



Kevin Doffing

Sam's Safety Equipment
Houston, TX

www.sams-safety.com



What do you sell?

We sell Personal Protective Equipment for the oil and gas industry.

How long have you been in business?

Sam's Safety Equipment is a 59-year-old company. I've owned it for the last six years; growing about 30% each year.

How many employees do you have?

We have 13 employees.

What is your favorite part of owning a business?

Mentoring and developing employees to succeed professionally and personally.

How are you engaged in the community?

I serve on the board of directors for Lone Star Veterans Association. I've also spent time being a big brother with Big Brothers and Big Sisters of America. We've been a corporate sponsor of the Leukemia & Lymphoma Society's Team in Training. My company also hires interns each year from local high schools to prepare them for life after graduation.

How has the online sale tax loophole impacted your business?

As a local business, we provide jobs within our community. The sales tax loophole makes it difficult to compete online with other companies that do not carry the burden of being part of the local economy through employment opportunities (and then providing benefits to those employees). It limits our growth, despite a strong online presence and optimized website.

