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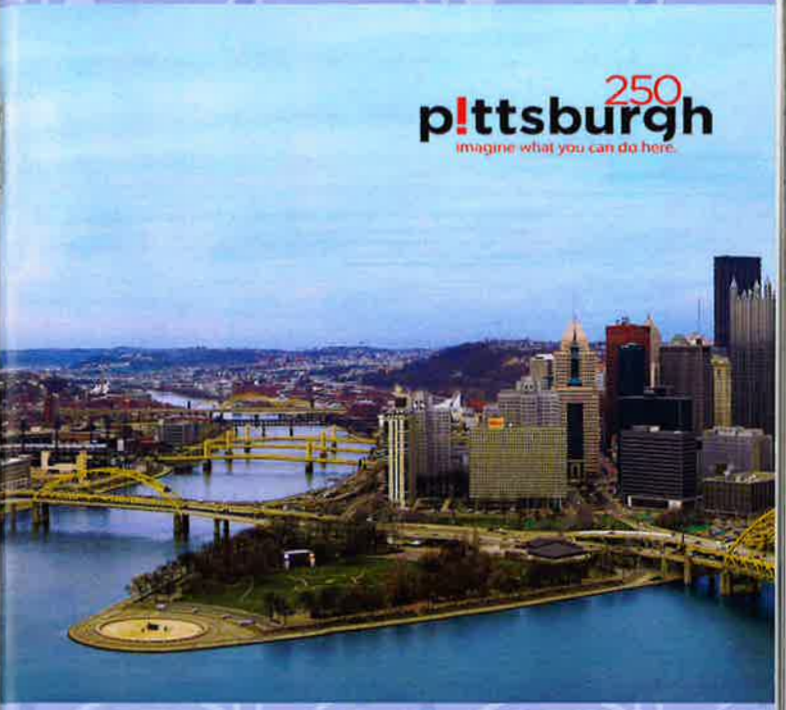

PITTSBURGH CHEMICAL DAY

MAY 6, 2008

THE DECLINING DOLLAR PITFALLS AND POSSIBILITIES

MEETING GUIDE

BRENNTAG

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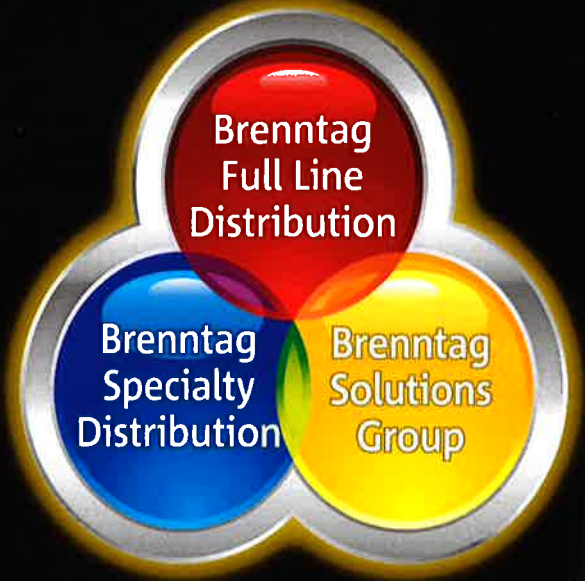

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2008

GENERAL PROGRAM

The Declining Dollar: Pitfalls and Possibilities

Registration
8:00 am - 6:30 pm

Workshop
Economic Outlook of the US Chemical Industry
9:00 - 11:00 am

Forum
Tactics to Manage Currency Risk and Seize Opportunities in the Market
2:00 - 4:00 pm

Reception
5:00 pm

Banquet
6:30 pm

WELCOME

TO PITTSBURGH CHEMICAL DAY 2008

Welcome to Pittsburgh Chemical Day 2008, our 41st year. This year, we continue to focus on the relevant issues to today's chemical industry. As it continues to evolve, we are faced with new challenges and opportunities that must be managed. Our goal at Pittsburgh Chemical Day is to provide an atmosphere that will help you, as suppliers, customers and managers, to choose the best path for your business.

In addition to meeting and networking with your business contacts, we offer opportunities to hear from industry experts on several interesting and pertinent topics.

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GENERAL CHAIRPERSON

GENERAL CHAIRPERSON

LAURA AUGUSTINE

General Chair
FBC Chemical Corporation

After attaining a BA in Liberal Arts from the University of Pittsburgh, Laura joined FBC Chemical Corporation, a tri-state area distributor of solvents, silicones, surfactants and resins, in 1995. She is currently the Senior Sales Representative for Pennsylvania and Ohio. Since first volunteering for Pittsburgh Chemical Day in 2002, she has chaired the EXPO, Finance and Reservations, and Promotions Committees. She has also served Pittsburgh Chemical Day on the Forum and Workshop Committees. Laura also sits on the Board of Governors of the Chemical Association of Pittsburgh. Laura and her husband reside in Jefferson Township, Butler County, Pennsylvania.

KEYNOTE SPEAKER

STACY METHVIN

Shell Chemical Company LP
President and Chief Executive Officer

Stacy Methvin, President and CEO, Shell Chemical Company LP, started her career with Shell Exploration and Production in New Orleans in 1979. She graduated from Princeton University with a Bachelor's Degree in Geological and Geophysical Sciences. During her nearly 28 years with Shell she has served as President, Shell Louisiana Company, President, Shell Deer Park Refining Company from 1998 - 2002; President, Shell Pipeline Company; Vice President, Base Chemicals and was appointed to her current position in July, 2006. Stacy grew up in Philadelphia, PA; her husband, Dee, works for Shell E&P and they have one son who is a sophomore at Elon University in North Carolina. Stacy is a Senior Fellow of the American Leadership Forum Class XXI, an appointee on the Louisiana Governor's Advisory Board for Coastal Restoration, a member of the board of the Girl Scouts of San Jacinto Council, the Houston Zoo Advisory Council and a member of the executive committee of the American Chemistry Council.

MASTER OF CEREMONIES

RANDALL DEARTH

LANXESS Corporation
President and Chief Executive Officer

Randall S. Dearth was named president and chief executive officer of LANXESS Corporation in July, 2004. Previously he had been president and CEO of Bayer Chemicals Corporation since 2003. Mr. Dearth joined Bayer in 1988 as a development chemist in the automotive coatings development laboratories. He then transferred to Bayer's Automotive Technical Center in a market development role. From 1993 to 1997, Mr. Dearth was on assignment in Germany, where he was responsible for market development in Europe and Asia. Upon returning to the United States, he managed the coatings, colorants, and resins business before being named director of the division's monomers and adhesives business. Among other positions, he also was head of the global powder coatings business group. Mr. Dearth sits on the American Chemistry Council Board, the Allegheny Conference on Community Development, and the United Way of Allegheny County. Most recently, he was named Chairman of the Warhol Museum Board and was appointed to Calgon Carbon Corporation's Board of Directors. In 2007, Mr. Dearth was recognized as an emerging top CEO with a *Pittsburgh Business Times* Diamond Award. Mr. Dearth holds a Bachelor's Degree in chemistry from Hiram College, and a Master's Degree in Polymer Science and Engineering from Case Western Reserve University in Cleveland.

ADS & SPONSORSHIPS

BOB MCCORMICK

Committee Chair
CSD Engineers, LLC

Bob is the Vice President and Manager of Projects at CSD Engineers, LLC. an engineering firm located in Carnegie, PA. known for its excellence in Instrumentation-Electrical Design and Process Engineering work in the Chemical Industries. Bob and CSD Engineers have recently expanded their services into the Multi-Disciplines services for the Bio-Diesel, Oil Refining and Oil Re-Refining industries. He previously worked in the Headquarters Engineering Department for USS Chemicals and Aristech Chemicals for 28 years before entering the Consulting engineering field. Bob holds a B.S. in Architectural Engineering, B.S. in Engineering Management and an MBA along with numerous extra studies in construction management and construction cost control. He has been active in Pittsburgh Chemical Day for 5 years, vice chairing the Mini Expo Group and chairing the Arrangements Committee.

Sharon Haydu – Ashland Distribution – Vice Chair
Angela Wheland – LANXESS Corporation
Kevin Riley – PPG Industries, Inc. – JCG

COMMITTEES

ARRANGEMENTS

DEBBIE IGNACZ

Committee Chair
Shore Corporation

Debbie is the Account Manager for the Shore Solutions division of Shore Corporation. Shore is a manufacturer and custom blender of high-performance chemical products and is located in Pittsburgh. She has been involved in Pittsburgh Chemical Day for five years, serving on Ads & Sponsorships, Mini Expo, Promotions & Publicity, and as Vice Chair of Arrangements in 2007. Debbie is Vice President of C.I.S.T. Cleveland [Commercial Industrial Service Trade Group] and a member of C.I.S.T. Pittsburgh. Debbie has three children and resides in Hopewell with her husband, Joe.

Jill McKibbin – Climatech – Vice Chair
Geoff Web – JCG

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EXPO

VINCE BENINCASA

Committee Chair
Brenntag Northeast, Inc.

Vince Benincasa has been in the chemical industry for ten years. A graduate of Westminster College with a degree in Political Science, Vince is currently the District Sales Manager for Brenntag Northeast in Oakmont, PA. His responsibilities include managing four sales representatives who cover the Pittsburgh, northern counties of West Virginia, and Cleveland, OH markets. He also has responsibility for two customer service representatives and the local warehouse. Vince began his chemical career as a sales representative with Van Waters and Rogers (now Univar) covering the Pittsburgh and West Virginia territory. He covered the same territory with Brenntag until being promoted to his current position three years ago. This is Vince's 3rd year helping with Pittsburgh Chemical Day. He was a past Vice Chair and member on the Ads and Sponsorships Committee. Vince resides in Mt. Lebanon, PA with his wife, Carola, and three children, Kaelin, Nicolas and Chloe.

Mike Jones – Brenntag Northeast, Inc. – Vice Chair
Stuart Hammerschmidt – Shore Chemical – JCG

COMMITTEES

FINANCE & RESERVATIONS

VERLENE UZELAC

Committee Chair
Watson Standard Company

Verlene Uzelac is Purchasing Agent for Watson Standard Company headquartered in Harwick, PA, where she began her career in September 1994. She attended Gannon University in Erie, PA and received an Associates Degree in Business Administration. She is a member of the Institute for Supply Management, Pittsburgh chapter, and is currently studying to become a Certified Purchasing Manager (CPM). She has been an active member of the Pittsburgh Chemical Day Committee for the past several years. Verlene resides in Lower Burrell, PA with her husband and three children.

Joanie Daye – Lubrizol – Vice Chair
John Schirra – Ashland Distribution – JCG

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FORUM

JOHN MACE

Committee Chair
All-Pak Inc.

A graduate of Edinboro University (2003) with a degree in Business Management and a minor in History, John is currently National Accounts Manager for All-Pak Inc, a packaging distributor based in Pittsburgh. For 50 years All-Pak has been a leader in the sale and distribution of rigid packaging to a wide variety of markets. John manages a diverse and nationwide territory of accounts in a wide range of industries, including chemical, personal care, healthcare, food and beverage, life sciences, nutritional and pet/vet markets. John has been with All-Pak since 2004. John is a Pittsburgh Chemical Day Committee Chair for the first time in 2008.

Mack McSheehy – All-Pak, Inc.
Joe Ladik – JCG

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COMMITTEES

PROMOTIONS

PHYLLIS HENDERSON

Committee Chair
Gillen Company

Phyllis Henderson is a Technical Sales Representative for the Gillen Company, a distributor for industrial chemicals and packaging. Phyllis joined the company in 1999 and has serviced accounts throughout the United States and Mexico. Having been involved with Pittsburgh Chemical Day since 2002, she has worked on various Committees and Chaired Forum, Workshop, and now Promotions. She also has been an officer for other Chemical Associations and President of the Pittsburgh Society for Coatings Technology. Phyllis holds a B.S. from Duquesne University and a Masters Degree from the University of Pittsburgh.

Don Hart – Mid America Protective Coatings – Vice Chair
Ashley Dinardo – Bayer BMS
Todd Johnston – Bayer BMS
Ted Jones – Bayer BMS
Fred Woods – Bayer BMS
Paul Lagrotteria – JCG

E - PROMOTIONS

MICHAEL MARKUN

Committee Chair
PPG Industries

Michael Markun works in the Corporate Purchasing Department at PPG Industries, Inc. as a Sourcing Analyst responsible for service procurement. He currently manages the strategic sourcing of Labor and HR Services for PPG-North America including Contingent Labor, Facility Maintenance, Security and Employee Lifecycle Services. This is Michael's sixth year of involvement with Pittsburgh Chemical Day. He has served as Chair of the Arrangements and Workshop Committees. Last year Mr. Markun served as chair of the Finance Committee.

Bridget McCourt – Bayer Corporation – Vice Chair /JCG

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COMMITTEES

SPEAKER & GUESTS

HEATHER RAYBURG-SMITH

Committee Chair
Shell Chemical LP

Heather Rayburg-Smith has been in the chemical industry for ten years. A graduate of the University of Pittsburgh (1998) with a degree in Biology and a minor in Chemistry, Heather is currently a Sales Executive for Shell Chemical LP based in Pittsburgh. At Shell, Heather is responsible for growing the hydrocarbon and chemical solvent market share through direct customers as well as through the chemical distribution network. Heather has been involved with Pittsburgh Chemical Day for six years. She has served as Chairperson for the Ads and Sponsorships Committee (2007), Vice-Chair for the Promotions & Publicity Committee (2006), and has helped on the Speaker & Guest Committee (2003, 2004, 2005). Heather now sits on the board of the Chemical Association of Pittsburgh (former President 2007), and is an active member of the Cleveland Chemical Association. Heather is married to Chad Smith, and resides in Lower Burrell, Pennsylvania.

Kim Hemke– Weatherford – Vice Chair
Melanie Schwanek – KP McNamara
David Hudac – FBC Chemical Corporation – JCG

WORKSHOP

KEVIN SCHWARTZ
Research Scientist
Weatherford Engineered Chemistry

Kevin has worked in the oil and gas chemicals business for over ten years. He has a B.S. in Biology from Truman State University and a MBA from the University of Pittsburgh. He is currently a Research Scientist for Weatherford Engineered Chemistry, a firm specializing in oilfield chemical additives. He previously worked as the Technical Services Coordinator at Clearwater International before an acquisition by Weatherford International. Kevin has been a member of the Chemical Association of Pittsburgh for four years filling roles such as Officer of Public Affairs and Secretary. He holds serval U.S. patents in oilfield technologies and applications outside the oilfield including wasterwater treatment, novel thermal fluids, and geotechnical chemical additives.

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MORNING WORKSHOP

"Economic Outlook of the US Chemical Industry"
Presented by Dr. Robert Fry
Senior Associate Economist, DuPont
"Honored by Wall Street Journal as the most accurate economic forecaster in America."
9:00 - 11:00 am

The Morning Workshop will be an educational presentation explaining the past and present economic trends and climates that have developed into today's reality.

FORUM

Tactics to Manage Currency Risk and Seize Opportunities in the Market
2:00 - 4:00 pm

The interactive panel will discuss opportunities for change in the declining U.S. economy and the effect on the chemical industry. Creativity in planning and international strategies will be addressed. Moderated by Bill Flanagan, the panel will consist of chemical economists, financial experts, and professionals in the international marketplace.

MORNING WORKSHOP SPEAKER

DR. ROBERT FRY
DuPont
Senior Associate Economist

Dr. Fry earned his B.S. in Economics from Ohio University in 1979. He also holds an advanced degrees in Economics including a Ph.D. in Economics from Harvard University, 1985. He is a Past President (1995-1996) of the National Association for Business Economics Wilmington, DE Chapter. He is also a member of The Economics Roundtable of the Ohio Valley. He is currently the Senior Associate Economist in DuPont Economist's Office (1994-present), where he analyzes and forecasts global economy and its impact on DuPont. He also assists DuPont businesses with interpreting economic data and using it to forecast DuPont performance. He speaks frequently to customers, trade associations, and business teams. Dr. Fry also is the author of *Current Business Developments* (Monthly Newsletter). His past responsiblities included DuPont's fixed income analyst, DuPont's macroeconomic forecaster. He has also been responsible for analyzing the impact of tax policies on Conoco/DuPont. While in the Conoco Coordinating & Planning Department he represented Conoco in drafting of the National Petroleum Council study of oil and gas outlook. DuPont Economist's Office (Robert Fry and DuPont Corporate Economist Bob Shrouds) tied for first place in *The Wall Street Journal's* semiannual forecasting survey, 2nd half 2002 and made the top 10 in *USA Today's* forecasting survey, March 2004 and *Bloomberg's* forecasting survey, October 2004.

FORUM MODERATOR

BILL FLANAGAN
Allegheny Conference on Community Development
Executive Vice President - Corporate Relations

Bill Flanagan is Executive Vice President—Corporate Relations for the Allegheny Conference on Community Development and its affiliated regional development organizations: The Pennsylvania Economy League of Southwestern Pennsylvania LLC, the Pittsburgh Regional Alliance, and the Greater Pittsburgh Chamber of Commerce. In this role he also hosts "Our Region's Business" on WPXI-TV, WJAC-TV, WTOV-TV and the Pittsburgh Cable News Channel (PCNC), a program the Conference produces in partnership with Cox Television. Bill supervises Investor Relations activities for the Conference and Affiliates, including fundraising, membership services and educational programming. He oversees organizational communications and serves as Executive Director of Pittsburgh 250, the commemoration of the 250th anniversary of the Pittsburgh region in 2008. Prior to joining the team of organizations in September 2001, Bill had covered the economy of southwestern Pennsylvania for more than 13 years as Money Editor of KDKA-TV, where he was Pittsburgh's only broadcast reporter devoted exclusively to business and personal finance, and where he hosted "The Sunday Business Page." Bill came to the region in 1982 as a general assignment reporter for the television station. He also has written about personal finance for The Pittsburgh Post-Gazette and KDKA-AM. A graduate of Northwestern University (B.S. Speech), Bill has a Master's Degree in Journalism from the University of Missouri-Columbia. He is a native of Dover, Delaware.

Bill and his wife, Ann Devlin, host of "Night Talk" on PCNC, have two children, Mara and Will.

FORUM

PANEL MEMBER

GREG DRAHUSCHAK
First Vice President
Private Client Research
Janney Montgomery Scott LLC

Greg Drahuschak has served Janney Montgomery Scott LLC since 1992, and currently holds the position of First Vice President in the firm's Private Client Research department. He offers Janney's Financial Consultants and clients his 35 years of exceptional economic and market expertise and experience through a number of mediums, including such firm newsletters as ***Investment Insights*** and Mr. Drahuschak's ***Market View Daily.*** Prior to joining Janney, Mr. Drahuschak was a high school teacher, as well as an instructor at Robert Morris College and the University of Pittsburgh. He left academia to work for fifteen years as a retail broker, eventually transitioning into the research departments of Butcher and Singer and Wheat First Securities. His experience as a retail producer provides him with a unique perspective that allows him to better relate and react to client and broker needs than individuals with purely research-related backgrounds. Mr. Drahuschak earned his Bachelors Degree in Fine Arts from the Indiana University of Pennsylvania. He also earned financial industry certificates from the Wharton School of the University of Pennsylvania and from the New York Institute of Finance. He has been married for 22 years and has a 17-year-old daughter.

PANEL MEMBER

ROBERT A. DYE, PH.D.
Vice President and Senior Economist
The PNC Financial Services Group

Robert A. Dye, Ph.D. is Vice President and Senior Economist for The PNC Financial Services Group. He is responsible for contributing to PNC'S analysis and forecast of key economic and financial trends nationwide and globally. In addition, he provides regional economic analysis for the seven states and major metropolitan areas within PNC's core economic footprint that includes Delaware, Kentucky, Maryland, New Jersey, Ohio, Pennsylvania, Virginia and the Greater Washington D.C. area. Dye joined PNC in 2007 from Realpoint, a division of Capmark Investments, where he served as Vice President and econometrician. In that role he provided analysis of economic events and major indicators and their implications on commercial real estate markets. His professional experience also includes Senior Economist for Moody's Economy.com and Wharton Econometrics. Dye is a member of the National Association of Business Economics. Dye is a graduate of Marietta College, with a Bachelor's Degree in Petroleum Engineering. He earned a Master's Degree in Natural Resources from Ball State University and a Doctorate in Energy Management and Policy at the University of Pennsylvania.