Heinz Field
October 3, 2017

Meeting Guide

Photo Courtesy of the Pittsburgh Steelers

,0&' LV D JOREDO OHDGHU LQ WKH VDOHV
RI VSHFLDOW\ FKHPLFDOV DQG LQJUHGLH
6FLHQFH PDUNHWV GHOLYHULQJ LQQRYD
FXVWRPHU H[SHFWDWLRQV 5HSUHVHQWL
FKHPLFDO FRPSDQLHV HQDEOHV XV WR R
FRPSOHPHQWDU\ SURGXFW SRUWIROLR :
JURZWK WR ERWK RXU FXVWRPHUV DQG S
WKH ZRUOG WKURXJK RXU WHFKQLFDO P
H[SHUWLVH :LWK RIILFHV LQ HXURSH
WKDQ FRXQWULHV RQ FRQWLQHQWV
FRPELQDWLRQ RI ORFDO XQGHUVWDQGLQ
,QWHUQDWLRQDO LQIUDVWUXFWXUH

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Welcome to Pittsburgh Chemical Day 2017

On behalf of the Joint Chemical Group of Pittsburgh and our volunteer planning committee, we welcome you to the 50th annual Pittsburgh Chemical Day conference.

This year we are celebrating 50 years of coming together to network, learn, and grow in an ever-changing Chemical Industry. We have designed our program to highlight the past while looking towards the future markets, trends, and regulations that will impact us in the years to come.

Our goal is to utilize our new venue, Heinz Field, to help celebrate our incredible history and city, while providing you an optimal space to generate new network connections, capitalize RQ LQGXVWU\ UHODWLRQVKLSV DQG =QG QHZ

The conference could not happen without the help of our many volunteers, the companies they work for and the companies that provided ads and sponsorship support. Please take a moment to read the list of committee members and other contributors who have worked tirelessly to make this GD\ D VXFFHVV :H KRSH \RX =QG 3&' HQMR\DE and valuable.

2nd Floor

8:00 am

Networking Continental Breakfast

Sponsored by Pittsburgh Regional Alliance

3rd Floor

8:30 am - 9:10 am

North America & Global Chemical & Feedstocks - Market Trends & Regional Competitiveness

Todd Dina, IHS Markit

3rd Floor

9:20 am - 10:00 am

US Chemical Regulations under President Trump vs President Obama

John Dietrich, ICIS

3rd Floor

10:10 am - 10:50 am

Economic Drivers for the Chemical Industry

Martha Moore, American Chemistry Council

3rd Floor

11:00 am - 11:40 am

Sales Then and Now (and the In uence of Modern Procurement)

Jim Baehr, Institute for Supply Management
Julianne Heins, Seneca Resources Corporation

2nd Floor

12:00 pm - 2:00 pm Lunch with Keynote Speaker

Strategies for Resilience and Growth in the Chemical Industry

Dr. Antonis Papadourakis, Lanxess Corporation

LANXESS
Energizing Chemistry

3rd Floor

2:15 pm - 2:40 pm

Bridging Scale and Diversi cation: M&A Outlook for the Chemicals Industry

Jordan Hesterman, A.T. Kearney

A.T. Kearney

3rd Floor

3:15 pm - 4:15 pm

Franco Harris & Phil Villapiano

5D@H LWHPV VSRQVRUHG E\ :,1

WIN
WEB INTEGRATED NETWORK
Transportation Management System

2nd Floor

4:15 pm

Networking Cocktail Reception

Sponsored by Civil & Environmental Consultants

CEC
Civil & Environmental Consultants, Inc.

50th
PITTSBURGH
CHEMICAL DAY

Keynote Speaker

Dr. Antonis Papadourakis

President and CEO,
/$1;(66 &RUSRUDWLRQ

Antonis was born in Athens, Greece in 1957. He earned a degree from the University of Thessaloniki in 1981 and a Ph.D. from the University of Massachusetts, Amherst in 1985, both in Chemical Engineering.

$IWHU D \HDU ZLWK WKH *UHHN $UPHG)RUFHV and Haas in Bristol, PA, USA. He held positions of increasing responsibility, including Sr. Chemical Engineer, Group Leader of the Process Economics Center and Process Control Manager for 3RO\PHUV 5HVLQV ZRUOGZLGH $QWRQLV EH of 1995.

In 1997 Antonis moved to London, England as the Purchasing 0DQDJHU IRU 5RKP DQG +DDV 8. /WG DQG OD Purchasing & Logistics Manager, Europe, for Performance Polymers. He became Commercial Manager for Construction Adhesives, Europe, in January of 2001.

Antonis moved to Paris, France in July 2001, to become Business 0DQDJHU 3DFNDJLQJ DQG &RQYHUWLQJ (XUS

+H UHSDWULDWHG WR WKH 86 LQ DQG MRL &RUSRUDWLRQ QRZ %$6) DV *OREDO %XVLQH 6WDWLRQDU\ 6RXUFH DQG ,QGRRU $LU +H MR of 2007 as Business Director, Organic Peroxides, Americas. In September of 2008, he was promoted to General Manager, 6XVWDLQDELOLW\ $GGLWLYHV DQG LQ)HEUXD ,QWHUQDWLRQDO D VXEVLGLDU\ RI $UNHPD D President, Americas.

$QWRQLV MRLQHG /$1;(66 &RUSRUDWLRQ DV LV July, 2015. On April 1st, 2016, Antonis added the role of President DQG &(2 RI $5/$1;(2 86$ //& WR KLV UHVSRQVLE

Antonis is married and has three children.

Bill Flanagan

&KLHI &RUSRUDWH 5HODWLRQV OH

Conference on Community Development

%LOO)ODQDJDQ VHUYHV DV &KLHI &RUSRUDWH 5 2?FHU IRU WKH $OOHJKHQ\ &RQIHUHQFH RQ &RPP 'HYHORSPHQW DQG LWV D?OLDWHG UHJLRQDO GH organizations: The Pennsylvania Economy League RI *UHDWHU 3LWWVEXUJK //& WKH 3LWWVEXUJK Greater Pittsburgh Chamber of Commerce. In this role, Bill guides the development of regional and organizational messaging strategy DQG VXSHUYLVHV ,QYHVWRU 5HODWLRQV DFWLYL development and programming, as well as fundraising.

$Q H[SHULHQFHG EURDGFDVW MRXUQDOLVW %LO transformation of the economy in Pittsburgh, Pennsylvania for more WKDQ \HDUV +H VHUYHV DV KRVW DQG SURGX %XVLQHVV D ZHHNO\ EXVLQHVV SXEOLF D<DLUY 3LWWVEXUJK 3$ WKH 3LWWVEXUJK &DEOH 1HZV YouTube.

As President of The Pittsburgh G-20 Partnership in 2009, Bill helped to organize the public/private partnership of organizations from across southwestern Pennsylvania that came together to welcome the world for the Pittsburgh Summit. As Executive Director of Pittsburgh 250, the celebration of the 250th anniversary of the naming of Pittsburgh in 2008, Bill supervised a multi-year, 14-county initiative.

Bill came to work in southwestern Pennsylvania in 1982 as a reporter IRU .'.$ 79 +H VHUYHG DV WKH VWDWLRQþV 0RQ KDV ZULWWHQ DERXW SHUVRQDO =QDQFH IRU 7K and KDKA-AM.

%LOO VHUYHV RQ WKH ERDUGV RI /HDGHUVKLS 3 6WHHO 1DWLRQDO +HULWDJH $UHD

$ JUDGXDWH RI 1RUWKZHVWHUQ 8QLYHUVLW\ % 0DVWHUþV 'HJUHH LQ -RXUQDOLVP IURP WKH 8QL He is a native of Dover, Delaware.

Todd Dina

'LUHFWRU *OREDO 2OH=QV ,+6

7RGG MRLQHG ,+6 0DUNLW &KHPLFDO LQ DV '
*OREDO 2OH=QV UHVSRQVLEOH DV WKH JOREDO
Propylene Studies as well as the service leader for the
1RUWK $PHULFD /LJKW 2OH=QV 0DUNHW $GYLVRU
+H IRFXVHV SULPDULO\ RQ ROH=QV DQG WKH DQ
propylene and propylene derivatives markets for IHS Markit clients. He also manages the global propylene market intelligence studies for the company and contributes regular commentary on these markets for other IHS Markit Chemicals reports. In addition, Todd contributes propylene analysis to the World Propylene Analysis, an annual study also published by IHS Markit. Todd graduated from the University of Texas with a Bachelor of Science in Chemical Engineering.

John Dietrich

Senior Editor, ICIS

John Dietrich is a senior editor for ICIS and has been with the company for seven years. John covers the US phenol/acetone and derivatives market and has also
FRYHUHG WKH 86 ROH=QV PDUNHW DQG KDV ZRU
the ICIS base oils team. He has spoken on the phenol/acetone market at several conferences in Europe and Asia. John is a
SURGXFW RI WKH 8QLYHUVLW\ RI 0LVVRXULþV MR
'RZ -RQHV 1HZVSDSHU)XQG LQWHUQ

Martha Moore

Senior Director, American Chemistry Council

Martha Gilchrist Moore is senior director for policy analysis and economics at the American Chemistry Council. In that role, she analyzes the impact of various policy initiatives and energy trends on the chemical industry, in particular recent developments LQ VKDOH JDV 6KH DOVR GLUHFWV WKH &RXQFLO indirect economic contributions of the business of chemistry and the EHQH=WV WR FRQVXPHUV 0V 0RRUH KDV ZRUNH issues for more than 20 years and is an authority on the market dynamics for the chemical industry and its end-use customer industries. 0V 0RRUH KROGV D PDVWHUþV GHJUHH LQ HFRQ 8QLYHUVLW\ DQG LV D JUDGXDWH RI WKH 8QLYH &KDSHO +LOO 6KH LV D PHPEHU RI WKH 1DWLRQ Economics and the US Association for Energy Economics.

Julianne Heins

Supply Chain Director, Seneca Resources Co.

Julianne Heins leads the Supply Chain function for 6HQHFD 5HVRXUFHV &RUSRUDWLRQ WKH RLO DQ JDV H[SORUDWLRQ DQG SURGXFWLRQ VHJPHQW R)XHO *DV &RPSDQ\ 6HQHFDþV 6XSSO\ &KDLQ *UR UHVSRQVLEOH IRU WKH &RPSDQ\þV VRXUFLQJ DF ZHOO DV IRU LQYHQWRU\ ZDUHKRXVLQJ DQG >HH currently serves on the board of ISM-Pittsburgh as the Director of Scholarships. She is a current member of the Supply Chain and the 1DWXUDO *DV 8VH &RPPLWWHHV RI WKH 0DUFHOO +HLQV KDV DOVR VHUYHG WZR WHUPV RQ WKH ER 1HWZRUN %RDUG DV 6HFUHWDU\ ,Q 0V +HL Pittsburgh Business Times Women in Energy Leadership Award.

James Baehr

Lead for Sourcing Strategies Group LLC

Jim Baehr is the Lead for the Sourcing Strategies *URXS //& 66* VXSSRUWLQJ WKH 6XSSO\ 0DQDJH needs of clients in both the Public and Private sectors. Prior to founding SSG, he was an independent advisor for several years.

+LV PRVW UHFHQW FRUSRUDWH UROHV ZHUH DV ,QIRUPDWLRQ 7HFKQRORJ\ 3URFXUHPHQW IRU 5H Technical & Services Procurement for Bayer Corporation.

&XUUHQWO\ -LP LV WKH 3DVW 3UHVLGHQW RI WK member of the Board of Governors of the Joint Chemical Group of 3LWWVEXUJK DQG D PHPEHU RI WKH 9LVLRQDU\ Incorporated based in San Mateo, CA.

Jordan Hesterman

Principal, A.T. Kearney

-RUGDQ +HVWHUPDQ LV D 3ULQFLSDO LQ $ 7 .HD +RXVWRQ R?FH ZLWK FOLHQW ZRUN IRFXVHG LQ and process industries sectors. His work is primarily focused on operations, supply chain and strategy ZLWK VSHFL=F FOLHQW WRSLFV LQFOXGLQJ SUH growth strategy development, operations, procurement and supply chain improvement, risk management, innovation and new product GHYHORSPHQW DQG FRPSOH[LW\ UHGXFWLRQ -R WKH 1HZ <RUN 2?FH LQ

Franco Harris

Former Steelers Running Back

Franco Harris began his pro football career as the 3LWWVEXUJK 6WHHOHUVþ 1R SLFN DQG WKH W VHOHFWHG LQ WKH 1)/ 'UDIW)RU VHDVRQV the 6-2, 230-pounder from Penn State was a big-yardage running back, a key man in the powerful 3LWWVEXUJK R<HQVLYH PDFKLQH ZKLFK DOVR L passing attack.

Harris established himself as a future superstar when he became only WKH IRXUWK URRNLH LQ 1)/ DQQDOV WR UXVK IR additional attention by being on the receiving end of the famous ,PPDFXODWH 5HFHSWLRQ SDVV IURP 7HUU\ %UD 6WHHOHUV WKHLU =UVW HYHU SOD\R< ZLQ D 5DLGHUV ,Q KLV VHDVRQV +DUULV UXVKHG and 91 touchdowns.

Phil Villapiano

)RUPHU 5DLGHUV /LQHEDFNHU

3KLO 9LOODSLDQR ZDV $)& 'HIHQVLYH 5RRNLH RI LQ $OO 1)/ LQ DQG DQG $OO $)& IUR 1972-1976. Phil also played in four Pro Bowls and ZDV D PHPEHU RI WKH 2DNODQG 5DLGHUV 6XSHU winning team. One of the fastest linebackers of his era, Phil specialized in making big plays - none bigger than his momentum FKDQJLQJ JRDO OLQH WDFNOH DJDLQVW WKH 0LD ;, ZKHUH KH IRUFHG WKH IXPEOH WKDW ZDV UHF

Phil has been in the International Logistics business for more than WKLUW\ \HDUV VWDUWLQJ GXULQJ R< VHDVRQV 5DLGHUV &XUUHQWO\ 3KLO SURYLGHV ORJLVWL LQWHUQDWLRQDO FRPSDQLHV DV 9LFH 3UHVLGHQ Logistics & Technology, a global logistics leader, based in Danbury, Connecticut.

Rob McCourt

1DWLRQDO 6DOHV 0DQDJHU 5D

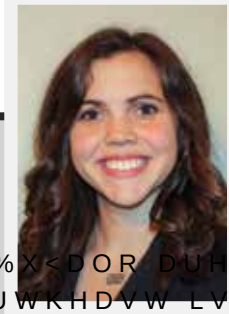
Joint Chemical Group President

5RE LV WKH 1DWLRQDO 6DOHV 0DQDJHU IRU 5DQ
(OHFWULFDO 0DWHULDOV 5DQEDU LV DQ DON\G
PDQXIDFWXUHU ORFDWHG LQ +DUULVRQ &LW\ 3$
specializes in developing unique resin solutions for our commercial partners. We are the best specialty chemical manufacturer in the USA!

5RE LV FXUUHQWO\ WKH 3UHVLGHQW RI WKH -RLQ
LV WKH JRYHUQLQJ ERG\ RI 3LWWVEXUJK &KHPLF
Gereral Chair of PCD in 1999. He is a Past President of the Chemical
$VVRFLDWLRQ RI 3LWWVEXUJK LQ DQG
KHDGHG XS WKH &KHPLFDO $VVRFLDWLRQ RI 3LW
Fund since 1992.

Leah Singerling

Food Industry Specialist, Brenntag



General Chair

Leah is the Food Industry Specialist in the greater
3LWWVEXUJK &OHYHODQG DQG %X<DOR DUHDV
1RUWKHDVW ,QF %UHQQWDJ 1RUWKHDVW LV WK
largest full line chemical distributor. She has been involved with Pittsburgh Chemical Day for several years, serving on the Sponsorship and Arrangements committees. Leah has also served as the President of the Chemical Association of Pittsburgh in 2015 and 2016.

David Miller

Business Development, W.K. Merriman, Inc.

Arrangements

David has worked for W.K. Merriman for 13 years, focusing on their Industrial Waste Water Treatment applications that target Water Treatment facilities, Steel production, Chemical plants, the Food Industry, and Mining Operations while also shifting to Energy in 2006 and helping grow their new subsidiary, WKM LLC established in 2013. After serving as the Promotions Committee Chair in 2015 DQG KH ZLOO EH KHOSLQJ ZLWK WKLV \HDUþ Arrangements Committee.

Vince Benincasa, Brenntag
John Gearhart, Sumitomo Chemical

Justin Jamison

Sales Representative, Wolf Container & Chemical

Promotions

-XVWLQ -DPLVRQ LV D 6DOHV 5HSUH QWDW H ZL Container & Chemical. Previously, he has had roles in Supply Chain with U.S. Steel and Johnson & Johnson, as well as in Consulting with Accenture. He now sells performance minerals and a wide array of packaging at Wolf. He has accepted the role of Chair on the Promotions Committee, continuing a long tradition of close partnership between Wolf and Pittsburgh Chemical Day. He follows in the footsteps of Linda Wolf, Patty Wolf, and Leonard Wolf in helping continue this wonderful tradition.

Patty Horvatich, Pittsburgh Regional Alliance
Phil Cynar, Pittsburgh Regional Alliance
Matt Minczeski, Pittsburgh Regional Alliance
-H< /RJDQ 3HQQV\OYDQLD &KHPLFDO ,QGXVWU\ &RX
Stephanie Lewis, Bravo Group
Chris Hortert, Civil & Environmental Consultants, Inc.

Jim Bennett

Procurement Manager, PVS Technologies

Ads & Sponsorships

-LP LV FXUUHQWO\ 3URFXUHPHQW 0DQDJHU IRU 3 Technologies working closely with the steel industry to source raw materials for ferric chloride production. Jim has been in the chemical industry for over 30 years, mainly in sales and sales management roles.

-LP ZDV D 9LFH &KDLU RI WKH $GV 6SRQVRUVKL two years. He is also a past president of the Cleveland Chemical Association.

Jim earned his Bachelor of Science degree from the US Air Force Academy and spent six years on active duty in the USAF. He has an 0%$ IURP 7L?Q 8QLYHUVLW\ DQG LV D ORQJ VX<H He married his high school sweetheart and they have four children, two JUDQGFKLOGUHQ DQG DQRWKHU JUDQGFKLOG R

Mark Ziegenfuss, Grainger
Mark Reynolds, PPG

7RGG 6FKRHQL 396 1ROZRRG
Von Fisher, Marcus & Millichap

Andy DePage

Central Region Sales Manager, IMCD US

Day Program

Andy has been in the coating, adhesive, plastic, ink and related industries for over 25 years. A graduate of Oakland University with Polymer and Coating SURJUDP FHUWL=FDWHV IURP (DVWHUQ 0LFKLJDQ and the University of Detroit. He has been active in the manufacturing of resins, end formula creation and production, and distribution sales and management. Currently managing 6 sales people over parts of 9 states. Actively involved in multiple Society for Coatings Technology chapters and the Pittsburgh Chemical Association. He has traveled with his family to 49 of the states and FRQWLQXHV WR HQMR\ FKHHULQJ RQ KLV WHHQD sand volleyball tournaments.

Don Hart, Gillen Company, LLC.
Kevin McDowell, Univar

Heather Rayburg-Smith

Account Manager, BASF

Keynote & VIP

+HDWKHU 5D\EXUJ 6PLWK LV DQ $FFRXQW 0DQDJH
the BASF Corporation. Her focus is on growth of the acrylic monomer, oxo-alcohol, and plasticizer portfolios through the direct channel to market.

+HDWKHU LV WKH FXUUHQWO\ WKH 9LFH 3UHVLGH
of Pittsburgh, a volunteer on the Pittsburgh Chemical Day planning
FRPPLWWHH SUHVHQW *HQHUDO &KDLU
&KHPLFDO $VVRFLDWLRQ RI 3LWWVEXUJK DQG D

Heather holds a BS in Biology/Chemistry from the University of Pittsburgh. A Pittsburgh native, she resides in Leechburg, PA with her husband Chad and their daughter Logan.

Phyllis Henderson, Gillen Company, LLC.
Christopher Hortert, Civil & Environmental Consultants, Inc.
Thomas Maher, Jr., Civil & Environmental Consultants, Inc.

Matt Evangelista

1RUWKHDVW 5HJLRQDO 6DOHV PL

Finance & Reservations

0DWW (YDQJHOLVWD FXUUHQWO\ KDQGOHV WKH
5HJLRQDO 6DOHV IRU $6+7$ &KHPLFDOV ,QF FR
WKH 1RUWKHDVWHUQ 8 6 DQG (DVWHUQ &DQDGD
Chemicals is a key manufacturer of Potassium Hydroxide and Potassium Carbonate. Matt has been in the chemical industry for over 15 years, mainly in sales roles.

Matt has attended many Pittsburgh Chemical Day events over the years, and chaired the Finance Committee last year. He is also a member of the Chemical Association of Pittsburgh.

Matt has a BS in Mathematics from the Pennsylvania State University. He resides near Beaver, PA with his wife and three children.

Joanie Daye

6U $FFRXQW DQG 1HZ %XVLQHV U

Attendance

Joanie Daye is presently a Senior Account Manager/ Business Development Manager for the BASF Inorganics Division. Joanie graduated from Saint 0DU\þV &ROOHJH 6RXWK %HQG ,QGLDQD ZLWK D degree and a minor in Chemistry. She has held various positions in sales, marketing, product management and new business development for PPG, Bayer, Air Products, Lubrizol and BASF. Joanie has been involved in Pittsburgh Chemical Day since 1988 and has chaired the Arrangements, Speaker and Guest, Finance, Forum :RUNVKRS DQG 5HVHUYDWLRQV

Kevin Riley- PPG Industries (retired)

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