

# Smoothing the growth path

Handing over corporate admin and paperwork to the experts in Asian expansion

Global processing equipment manufacturer Paul Mueller Company turned to TMF Group for expert local support as it expanded into Southeast Asia.

## About Mueller

Paul Mueller Company is headquartered in Springfield, Missouri, USA, and has manufacturing and sales operations in Groenlo, The Netherlands, with additional manufacturing and sales operations in Iowa, USA, and Vietnam. Since 1940, Paul Mueller Company employees have been building innovative processing equipment for dairy farms and a wide variety of other applications in the food, beverage, pharmaceutical and chemical industries. Its global authorised distribution network consists of Mueller partners in more than 50 countries worldwide. With more than 1,000 employees globally, Mueller is dedicated to serving its customers and bringing them quality that works for their business.

### Services provided

- Accounting
- Corporate secretarial
- Human resources
- Payroll
- Tax compliance

### Industry

Manufacturing

### Jurisdictions where we serve them:

Vietnam

## How we solve it?



### The challenge

In 2013, Mueller Asia opened for business in Vietnam, establishing its first milk collection point in the country. Mueller's business model for the dairy industry in Vietnam, and other countries, is to build milk collection points, lease them to a dairy company, and sell milk coolers through local dealers.

Mueller Asia has established a local manufacturing partner for the milk coolers and uses the dealers for installation and maintenance of the equipment. The company aims to continue adding milk collection points in Vietnam, and to expand its sales to other Asian countries from its Vietnamese base.

These arrangements meant that Mueller Asia needed excellent administrative support in Vietnam, to ensure its accounting, tax and company secretarial processes were both efficient and compliant.



### The solution

Mueller Asia engaged TMF Group to handle all of its accounting and tax, corporate secretarial, and HR and payroll needs in Vietnam. It wanted to replicate the excellent level of administrative support it receives from TMF Group in the Netherlands.

TMF Group set up Mueller Asia's administrative structure and payroll, standardising its management monthly reports, so that it could easily implement changes and upload information to its group reporting systems. TMF Group also helped Mueller transfer the collection points – its investment assets – to the company in Vietnam.

*We want to continue to expand our business with our Vietnamese partners, so it is a must to have a good local partner like TMF Group to handle all of our administration and paperwork in the country*

**Jan Willem Prins**  
Concern Controller, Mueller Asia  
Company Limited

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