

## Proof of Andrews' commitment

*"The continued involvement of Andrews in our long-term IT strategy has been vital to sustaining our leadership in a highly-competitive marketplace."*

*- H. Muehlstein & Co.*

Muehlstein sells over 3 billion pounds of plastic and rubber polymers each year. It operates in 76 countries.

Andrews was asked by Muehlstein to develop and implement their strategy for information technology.

The IT strategy had to deliver two business objectives: to become the most efficient trader of commodity distribution in plastics, and to develop a cost-effective distribution channel for high-quality engineered polymers and resins.

The plan recommended and implemented by Andrews comprised a sales force automation system, based on industry standard tools, and a customer service website. It also included the installation of their JD Edwards system, and, built on that, a business intelligence system that collected and analyzed data from the worldwide Muehlstein financial, manufacturing and distribution units.

Andrews delivered the plan and implemented the technology, and Muehlstein achieved its initial goals.

Andrews continues to assist Muehlstein with its IT strategy.