

# ACCELERATING GROWTH AND VALUE THROUGH DISTRIBUTION

Luncheon/Webcast • March 9, 2016 • Penn Club

Free Webcast for ACS National Members – Register at [www.cmeacs.org](http://www.cmeacs.org)

## Abstract

The global chemical distribution channel is large, fragmented and growing faster than the chemical sector. It also is going through tremendous change as distributors are gearing up to better enable chemical producers and their customers to focus more on their core activities by outsourcing more of the sales, logistics, and packaging/blending and other essential services. As this trend continues, growth in the global chemical distribution market is expected to continue to outpace overall growth in the chemical industry. But why?

This talk will explore the important role distribution plays in the \$3.4 trillion global chemical value chain – and an industry with more than 100,000 producers supplying chemicals utilized in a diverse range of end markets. The presentation will highlight how distributors help chemical producers reduce complexity and costs within their organizations, as well as improve their market access and geographic reach. In the context of Univar's position as the No. 1 chemical distributor in North America, the discussion will also uncover how customers in a wide variety of focused industries can benefit from a lower total cost of ownership by purchasing a comprehensive set of bundled products and service solutions from chemical distributors.

Join us on March 9 for an opportunity to hear more on how distribution is helping accelerate growth and value for the coming decade.



**Speaker: J. Erik Fyrwald** joined Univar as CEO in May 2012, and has since led the implementation of several transformational initiatives to drive growth, safety and operating performance. Erik has more than 35 years of experience in the chemical industry, and from December 2011 to May 2012, served as President of Ecolab, a cleaning and sanitation, water treatment, and oil and gas products and services provider. From February 2008 to December 2011, He was CEO of Nalco, and from 2003 to 2008, Erik was Group Vice President of the Agriculture and Nutrition Division of DuPont. He currently serves on the board of directors for Eli Lilly, Amsted Industries, The Society of Chemical Industry, and The Field Museum. Erik holds a bachelor's degree in chemical engineering from the University of Delaware and completed the Advanced Management Program at Harvard Business School.

## Event Schedule

**Location:**Penn Club  
30 W 44th Street, NYC**Event Times: (ET)**11:15 am - 12:00 noon  
Registration and  
Networking

12 noon - 1 pm Luncheon

1 pm - 2 pm Talk - Webcast

**Luncheon Fees**

\$120 for non-members

\$90 for members

Check for Early-bird savings

**Webcast** : \$30. Free webcast  
recording for ACS members

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