



THE COMPLETE COMPANIES



SECTOR  
ENGINEERING & INDUSTRIAL

REGION  
NORTH AMERICA, SOUTH AMERICA,  
EUROPE

The Complete Companies have four primary operating companies – Complete Automation, Complete Filtration, Complete Metal Finishing and Craftwerk. Started in 1986, the business provides engineering, manufacturing, fabrication and installation of fluid handling equipment primarily for the automotive industry. They also serve industries such as food & beverage, micro-brewing, pharmaceutical, industrial air filters, electro-polishing, passivation and media blasting.

A privately-owned family business employing 350 people, The Complete Companies has its corporate headquarters in Lake Orion, MI and other production facilities and additional offices in five other locations. The business’s dedication to support, service and world class quality, together with their innovative technology and expert staff teams have consolidated The Complete Companies’ reputation as pioneering leaders in their industry.

**CHALLENGE**

Growth and ambitious future plans meant that the company’s previous accountancy firm was no longer big enough to resource The Complete Companies’ professional service needs.

Bob Light, CFO, The Complete Companies says, “We needed a large global network who could support our international growth. As we entered Brazil, Mexico and Germany we needed consistent service and advice about local taxes, operational issues and general support from UHY’s member firms in every new location.”

“Our attorney Dan Chapman from The Troy Law Firm recommended UHY and as soon as we met them we were absolutely convinced they had the right skills and attitude.”



*UHY’s advice on long-term strategy, international tax advice and cash flow guidance has made sure that we are expert players in the global marketplace.*



**SOLUTION**

UHY’s first obligation to their client was to give them appropriate legal and accounting advice to start trading in Brazil, then Mexico and Germany. Dennis Petri, senior partner, UHY LLP, Michigan, US, introduced The Complete Companies to UHY member firms in their respective countries and worked closely with his global colleagues to build cohesive operating strategies.

“Dennis Petri is a real pleasure to work with,” says Ken Matheis Jr., president, The Complete Companies, “He is very knowledgeable, delivers solid advice and assembles a responsive team that always gives great support.”

“As we have moved into new countries we have found UHY’s local expertise invaluable. Their advice on long-term strategy, international tax advice and cash flow guidance has ensured that we are expert players in the global marketplace,” he says.

“UHY’s global support has consistently been exceptional – Johannes Bitzer, managing partner, Dr. Langenmayr GmbH Wirtschaftsprüfungsgesellschaft, Munich, Germany, was a big help in assisting us to understand local VAT registration requirements and tax filings. Werner Trieloff, management consultant, UHY Moreira, Porto Alegre, Brazil, has led an outstanding local team, performing due diligence on a possible acquisition. Finally the team at UHY’s member firm, McGovern, Hurley, Cunningham, LLP, Toronto, Canada was extremely supportive in helping us to deal with a recent local tax issue.”

“The way that UHY member firm teams work together so successfully across the world is testament to a fantastic global culture of great service and world-class expertise,” says Ken.

**RESULT**

Five years after starting to work with UHY, the team at The Complete Companies remains happy with the support member firms provide. Across the business they have given us expert tax advice and improved our client operations and cash flow. The relationships built with all four member firms in the USA, Brazil, Germany and Canada are based on trust and respect.

“We know where to go for all our tax and fiscal solutions,” says Ken. “And often many other professional queries too. UHY is an exceptional network and I would recommend them to anyone.”

**UHY IN THE ENGINEERING AND INDUSTRIAL SECTOR**

The engineering sector is characterised by growing mass production in developing economies, and a drive for technological and productivity improvements in mature markets. Access to finance, currency volatility, sustainable supply chains and pricing pressures are areas where UHY member firms can assist, as well as helping deliver growth and operational efficiencies. For cross border clients we advise on import taxes, tariffs, subsidies and exchange rate strategies just to name a few.

