



**BRINGING KNOWLEDGE  
AND  
NETWORKING TOGETHER**

May 5, 1998

The Pittsburgh Hilton & Towers  
Pittsburgh, Pennsylvania

**PROGRAM GUIDE**

**Registration:**

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

**Continental Breakfast:**

8:30 - 9:00 a.m.

**Workshop:**

9:00 - 11:00 a.m.

**Forum:**

2:00 - 4:00 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.

Workshop:  
*Conflict, Chemistry and  
Communication*  
9:00 - 11:00 a.m.

Forum:  
*Are You Worth It? Using Dollars  
to Measure Effectiveness*  
2:00 - 4:00 p.m.

Reception: 5:00 p.m.

Banquet: 6:30 p.m.

## BANQUET PROGRAM

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

Invocation  
John C. Gearhart  
*INDSPEC Chemical Corporation*

Dinner

Introduction of Honored  
Guests  
Bob Caughey  
*Neville Chemical Co.*

Introduction of Featured  
Speaker  
Brian P. Daniels  
*Three Rivers Packaging, Inc.*

Address:  
From Pollution to Solution:  
Chemical Industry Perception  
and Reality in 2025  
J. Roger Hirl  
*President and CEO, Occidental  
Chemical Corp.*



**J. ROGER HIRL**  
PRESIDENT AND CEO  
OCCIDENTAL CHEMICAL  
CORPORATION

## J. ROGER HIRL

J. Roger Hirl has been president of Occidental Chemical Corporation (OxyChem) since July 1983 and chief executive officer since January 1991. He is also a board member of INDSPEC Chemical Corporation.

Before joining OxyChem as president and chief operating officer, he was senior vice president of the Chemicals Group of Olin Corporation, where he was responsible for all business units.

During his 38-year career, Mr. Hirl has played a leadership role within the U.S. chemical industry, which is comprised of more than 2,500 companies employing more than one million people. He currently is chairman of the board of the Chlorine Chemistry Council and is an appointed member of the Industry Policy Advisory Committee, which is administered jointly by the Office of the U.S. Trade Representative and the Department of Commerce.

Mr. Hirl is also a member of the boards of the Dallas Citizens Council and the Dallas Together Forum. In addition, he is a board and executive committee member of The Science Place (Dallas) and the Texas Taxpayers and Research Association. In 1994, he was presented with the Susan G. Komen Breast Cancer Foundation's Individual Award for Philanthropy.

Mr. Hirl is a graduate of the University of Iowa, where he earned a bachelor's degree in liberal arts. He also holds an honorary doctor of humane letters degree from Canisius College and an honorary doctor of commercial science degree from Niagara University.

## WORKSHOP

### **Conflict, Chemistry and Communication**

9:00 - 11:00 a.m.

**Presenter: Rick Barrera, C.S.P.**  
**Rick Barrera & Associates**

This workshop is designed to help you turn the obstacles of today's business world to your advantage.

## FORUM

### **Are You Worth It? Using Dollars to Measure Effectiveness**

2:00 - 4:00 p.m.

**Moderator: P.J. Maloney**

*News Anchor, KQV Radio, Pittsburgh, PA*

### **Panelists:**

**James Bowers**

*Vice President and Managing Director of Chemical Industry  
Consulting, Hay Management Consultants*

**David Boyd**

*Director of Sales and Marketing, Fisher Scientific Chemical*

**Gary Florkowski, PhD**

*Associate Professor of Business Administration  
University of Pittsburgh*

**David Lauderback**

*Vice President and Managing Director,  
A.T. Kearney Executive Search Division*

## BANQUET

6:30 p.m.

### **Featured Speaker:**

J. Roger Hirl  
*President and CEO, Occidental Chemical Corporation*  
From Pollution to Solution:  
Chemical Industry Perception  
and Reality in 2025

## COMMITTEES

### **General Chairperson**

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

### **Arrangements Committee**

Elaine Falleroni, Chairperson  
*Bayer Corporation*  
Karen Pyszka, Vice-Chairperson  
*Shore Chemical Corporation*  
Don Brainerd  
*Sun Chemical Corporation*  
Patrick Fay  
*Seegott, Inc.*  
Jeff Mandock  
*PPG Industries, Inc.*  
Steve Schugt  
*Van Waters & Rogers, Inc.*  
Tom Seidelson  
*Three Rivers Packaging, Inc.*  
Marlene Todd  
*Limbach Company*

### **Finance and Reservations Committee**

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*Chemply*  
Mark Zoller, Vice-Chairperson  
*A.C. Zoller Company*  
John Davis  
*Davis Data Company*  
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*Ernst & Young*  
David Hudac  
*FBC Chemical*  
Peter Hudac  
*FBC Chemical*  
Bryan Newman  
*PPG Industries, Inc.*  
Christine Valenta  
*Shell Chemical Co.*

### **Forum Committee**

Geoff Webb, Chairperson  
*Kop-Coat*  
Bill Graham, Vice-Chairperson  
*IT Corporation*  
Joe Barendt  
*Callery Chemical Company*  
Joe Ladik  
*Aristech Chemical Corporation*  
Lisa Pihl  
*Ohio Chemical Services, Inc.*  
Michael Semon  
*LabChem*

### **Promotions and Publicity Committee**

Todd Miller, Chairperson  
*Todd Miller & Associates*  
Ron Moskal, Vice-Chairperson  
*Calgon Carbon Corporation*  
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*Shore Chemical Corporation*  
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*Casey Chemical*  
Anthony Mazzoni  
*Calgon Carbon Corporation*  
Donna Schake  
*Ashland Chemical, Inc.*  
Jim Williams  
*J.C. Williams, Inc.*

### **Speaker and Guest Committee**

Bob Caughey, Chairperson  
*Neville Chemical Company*  
Barbara Sheffield,  
Vice-Chairperson  
*Van Waters & Rogers, Inc.*  
Joanie Daye  
*Air Products and Chemicals*  
John Gearhart  
*INDSPEC Chemical Corporation*  
Jack Jamison  
*Wolf Container & Chemical Co., Inc.*  
Linda Lee Wolf  
*Wolf Container & Chemical Co., Inc.*  
Patricia Ann Wolf  
*Wolf Container & Chemical Co., Inc.*

### **Workshop Committee**

Rob McCourt, Chairperson  
*Ranbar Electrical Materials*  
Joe Farris, Vice-Chairperson  
*Eastman Chemical*  
Christina Corsi  
*Bayer Corporation*  
Ron Foster  
*Bayer Corporation*  
John Schirra  
*Ashland Chemical*  
Van Smith  
*Textile Chemical*  
Bob Wiley  
*Textile Chemical*

## 1997 PARTICIPANTS

ACBL ▼ ADITECH ▼ AIR LIQUIDE AMERICA ▼ AIR PRODUCTS & CHEMICALS ▼ AKZO NOBEL ▼ ALBEMARLE ▼ ALBRIGHT & WILSON ▼ ALEX PARIS CONTRACTING ▼ ALL-PAK ▼ ALLAN EDWARDS & ASSOCIATES ▼ ALLIED HUNTER ▼ ALLIEDSIGNAL ▼ ALTAIR INDUSTRIES ▼ AMERICHEM PRODUCTS ▼ AMERICAN COMMERCIAL BARGE ▼ ARCO CHEMICAL ▼ AMERICAN INGREDIENTS ▼ AMERICAN REFINING GROUP ▼ AMOCO CHEMICAL ▼ AQUALON ▼ ARISTECH CHEMICAL ▼ ARMAND PRODUCTS ▼ ASARO ▼ ASHLAND CHEMICAL ▼ ATOTECH ▼ AZTEC PEROXIDES ▼ BARBER CHEMICAL ▼ BASF ▼ BAYCHEM ▼ BAYER CORPORATION ▼ BERENFIELD CONTAINERS ▼ BERKEBILE OIL ▼ BFGOODRICH ▼ BKM RESOURCES ▼ BLACKHAWK NEFF ▼ BOC GASES ▼ BOISE CASCADE ▼ BONDED CHEMICALS ▼ BORDEN ▼ BORDEN & REMINGTON ▼ BP CHEMICALS ▼ BRENNAN ASSOCIATES ▼ BROWN CHEMICAL ▼ BROWNING CHEMICAL ▼ BRUSH WELLMAN ▼ BUFFALO COLOR ▼ CALCON CARBON ▼ CALCON CORPORATION ▼ CALIG STEEL DRUM ▼ CALLERY CHEMICAL ▼ CALSICAT-MALLINGRODT ▼ CANADA COLORS ▼ CANADIAN ELECTROLYTE ZINC ▼ CAPITAL RESIN ▼ CAPTREE CHEMICAL ▼ CARUS CHEMICAL ▼ CHARKIT CHEMICAL ▼ CHATTEM CHEMICALS ▼ CHEMDESIGN ▼ CHEMARKETING ▼ CHEMCENTRAL ▼ CHEMICAL & ENGINEERING NEWS ▼ CHEMICAL ASSOCIATES ▼ CHEMICAL COMPANY ▼ CHEMICAL DISTRIBUTORS ▼ CHEMICAL PRODUCTS ▼ CHEMICAL SOLVENTS ▼ CHEMICAL WEEK ▼ CHEMICALS INC. ▼ CHEMPLY DIVISION EHE ▼ CHEMSTRESS CONSULTANT ▼ CHEMTECH PRODUCTS ▼ CHILEAN NITRATE ▼ CHURCH & DWIGHT ▼ CIBA SPECIALTY CHEMICAL ▼ CLEARWATER CHEMICAL ▼ CNJ CHEMICALS ▼ COLLELLI & ASSOCIATES ▼ COLEMAN CHEMICAL ▼ COLOR INTERMEDIATES ▼ COLUMBUS STEEL DRUM ▼ COLWELLY/GENERAL ▼ CONTROL SERVICES ▼ CONDEAVISTA ▼ COOPER NATURAL RESOURCES ▼ COYNE CHEMICAL ▼ C.P.HALL COMPANY ▼ CPPIPHROCHEM ▼ CPI PURCHASING ▼ CPS CHEMICAL ▼ CRODA ▼ CSX TRANSPORTATION ▼ CUYAHOGA ▼ DAP ▼ DAR-TECH ▼ DAVIS DATA ▼ DAVOS CHEMICAL ▼ DEGUSSA ▼ DELMARVA CHEMICAL/GFI ▼ DELTECH CORPORATION ▼ DEVELOPMENT DIMENSIONS INTERNATIONAL ▼ DH LITTER ▼ DOVER CHEMICAL ▼ DOW CHEMICAL ▼ DOW CORNING ▼ DSI TRANSPORTS, INC. ▼ DUPONT ▼ DUQUESNE LIGHT ▼ DURR MARKETING ▼ EASTMAN CHEMICAL ▼ EASTMAN KODAK ▼ EICHLEAY ▼ EKA CHEM/AKZO NOBEL ▼ ELF ATOCHEM ▼ ELLIS & EVERHARD ▼ EMCO CHEMICAL DISTRIBUTORS ▼ ENCOTECH ▼ ENSCO ▼ ERNST & YOUNG LLP ▼ E.T. HORN ▼ EXPO CHEMICAL ▼ EXXON USA ▼ FANG CHEMICALS ▼ FANWOOD CHEMICAL ▼ FAR RESEARCH ▼ FARLEY ▼ FBC CHEMICAL ▼ FINE CHEMICALS ▼ FIRST CHEMICAL ▼ FISHER SCIENTIFIC ▼ FITZ CHEM FLOOD COMPANY ▼ FMC ▼ FREEPORT TERMINALS ▼ G-J CHEMICAL ▼ GATX TERMINALS ▼ GE SPECIALTY CHEMICALS ▼ GEMINI CONSULTING ▼ GENERAL ALUM & CHEMICAL ▼ GENERAL CHEMICAL ▼ GEO SPECIALTY CHEMICAL ▼ GEORGE MANN & COMPANY ▼ GEORGIA GULF ▼ GFI INC. ▼ GILES CHEMICAL ▼ GIRSA ▼ GREAT LAKES CHEMICAL ▼ GS ROBINS ▼ HALL CHEMICAL ▼ HALL-CHEM ▼ HALTERMANN LTD. ▼ HAMILTON CONSULTING GROUP ▼ HAMPSHIRE CHEMICAL ▼ H & M RESOURCES ▼ HARCROS ▼ HARRIMAN CHEMSULT ▼ HARWICK CHEMICAL ▼ HAY GROUP ▼ HAYSITE REINFORCED PLASTICS ▼ HCI CHEMTECH ▼ HCI DISTRIBUTION NA ▼ HCI EAST FALLS ▼ HCI INDUSTRIAL CHEMICAL ▼ HCISTAN-CHEM ▼ HENKEL CORPORATION ▼ HERCULES ▼ H M ROYAL ▼ HOECHST CELANESE ▼ HOLTRA CHEM ▼ HOUGHTON CHEMICAL ▼ HUBBARD-HALL ▼ HUNTER DRUMS ▼ HUNTSMAN CORPORATION ▼ HVC ▼ HYDRITE CHEMICAL ▼ ICC CHEMICAL ▼ ICI AMERICAS ▼ ICI SURFACTANTS ▼ ICIS-LOR ▼ INDSPEC CHEMICAL ▼ INTERCONTINENTAL TERMINALS ▼ INTERNATIONAL COMMODITIES EXPORT ▼ INTERNATIONAL RAW MATERIALS ▼ INTERNATIONAL SPECIALTY PRODUCTS ▼ INTERSTATE CHEMICALS ▼ IT CORPORATION ▼ ITS/CALEB BRETT ▼ JAME FINE CHEMICALS ▼ JLM CHEMICALS ▼ JLM MARKETING ▼ JONES-HAMILTON ▼ JUNGUNZLAUER ▼ KAISER ALUMINUM & CHEMICAL ▼ KA STEEL CHEMICALS ▼ KIC CHEMICALS ▼ KUINE & COMPANY ▼ KOCH CHEMICAL ▼ KOPPERS INDUSTRIES ▼ KRAMER CHEMICAL ▼ LABORATORY SERVICE ▼ LCI, LTD ▼ LECTROMAT ▼ LINTOTT RESOURCE ▼ LONZA ▼ LORD CORPORATION ▼ LUBRIZOL ▼ MADISON CHEMICAL ▼ MALLINCKRODT ▼ MAMECO ▼ MARSULEX ▼ MARTIN MARIETTA ▼ MAYS CHEMICAL ▼ MCGEAN ROHCO ▼ MCLIVAIN TRUCKING ▼ MCWHORTER TECHNOLOGIES ▼ MEGALOID LABS ▼ MELLON BANK ▼ METHANEX ▼ MICHAEL DAY ENTERPRISES ▼ MICROSI ▼ MID-STATES CHEMICALS EHE ▼ MILLENNIUM INORGANIC CHEMICAL ▼ MITSUBISHI INTERNATIONAL ▼ MITSUI & COMPANY USA ▼ MOBIL OIL ▼ MONSANTO ▼ MONSON ▼ MONSONSHURTLIFF ▼ MORTON INTERNATIONAL ▼ MULTICHEM ▼ MUSANTE MARKETING ▼ NATIONAL MARINE ▼ NARIUM PRODUCTS ▼ NEVILLE CHEMICAL ▼ NEW PACIFIC INTERNATIONAL ▼ NORANDA METALLURGY ▼ NORTH AMERICAN CHEMICAL ▼ NORTH COAST CONTAINER ▼ NORTH INDUSTRIAL CHEMICALS ▼ NOVA CHEMICALS ▼ OCI CHEMICAL ▼ OHIO CHEMICAL SERVICES ▼ OLD WORLD INDUSTRIES ▼ OLIN CHEMICALS ▼ OM GROUP ▼ OMEGA POLYMERTECH ▼ ORBITAL ENGINEERING ▼ OSI WITKO ▼ OSRAM SYLVANIA ▼ OWENS CORNING ▼ OWENS CORNING/TRUMBULL ▼ OXYCHEM ▼ PACKAGING SPECIALTIES ▼ PAKTANK ▼ PALMER SUPPLIES ▼ PBB&S CHEMICAL ▼ PERSTORP POLYOLS ▼ PETRO PRODUCTS ▼ PETROLITE POLYMERS ▼ PHILIP ENVIRONMENTAL ▼ PHILLIPS CHEMICAL ▼ PILOT CHEMICAL ▼ PIONEER CHLOR ALKALI ▼ PITT PENN OIL ▼ PLASTICAN ▼ PLAZA GROUP ▼ POLYCOM HUNTSMAN ▼ PPG INDUSTRIES ▼ PQ CORPORATION ▼ PRAXAIR ▼ PRESSURE CHEMICAL ▼ PRESSURE VESSEL SERVICE ▼ PRIOR CHEMICAL ▼ PVS CHEMICALS ▼ PVS TECHNOLOGIES ▼ PVS/NOLWOOD ▼ QUAD CHEMICAL ▼ QUAKER STATE ▼ QUALITY CHEMICAL ▼ QUANTUM CHEMICAL ▼ RAMM SALES ASSOCIATES ▼ RANBAR ELECTRICAL MATERIALS ▼ RANBAR TECHNOLOGY ▼ REAGENT CHEMICAL ▼ RECOCHEM ▼ REGIONAL ENTERPRISES ▼ REILLY INDUSTRIES ▼ REP ▼ RESOLITE POLYGLAS ▼ RHONE-POULENC ▼ RIERDEN CHEMICAL ▼ ROGERS CARTAGE ▼ ROWELL CHEMICAL ▼ ROYALE PIGMENTS & CHEMICALS ▼ RUETGERS-NEASE ▼ RW GREEFF ▼ SAL CHEMICAL ▼ SAMIRIAN CHEMICALS ▼ SARTOMER ▼ SASKAWATCHEWAN MINERALS ▼ SCHENECTADY INTERNATIONAL ▼ SCHLUTZ CONTAINER SYSTEMS ▼ SEEGOTT ▼ SHELL CHEMICAL ▼ SHORE CORPORATION ▼ SHRIEVE CHEMICAL ▼ SMITHKLINE BEECHAM ▼ SOCO CHEMICAL ▼ SOLMAR CHARTERING ▼ SOLVAY FLUORIDES ▼ SOLVAY INTEROX ▼ SOLVAY MINERALS ▼ SOLVAY PERFORMANCE CHEMICALS ▼ SONY ▼ STEPAN ▼ STETSON CHEMICAL ▼ STONE CONSOLIDATED ▼ STORCHEM ▼ SUN CHEMICAL ▼ SUN COMPANY ▼ SUN PETROCHEMICALS ▼ TAG CHEMICALS ▼ TAMAYA CHEMICAL ▼ TANNER INDUSTRIES ▼ TECHNEGLAS ▼ TETRA PERFORMANCE CHEMICALS ▼ TEXTILE CHEMICAL ▼ TG CHEMICALS ▼ TG SODA ASH ▼ THERMAL INDUSTRIES ▼ THREE RIVERS PACKAGING ▼ TODD MILLER & ASSOCIATES ▼ TR INTERNATIONAL ▼ TRANSCHEMICAL ▼ TREATEX-CRA ▼ TRUESDALE ▼ UARCO ▼ ULBRICH CHEMICAL ▼ UNION CAMP ▼ UNION CARBIDE ▼ UNIROVAL CHEMICAL ▼ UNITED ERIE DIVISION INTERSTATE ▼ UNOCAL ▼ US TUNGSTEN ▼ US VANADIUM ▼ WALSPAR ▼ VANCO TRADING ▼ VAN LEER CONTAINERS ▼ VAN WATERS & ROGERS ▼ VEKA ▼ VININGS INDUSTRIES ▼ VITUSA PRODUCTS ▼ VOLIUN ENTERPRISES ▼ VULCAN CHEMICALS ▼ WACKER SILICONES ▼ WASHINGTON PENN PLASTICS ▼ WATSON RHENANIA ▼ WATSON STANDARD ▼ WEBB CHEMICAL ▼ WELLAND CHEMICAL ▼ WESTERN STATES CHEMICAL ▼ WESTINGHOUSE ELECTRIC ▼ WILSON INDUSTRIAL SALES ▼ WITCO ▼ WK MERRIMAN ▼ WJM BARR ▼ WOLF CONTAINER & CHEMICAL ▼ WORTH CHEMICAL ▼ YOUNG CHEMICAL ▼ ZACLON ▼ ZENECA ▼ ZINC CORPORATION OF AMERICA ▼ ZINCAN ENTERPRISES ▼ ZIPPO MANUFACTURING

## 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 a morning workshop 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

- |      |   |      |  |
|------|---|------|--|
| 1998 | J.Roger Hirl<br><i>President &amp; CEO,<br/>Occidental Chemical Corporation</i>   | 1982 | Richard E. Heckert<br><i>Vice Chairman &amp; CEO, DuPont</i>                                 |
| 1997 | John A. Krol<br><i>President &amp; CEO, DuPont</i>  | 1981 | J. Peter Grace<br><i>President &amp; CEO, WR Grace &amp; Co.</i>                             |
| 1996 | G. Richard Wagoner, Jr.<br><i>President, General Motors<br/>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,<br/>Huntsman Group</i>   | 1979 | Paul F. Oreflice<br><i>President &amp; CEO,<br/>Dow Chemical Corp.</i>                       |
| 1994 | Thomas L. Gossage<br><i>Chairman, President &amp; CEO,<br/>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,<br/>Shell Chemical Co.,<br/>Shell Oil Co.</i> |
| 1990 | The Honorable Peter K. Nunez<br><i>Assistant Secretary (Enforcement)<br/>Department of Treasury,<br/>United States of America</i> | 1974 | Z.D. Bonner<br><i>President &amp; CEO and Exec. VP,<br/>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,<br/>Union Carbide Corp.</i>  | 1972 | Fletcher L. Byrom<br><i>Chairman of the Board &amp; CEO,<br/>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,<br/>PPG Industries, Inc.</i>       |
| 1986 | Vincent A. Sarni<br><i>Chairman of the Board &amp; CEO,<br/>PPG Industries, Inc.</i>  | 1970 | Carl A. Gerstacker<br><i>Chairman of the Board &amp; CEO,<br/>Dow Chemical Corp.</i>         |
| 1985 | Ray R. Irani<br><i>President, Occidental Petroleum Corp.</i>  | 1969 | James G. Baldwin<br><i>Executive Vice President,<br/>Hooker Chemical Co.</i>                 |
| 1984 | Alexander F. Giacco<br><i>Chairman of the Board &amp; CEO,<br/>Hercules Corp.</i>   | 1968 | John L. Gillis<br><i>Vice President, Monsanto</i>  |
| 1983 | Edward L. Hennessy<br><i>Chairman of the Board &amp; CEO,<br/>Allied Corporation</i>  |      |  |

## SPONSORS

### Joint Chemical Group

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

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

**Secretary/Treasurer:** John C. Gearhart,

INDSPEC Chemical Corporation

### Chemical Association of Pittsburgh

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

**Vice President:** Robert A. Wiley, Textile Chemical Company, Inc.

**Secretary:** Joseph Farris, Eastman Chemical Co., Inc.

**Treasurer:** Mark Zoller, A.C. Zoller Co., Inc.

### Commercial Development Association of Pittsburgh

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

**President-Elect:** James C. Williams, J. C. Williams Business Group

**Secretary/Treasurer:** Richard J. Van Lieshout,

Callery Chemical Co.

**Directors:** Al Beranek, Lab Chem., Charles D. Taylor,

C. Taylor Consulting

Pittsburgh Chemical Day

P.O. Box 22123

Pittsburgh, PA 15222

1-800-890-CHEM (2436)

412-859-6618 (Fax)

www.pittchemday.com

## ABOUT THE WORKSHOP

### CONFLICT, CHEMISTRY AND COMMUNICATION

*is about people ... what motivates them and why they behave the way they do. This program ensures that you will build quality relationships with everyone you meet, whether it's at the office, on a sales call, at a social event, or at home. Each of us is unique, yet we all display patterns of behavior that are predictable. Rick Barrera will teach us how to quickly and easily identify the patterns in others so that we can "get on the same wavelength" instantly. We'll immediately have more effective communications and more rewarding interactions. Conflict, Chemistry and Communication will help us to develop the people skills that are the key to management, sales and customer service excellence.*

