

# PROGRAM GUIDE



**Tuesday, April 12, 1994**

Pittsburgh Hilton & Towers  
Pittsburgh, Pennsylvania

▼  
**Registration:**  
Throughout the Day

**Workshop:**  
9:15 – 11:30 a.m.

**Forum:**  
2:00 – 4:00 p.m.

**Reception:**  
5:00 p.m.

**Banquet:**  
6:30 p.m.

## THOMAS L. GOSSAGE

Thomas L. Gossage is chairman, president, and chief executive officer of Hercules Incorporated.

A native of Nashville, Tennessee, Mr. Gossage received his B.S. and M.S. degrees in Chemical Engineering from the Georgia Institute of Technology in 1956 and 1957, respectively.

He joined Hercules in 1988 as president, Hercules Specialty Chemicals Company, after serving 26 years with Monsanto Company. While at Monsanto, he held a number of assignments, including senior vice president, Monsanto Chemical Company; group vice president and managing director, Monsanto International; and group vice president and managing director, Monsanto Industrial Chemicals Company.

Mr. Gossage was named president and chief executive officer of Aqualon Company in 1989, and was made senior vice president and elected to the Board of Directors of Hercules later that year. He became chairman and chief executive officer of Hercules in 1991 and was elected president in 1992.

Mr. Gossage is a member of the Board of Directors and the Executive Committee of the Chemical Manufacturers Association and a member of the Board of Trustees, Institute of Paper Science and Technology, Inc. He is a member of the Board of Directors of the Wilmington Trust Corporation, the U.S.-Russia Business Council, and The Dial Corp. He is a member of the Executive Committee of The Delaware Roundtable, and a regular member of the corporation of The Conference Board. He is a member of The Business Roundtable, the Advisory Council of the Law Companies Group, Inc., and the Advisory Boards of the Chemical Heritage Foundation, the Georgia Institute of Technology, and the Center for Strategic & International Studies. He is also a member of the Board of Overseers, Executive Council on Foreign Diplomacy.

Mr. Gossage is a member of the Governing Board of the Winterthur Corporate Council; and is second vice president, and a member of the Board of Trustees and the Executive Committee, of the Delaware Art Museum.

## WORKSHOP

### Product Stewardship and Your Customer

9:15 – 11:30 a.m.

The workshop will guide you through a checklist of requirements your company needs to meet in order to comply with CMA's new Responsible Care Product Stewardship Code. Find out where your company stands. Learn how to implement the code.

#### Presenters:

**Donald W. Lamb, Ph.D.**  
(representing CMA)  
*Vice President Product Safety & Regulatory Affairs, Miles Inc.*

**Kim Butler-Mansfield**  
*Market Development Manager, Roadway Express Inc.*

**J. Graham Carpio**  
*Staff Legal Counsel, Chemcentral Corporation*

**Paul T. Rice**  
*National Accounts Manager, PPG Industries, Inc.*

## FORUM

### Global Marketing:

#### How to Buy, Sell and Produce Internationally

2:00 – 4:00 p.m.

An informal program in talk-show format, the Forum will provide the audience with ample opportunity to interact with a panel of experts on international trade. NAFTA will be a featured topic.

#### Moderator:

**Brian P. Daniels**  
*President, Three Rivers Packaging Inc.*

#### Panelists:

**James A. Bosch**  
*Environmental Manager, Target Stores*

**John McDonald**  
*President & CEO, JLM Industries, Inc.*

**Anthony Palmer**  
*Management Consultant, Specializing in Asian Markets*

**Kevin Smith**  
*President, Clearwater Inc.*

**Wolfgang Zinnert**  
*President, BYK-Chemie USA*

## BANQUET

6:30 p.m.

#### Featured Speaker:

**Thomas L. Gossage**  
*Chairman, President & CEO, Hercules Incorporated*

## COMMITTEES

### General Chairperson

Mary Baits  
*Aristech Chemical Corporation*

### Arrangements Committee

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*PPG Industries, Inc.*

Christina M. Shoemaker  
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*Joint Chemical Group*

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*PPG Industries, Inc.*

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*Neville Chemical Co.*

## 1993 PARTICIPANTS

3M • A. SCHULMAN • AKZO CHEMICALS • ANGLUS CHEMICALS • APCO INDUSTRIES • ARCO CHEMICAL • ASARCO INC. • AGMET • AIR PRODUCTS & CHEMICALS • AIRCO GASES • AIBRIGHT & WILSON • ALEXANDER CHEMICAL • ALLPAK • ALLIED-SIGNAL • AMERICAN CYANAMID • AMERICAN INTERNATIONAL CHEMICAL • AMERICAN REFINING • AMERIVASTE ENV. • AMOCO CHEMICAL • ANDREW JERGENS • AQUALON • ARISTECH CHEMICAL • ARMAND PRODUCTS • ASHLAND CHEMICAL • ASHLAND PETROLEUM • ASTRO CONTAINERS • AUSAMONT USA • AZON • AZTEC CATALYST • B.P. CHEMICALS • B.P. OIL • B.A. HOTTON • BASF • BASF POLYMERS • BF GOODRICH • BKM RESOURCES • BTI SPECIALTY RESINS • BYK CHEMIE • BAKERSTOWN CONTAINER • BAYCHEM • BAYER • BAYTANK • BENBOW CHEMICAL • BERENFIELD CONTAINERS • BERKEBIE OIL • BIG THREE INDUSTRIES • BISHOP CHEMICAL • BISON LABORATORIES • BLATTNER BRUNNER • BLUE EAGLE • BONDED CHEMICALS • BORDEN • BROWNING CHEMICAL • BRUNSWICK • BUFFALO COLOR • BURRIS CHEMICALS • C & P SALES • C.P. 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## SPECIAL AIRFARE

USAir has been designated as the official carrier for the attendees of the Pittsburgh Chemical Day, April 12, 1994, in Pittsburgh, Pennsylvania. USAir agrees to offer an exclusive low fare for the attendees. This special fare will offer a 5% discount off First Class and any published USAir promotional round trip fare. A 10% discount off unrestricted coach fares will apply with 7 day advance reservations and ticketing required. These discounts are valid providing all rules and restrictions are met and is applicable for travel from the Continental United States, Bahamas, Canada and San Juan, PR. Convention discounts are not combinable with other discounts or promotions.

Additional restrictions may apply on international travel.

These special discounts are valid between April 9-15, 1994.

To obtain this special discount, you or your travel agent must call USAir's Meeting and Convention Reservation Office at (800) 334-8644; 8:00 AM - 9:00 PM., Eastern Time. REFER TO GOLD FILE NO. 79330345.



## SPONSORS

### Joint Chemical Group

**President:** Van Smith, General Chemical Corporation  
**Vice President:** Lawrence C. Reardon, PPG Industries, Inc.  
**Treasurer:** David A. Hudac, FBC Chemical Corporation

### Chemical Association of Pittsburgh

**President:** Paul G. Rodrigo, Jr., Textile Chemical Company, Inc.  
**Vice President:** Donald L. Brainerd, Sun Chemical Corporation  
**Secretary:** Robert S. McCourt, Watson Rhenania Co.  
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### Commercial Development Association of Pittsburgh

**Chairman:** Richard E. Hills, Sr., INFO BIZ  
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### Pittsburgh Area Chemical Purchasing Group

**President:** Lawrence C. Reardon, PPG Industries, Inc.

## PITTSBURGH CHEMICAL DAY

Established in 1968, Pittsburgh Chemical Day was created to provide a platform for the U.S. chemical industry to discuss current trends and issues affecting the industry while simultaneously recognizing the City of Pittsburgh as a leader in the nation's chemical industry commerce.

With virtually every major chemical company and industry publication in annual attendance, Pittsburgh Chemical Day is perceived as one of the industry's most informative and influential events of the year.

Pittsburgh Chemical Day features a morning workshop and an afternoon panel discussion, followed by a press conference with the chemical industry's key attendees. Following an evening reception and banquet, the keynote address is delivered by a prominent industry executive. Pittsburgh Chemical Day concludes with various attendee-sponsored hospitality suites throughout the City of Pittsburgh.

### Featured Speakers

- |  |   |
|--|---|
| 1994 Thomas L. Gossage<br><i>Chairman, President &amp; CEO, Hercules Inc.</i>  | 1980 Richard J. Mahoney<br><i>President, Monsanto Co.</i>                                   |
| 1993 Earnest W. Deavenport, Jr.<br><i>President, Eastman Chemical Company</i>  | 1979 Paul F. Orefice<br><i>President &amp; CEO, Dow Chemical</i>                            |
| 1992 Helge H. Wehmeier<br><i>President &amp; CEO, Miles Inc.</i>   | 1978 Gerhard Dittmar<br><i>Director, Bayer AG</i>   |
| 1991 James W. Kinnear<br><i>President &amp; CEO, Texaco Inc.</i>   | 1977 David M. Roderick<br><i>President, U.S. Steel Corp.</i>                                |
| 1990 The Honorable Peter K. Nunez<br><i>Assistant Secretary (Enforcement) Department of Treasury, United States of America</i> | 1976 Werner C. Brown<br><i>President &amp; CEO, Hercules Inc.</i>                           |
| 1989 H. Eugene McBryer<br><i>President, Exxon Chemical Company</i>   | 1975 J.P. St. Clair<br><i>President &amp; Exec. V.P., Shell Chemical Co., Shell Oil Co.</i> |
| 1988 Robert D. Kennedy<br><i>Chairman &amp; CEO, Union Carbide Corporation</i>   | 1974 Z.D. Bonner<br><i>President &amp; CEO and Exec. V.P., Gulf Oil Co., Gulf Oil Corp.</i> |
| 1987 Dr. Konrad M. Weis<br><i>President &amp; CEO, Bayer USA Inc.</i>  | 1973 Charles H. Simpson<br><i>President, Airco Indust. Gases</i>                            |
| 1986 Vincent A. Sami<br><i>Chairman of the Board &amp; CEO, PPG Industries, Inc.</i>   | 1972 Fletcher L. Byrom<br><i>Chairman of the Board &amp; CEO, Koppers Co.</i>               |
| 1985 Ray R. Irani<br><i>President, Occidental Petroleum Corp.</i>  | 1971 Robinson F. Barker<br><i>Chairman of the Board &amp; CEO, PPG Industries, Inc.</i>     |
| 1984 Alexander F. Giacco<br><i>Chairman of the Board &amp; CEO, Hercules Corp.</i>   | 1970 Carl A. Gerstaecker<br><i>Chairman of the Board &amp; CEO, Dow Chemical</i>            |
| 1983 Edward L. Hennessy, Jr.<br><i>Chairman of the Board &amp; CEO, Allied Corp.</i>   | 1969 James G. Baldwin<br><i>Executive V.P., Hooker Chemical Co.</i>                         |
| 1982 Richard E. Heckert<br><i>Vice Chairman &amp; CEO, DuPont</i>  | 1968 John L. Gillis<br><i>Vice President, Monsanto</i>                                      |
| 1981 J. Peter Grace<br><i>President &amp; CEO, W.R. Grace &amp; Co.</i>  |   |