



# CHEMICAL DISTRIBUTOR

PUBLICATION OF THE NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS

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## What's Your



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## MEMBER NEWS

### Personnel

**Univar**, a global leader specializing in the sales, marketing, application and safe, efficient handling of a wide range of chemicals and ingredients appointed **John J. Zillmer** as **president and chief executive officer**. Gary Pruitt, non-executive chairman of the board, announced his plans to retire as chief executive officer last April. Zillmer joins Univar after serving as chairman and chief executive officer of Allied Waste Industries, Inc. from 2005 until it merged with Republic Services in December 2008. Pruitt will assist during the transition and remains as Univar non-executive chairman of the board.

**The Plaza Group**, an international petrochemical marketing company, has expanded its global workforce with the addition of Sales Manager **Ron Munos**. As sales manager, Munos will be responsible for growing The Plaza Group's aromatics and oxygenated solvents business. Munos brings more than 35 years of experience in the petrochemical industry to The Plaza Group. Most recently, he served as an account representative at ExxonMobil Chemical, where he was responsible for domestic and international sales and supply for all solvent and fluid based products. The Plaza Group also added **Jerry Dunn** as Vice President of Sales. In his new position, Dunn will lead the sales function. Dunn brings more than 20 years of chemical industry experience to his new post. Prior to joining The Plaza Group, he spearheaded Thatcher Company's grassroots development of commerce in the Southeastern United States.

**Archway Sales, Inc.** welcomes Pat Murphy. We are very pleased to announce Pat Murphy has joined Archway Sales, Inc. as a Sales Representative for our Southeast region. Pat has over 25 years of experience in specialty chemical sales and management. In addition Pat spent 15 of those years growing business to business sales operations within the specialty chemical industry. Pat will be responsible to establish and grow Archway's presence and sales in NC, SC, GA, and FL.

**The E.T. Horn Company**, a leading distributor, supplier, marketer, and manufacturer of specialty chemicals and ingredients announced that **Gene Alley** has returned as the company's CEO, a position he previously held for 18 years. ET Horn's board has also asked Mr. Alley to retain his title as Chairman. The Board considered Alley's longtime leadership and myriad business relationships, some spanning several decades, and concluded he would be key in the company's ability to prosper. In related news, the company also appointed **Mike Zarkades** to its Board, effective immediately. Zarkades, an industry veteran with manifold national experience, will also retain his duties as president of E.T. Horn's Ingredients Group.



## NACD Welcomes New Non-Chemical Handler Affiliate Program Participant



### BURNS & MCDONNELL

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Tel: 816/333-9400 • Fax: 816/333-3690 • www.burnsmcd.com

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Contact: Robert J. "RJ" Hope, Physical Security Analyst

Product Codes: BB FF

The NACD Affiliate Program for **Non-Chemical Handlers** is open to participation for companies that supply products and services to the chemical distribution industry. Companies participating have chosen to closely associate with NACD distributors committed to improving the chemical industry's performance in health, safety, security, and environmental issues through the Responsible Distribution Process<sup>SM</sup>.

**\*See NACD Membership Directory for Product Code definitions.**

**Correction** September issue (vol. 31, no.7). We would like to correct the name of the following company as listed on the RDP Verification Congratulations page. The correct name is Shepard Bros. Inc.

# Members Find Value in Regional Meetings and Luncheons



Attendees at Southern Region Meeting, May 2009.

## Western Region

This April brought the Western Region Annual Meeting to the island of Maui from April 15-18. Attendees were greeted by the Western Region Board: Regional President Susan Nichols Billheimer, ROSS, Inc., Regional Vice President Michael Lee, A.G. Layne Inc., and Regional Treasurer Ron Shepard, Shepard Bros., Inc.

This year's program featured two outstanding speakers from the Los Angeles law firm, Dongell, Lawrence, Finney LLP, who addressed litigation and regulatory trends in the U.S. and specifically in California environmental programs. A presentation by Clyde Pearch, Eagle Group, focused on RDP and ISO, with continued discussion on how to best assess

our businesses today while also allowing for some down time to enjoy the great setting and activities. Over 80 attendees were welcomed by Regional President Donna Boldt and her officers, Regional Vice President, Jeff Miller, Research Solvents & Chemicals Inc., Ed Boss, President, Bossco Industries Inc., and Dennis Gillespie, President, Lintech International.

The program began with Jason Bader of The Distribution Team looking at Inventory Management and how to change the mentality of how your inventory is viewed by your staff. Bill Balduino, Dunn & Bradstreet followed with a presentation on "Business Acumen: What It Is and Why It Is So Important" and "Managing Through Issues By Applying a Customer Lifecycle Management Strategy."

evening at the infamous Churchill Downs. Regional President, Bruce Whetter, led the meeting with his officers, Regional Vice President Pat O'Toole, President, Webb Chemical Service Corp., Regional Secretary Bill Whitcher, Viking Chemicals Company and Regional Treasurer Tommy Turriff, TLC Ingredients, Inc.

The featured speaker was Bob Rosner, Wall Street Journal, Best-Selling Author, and Award-Winning Journalist who spoke on "12 Steps to Better Bossing Even in a Recession". He was joined by Tom Noon who addressed financial benchmarking and Clyde Pearch who looked at RDP and continuous improvement techniques. The program also included presentations from Chris Jahn, President of NACD on the Political Climate in Washington & NACD Updates and Bruce Schechinger, President, BHS Marketing LLC, and Chairman, NACD on the Benefits of NACD Membership.

Additionally, in conjunction with OPSEM, the Central Region hosted a reception on the first night to welcome members and Affiliates from the region to the meeting and to provide opportunities to connect and get to know each other better. Over 40 people participate in this evening event and great ideas were shared on how they can best utilize their NACD membership.

# Destination

# 2010

## Washington Fly-In

April 28-29, 2010

Chemical(RE)Actions

### What is the Washington Fly-In?

This annual two-day event is held each spring in Washington, DC. In addition to advance briefing sessions, NACD schedules meetings with member company executives and Members of Congress as well as key federal agency officials.

By participating, you will:

- ✓ Meet with your Senators and Representatives
- ✓ Establish or continue dialogue on issues important to your operations
- ✓ Educate them about the chemical distribution industry, the Responsible Distribution Process<sup>SM</sup> and our excellent track record of safety and quality.

These face-to-face meetings are **effective and efficient** at helping the industry inform federal legislative and regulatory personnel on how proposals in Congress or those moving through the agencies will impact your company.

**Mark your calendar today!**

#### Location:

The Washington Fly-In will be held at the Westin City Center, 1400 M St., NW, Washington DC.

#### To Learn more, visit us at:

[www.nacd.com/advocacy/washingtonFlyin.aspx](http://www.nacd.com/advocacy/washingtonFlyin.aspx)

*“Educating our legislators is our responsibility. We have a voice and we must use it to protect our business interests.”*

Mat Brainerd, President,  
Brainerd Chemical  
Company, Inc.

Chairman, NACD's  
Government Affairs  
Committee

Want to read more? Join NACD!

For further information on becoming an NACD member or Affiliate, e-mail Larry Bafundo, Manager, Member Advancement and Communications, at [lbafundo@nacd.com](mailto:lbafundo@nacd.com).