Meeting Guide

October 1, 2013

PITTSBURGH CHEMICAL DAY

Re-Energizing Chemistry

As a partner committed
to creating chemistry,
BASF congratulates
Pittsburgh Chemical Day
for 4 years of building
a more sustainable industry.

basf.com/chemistry

BASF
The Chemical Company

Welcome to

Pittsburgh Chemical Day

2013

On behalf of the Joint Chemical Group of Pittsburgh, we welcome you to the 46th annual Pittsburgh Chemical Day conference.

Our goal at Pittsburgh Chemical Day is to provide an atmosphere that will assist you in generating new network connections to capitalize on industry relationships, optimize opportunities to reinforce the best solutions for your business, listen to industry experts to broaden visions and scope that may be critical for future growth, and gather information to stay ahead of the evolving industry.

The explosion of shale-gas production has become a hot topic in the petrochemical industry with executives calling the possible additional petrochemical feedstocks from shale-derived natural gas liquids a "game changer." This natural partnership, and its challenges and opportunities will be examined during this year's conference.
We hope you find this conference both enjoyable and informative.

This conference could not happen without the help of many dedicated people. Please take a moment to read the lists of committee members and other contributors, and say thank you when you have a chance.

2013 General Program

Monday, September 30, 2013

Networking Mixer
8:00 pm–10:00 pm
Mezzanine Level

Tuesday, October 1, 2013

Monongahela Room 17th Floor

9:00 am
Andrew Walberer,
Partner – A.T. Kearney
Chemical & Energy Group
"Paths to Balance for Unconventional Natural Gas Liquids and Implications for US and Global Chemical Companies."

10:00 am
Matt Curry,
Director of Business Development
Range Resources
"Appalachian Gas Liquids for the Regional Chemical Industry Now and In the Future"

11:00 am - 11:15 am
Break

11:15 am
Stan Cenkl
Senior Measurement Specialist
MARK WEST
"Chemical Component of the Gas Stream - Fractionation of Shale Gas into Key Chemicals"

12:15 pm–1:30 pm
Lunch

Allegheny Room 17th Floor

9:00 am - 11:00 am
James M. Baehr,
Independent Advisor and
Director of Professional
Development for ISM Pittsburgh

Terry Breslawski
Director of Procurement,
Watson Standard and First
Vice-President of ISM Pittsburgh
"Sales and Procurement: Building Relationships in a New Era of Sourcing" Successful completion of this ISM-Pittsburgh seminar results in 2 CEUs for ISM members

Afternoon Sessions
Monongahela Room 17th Floor

1:30 pm
Mark Henning,
President Dow Microbial Group
"Chemicals for Microbial Control in Gas/Oil Drilling and Water Treatment"

2:15 pm–2:30 pm
Break

2:30 pm
Srivatsan Iyer,
VP, Finance, Planning and Strategy, Braskem America
"North American Energy Transformation and its Impact on the North American and Global Petrochemical Industry"

3:30 pm
Kevin Schwartz,
Global Product Specialist Weatherford Corp.
"Chemicals for Shale Drilling and Increased Production"

4:30 pm–5:00 pm
Stuart Hammerschmidt,
President Shore Corporation
"Adapting a Chemical Business to a New Chemical/Energy Economy"

Cocktail Reception
5:00 pm–6:00 pm

Banquet with Keynote Speaker
6:00 pm
Grand Ballroom – 17th Floor

Schedules and speakers may change.

General Chairperson

Lonza

Geoff Webb

Manager of North American Business Development and Direct Sales
Lonza Wood Protection

A lifelong resident of the Pittsburgh region, Geoff is a graduate of Penn State with a B.S. in Forest Products; and of Duquesne with a MBA in International Business/ Marketing. He has held positions of chemist, salesperson, product manager, and sales manager in the wood adhesives and wood preservation markets. Geoff is currently the Business Manager, Specialty Chemicals, for Lonza Wood Protection.

Joint Chemical Group

Bob McCormick

National Sales Manager
Ace Wire Spring and Form Company

Bob retired from engineering after 45 years in the chemical engineering sector in 2012. Not being one to stay at home and watch daytime television all day, his wife made him come out of retirement. He accepted a position at Ace Wire Spring & Form Company, a well known family business privately owned in McKees Rocks, Pennsylvania. Ace Wire Spring & Form Co. has been in business since 1939 and services the manufacturing, aerospace, military and power industry sectors for custom made springs and wire forming.

In September of 2012, Bob joined the Ace Wire Spring & Form Company team as the National Sales Manager. Bob is responsible for all the sales manufacturing representatives throughout the United States and Canada. Ace specializes in manufacturing custom spring and wire forms designed to solve customers' applications and needs.

Bob was elected President of the Joint Chemical Group in 2012 and will serve a two year term as President. Bob Previously worked for USS Chemicals/ Aristech Chemicals engineering for 28 years before entering the Engineering Consultant field with a major engineering firm out of Ohio. Bob has experience in Project/Construction Management, Estimating and Cost Control in the engineering field. Bob holds a B.S. Architectural Engineering, B.S. in Engineering Management and a MBA along with numerous extra studies in construction and project management. Bob is also an Adjunct Professor at LaSalle University. He has been active in Pittsburgh Chemical day for 12 years .

Bob resides in Greentree, Pennsylvania with his wife Carol and their daughter Vikka.

Keynote Speaker

Allegheny Conference on Community Development

Dennis Yablonsky

Chief Executive Of cer
Allegheny Conference on
Community Development

Dennis Yablonsky became the CEO of the Allegheny Conference on Community Development and its Affiliates – the Greater Pittsburgh Chamber of Commerce, the Pennsylvania Economy League of Southwestern Pennsylvania and the Pittsburgh Regional Alliance – on March 24, 2009.

A native of the Pittsburgh region, Dennis is an accomplished and experienced veteran of managing and leading dynamic business growth – as a private business leader, a nonprofit economic development professional and a high-ranking appointed government official.

Serving as Secretary of the Pennsylvania Department of Community and Economic Development (DCED) from 2003 to 2008, he developed a $3 billion economic stimulus program to support critical infrastructure, core communities and job-producing businesses. He also helped create the Governor's $650 million energy fund aimed at reducing dependence on foreign oil and growing Pennsylvania's energy economy. Additional positions include being the founding CEO of the Pittsburgh Digital Greenhouse and the Pittsburgh Life Sciences Greenhouse, and COO of software company Cincom Systems and CEO of the Carnegie Group, and a recipient of an honorary doctor of humane letters degree from Point Park University for his leadership in the Pittsburgh region.

Conference Speaker

Andrew Walberer

Partner
A.T. Kearney

Andy is a partner at A. T. Kearney and co-leads the firms Chemicals practice for the Americas. He works with clients to improve performance and define and implement strategic objectives within their companies. His focus is serving clients in the Chemicals and Consumer Products industries. Recent client work of the practice covers many strategic aspects of the unconventionals ecosystem including 1) strategic due diligence of a rapidly growing chemical company serving the oil and gas sector, 2) market assessment of the marine terminals sector in North America, and 3) inbound supply chain strategy and design for a chemicals major to support multibillion asset development on the Gulf Coast.

Prior to joining A.T. Kearney, Mr. Walberer was a product development engineer at 3M, and the automotive technology firm, Amerigon.

Mr. Walberer received a bachelor's degree from the University of Michigan and a PhD from the University of Illinois, both in Chemical Engineering.

Conference Speaker

RANGE RESOURCES

Matt Curry

Director of Business Development
Range Resources

Matt joined Range Resources in June 2008 and is currently the Director of Business Development of Range Resources – Appalachia. A native Pennsylvanian, Matt had worked predominantly in North Texas before returning home to the Pittsburgh area 15 years later, a move that pleased him to no end in that he would now get to fully utilize his Steelers season tickets that he had for several years.

Matt had his start in gas shale plays on the service side with Dowell Schlumberger and had the good fortune to join Mitchell Energy in 1997 just as the company was starting its game-changing foray in cracking open the Barnett Shale. His experience includes a venture in consulting in which he staked, drilled, completed, and produced Barnett wells as well as installed pipeline, compression, and treatment facilities. Prior to joining Range Resources, Matt last held the position of Strategic Planner for EnCana's Mid-Continent Business Unit in Dallas, TX, which had operations in the Barnett Shale, Deep Bossier, and Haynesville Shale among other natural gas plays in Texas and Louisiana (when gas prices were respectable).

Prior to his current role, Matt had been responsible for building and managing multi-disciplinary development teams which concentrate on directing the development of the liquids-rich portion of Range's Marcellus Shale asset, development that comprises the majority of Range Resources Corporation's total capital budget.

Matt received his bachelor's degree in Chemical Engineering from Penn State and an MBA from Southern Methodist University. Matt has also completed executive leadership classes at Stanford.

Conference Speaker

MARKWEST
Energy Partners, L.P.

Stan Can eld

Senior Measurement Specialist
MarkWest Energy

Stan has worked in the Oil and Gas Industry for over 30 years for several Midstream Gas Processing Companies.

Stan has a degree in Mechanical Engineering from Oklahoma State University in Stillwater, OK. Stan participates in the American Petroleum Institute and Gas Processor Association committees to ensure industry standards are being continuously evaluated. Stan's daily job function includes ensuring proper measurement and quality of gas coming and leaving the Liberty facilities, handling measurement projects and start ups and providing technical support to operations. Stan has worked for Williams Company, Chevron and Warren Petroleum. Stan is originally from Tulsa, Oklahoma and now lives in Washington, PA

Conference Speaker

James M. Baehr

Independent Advisor
In Supply Chain Management

Jim Baehr has been an independent advisor in Supply Chain Management for several years and the Director of Professional Development for the Institute of Supply Management – Pittsburgh Affiliate, where he serves on the Board of Directors. His most recent corporate roles were as Vice President of Global Information Technology Procurement for Reed Elsevier, and Director of Technical and Services Procurement for Bayer Corporation at its US Headquarters. Jim has extensive experience in IT Management and IT sales.

Mr. Baehr has conceived and successfully implemented corporate and international sourcing strategies to manage and reduce Total Cost through novel sourcing processes. His most recent engagements have been with leading energy, pharmaceutical, utility, public sector and manufacturing clients.

Jim also serves on the Board of Governors of the Joint Chemical Group of Pittsburgh, and the Executive Committee of the Chemical Association of Pittsburgh. He is currently a member of the Visionary Council of Coupa Software Incorporated based in San Mateo, CA.

Jim is a Contributing Author of the book Next Level Supply Management Excellence: Your Straight to the Bottom Line® Roadmap. He writes blogs posted on Supply Chain Management Review, and is the author of a white paper on the relationship between Sales and Procurement.

Conference Speaker

WATSON STANDARD
ISO 9001

Terry Breslawski

Director of Procurement
Watson Standard Company

Terry Breslawski, CPSM is the Director of Procurement at Watson Standard Company; a manufacturer of specialty chemical coatings for the food, pharmaceutical and beverage industry. Prior to Watson, Terry was employed with Eastman Kodak Company in Rochester, NY. In addition to assignments in corporate purchasing, his career at Kodak involved experience with operations, quality control, product development to commercialization and analytical chemistry. His experience with small and large companies provides an understanding of the situational needs and challenges of sourcing and procuring materials successfully in a dynamic marketplace. Over the course of his career Terry has developed insights and a philosophy of supplier-relationship management that is based upon business partnerships to promulgate "best in class" materials and performance.

Terry has been a member in good standing with the Institute for Supply Management (ISM) Pittsburgh for 8 years and currently serves on its board of directors as 1st Vice President.

Terry's formal education includes an Associates degree in Chemical Technology from Alfred State College, a Bachelors degree in Chemistry from Rochester Institute of Technology and a Masters of Science degree in Operations Management from the University of Rochester.

Conference Speaker

Mark Henning

President
Dow Microbial Control

Mr. Henning joined Dow in 1983. Mark has a bachelor's degree in Electrical Engineering from the University of Wisconsin in Madison, WI. He continued his education at Indiana University, Oxford and Cal Berkeley.

While at Dow he has served as GM of Dow Biocides and president of ANGUS Chemical, a Dow subsidiary. Mr. Henning is committed to revolutionizing the way the world approaches microbial control. To that end, he aims to launch new technologies that are good for business and the planet. He directs global business strategy and R&D to drive a robust pipeline of innovations, empowering companies and industries to operate in a sustainable manner. He has taken Dow's microbial control expertise to new markets around the world to provide microbial solutions that meet local challenges.

Henning is the currently the site leader for Dow's business and R&D Center in Buffalo Grove, IL. He is chairman of the board for two Dow- affiliated companies, ChemiHaas (Jiangsu Manufacturing Co. in China and Viance LLC in the US. He serves on the University of Wisconsin Electrical and Computer Engineering Advisory board, sits on the Dean's Advisory Board for the UW College of Engineering and is chairman of that board's development subcommittee.

Conference Speaker

Braskem

Srivatsan Iyer

VP, Finance, Planning and Strategy,
Braskem America

Sri Iyer is the Vice President Finance, Planning & Strategy and Innovation & Technology for Braskem Americas. Prior to joining Braskem, Sri spent five years working with McKinsey & Company as a management consultant. During this time, he advised senior management of various companies in the Energy and Chemicals sector on projects involving Strategy and Operations. Sri began his career at ExxonMobil Chemicals, where he worked in R&D and new product commercialization.

Sri holds a BS and MS in Chemical Engineering, and a PhD in Materials Engineering and Science. He then went on to complete his MBA when he was working at ExxonMobil.

Conference Speaker

Weatherford®
Engineered Chemistry

Kevin Schwartz

Global Product Specialist
Weatherford Engineered Chemistry.

Kevin has worked in the oil and gas chemicals business for over 15 years. He has a Bachelors degree from Truman State University and an MBA from the University of Pittsburgh. Kevin helps manage the Stimulation and Cementing Global Product Line for Weatherford Engineered Chemistry, a division specializing in oilfield chemical additives.

He previously worked in sales and directed a technical service lab at Clearwater International before and after their acquisition by Weatherford International. Kevin has been a member of both the Chemical Association of Pittsburgh and Joint Chemical Group. He has contributed to Pittsburgh Chemical Day as Finance and General Chair over the past 3 years.

Kevin holds several U.S. patents in oilfield fracturing, acidizing, and production technologies. He has worked on new technologies and applications outside the oilfield including wastewater treatment, novel thermal fluids, and polymer research.

Conference Speaker

SHORE Corporation

Stuart Hammerschmidt

President
Shore Corporation

Stuart Hammerschmidt is the President of Shore Corporation, a formulator and blender of premium compounds in Pittsburgh, Pennsylvania. Shore specializes in high performance cleaning products for the car wash, building maintenance, equipment, and contractor industries. Stuart holds a Bachelor of Science degree in Chemistry from the University of Pittsburgh and an MBA from the Joseph M. Katz School of Business. He is active in the Chemical Association of Pittsburgh, Pittsburgh Chemical Day, the Joint Chemical Group and a member of the American Chemical Society.

Session Moderator
Master of Ceremonies

alleghenyconference
ON COMMUNITY DEVELOPMENT

Bill Flanagan

Allegheny Conference &
WPXI TV Region's Business Host

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.

Bill supervises Investor Relations activities for the Conference and Affiliates, including fundraising, membership services and educational programming. He oversees organizational communications. In this role, Bill 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 WPXI-TV.

Bill and his wife, Ann Devlin Flanagan, have two children, Mara and Will.

Lonza Wood Protection

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