

## ASW Global's Nick Mihiylov:

### An Eyewitness to 35 Years of Growth (and Counting)



Nick Mihiylov has seen a lot of change over his 35 years with ASW Global. The biggest change has been tremendous growth. Nick's ASW journey began after General Tire closed in Akron in 1981. He had been the Shift Supervisor. With some displaced workers looking for positions at a startup storage company, Nick found himself writing several letters of recommendation. During his time of unemployment, Nick spent two years with his wife, Mary, recycling aluminum to make ends meet for their family in a stagnant economy. In 1984, Nick found himself applying for a position with the same startup to which several of the General Tire employees had applied. That business was the Akron Storage and Warehouse, owned by Phil Maynard. (The company would eventually be renamed ASW Global in 2007, after being purchased by Cleveland Indians great André Thornton, and merged with his existing company Global Promotions & Incentives.) Nick became ASW's 8<sup>th</sup> employee, being hired as the Warehouse Manager.

From a small 8-person operation, the former Akron Storage and Warehouse entered into the Akron area's fairly nascent polymer industry in 1985. The Gilchrist Polymer Center was created and Nick was responsible for growing and developing the new division. Nick learned every facet of running a business from hiring, to training, to procuring equipment. A few years later ASW branched out further in the polymer industry with the Gilchrist Molding Center.

Over the years, Nick has seen ASW's focus become more specialized. Today, Nick serves as the President of ASW Supply Chain Services, one of ASW's 3 business units. ASW SCS primarily serves four industry sectors: Consumer Packaging Goods (CPG), Retail, Industrial, and Polymer & Specialty Chemicals. ASW Global's headquarters are in a 500,000 sq. ft. shared warehouse and distribution facility that Nick helped design. Annually the company blends, packages, and distributes millions of pounds of resin. Capabilities also include management of dedicated warehousing operations, energy services, and branded merchandise fulfillment. Clients include local and international companies, including several Fortune 500 corporations.

The company has benefitted from the wealth of experience and dedication of its employees, several of whom—like Nick—have two to three decades of tenure with the company. Its long-time partners have reaped the rewards. Nick believes that ASW's continued success is largely centered on three factors: 1) The team that the company has assembled; 2) The company's flexibility; and 3) The company culture, which developed around the attitude of "whatever it takes to take care of the customer." Nick feels fortunate having been able to mentor many people along the way, but he has also enjoyed learning from each of them.

With all of ASW's rich history, most of which Nick has been a part, when asked about his fondest memory Nick said it is the lunch celebration acknowledging his 35<sup>th</sup> anniversary with the company. He came into work and saw that his office was decorated with photographic memories, by company Administrative Assistant, Angelia Leggett. He was greeted by his coworkers and treated to lunch and dessert after brief words of thanks from CEO Thornton. And he was left speechless when he saw Mary, his lovely wife of 46 years, there to celebrate with him and his work family.

Nick has proudly called the Akron area home for his entire life. Here, he and Mary raised two wonderful children, a son and daughter. Now, as grandparents, they delight in watching their young grandson grow up.

Nick recently stated, "It's been a wonderful 35 years and I am looking forward to the future." To some, 35 years may seem like an eternity, but for Nick the years have come and gone quickly. That's what happens when you love what you do to earn a living, love the place where you do it, and truly care about the people with whom you work.



*Nick and Mary at Nick's 35<sup>th</sup> anniversary celebration*