPG) – a parent company founded by Mick and Carol Finn, and now led by Carol and their children, Ashley and Renee. As both PII and FPG look to the future, they continue to combine outstanding products and materials with the kind of warm, friendly and family-centric service that's led to ongoing expansion and continued business success.

Driven by family,
quality and
connection





Our vision

We aim to deliver the very best solutions and reliable, friendly service to customers throughout the Pacific Islands and beyond – strengthening our position as the leading supplier of quality building and construction materials and products to the region.

Our mission

We're committed to building successful long-term relationships with all of our customers and suppliers – delivering the highest quality products on-time and on-budget, and becoming the go-to provider of all building and construction materials for PNG and the Pacific Islands. With a mission to expand and diversify our offering, we'll continue to deliver exemplary customer service within every area of our business.

Why deal with PII



Market exposure

Our vast distribution network across PNG and the Pacific Islands means we get your products direct market exposure, with minimal cost to you.



Cost-effective consolidation

At PII we consolidate your materials with other items to make full container-loads – giving you a better, quicker and more cost-effective supply solution across the Pacific.



Easy shipping

As well as the lowest freight rates in the market, our logistics team provides the quickest forwarding solution.





Risk mitigation

We take the risk away from dealing in foreign markets – taking care of sales and ensuring you're paid on time, every time.



Loyal advocates

We treat our suppliers as family – once we take on your products, we give them the same attention and respect as you would.



Experienced & committed

Our sales force visits the market more than any other competitor, and our energetic sales team does whatever it takes to market your products.



Image: Palau

Your loyal business advocates

Our years of experience gives us the on-ground leverage to get your products in front of people and companies who may otherwise be inaccessible. Treating your products as our own, we can:



Offer access to smaller Pacific Islands.



Promote your work on our active social media channels.



Cover shipping insurance, for total peace of mind.



Suggest your products for large and significant jobs.



Build brand awareness.



Give trading terms that mean you never have to worry about getting paid.



Take your products to conferences and exhibitions.

Our social media reach



2,780 +



1,330 +



360 +



Since 2002, PII has hosted a wide variety of noteworthy tradeshow and events throughout the Pacific Islands – offering suppliers a great way to get their products in front of potential customers.

2002 PNG Tradeshow

2003 Samoa Tradeshow

2004 Solomon Island & PNG Tradeshow

2010 Fiji Tradeshow

2013 Luxury Paints Launch – Solomon Islands

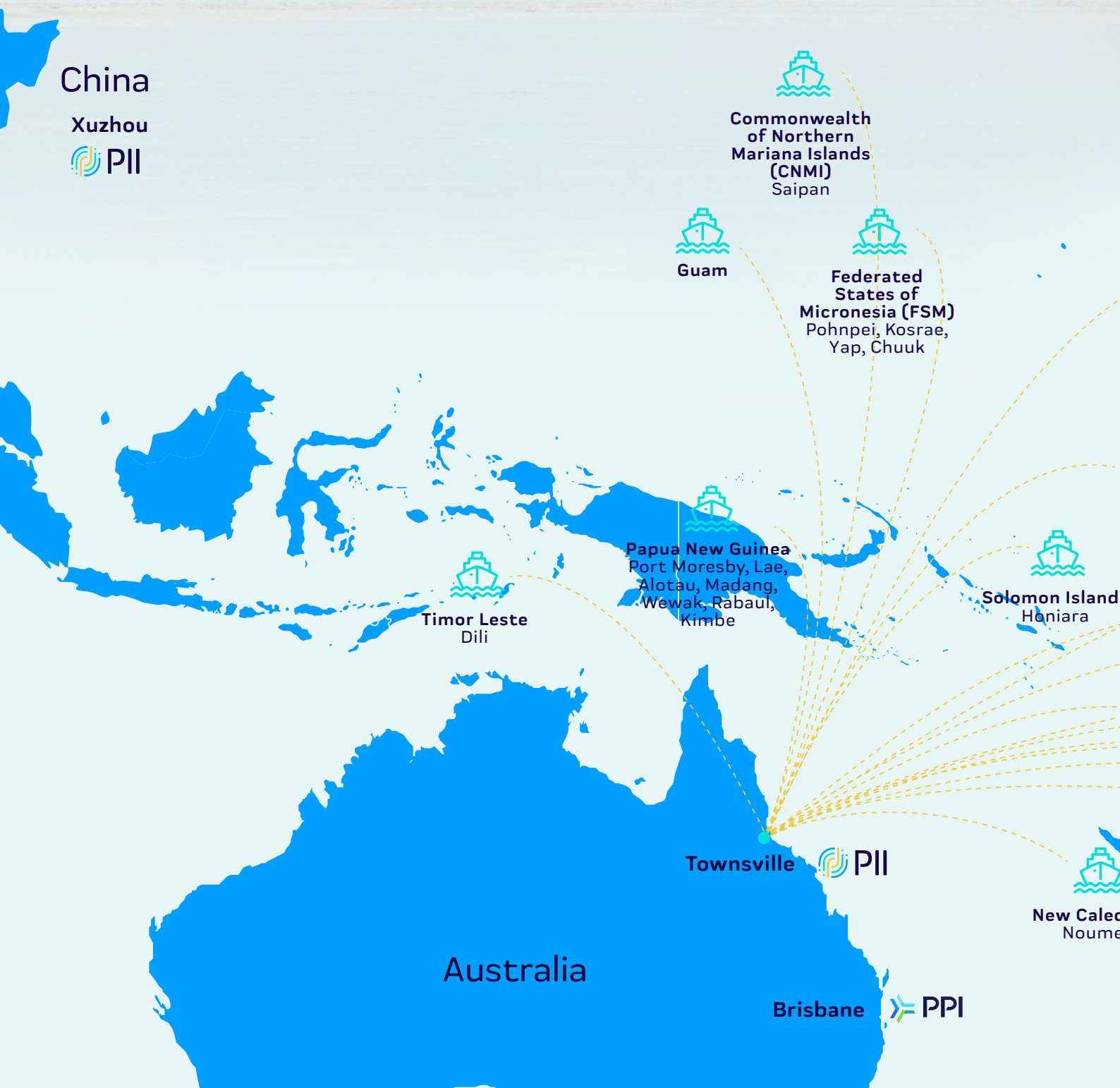
2014 Guam Tradeshow

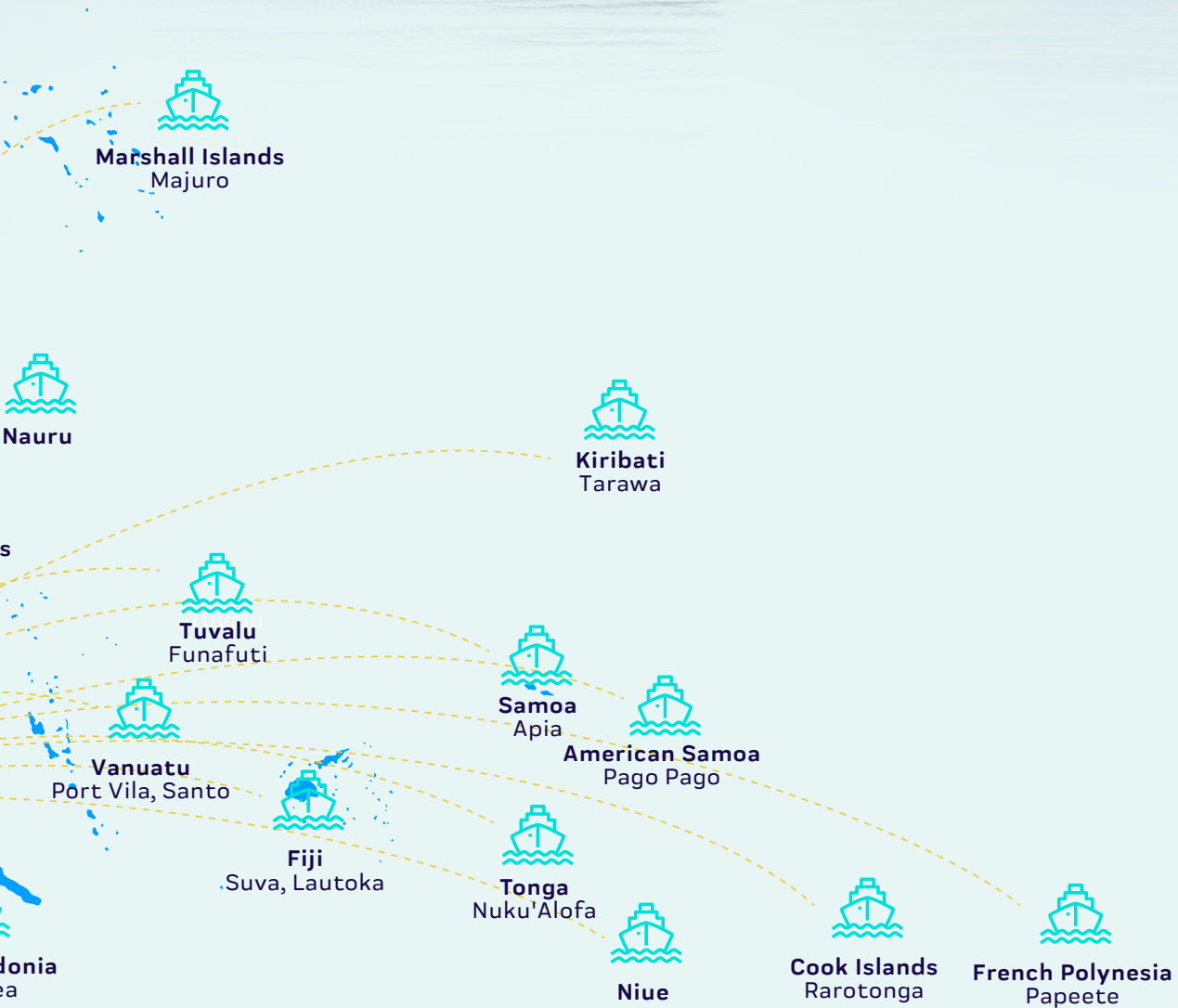
2016 PNG Architecture Show

2018 PPG Launch

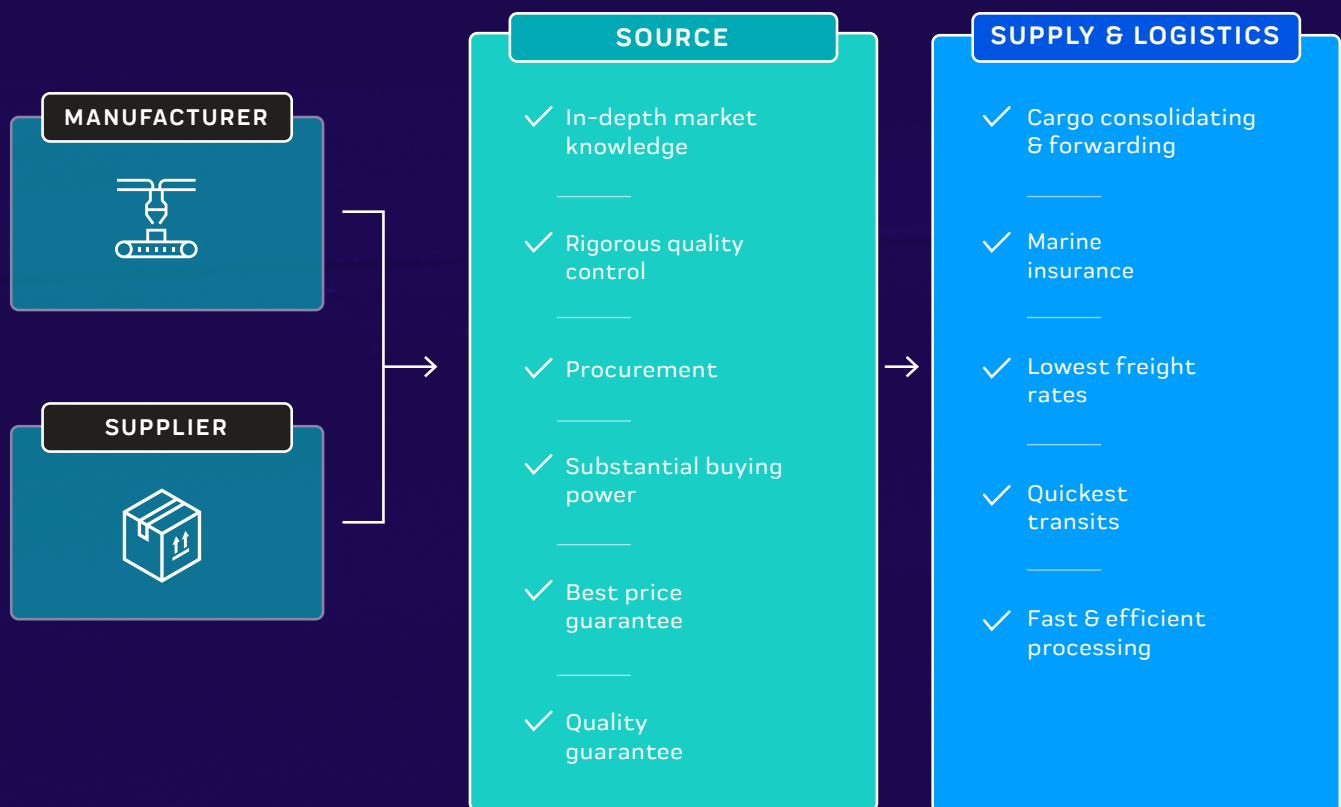
Active in every port

PII has developed relationships with importers throughout every nation in the Pacific region. The experience gained over multiple decades means our suppliers benefit from a wealth of freight and logistics solutions.

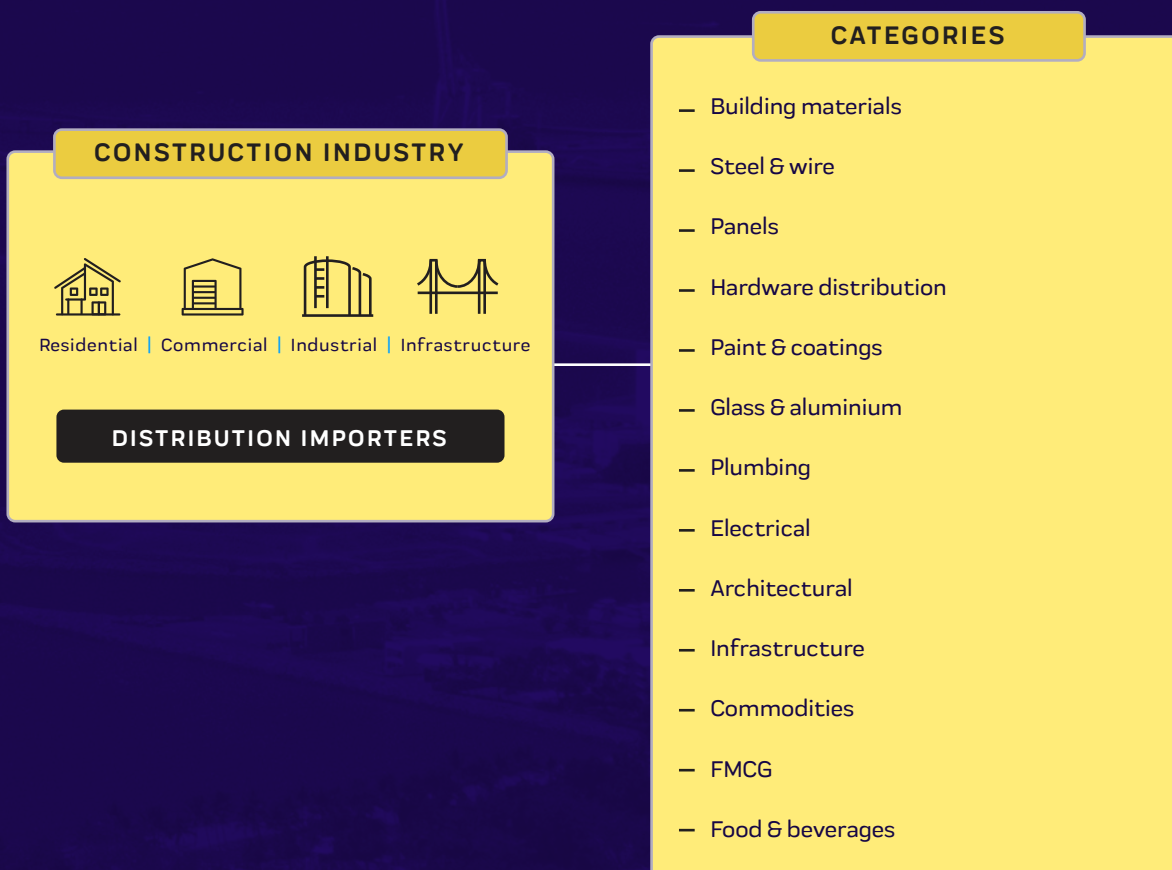




Leverage our uniquely integrated supply chain



PII sources and supplies quality building materials to residential, commercial and industrial construction projects across the Pacific islands.



PII in numbers



over

2,200

TEU shipped
annually



over

12,000

MT shipped
annually



3

offices in
Australia and
China



20⁺

years in
business





266,200⁺
km traveled p/a



over

100

trips to market
annually



providing products to

27

countries
globally



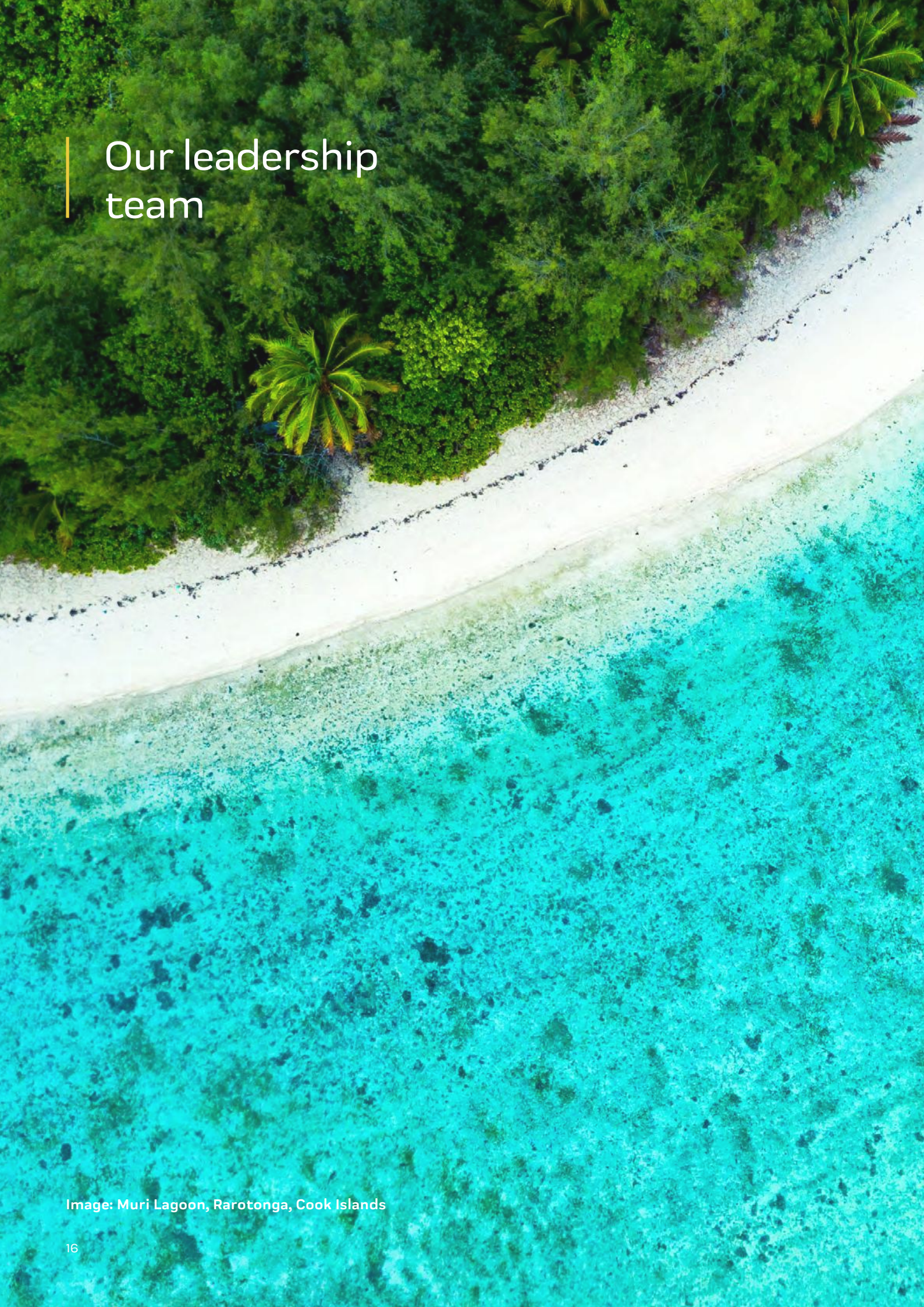
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travelling
sales managers



1

stop-shop for building
and construction
materials & products

An aerial photograph of a tropical coastline. The top half of the image shows a dense, lush green forest with several palm trees. A narrow strip of white sand beach runs diagonally from the top right towards the bottom left. Below the beach, the water is a vibrant turquoise color, showing some darker patches of seabed or coral. The overall scene is bright and scenic.

Our leadership team

Image: Muri Lagoon, Rarotonga, Cook Islands

Founded by Mick and Carol Finn, PII continues to be led by Carol and his children, Ashley and Renee, alongside General Manager Andrew Dreger.



Carol Finn - Founder

Starting the business with her husband, Mick, in 1998, Carol is a board member of the company and continues to play an active role in the overall direction of PII.



Ashley Finn - Managing Director

Joining PII in 2002, Ashley leads the team at PII – a role that sees him continue his father’s mission to build a business that thrives on human connection.



Renee Neville - Director

Managing the finances of PII, Renee joined the family group of companies in 2004 and moved into the PII business in 2011. Working alongside her brother Ashley to continually build and expand the family business.



Andrew Dreger - General Manager

Joining PII in 2007 as an Export Officer, Andrew took on the role of General Manager in 2017. Andrew has vast experience in the Polynesian & Micronesian markets and is the head steel trader for the company.



Huang Hongshi - General Manager – Chinese office

Started the Xuzhou Office with Mick in 2005 and oversees all Chinese operations including finances, sourcing, quality control and delivery of materials.

Our sales managers



Luke Jackson - Export Manager

Luke has worked for PII since 2013, and is passionate about the Pacific Islands – managing direct accounts in the Solomon Islands, Timor Leste and PNG outer ports, as well as being a relationship manager for Vanuatu. Luke also manages PII's paint and protective coatings trading, as well as the company's food and beverage offering.



Calem Dowe - Export Manager, PNG

Undertaking his position at PII in 2013, Calem is PII's leading sales manager for PNG. Highly knowledgeable across PII's vast product categories, Calem specialises in wall and ceiling systems, plumbing and flooring.



James Lovett - Export Manager

An experienced operator in freight and logistics, James joined the PII Team in 2018. James now manages direct accounts in Fiji and PNG, specialising in insulation products.



Image: Yasawa Island, Fiji



Baptiste Fillion – Export Manager

Baptiste joined the PII team in 2017 and is based in Auckland, New Zealand. French-speaker Baptiste manages the French territories of New Caledonia and French Polynesia, as well as glass and aluminium accounts in PNG.



Connor Harding – Export Manager

Joining PII in 2018 as an Export Cadet, Connor quickly took on the role of Export Manager – handling direct accounts for Vanuatu and Tonga and continually expanding to further markets.

Our commitment to giving back

As a family business with deep connections to the Pacific, PII's commitment to serving the region goes well beyond the construction industry.



Partnering with youth outreach program **Youth With a Mission (YWAM)**, PII has provided materials and support to help YWAM further their mission and cause in the Pacific.



PII sponsors the **PNG Institute of Architects** – an organisation with the remit of promoting architecture, and the profession of architecture, in Papua New Guinea.



PII Managing Director, Ashley Finn, is an active member of the board of **LiteHaus International** – a not-for-profit that aims to equip children in developing countries with the technological skills and education to help them thrive in a digital age.

Committed to also adding value to the wider construction community, PII hosts a series of webinars aimed at sharing industry knowledge with architects, designers, engineers and consultants.





Our history

Since 1998, PII has combined warm customer relationships with true industry excellence.

The roots of the PII story can be traced back to one man, Mick Finn, and his 20 years spent working in distribution and export for CSR Building Products across PNG and the Pacific Islands. When CSR decided to disband the division, Mick and his wife Carol took

it over as a new company they named Pacific Islands International (PII) – the first in a fleet of businesses that would eventually come under the umbrella of parent company, the Finn Pacific Group.



1998

PII is founded in the Finn family garage

2001

PII opens first office, at Thuringowa Drive in Townsville

2005

PII China office opens in Xuzhou, Jiangsu

2008

Mick Finn sadly passes away in Cancun, Mexico

2009

Mick's children, Ashley and Renee, become PII company directors

2013

PII expands network to include Timor Leste

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IT'S AN HONOUR TO
CARRY ON THE FAMILY
BUSINESS WITH MY
MOTHER AND SISTER
AND OUR FANTASTIC
STAFF, WHO ARE ALL SO
COMMITTED AND LOYAL

- ASHLEY FINN



2015

PII diversifies
into the food and
beverage trade

China office
celebrates 10
years

2016

Incorporation
of Finn Pacific
Group

2017

Andrew Dreger
appointed PII General
Manager

Company moves to
Mick Finn House,
Townsville

2018

PII celebrates 20
years in business

PII is a Queensland
Regional Exporter
of the Year finalist

2020

PII Sales team
can't travel due to
pandemic - Develops
new operating
system & rebrands

2021

PII completes
rebrand



FINN PACIFIC
GROUP

PII was the first business of the Finn Pacific Group, which was founded in 1998 and also includes electrical solutions provider Power Protection Industries (PPI) and paint supplier Luxury Exports.



PPI



PPI



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International

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