

## The Dow Chemical Company Signs Preferred Supplier Deal for Inventory Monitoring with Industrial Evolution

*Agreement Applies to all Dow US Assets*

**PHOENIX, ARIZONA, November 13, 2006** — Industrial Evolution today announced that The Dow Chemical Company (Dow) has signed an agreement with Industrial Evolution to be its preferred provider of VMI (vendor-managed inventory) services for the USA.

Industrial Evolution already supplies its services to various divisions and plants for Dow under an existing contract. Based on the past success and quality of service, Dow has extended its commitment to cover current and future US assets for a 4-year term

VMI is a business model widely adopted by the chemical industry whereby the chemical vendor manages inventory delivered to his customer. Dow gains significant savings in the cost of logistics while at the same time improving its customer satisfaction. Dow's customers save on inventory costs and are assured of never running out of stock.

"Industrial Evolution is delighted to have been selected by such an important customer as Dow," remarked Gene Sullivan, Director of Shared Inventory Management Sales at Industrial Evolution. "It is our goal to continue to delight Dow with the quality of our services and to extend the capabilities we offer."

To make inventory data available to Dow and its customers, Industrial Evolution installs level gauges and telemetry devices on the required tanks and transmits the data continuously to a data center where it is managed along with data from all other tanks. Data is then made available via a secure Web site that hosts associated analysis tools, and is also provided as a secure message to Dow's chosen trading hub partner, ELEMICA.

"One of the factors in Dow's selection of Industrial Evolution was a proven integration with ELEMICA's solution," added Mr. Sullivan. "Our combination of solid technology and best-in-class support has resulted in Industrial Evolution being the largest and most reliable supplier of data to Elemica."

For more information contact your local Industrial Evolution representative.

### **About Industrial Evolution**

Industrial Evolution specializes in Data Services that capture, store, transform, exchange and present real-time process data. Large process companies are increasingly forming collaborative partnerships with their suppliers, customers and even competitors, focused on improvement in operating performance, reduction of inventory, increase in supply chain efficiency and optimization of logistics. Our service are tailored to the non-operating partner's need for real-time data from an operation in which it has an economic interest

Industrial Evolution is headquartered in Phoenix, Arizona, and also has operations in Edmonton, Alberta Canada. Additional information is available on the Internet at [www.industrialevolution.com](http://www.industrialevolution.com) or call Simon Wright on +1 (602) 867-0416.

### **About The Dow Chemical Company**

Dow is a diversified chemical company that harnesses the power of innovation, science and technology to constantly improve what is essential to human progress. The Company offers a broad range of products and services to customers in more than 175 countries, helping them to provide everything from fresh water, food and pharmaceuticals to paints, packaging and personal care products. Built on a commitment to its principles of sustainability, Dow has annual sales of \$49 billion and employs 43,000 people worldwide.

### **About ELEMICA**

ELEMICA Inc is the premier global neutral information network built to facilitate the order processing and supply chain management of contract and repeat transactions. The company offers an integrated suite of product solutions that enables buyers, sellers and service providers to streamline their business processes and to collaborate to achieve substantial savings. ELEMICA was founded by 22 of the leading oil and chemical companies in the world.