



# **THREE DECADES, ONE CITY, AND ALL THE CHEMISTRY YOU NEED.**

April 15, 1997

The Pittsburgh Hilton & Towers  
Pittsburgh, Pennsylvania

## **PROGRAM GUIDE**

**Registration:**

8:00 a.m. - 6:30 p.m.

**Continental Breakfast:**

8:30 - 9:15 a.m.

**Workshops:**

9:15 - 11:30 a.m.

**Forum:**

2:00 - 3:45 p.m.

**Reception:**

5:00 p.m.

**Banquet:**

6:30 p.m.

## GENERAL PROGRAM

### Registration:

8:00 a.m. - 6:30 p.m.

### Continental Breakfast:

8:30 - 9:15 a.m.

### Workshops:

*Customer Satisfaction: How to Satisfy the External Customer*  
9:15 - 10:15 a.m.

*Managing Corporate Change: How to Make Yourself a Value-Added Employee*  
10:30 - 11:30 a.m.

### Forum:

*Value-Added: Buzzword or Benchmark?*  
2:00 - 3:45 p.m.

Reception: 5:00 p.m.

Banquet: 6:30 p.m.

## BANQUET PROGRAM

### Welcome

John C. Gearhart  
*INDSPEC Chemical Corporation*

### Invocation

Anthony Mazzoni  
*Calgon Carbon Corporation*

### Dinner

#### Introduction of Honored Guests

Jack Jamison  
*Wolf Container & Chemical Co., Inc.*

#### Introduction of Featured Speaker

John A. Krol  
*INDSPEC Chemical Corporation*

### Address

John A. Krol  
*President and CEO, DuPont*

## JOHN A. KROL



**JOHN A. KROL**  
PRESIDENT AND CEO  
DuPONT

John A. (Jack) Krol was appointed president of DuPont in October, 1995 and chief executive officer in December of that same year. He is a director and a member of the board's Strategic Direction and Environmental Policy committees.

Mr. Krol joined DuPont in 1963 as a chemist in Wilmington, DE. Between 1965 and 1986, he held various marketing and manufacturing positions in DuPont Fibers and was named vice president in 1983. In 1986, he joined DuPont Agricultural Products, serving as group vice president and senior vice president until he was named senior vice president of DuPont Fibers in 1990. In March, 1992, Mr. Krol was elected vice chairman.

Born in Gilbertsville, Massachusetts, on October 16, 1936, he received his bachelor's and master's degrees in chemistry from Tufts University.

In 1959, he was commissioned as an officer in the U.S. Navy. He attended the Bettis Nuclear Reactor Engineering School and for the next four years he worked as a nuclear engineer, assigned to the Naval Reactors Branch of the Bureau of Ships in Washington, D.C. His work involved the development and design of nuclear reactor plants and systems for nuclear submarines and surface ships.

Mr. Krol is a member of the boards of directors of the Mead Corporation, National Association of Manufacturers, the Delaware Art Museum, and Wilmington 2000, the boards of trustees of Tufts University, the University of Delaware, and the corporate liaison board of the American Chemical Society. He is also a member of The Business Roundtable and The Business Council, a member of the Executive Committees of the Delaware Business Roundtable, and the Business/Public Education Council. He is a trustee of Hagley Museum and the U.S. Council for International Business.

## WORKSHOPS

*Customer Satisfaction: How to Satisfy the External Customer*  
9:15 - 10:15 a.m.

**Presenter: Robert W. Rogers**

*Chief Operating Officer, Development Dimensions International*

This workshop is designed to help you identify customers by type and direct your sales efforts to meet their specific needs.

*Managing Corporate Change: How to Make Yourself a Value-Added Employee*

10:30 - 11:30 a.m.

**Presenter: Morse Wilkenfeld**

*Senior Partner, Ernst & Young LLP*

Learn how to make yourself an integral part of the structure, before your company restructures.

## FORUM

*Value-Added: Buzzword or Benchmark?*  
2:00 - 3:45 p.m.

**Moderator: P.J. Maloney**

*News Anchor, KQV Radio, Pittsburgh, PA*

### Panelists:

**David Lahti**

*Procurement Manager, BP America*

**Donald Maxwell**

*Executive Account Manager, DuPont Specialty Chemicals*  
*E.I. DuPont de Nemours & Company, Inc.*

**Thomas Von Lehman**

*Vice President Specialty Chemicals, PPG Industries, Inc.*

**Richard R. Young, PhD**

*Assistant Professor of Business Logistics and Academic Program*  
*Director for Purchasing Management*  
*The Pennsylvania State University*

## BANQUET

6:30 p.m.

**Featured Speaker:**

**John A. Krol**

*President and CEO, DuPont*

## COMMITTEES

### General Chairperson

John C. Gearhart  
*INDSPEC Chemical Corporation*

### Arrangements Committee

Rob McCourt, Chairperson  
*Watson Rhenania*  
Elaine Falleroni, Vice Chairperson  
*Bayer Corporation*  
Donald Brainerd  
*Sun Chemical Corporation*  
Joanie Daye  
*Air Products & Chemicals*  
Patrick Fay  
*Seegott, Inc.*  
Jeff Mandock  
*PPG Industries, Inc.*

Lisa Pihl  
*P.B. & S. Chemical Co., Inc.*  
Marlene Todd  
*Joint Chemical Group*

### Finance & Reservations Committee

Pete Hudac, Chairperson  
*FBC Chemical Corporation*  
Lou Musante, Vice Chairperson  
*Musante Marketing*  
John Davis  
*Davis Data Company*  
Bruce Duerksen  
*Ernst & Young LLP*  
Stuart Hammerschmidt  
*Shore Corporation*  
Joseph J. Ladik, Jr.  
*Aristech Chemical Corporation*  
Steve Prevornzak  
*Rhone Poulenc*

### Forum Committee

Todd Miller, Chairperson  
*Todd Miller & Associates*  
Geoff Webb, Vice Chairperson  
*INDSPEC Chemical Corporation*  
Bill Graham  
*IT Corporation*  
John Hammond  
*DuPont Specialty Chemicals*  
Terry Lyskava  
*Mediamix Productions, Inc.*  
Kevin Riley  
*PPG Industries, Inc.*

### Promotions and Publicity Committee

R. Kevin Gooderham, Chairperson  
*Chemply, Division of E+E (US) Inc.*  
Karen Levine, Vice Chairperson  
*Adam Filippo & Associates*  
Mary Baits  
*Aristech Chemical Corporation*  
Joe Farris  
*Eastman Chemical Company*  
Debbie Kane  
*NOVA Chemicals Inc.*  
Leigh Krawchyk  
*NOVA Chemicals Inc.*  
Mark Zoller  
*A.C. Zoller Company*

### Speaker and Guest Committee

Jack Jamison, Chairperson  
*Wolf Container & Chemical Co., Inc.*  
Bob Caughey, Vice Chairperson  
*Neville Chemical Company*  
Linda Lee Wolf  
*Wolf Container & Chemical Co., Inc.*  
Patricia Ann Wolf  
*Wolf Container & Chemical Co., Inc.*  
John Zimmerman, Jr.  
*Joint Chemical Group*

### Workshop Committee

Brian P. Daniels, Chairperson  
*Three Rivers Packaging, Inc.*  
Diane Kristobak, Vice Chairperson  
*Chemcentral*  
Karen Pyszka  
*Bayer Corporation*  
Barbara B. Sheffield  
*Van Waters & Rogers, Inc.*  
William Schuler  
*PPG Industries, Inc.*  
Van Smith  
*P.B. & S. Chemical Co., Inc.*  
Charles D. Taylor  
*MTAC*  
Tom Yingling  
*The Overhead Door Company*

## 1996 PARTICIPANTS

A.C. ZOLLER CO. ▼ ACI DISTRIBUTION ▼ ADAM FILIPPO & ASSOCIATES ▼ ADM ▼ ALL-PAK ▼ ANGUS CHEMICAL ▼ APCO INDUSTRIES ▼ ARCO CHEMICAL ▼ ASARCO ▼ ACCRON ▼ ADITECH INC. ▼ ADVANCED POLYMER AIR LIQUIDE AMERICA ▼ AIR PRODUCTS & CHEMICALS ▼ AKZO-NOBEL ▼ ALBEMARLE ▼ ALBRIGHT & WILSON ▼ ALL-CHEM INDUSTRIES ▼ ALLIED-HUNTER ▼ ALLIEDSIGNAL ▼ ALON PROCESSING ▼ AMERICAN COMMERCIAL BARGE ▼ AMERICAN CYANAMID ▼ AMPERSAND VENTURES ▼ AMPEC ▼ ARISTECH CHEMICAL ▼ ARISTECH CORPORATION ▼ ARMAND PRODUCTS ▼ ASHLAND CHEMICAL ▼ ASHLAND INDUSTRIAL COATINGS ▼ ASHLAND INDUSTRIAL PRODUCTS ▼ ASHLAND OIL ▼ ASHTA CHEMICALS ▼ ATOTECH ▼ AZTEC PEROXIDES ▼ BASF ▼ BFGOODRICH ▼ BKM RESOURCES ▼ BOC GASES ▼ BP CHEMICALS ▼ BP OIL ▼ BTL SPECIALTY RESINS ▼ BAL-CH-EM ▼ BARCOLENE ▼ BAYCHEM ▼ BAYER CHEMICAL ▼ BAYER CORPORATION ▼ BERENFELD CONTAINERS ▼ BERKEBILE OIL ▼ BETZ LABS ▼ BEVERLY MORROW ASSOCIATES ▼ BONDED CHEMICALS ▼ BROWNING CHEMICAL ▼ BRUNSWICK ▼ BRUSHWELLMAN ▼ BULKMATIC ▼ BURRIS CHEMICAL ▼ C.C. CUSTOM TECHNOLOGY ▼ C & P SALES ▼ C-HALL COMPANY ▼ CP-PHIBROCHEM ▼ CPI PURCHASING ▼ CPS CHEMICAL ▼ CSC INDEX ▼ CYTEC INDUSTRIES ▼ CALGON CARBON ▼ CALGON CORPORATION ▼ CALUG STEEL DRUM ▼ CAPITAL RESIN ▼ CAPTREE CHEMICAL ▼ CENTCOM, LTD. ▼ CERDEC ▼ CHARKIT CHEMICAL CORP. ▼ CHEMCENTRAL ▼ CHEMCORE ▼ CHEMICAL & ENGINEERING NEWS ▼ CHEMICAL ASSOCIATES ▼ CHEMICAL CONSULTING ▼ CHEMICAL DISTRIBUTORS INC. ▼ CHEMICAL LEAMAN ▼ CHEMICAL MANUFACTURERS ASSOCIATION ▼ CHEMICAL MARKETING REPORTER ▼ CHEMICAL SOLVENTS ▼ CHEMICAL WEEK ▼ CHEMICALS, INC. ▼ CHEMPLY DIVISION E+E ▼ CHEMSTAM ▼ CHEMTECH PRODUCTS ▼ CHEVRON CHEMICAL ▼ CHURCH & DWIGHT ▼ CIBA ADDITIVES ▼ CIGA CHEMICALS DIVISION ▼ CIBA-GRIGY CORPORATION ▼ CLEARWATER, INC. ▼ COLUMBUS STEEL DRUM ▼ COMMERCIAL DEVELOPMENT ▼ CONE SOLVENTS ▼ CONTINENTAL INDUSTRIAL CHEMICALS ▼ COULTON CHEMICAL ▼ COYNE CHEMICAL ▼ CREAMER DICKSON BASFORD ▼ CENTER, FOR HAZARDOUS MATERIALS ▼ CYTEC INDUSTRIES ▼ D.H. LITTELL ▼ DSH FINE CHEMICALS ▼ DSM CHEMICALS NA ▼ DEGUSSA ▼ DELTECH ▼ DETREX ▼ DIAL CORP. ▼ DIVERSEY ▼ DOVER CHEMICAL ▼ DOW CHEMICAL ▼ DOW CORNING ▼ DOW PLASTICS ▼ DUPONT ▼ DUQUESNE UNIVERSITY ▼ DURR ASSOCIATES ▼ E.T. HORN ▼ EDS ▼ EMCO ▼ ENSCO ▼ ETG ENVIRONMENTAL ▼ EAST FALLS ▼ EASTMAN CHEMICAL ▼ EASTMAN KODAK CO. ▼ EICHLEAY ENGINEERS INC. ▼ EL DORADO CHEMICAL ▼ ELF ATOCHEM ▼ ELLIS & EVERARD ▼ ENTERPRISE MARKETING ▼ ENVIRONMENTAL STRATEGIES ▼ ERNST & YOUNG ▼ EXCELTECHNOLOGY ▼ EXPO CHEMICAL ▼ EXXON CHEMICAL ▼ FBC CHEMICAL ▼ FEW ASSOCIATES ▼ FMC ▼ FANG CHEMICALS, INC. ▼ FANWOOD CHEMICAL ▼ FERRO CORPORATION ▼ FINGER LAKES CHEMICAL ▼ FIRST CHEMICAL ▼ FLEKEL ▼ FOSTER WHEELER ▼ FRANKS VACUUM TRUCK SERVICE ▼ FREEPORT TERMINALS ▼ G.J. CHEMICAL ▼ G.S. ROBINS ▼ GATX TERMINALS ▼ GE PLASTICS ▼ GE SPECIALTY CHEMICALS ▼ GEI ▼ GEHRING-MONTGOMERY ▼ GEMINI CONSULTING ▼ GENERAL ALUM & CHEMICAL ▼ GENERAL CHEMICAL ▼ GEORGE MANN & CO. ▼ GEORGIA GULF ▼ GILES CHEMICAL ▼ GLENSHAW GLASS ▼ GOLDBERG ASSOCIATES ▼ GREAT LAKES CHEMICAL ▼ GREAT WESTERN ▼ HCI ▼ HAMILTON CONSULTING ▼ HAMPSHIRE CHEMICAL ▼ HARCROS ▼ HARRIMAN CHEMSULT ▼ HARRIS & FORD ▼ HARWICK CHEMICAL ▼ HAWKINS CHEMICAL ▼ HAY MANAGEMENT CONSULTANTS ▼ HENKEL CORP. ▼ HERCULES ▼ HEWLETT PACKARD ▼ HOECHST CELANESE ▼ HOLTRA CHEM ▼ HOOVER CONTAINER ▼ HOOVER MATERIALS HANDLING ▼ HOUGHTON CHEMICAL ▼ HUBBARD-HALL ▼ HUNTSMAN CHEMICAL ▼ HUNTSMAN CORPORATION ▼ HUNTSMAN SPECIALTY ▼ ICC CHEMICAL ▼ ICF KAISER ENGINEERS ▼ ICI AMERICAS ▼ ICI EXPLOSIVES ▼ ICI SURFACTANTS ▼ INDSPEC CHEMICAL ▼ IT CORPORATION ▼ INDUSTRY REPORT ▼ INGRAM BARGE ▼ INTERNATIONAL METALS & CHEMICALS ▼ INTERNATIONAL RAW MATERIALS ▼ INTERNATIONAL SPECIALTY PRODUCTS ▼ INTERCONTINENTAL TERMINALS ▼ INTERLOCK ▼ INTERSTATE CHEMICALS ▼ IVALHO INDUSTRIES ▼ JBB BLENDING ▼ JR. HESS ▼ JLM MARKETING ▼ JACOBS ENGINEERING ▼ JONES CHEMICALS ▼ JONES-HAMILTON ▼ JUNGBUNZLAUER ▼ KA STEEL CHEMICALS ▼ KAISER ALUMINUM & CHEMICAL ▼ KLEEN BRITE LABS ▼ KLINE & COMPANY ▼ KNIGHT RESOURCES ▼ KOP-COAT ▼ KOPPERS INDUSTRIES ▼ KRAMER CHEMICAL ▼ KROME COMMUNICATIONS ▼ LCL, LTD. ▼ LTV STEEL ▼ LAUREL INDUSTRIES ▼ LECTROMAT ▼ LINDEN BULK TRANSPORTATION ▼ LINTOTT RESOURCES ▼ LIQUID CARBONIC ▼ LIQUID TRANSPORT ▼ LOMACK DRUM ▼ LONZA ▼ LORD CORPORATION ▼ LOWE CHEMICAL ▼ LUBRIZOL ▼ LYONDELL ▼ LYONDELL LUBRICANTS ▼ M.F. CACHAT ▼ MOS INSPECTION ▼ MAMECO ▼ INTERNATIONAL ▼ MARSULEX ▼ MARTIN MARIETTA ▼ MARYLAND CHEMICAL ▼ MATTESON-RIDOU, INC. ▼ MAYS CHEMICAL ▼ MCALLISTER ASSOCIATES ▼ MCCULLOUGH & BENTON ▼ MCGEAN-ROHCO ▼ MCGINTY CONSULTANTS ▼ MCLAVINE TRUCKING ▼ MCINTYRE ▼ MEDIAMIX PRODUCTIONS ▼ MEGALOID LABS ▼ MELAMINE CHEMICALS ▼ MELLON BANK ▼ MERICHEM ▼ MID-STATE CHEMICALS ▼ MITSUI & CO. ▼ MODERN PLASTICS ▼ MONSANTO ▼ MOZEL ▼ MULTI-CHEM, INC. ▼ MUSANTE MARKETING ▼ NOVACHEM ▼ NATIONAL COLLOID ▼ NATIONAL MARINE ▼ NATIONAL SEAL COMPANY ▼ NEO SOLUTIONS, INC. ▼ NEVILLE CHEMICAL ▼ NEWELL SPECIALTY CHEMICALS ▼ NORANDA METALLURGY ▼ NORANDA MINERALS ▼ NORTH AMERICAN CHEMICAL ▼ NORTH COAST CONTAINER ▼ NORTON CHEMICAL ▼ NORTRU-PHILIP ENVIRONMENTAL ▼ O. HOMMEL ▼ OM GROUP ▼ OSI SPECIALTIES ▼ OCCIDENTAL CHEMICAL ▼ OHIO CHEMICAL SERVICES ▼ OLD WORLD INDUSTRIES ▼ OLIN CHEMICALS ▼ OLIN CHLOR-ALKALI ▼ OVERHEAD DOOR ▼ OWENS-CORNING TRUMBULL ▼ PB&S CHEMICAL ▼ PDG ENVIRONMENTAL ▼ PMC SPECIALTIES ▼ PPG CANADA ▼ PPG INDUSTRIES ▼ PPG CORPORATION ▼ PVS CHEMICALS ▼ PVS NOLWOOD ▼ PACKAGING SPECIALTIES ▼ PARKER AM-CHEM ▼ PENNEX PRODUCTS ▼ PENNTECH PAPERS ▼ PERFORMANCE MARKETING ▼ PERIDOT CHEMICALS ▼ PERSTORP POLYOLS ▼ PETRO PRODUCTS ▼ PHIBRO ENERGY USA ▼ PHILIPP BROTHERS CHEMICAL ▼ PHILLIPS CHEMICAL ▼ PHT-HALCHYEM ▼ PIERCE & STEVENS ▼ PILOT CHEMICAL ▼ PIONEER CHLOR-ALKALI ▼ PITT PENN OIL ▼ PITTSBURGH PLASTICS ▼ PLASTICS NEWS ▼ PLASTICS WORLD ▼ POLYCOM HUNTSMAN ▼ POWELL DUFFRYN TERMINALS ▼ PRAXAIR ▼ PRESSURE CHEMICAL ▼ PRINCE MANUFACTURING ▼ PRIOR CHEMICAL ▼ PURCHASING MAGAZINE ▼ QUAD CHEMICAL ▼ QUADRA ▼ QUAKER STATE ▼ QUANTUM CHEMICAL ▼ R & D COATINGS ▼ R. BRENNAN ASSOCIATES ▼ R.G. EDWARDS ▼ R.W. GREEFE ▼ REP ▼ RANBAR TECHNOLOGY ▼ REAGENT CHEMICAL ▼ RECOCHEM ▼ REICH-HOLD CHEMICALS ▼ REMEDIATION TECHNOLOGY ▼ RESEARCH ENVIRONMENTAL ▼ RESOURCE VALUIZATION ▼ RHEIN CHEMIE ▼ RHONE-POULENC ▼ RIERDEN CHEMICAL ▼ RIVERSIDE CHEMICAL ▼ ROHM TECH ▼ ROSS ENVIRONMENTAL ▼ ROWELL CHEMICAL ▼ RUETGERS-NEASE ▼ RUST ENGINEERING ▼ RYTE PRODUCTS, INC. ▼ SAL CHEMICAL ▼ SATCO ▼ SCM CHEMICALS ▼ SETECHNOLOGIES ▼ SOCO CHEMICAL ▼ SAFETYKLEEN ▼ SAGAR ▼ SANDOZ AGRO ▼ SARTOMER ▼ SASKATCHEWAN MINERALS ▼ SATURN METHANOL ▼ SAUERREISEN ▼ SAVOLDI CHEESE ▼ SCHEENSTADY INTERNATIONAL ▼ SCHULTZ CONTAINER ▼ SCOTTFORD CHEMICALS ▼ SEAFORTH MINERAL & ORE ▼ SEGOT ▼ SHELL CANADA CHEMICAL ▼ SHELL CHEMICAL ▼ SHELL OIL ▼ SHEPHERD CHEMICAL ▼ SHORE CHEMICAL ▼ SKUTSKI & ASSOCIATES ▼ SLACK CHEMICAL ▼ SMITHKLINE BEECHAM ▼ SOLVAY INTEROX ▼ SOLVAY MINERALS ▼ SOLVAY PERFORMANCE CHEMICALS ▼ SONY ▼ SOUTH-CHEM ▼ SOUTHSIDE SERVICE ▼ SOUTHWESTERN OIL & CHEMICAL ▼ STEPAN ▼ STEPAN CANADA, INC. ▼ STETSON CHEMICAL ▼ STONE CONTAINER ▼ STRATEGIC ANALYSIS ▼ SUN CHEMICAL ▼ SUN COMPANY ▼ SUNOCO CHEMICALS ▼ SURFACTANT CLEARING-HOUSE ▼ TAG CHEMICAL ▼ TG, INC. ▼ TAMAYA CHEMICAL ▼ TETRA PERFORMANCE CHEMICALS ▼ TEXTILE CHEMICAL ▼ THE CHEMICAL CO. ▼ THE FLOOD COMPANY ▼ THE PLAZA GROUP ▼ THREE RIVERS PACKAGING ▼ TODD MILLER & ASSOCIATES ▼ TRADIG ▼ TRANS-CHEMICAL, INC. ▼ TREMCO ▼ TRIMET ▼ TRUESDALE ▼ TUSCARORA ▼ UNIVERSITY OF PITTSBURGH SBDC ▼ UNO-VEN ▼ UNION CAMP ▼ UNION CARBIDE ▼ UNIROYAL CHEMICAL ▼ UNITED ERIE ▼ VALVOLINE INDUSTRIAL ▼ VAN WATERS & ROGERS ▼ VISTA CHEMICAL ▼ VITUSA PRODUCTS ▼ VULCAN CHEMICALS ▼ W.H. SHURTLEFF ▼ W.K. MERRIMAN ▼ W.M. BARR ▼ W.M.C. ▼ W.R. GRACE ▼ WARNER, JENKINSON ▼ WATSON RHEINANIA ▼ WEBB CHEMICAL ▼ WELLDAN CHEMICAL ▼ WESTERN STATE CHEMICAL ▼ WESTINGHOUSE ▼ WILLMAR ASSOCIATES ▼ WILSON INDUSTRIAL SALES ▼ WITCO ▼ WOLF CONTAINER & CHEMICAL ▼ WORTH CHEMICAL ▼ WORUM CHEMICAL ▼ YENKIN-MAJESTIC ▼ ZAELON ▼ ZENECA ▼ ZIMMERMAN CONSULTANCY ▼ ZINC CORPORATION OF AMERICA

## SPONSORS

### Joint Chemical Group

**President:** James M. Baeher, Bayer Corporation

**Vice President:** Kevin B. Riley, PPG Industries, Inc.

**Secretary/Treasurer:** Anthony Mazzoni,

Calgon Carbon Corporation

### Chemical Association of Pittsburgh

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

**Vice President:** Karen F. Bowers, JLM Marketing

**Secretary:** Barbara B. Sheffield, Van Waters & Rogers, Inc.

**Treasurer:** Robert A. Wiley, Textile Chemical Company, Inc.

### Commercial Development Association of Pittsburgh

**President:** Donna M. Schake, Ashland Chemical Co.

**President-Elect:** Joseph J. Ladik, Jr., Aristech Chemical Corp.

**Secretary/Treasurer:** James C. Williams,

Freeport Terminals, Inc.

**Directors:** Charles D. Taylor, MTAC

Alexander T. Beranek, LabChem, Inc.

Alan Spout, Pressure Chemical Co.

### Pittsburgh Area Chemical Buyers Group

**President:** Lawrence 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. Simultaneously, the event recognizes the city of Pittsburgh as a leader in the nation's chemical industry commerce.

Perceived as one of the industry's most informative and influential events of the year, Pittsburgh Chemical Day annually attracts representatives from virtually every major chemical company and industry publication.

Pittsburgh Chemical Day features two morning workshops and an afternoon panel discussion. 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.

## Featured Speakers

- |      |   |      |  |
|------|---|------|--|
| 1997 | John A. Krol<br><i>President &amp; CEO, DuPont</i>  | 1981 | J. Peter Grace<br><i>President &amp; CEO, W.R. Grace &amp; Co.</i>                   |
| 1996 | G. Richard Wagoner, Jr.<br><i>President, General Motors North American Operations</i>                                     | 1980 | Richard J. Mahoney<br><i>President, Monsanto Co.</i>                                 |
| 1995 | Jon M. Huntsman<br><i>Chairman of the Board &amp; CEO, Huntsman Group</i>   | 1979 | Paul F. Orefice<br><i>President &amp; CEO, Dow Chemical Corp.</i>                    |
| 1994 | Thomas L. Gossage<br><i>Chairman, President &amp; CEO, Hercules Inc.</i>  | 1978 | Gerhard Dittmar<br><i>Director, Bayer AG</i>   |
| 1993 | Earnest W. Deavenport, Jr.<br><i>President, Eastman Chemical Co.</i>  | 1977 | David M. Roderick<br><i>President, U.S. Steel Corp.</i>                              |
| 1992 | Helge H. Wehmeier<br><i>President &amp; CEO, Miles Inc.</i>   | 1976 | Werner C. Brown<br><i>President &amp; CEO, Hercules Inc.</i>                         |
| 1991 | James W. Kinnear<br><i>President &amp; CEO, Texaco Inc.</i>   | 1975 | J.P. St. Clair<br><i>President &amp; Exec. VP, Shell Chemical Co., Shell Oil Co.</i> |
| 1990 | The Honorable Peter K. Nunez<br><i>Assistant Secretary (Enforcement) Department of Treasury, United States of America</i> | 1974 | Z.D. Bonner<br><i>Assistant Secretary and Exec. VP, Gulf Oil Co., Gulf Oil Corp.</i> |
| 1989 | H. Eugene McBrayer<br><i>President, Exxon Chemical Co.</i>  | 1973 | Charles H. Simpson<br><i>President, Airco Industrial Gases</i>                       |
| 1988 | Robert D. Kennedy<br><i>Chairman of the Board &amp; CEO, Union Carbide Corp.</i>  | 1972 | Fletcher L. Byrom<br><i>Chairman of the Board &amp; CEO, Koppers Co.</i>             |
| 1987 | Dr. Konrad M. Weis<br><i>President &amp; CEO, Bayer USA Inc.</i>  | 1971 | Robinson F. Barker<br><i>Chairman of the Board &amp; CEO, PPG Industries, Inc.</i>   |
| 1986 | Vincent A. Sarni<br><i>Chairman of the Board &amp; CEO, PPG Industries, Inc.</i>  | 1970 | Carl A. Gerstacker<br><i>Chairman of the Board &amp; CEO, Dow Chemical Corp.</i>     |
| 1985 | Ray R. Irani<br><i>President, Occidental Petroleum Corp.</i>  | 1969 | James G. Baldwin<br><i>Executive Vice President, Hooker Chemical Co.</i>             |
| 1984 | Alexander F. Giacco<br><i>Chairman of the Board &amp; CEO, Hercules Corp.</i>   | 1968 | John L. Gillis<br><i>Vice President, Monsanto</i>                                    |
| 1982 | Richard E. Heckert<br><i>Vice Chairman &amp; CEO, DuPont</i>  |      |  |