

51st Annual



PITTSBURGH CHEMICAL DAY

THE FUTURE STARTS HERE

Meeting Guide

October 1, 2019

www.pittchemday.com

QUALITY GUARDS.



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QUALITY WORKS.

LANXESS
Energizing Chemistry

Welcome to **Pittsburgh Chemical Day** 2019

On behalf of the Joint Chemical Group of Pittsburgh and our volunteer planning committee, we welcome you to the 52nd annual Pittsburgh Chemical Day conference.

We are celebrating another year of coming together to network, learn, and grow in an ever-changing Chemical Industry. We have designed our program to highlight not only current issues, but also look towards the future markets, trends, and regulations that will impact us in the years to come.

Our goal is to utilize our venue, Heinz Field, to help showcase our incredible city and region, while providing you an optimal space to meet, generate new network connections, capitalize on industry relationships and find new opportunities.

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 day a success. We hope you find Pittsburgh Chemical Day enjoyable, informative, and valuable.

2nd
Floor

8:00 a.m.

Continental Breakfast

Sponsored by Pittsburgh Regional Alliance
& PCIC



2nd
Floor

12:00 p.m. - 1:30 p.m. Lunch with Keynote Speaker

Chemical Distribution – Proven and Re-Imagined

Hilary Mercer, Vice President
Pennsylvania Chemicals, Shell
Dessert Sponsored by WTS, Inc.



2nd
Floor

8:30 a.m. - 9:10 a.m.

Rail Based Logistics Solutions for the Chemicals Industry

Dean Piacente, CSX



2nd
Floor

1:50 p.m. - 2:40 p.m.

Panel Discussion - Supply Management - A Path Forward in the Chemical Industry

Oliver Zeranski, A.T. Kearney
Jim Raines, Lanxess Corporation
Jim Baehr - Moderator



2nd
Floor

9:20 a.m. - 10:00 a.m.

Perspectives from a Chemicals Executive: Value of a Growth Capital Partner.

Flemming Bjoernslevi, Virgo Investment Group LLC



2nd
Floor

2:55 p.m. - 3:40 p.m.

Trends in Chemical Sourcing

Tony Uphoff, Thomas



2nd
Floor

10:10 a.m. - 10:50 a.m.

Rethinking Talent to Shape the Chemicals Industry

Duane Dickson, Deloitte



2nd
Floor

3:50 p.m. - 4:20 p.m.

Sustainability Relating to the Chemical Industry

Thomas Stanczyk, WTS, Inc.



2nd
Floor

11:00 a.m. - 11:45 a.m.

Changing Dynamics of the Plastics Market

Nick Vafiadis, IHS Markit



2nd
Floor

4:30 p.m.

Networking Reception

Sponsored by Civil & Environmental
Consultants, Inc., Ergon & PITTCON 2020



Keynote Speaker

Hilary Mercer

**Vice President,
Pennsylvania Chemicals Shell**

Hilary Mercer was appointed as Vice President Pennsylvania Chemicals on August 1, 2017.

Hilary was previously responsible for the Shell worldwide portfolio of integrated Gas Projects spanning Onshore and Floating LNG, Regassification and other gas related projects. She served as Executive Director for Shell's Prelude project in Geoje Island, South Korea and was instrumental in leading the project to successful sail-away.

Hilary joined Shell in the UK as a Maintenance Engineer at Stanlow refinery in 1987. In 1994, she moved to the Netherlands where she worked in concept engineering developing small scale LNG offerings. In 1997, she was appointed Lead Mechanical Engineer for Construction in Oman, after which she worked for Sakhalin Energy Investment Company Ltd., first as the Commercial Manager for the project and later as Construction Manager and Project Director. She was appointed Technical Director for Iraq South Gas Venture in 2009, supported the utility project within Pearl GTL in 2010, and served as LNG Project Director at Arrow Energy where she grew the company from start-up to a competent operating and development organization.

Hilary has a degree in Engineering Science from Oxford University, is a Fellow of the Institution of Mechanical Engineers and is actively engaged in the promotion of engineering as a profession both within and outside Shell including encouraging greater female participation in the industry.

Hilary is married to Ian Rogers a Shell civil engineer and describes her outside interests as mountaineering, ski mountaineering and horse riding in truly remote locations around the globe.





Bill Flanagan

*Chief Corporate Relations Officer,
Allegheny Conference on Community Development*

Bill Flanagan serves as Chief Corporate Relations Officer for the Allegheny Conference on Community Development and its affiliated regional development organizations:

The Pennsylvania Economy League of Greater Pittsburgh LLC, the Pittsburgh Regional Alliance and the Greater Pittsburgh Chamber of Commerce. In this role, Bill guides the development of regional and organizational messaging strategy and supervises Investor Relations activities, including membership development and programming, as well as fundraising.

An experienced broadcast journalist, Bill has told the story of the transformation of the economy in Pittsburgh, Pennsylvania for more than 30-years. He serves as host and producer of "Our Region's Business," a weekly business public affairs program on WPXI-TV in Pittsburgh, PA, the Pittsburgh Cable News Channel (PCNC), and 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 for KDKA-TV. He served as the station's Money Editor for 13 years and has written about personal finance for The Pittsburgh Post-Gazette and KDKA-AM.

Bill serves on the boards of Leadership Pittsburgh, Inc. and Rivers of Steel National Heritage Area.

A graduate of Northwestern University (B.S. Speech), Bill holds a Master's Degree in Journalism from the University of Missouri-Columbia. He is a native of Dover, Delaware.



Dean Piacente

*Rail Based Logistics Solutions for
the Chemicals Industry, CSX*

Dean Piacente is Vice President Industrial Products. In this capacity, he is responsible for driving growth across CSX's chemicals, forest products, metals, and minerals businesses. Piacente has more than 30 years of experience at CSX across different customer segments. Prior to his

recent appointment as the leader of the Industrial Products business in 2018, Piacente was Vice President, Intermodal, and was responsible for domestic and international intermodal business segments.

Piacente earned a bachelor's science degree from Florida State University. He received a certificate in business excellence from Columbia Business School, in addition to participating in CSX's Executive Leadership Forum with Harvard Business School.



Flemming B. Bjoernslev

*Operating Partner
Virgo Investment Group LLC*

Flemming B. Bjoernslev is an accomplished business leader, who has 30 years of international experience working for the chemical industry in Europe, Latin America and the United States. In 1986 he moved to Germany, where he joined the German chemical and pharmaceutical giant Bayer AG. After his vocational training at Bayer AG, he embarked on an international career, where he worked in several positions of increasing importance within various business groups in Europe and Latin America. In 2005 Flemming joined the spin-off of the Bayer AG chemical activities forming the company Lanxess AG. In 2012 appointed President & CEO of Lanxess Corporation overlooking 15 sites with 1,700 employees & 2 Billion \$ turnover in North America.

In 2015 Flemming retired from Lanxess Corp and decided to stay in the US to become an independent advisor to the chemical industry in North America.



Duane Dickson

Vice Chairman and US Oil, Gas & Chemicals Sector Leader, Deloitte Consulting LLP

Duane Dickson is a Vice Chairman and principal in Deloitte Consulting LLP's Energy Resources & Industrials Industry group, as well as the US Oil, Gas & Chemicals Sector Leader and the Global Energy & Resources Consulting leader. Additionally, he is the former Global Chemicals & Specialty Materials Sector Leader for Deloitte Global. Duane

served as a World Economic Forum's (Forum) Project Advisor and the Forum's Chemical Community Lead, Chemistry and Advanced Materials. He focuses on providing services in corporate and growth strategies; acquisitions, divestitures, and carve-outs; and general management, working primarily with chemicals, materials, industrial products, consumer packaged goods, medical devices, and safety equipment industries.

Duane has more than 38 years of business and consulting experience in senior leadership positions in major industrial and healthcare products companies.



Oliver Zeranski

**Partner
A.T. Kearney**

Oliver is a Principal at A.T. Kearney and a member of the firm's global Chemicals practice. He works with clients to improve performance and define and implement strategic objectives within their companies. His focus is serving clients in the Chemicals industry and in adjacent markets such as Consumer Products and Industrials. Recent client

work of the practice covers a diverse set of topics ranging from due diligence support and M&A strategy, developing business unit strategy to large-scale transformation efforts. Oliver received an MBA from ebs European Business School and an MS-MIS degree from the University of Pittsburgh.



Nick Vafiadis

**Vice President, Plastics
IHS**

Previously, as the business director for polyolefins, and service leader for IHS Markit's Global Plastics & Polymers Report, his daily responsibilities encompassed analysis, consulting, and reporting on the global polyolefins market, as well as managing the operations associated with producing

and developing the report. Concurrently, he contributed to single client projects and studies related to the polyolefins industry. In his earlier assignments, he was responsible for consulting duties associated with the chlor-alkali and vinyl product chain. He contributed to the Monomers Market Report, the Chlor-Alkali Market Report, and the Global Plastics & Polymers Market Report. He has been with IHS Markit and its predecessor CMAI since 2002. Before joining CMAI, he had spent twelve years with Vista Chemical Company (now Condea Vista Chemical Company), where he held assignments in marketing, product management, and sales management in both the vinyl and surfactant business areas. Mr. Vafiadis holds a Management BBA from The University of Texas at Austin, United States.



Jim Raines

**VP Procurement & Logistics
Lanxess**

Chemical Industry Procurement Executive with vast International experience encompassing Supply Chain, Procurement, Manufacturing, Engineering and HR disciplines. Content expert on Petrochemical Procurement of Olefins including Butadiene, Raffinates, Isobutylene and Isoprene.

Education/Degree: BS Chemical Engineering, West Virginia University

Wharton School Executive Negotiation Program

Current Job title and responsibilities: VP Global Procurement and Logistics (GPL) North America, responsible for all central and site procurement and for all logistics procurement.



Jim Baehr

**Supply Management Lead
Sourcing Strategies Group, LLC**

Sourcing Strategies Group LLC supports the Supply Management needs of clients, with a focus on assessments, strategies and coaching. He's held senior positions with Bayer Corporation and Reed Elsevier and had an accomplished career in Sales.

While at Bayer he developed and delivered Strategic Sourcing & training courses.

In 2019 Jim launched Sourcing on Sunday – think pieces for sourcing professionals. He writes for Supply Chain Management Review, Inside Supply Management, My Purchasing Center™, the StrategicSourceror, and the Water & Finance Management Journal. He was a contributing author to the book Next Level Supply Management Excellence: Your Straight to the Bottom Line® Roadmap.

Jim is a Past President of ISM Pittsburgh and a member of the Board for the Joint Chemical Group of Pittsburgh.



Tom Stanczyk

**Zero Waste Strategist
WTS, Inc.**

Tom is an accomplished waste chemist, with over 40 years of experience. Mr. Stanczyk is recognized for his expertise in assisting manufacturers & users with the development and implementation of waste minimization plans. This expertise has effectively been used by numerous businesses, (GM,

Procter & Gamble, Ford, Caterpillar).

Tom is currently working with WTS, Inc – Lewistown, NY, to deploy game changing solutions and sustainable technologies that enhance stakeholder sustainability. Tom is a zero waste strategist and sustainable material management specialist collaborating with chemical processing and consumer goods manufacturers on the direct reuse and re-purpose of discarded facility resources and chemicals. WTS is working with chemical manufacturers in powering a circular economy, in which by-products and materials are reclaimed and cycled to eliminate waste while reducing environmental impacts and conserving resources.

Tom is a graduate of Niagara University.



Tony Uphoff

**CEO
Thomas**

Before joining Thomas in January of 2017, Tony served as CEO of Business.com, where he led the turnaround, build out and successful sale of the company in June of 2016. Prior to Business.com, Tony was CEO of UBM TechWeb, where he led the transformation of a declining print-centric business

into a fast-growing digital media, live event and marketing services powerhouse. He also served as President of VNU Media's Entertainment Group and Publisher of The Hollywood Reporter, building out and expanding the brands via digital media and live events. Uphoff was the founding CEO of Internet Media company Beliefnet and served as Publisher of InformationWeek in the mid-90s, growing the brand into the largest in the history of B2B media. Tony anchors the popular weekly Thomas Index video reports and has been named "Folio Forty C-Level Visionary" by Folio Magazine, "Top Media Innovator" by Mins B2B and is regularly named in the Top 100 business media execs by B2B Magazine. Uphoff serves as a Trustee of Linfield College, sits on the board of HIMSS Media and serves a mentor at Mucker Labs.





John Schirra

**Senior Account Manager,
Univar Solutions**



Joint Chemical Group President

John is a Senior Account Manager for Univar Solutions, the company formed after the purchase of Nexeo Solutions By Univar. Univar Solutions leverages its industry knowledge to help our customers, and our suppliers, to grow their business

by offering a consultative sales approach to problems and challenges faced by our customers.

John's sales focus is on the oil & natural gas industry through chemical sales to the upstream market in the Appalachian Basin. With his unique industry experience, John offers technical solutions and formulation assistance to customers seeking higher value from their supply chain.

John has been involved in the chemical industry since graduating from West Virginia University with a degree in Chemical Engineering in 1984, with experience in manufacturing management, process engineering and technical field support, prior to accepting the challenges of chemicals sales. John has been active in Pittsburgh Chemical Day since 1993 and a member of Joint Chemical Group since 2007. John resides in Southern Butler County with his wife of 28 years.



Justin Jamison

**Sales Representative,
Wolf Container & Chemical**



General Chair

Justin Jamison is a Sales Representative with Wolf 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

Arrangements 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.



Jim Bennett

**Procurement Manager,
PVS Technologies**



Arrangements

Jim is currently Procurement Manager for PVS Technologies and a Steel Industry Account Manager for PVS Steel Services. He works closely with the steel industry to source raw materials for ferric chloride production. He has been in the chemicals industry

for over 30 years, mainly in sales and sales management roles.

Jim was Chairperson of the Day Program Committee last year and has been active with the Pittsburgh Chemical Day Committee for the past four years. He is also a past president of the Cleveland Chemical Association.

He 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 MBA from Tiffin University. He married his high school sweetheart and they have four children and three grandchildren.

Dave Zwastetsky (Vice Chair) – CEC, Inc.



David Miller

**Director of Operations & Sales,
W.K. Merriman**



Ads & Sponsorship

David has worked for W.K. Merriman for 14 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 subsidiary, WKM LLC

established in 2013. After Chairing the Promotions Committee Chair in 2015 and 2016, the Arrangements committee in 2017, he will be helping with this year's event by Chairing Ads and Sponsorships. David is a Pittsburgh native, an active member of the Chemical Association of Pittsburgh, and a graduate of Robert Morris University.

**Andrea Robinson (Vice Chair) – Sugar & Smoke
Heather Rayburg-Smith – BASF Corp.**



Leah Singerling

*Food Industry Specialist,
Brenntag*



Event Application

Leah is the Food Industry Specialist in the greater Pittsburgh, Cleveland, and Buffalo areas for Brenntag Northeast, Inc. Brenntag Northeast is the world's largest full line chemical distributor. She has been involved with Pittsburgh Chemical Day for several years, serving General Chair and the Sponsorship and Arrangements committees. Leah has also served as the President of the Chemical Association of Pittsburgh in 2015 and 2016.



Laura Augustine

*FBC Chemical Corporation,
Virtual EXPO Committee*



Digital Marketplace

Laura Augustine is a sales representative for FBC Chemical Corporation, an independent, regional distributor of chemical raw materials. She has over 20 years of experience in the Western PA and Northeast OH markets, selling to small companies, multinational corporations and everything in between.

Laura started volunteering on committees for Pittsburgh Chemical Day in 1998 and was General Chairperson in 2008. Introducing and establishing this brand-new committee is a welcome challenge. A past president of the Chemical Association of Pittsburgh (2004), she is handling the responsibilities of Treasurer this year, as well as serving on the Board of Governors.

Laura resides in Butler County with her husband and enjoys distance running, camping and knitting.

- Kim Hemke (Vice Chair) – Lubrizol**
- Josh Hudac – FBC Chemical Corp.**
- Bob McCormick – Retired General Chair**
- Missi Hilliard – WTS, Inc.**
- Joanie Daye – BASF Corp.**



Austin Nadin

*Data Analyst,
Echo Strategies*



Promotions

Austin is working as a data analyst for Echo Strategies. Echo has been involved in Chemical day in one way or another since the 1980s. Austin is also involved in the startup community, helping startups connect with potential customers in the Pittsburgh area.

Austin is new to Pitt Chem Day, starting in 2018. He is currently working as the promotions committee chair for 2019's PCD.

Austin has a B.A. from Michigan State University in Supply Chain Management. He's currently living in Wexford and enjoys golfing and fostering cats for local animal shelters around Pittsburgh.

- Brittany Slater (Vice Chair) – CEC, Inc.**
- Patty Horvatic – Pittsburgh Regional Alliance**
- Kevin Riley – Retired General Chair, PPG**
- Joanie Daye – BASF Corp.**



Adam J. Murphy

*Account Executive,
Brenntag*



Day Program

Having started with Brenntag in 2010 at the Reading, PA headquarters, Adam has transitioned to Account Executive in Chemical Distribution in the local Pittsburgh area.

Adam is a Pittsburgh native who joins Pittsburgh Chemical Day for his 2nd year. He is this year's Chair for the Day Speakers Committee.

Adam is a graduate of East Carolina University where he studied Broadcast Journalism with a minor in Sociology. Adam is also an avid volunteer, serving as Director for a non-profit, the Reading Skatepark Association, which builds skateboard parks for the community.

- Don Hart (Vice Chair) – Gillen Company**



Matt Evangelista

Univar Solutions



Finance

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 most recently served as General Chair in 2018, and Chair of the Finance Committee in 2016 and 2017. He is also a member of the Chemical Association of Pittsburgh.

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



John G. Gillen
Phyllis Henderson
Don Hart
412-257-3300

**Specialty Chemicals & Industrial Containers
For Paints, Chemicals & Lubricants Industries**

I wish to personally thank the following volunteers who put their time and hard work in making the 2019 Pittsburgh Chemical Day a success.

John Shirra - Univar Solutions
Joint Chemical Group President

Jim Bennett - PVS Technologies
Arrangements - Chair

David Miller - W.K. Merriman
Ads & Sponsorship - Chair

Leah Singerling - Brenntag
Event Application - Chair

Adam J. Murphy - Brenntag
Day Program - Chair

Austin Nadin - Echo Strategies
Promotions - Chair

Laura Augustine - FBC Chemical
Digital Marketplace - Chair

Matt Evangelista - Univar Solutions
Finance - Chair

Extra thanks to the following for their contributions to this year's event:

Hilary Mercer - Shell Pennsylvania Chemicals

Michael Marr - Shell Pennsylvania Chemicals

Bill Flanagan - Allegheny Conference on Community Development

Dean Piacente - CSX

Flemming B. Bjoernslev - Virgo Investment Group LLC

Duane Dickson - Deloitte Consulting Group

Nick Vafiadis - IHS Markit

Oliver Zeranski - A.T. Kearney

Jim Raines - Lanxess Corporation

Jim Baehr - Sourcing Strategies Group, LLC

Tony Uphoff - Thomas

Tom Stanczyk - WTS, Inc.

Patty Horvatic - Pittsburgh Regional Alliance for her continued support

Thank you all for your extraordinary contribution to the Pittsburgh Chemical Day Event.

Sincerely,

Justin Jamison

Justin Jamison
General Chair
2019 Pittsburgh Chemical Day

Creating Value by Reducing Complexity

We focus on creating value every day, everywhere, for every one of our partners. For our customers and suppliers, we create value by reducing complexity and offering a one-stop-shop solution across the United States and Canada with:

- broad chemical and ingredient product portfolios
- extensive technical and formulation support
- more than 190 distribution locations

We effectively connect our customers and suppliers in winning relationships – globally and locally.

Learn more by visiting
www.brenntagnortheast.com

Don't Miss the Exciting News

We recently completed a new expansion in Oakmont, PA. This expansion includes over 300,000 gallons of new bulk storage, a liquid blend tank, improved rail capacity, and full packaging capability.

Contact us to learn how we can create value for you!

Brenntag Northeast
1085 Allegheny Avenue