On behalf of the Industrial Users Summit Steering Committee, welcome to the 2nd annual Associated Builders and Contractors (ABC) Industrial Users Summit!

We are pleased to have you join us in San Antonio for what promises to be two days of important dialogue between contractors and the user community about issues that are important to all of us – safety, productivity, and workforce development, just to name just a few. We all share a common interest in delivering quality projects on time and on budget and the Summit provides an excellent venue for us to learn from one another and discuss challenges and opportunities to improve the success of our projects.

In addition to the valuable education the Summit provides, each of you will have the opportunity to network with one another – user to contractor, user to user, contractor to contractor – to develop your professional network and share ideas and best practices long after the Summit concludes. We feel confident that our program will provide you and your business – regardless of whether you are a user or a contractor – a better understanding of the opportunities around contract procurement, safety, labor availability, and the ever-changing landscape of the global industrial market.

I look forward to talking with you at the conference and hearing your thoughts on how we can make this event even more valuable.

Kevin Sell
Committee Chair: Vice President, United Group Services
3:45 – 4:30 p.m.
**Construction Contracting Strategies**
Grand Oaks Ballroom, Salons A-D

**MODERATOR:**
Mike Bellaman, President & CEO
Associated Builders and Contractors

**PANELISTS:**
William J. Clouatre, Vice President of Corporate Business Development, at Cajun Industries, LLC
Bill Hardin, Project Consultant at LyondellBassell
John Rigby, Contracts Manager, Refining - US Projects, Phillips 66

There are many ways to procure and contract construction services. The overall outcome is to have a project delivered successfully for all involved. Often, commercial strategies are designed to mitigate a particular risk from one side or the other and rarely are the owner and contractor aligned contractually, which can sometimes have unintended consequences. This session explores the advantages and disadvantages of various selection and contracting methods from both the owner and contractor perspective, creating a provocative and educational interactive dialogue.

4:30 – 5:45 p.m.
**Navigating Workforce Challenges in the Booming Industrial Markets**
Grand Oaks Ballroom, Salons A-D

**MODERATOR:**
Craig Messer, Vice President of ISC Constructors, LLC

**PANELISTS:**
Robert Fraxley, Director of Commercial Strategies at Fluor
Dennis R. Nolan, SPHR, Human Resources Consultant, Alpha Resources, LLC
Randy Walker, S & B Engineers and Constructors, Ltd.

Construction is booming in industrial markets—from the Gulf Coast to North Dakota throughout the Midwest and Pennsylvania—leaving owners and contractors to compete for a limited pool of human resources. A panel of owners and contractors will discuss a range of strategies used to attract and retain workers. They will provide insights on how to best succeed in the current and future business environments by focusing on strategic alignment between all parties on a project to identify conflicts and prevent bottlenecks. Their discussion will help you achieve long-term success and sustainability that benefits everyone.

5:45 – 6:45 p.m.
**VIP Cocktail Reception** (Invitation Only)
Sunday House Garden

6:45 – 7:30 p.m.
**General Reception**
San Antonio Terrace

7:30 p.m.
**Dinner**
Grand Oaks Ballroom, Salons N-P

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7:00 – 8:00 a.m.
**Breakfast Buffet**
Grand Oaks Ballroom, Salon E

8:00 – 8:30 a.m.
**Yes, the Merit Shop Trains**
Grand Oaks Ballroom, Salons A-D

**PRESENTER:**
Steve Greene, Vice President, NCCER

Learn about NCCER, its relationship with ABC, the type of curriculum offered and the delivery channels through which training is delivered.

8:30 – 9:15 a.m.
**Utilizing the Safety Stand Down Procedure as a Leading Indicator Strategy**
Grand Oaks Ballroom, Salons A-D

**PRESENTERS:**
William (Rusty) Fannin, Americas Construction Manager at Air Products and Chemicals
Kevin Sell, Vice President of United Group Services

Learn how one construction user has taken a unique approach to accident prevention by using the safety stand down as a tool to evaluate and enhance jobsite safety. Rather than waiting for an incident or near miss, Air Products has taken a proactive approach by scheduling random stand downs to identify potential safety risks and correct them before an injury or accident occurs.

9:15 – 10:00 a.m.
**Contractor Managed Engineering Procurement and Construction**
Grand Oaks Ballroom, Salons A-D

**PRESENTERS:**
Joe Clements, Director of Power Generation Commercial Operations, LG&E and KU Services Company
Kevin Sell, Vice President of United Group Services

Hear how contractors are taking a new approach to an old concept by taking the lead to manage projects from start to finish, allowing for more efficiency, cost-control and on-time delivery.

10:00 – 10:15 a.m.
**Break**
Grand Oaks Ballroom, Salon E

10:15 – 11:15 a.m.
**Labor Risk Mitigation through Modularization and Prefabrication**
Grand Oaks Ballroom, Salons A-D

**MODERATOR:**
William J. Clouatre, Vice President of Corporate Business Development at Cajun Industries, LLC

**PANELISTS:**
Aubrey Blalock, Director of Major Projects at Valero Energy Corporation
Milt Cousins, Director of Fabrication at Turner Industries Group, LLC

11:15 – 12:00 p.m.
**Open Forum**
Grand Oaks Ballroom, Salons A-D

12:00 – 12:15 p.m.
**Wrap and Next Steps**
Grand Oaks Ballroom, Salons A-D
Michael D. Bellaman, President and CEO of Associated Builders and Contractors

Michael D. Bellaman is president and CEO of ABC, a national trade association representing nearly 21,000 construction and industry-related firms. His focus is on increasing the value of ABC to its members and the construction industry and he leads the industry-wide Construction Coalition for a Drug- and Alcohol-Free Workplace; focuses on ABC’s Safety Training and Evaluation Process (STEPS); and serves as a trustee for the Trimmer Construction Education Foundation, which generates funds to support construction education.

He also oversees legislative efforts to secure a level playing field for all members of the construction industry – regardless of union affiliation. Bellaman served as CEO of Americas for Bovis Lend Lease from 2008-2010 and as CEO of Lend Lease Retail and Communities from 2005-2008.

Bellaman is a 1985 graduate of Penn State University with a Bachelor of Science degree in architectural engineering.

Aubrey Blalock, Director of Major Projects - Port Arthur Valero Energy Corporation

Aubrey Blalock is based in San Antonio, Texas, where he serves as the director of major projects for Valero Energy Corporation. Blalock has more than 30 years of refinery experience and has assignments in numerous fields, but specializes in project engineering, oil movements, PSM, operations training, and procurement/warehousing.

Michael Casten, Principal of Construction Concepts

Mike Casten founded Construction Concepts in 1978 and over the last 35 years, he has provided consulting services in the area of breakthrough performance improvement within hundreds of individual construction operations and on projects of every size and type across the US and in Canada, Mexico, and Venezuela.

He is currently completing a book on crew centered construction and consulting with a select group of clients in the deployment of Construction Concepts’ construction project production management system (CP2Ms) that balances a focus on improving the predictability and reliability of project work flow with the optimization of the effectiveness and efficiency of the work at the crew level.

Casten started his construction career as a carpenters’ apprentice before attending Colorado State University as an Industrial Construction Management major.

Joe Clements, Director of Power Generation Commercial Operations LG&E and KU Company

In his role as director, power generation commercial operations with LG&E and KU Company Joe Clements is responsible for contracting, procurement, materials management and invoice processing for an 8,000 MW generation fleet located in Kentucky.

Clements has 32 years of experience within the electric and gas utility industry, mostly focused on complex industrial contracting and procurement for construction, operation and maintenance of major facilities that enable LG&E and KU to provide service to 1.1 million customers in Kentucky and Southwestern Virginia.

Clements also has led the consolidation of spend and supply base on the most complex sourcing categories for LG&E and KU, including leading the generation construction contacting function during a $4 billion expansion plan over multiple coal, natural gas and hydro generation projects.

Clements received his Bachelor of Science and Masters degrees in industrial technology from Western Kentucky University.

William J. Clouatre, Vice President of Cajun Industries, LLC

William J. Clouatre is vice president of corporate business development for Cajun Industries, LLC, Baton Rouge, La. Clouatre is a 28-year veteran of the engineering, construction and maintenance services industries, primarily in the power, chemical and refining markets.

He has held numerous positions including procurement, contracts administration, site management, project management, and business development, where he works with prominent engineering and construction and general construction forms. Clouatre has been involved in the ABC Pelican and New Orleans/Bayou Chapters since 1993 and has held many positions including as chapter chairman for the Pelican Chapter in 2002-2003.

Andrew T. Conlin, Director of State and Local Affairs for Associated Builders and Contractors

Andrew T. Conlin is the director of state and local affairs for ABC National. He is a leader on construction labor issues, with experience in project labor agreement (PLA) mandates, union corporate campaigns, and state prevailing wage requirements, among other topics. Conlin currently is leading ABC National’s successful multi-state effort to guarantee government neutrality with regard to PLA mandates on state and local construction projects.

Previously, Conlin gained extensive experience in state legislative affairs as a Maryland state legislative staffer and as an analyst with a private consulting firm in Virginia. He is a graduate of Purdue University.

William H. Cousins, Director of Fabrication Sales at Turner Industries Group, LLC

William H. Cousins is director of fabrication sales for Turner Industries Group, LLC, a Louisiana-based industrial contractor and fabricator. He has been involved with the development of shop pipe fabrication, module assembly, and construction sales since 1986. Cousins also helped to introduce the use of close radius induction pipe bending for spool fabrication in the United States.

Milton is actively involved with EPC’s and owners in the development of work processes and practices to improve the efficiency of assembly for prefabricated process and pipe rack systems. Cousins graduated from North Texas State University with a B.M.E. in 1986 and is a member of ABC and the Houston Pipeliners Association.

William (Rusty) Fannin, Americas Construction Manager for Air Products and Chemicals

William (Rusty) Fannin is the Americas construction manager for Air Products and Chemicals, where he has construction management responsibilities for capital construction projects executed in the Americas. In 2006, Fannin assumed the role of global health and safety manager, where he is accountable for all aspects of construction safety for the global construction engineering organization.

Fannin has a total of 30 years of experience managing heavy industrial construction projects and has been a part of Air Products since 1989.

Fannin graduated from Arizona State University with a Bachelor of Science degree in civil/structural engineering with a minor in behavioral sciences.
Robert (Bob) Frawley, Director of Operations - Americas Fluor Construction & Fabrication

During his 30+ years in the construction industry, Bob has built a career in project management, risk management, strategic planning, business development and contractor licensing. He is known for effectively creating company processes and training others in these fields as well as change management.

With an expertise in contractor licensing, Bob holds or is the qualifying party for contractor licenses in multiple states. Bob has experience in the refining, petrochemical, and power industries, as well as in hazardous waste cleanup and the heavy commercial marketplace. He has managed and contributed to numerous construction projects for Fortune 500 companies and for federal, state, and local agencies throughout the United States and abroad.

He was the Vice President of Operations for the former Fluor affiliate, Plant Performance Services, LLC (P2S) Bob earned a Bachelor of Business Administration from Concordia College.

Steve Greene, Vice President of NCCER

Steve Greene currently serves as vice president of NCCER (originally known as the National Center for Construction Education and Research). He has over 35 years of construction management experience (superintendent, project manager, director of human resources and senior director of global workforce development) with three major international contractors – Fluor, KBR and Bechtel.

Greene also has been the COO and owner of an industrial construction services company and has been the vice president of operations with two post-secondary career college systems. Greene has held Board of Trustee positions with the American Vocational Association, NCCER, the National Technical Honor Society, the Piedmont Council for the Prevention of Child Abuse, the ABC Trimmer Construction Education Foundation and the Fluor Foundation Scholarship Board.

He also participates on a number of workforce development boards and committees including the Construction Users Roundtable (CURT) National, CURT local user councils, SkillsUSA and industry-specific organizations. Greene holds a Bachelor of Science degree in pre-medical science from Wofford College in Spartanburg, S.C.

Bill Hardin, Projects Consultant at LyondellBasell

Bill Hardin, projects consultant at LyondellBasell, is responsible for contracting strategies, contract formation, contract negotiation and contract placement for the full slate LyondellBasell’s projects above $10 million TIC. Hardin has been in the heavy industrial engineering and construction business for over 40 years as an engineer, project manager, business development representative and corporate executive with Bechtel, Brown & Root and Zachry.

He graduated twice from Georgia Tech, first earning a Bachelor of Science degree with High Honors in aerospace engineering, while on athletic scholarship, and then with a Master’s degree in mechanical engineering. Hardin also has MBA short course credentials from Stanford University and Rice University and holds Professional Engineer’s licenses in Texas, Colorado and Georgia.

Craig Messer, Vice President of ISC Constructors

Craig Messer is vice president of ISC Constructors Beaumont, La., an industrial electrical, instrumentation and controls company offering construction, maintenance and engineering services and employing over 2,500 people. ISC services the chemical processing, petrochemical, refining, power and pulp and paper industries and also has taken an active leadership role in developing the industry’s workforce to meet future manpower demand.

Messer currently is serving as Chairman of the ABC Southeast Texas Chapter and is actively involved with United Way of Beaumont and North Jefferson County, where he has served as chairman of the board and of both the Allocations Committee and the Campaign Committee. Messer is a graduate of Louisiana Tech University with a Bachelor of Science degree in construction engineering technology.

John Rigby, Contracts Manager - Refining - US Projects for Phillips 66 Company

John Rigby joined CononcoPhillips in May 2006 and now is the manager of major contracts for Phillips 66 Company, which includes EPC, turn around, strategic sourcing and various category management agreements.

Previously, Rigby worked for KBR for four years in contractor-client contracts and was the lead EPC contract negotiator for Enron’s power project program for numerous international projects including India, Croatia, Turkey, Puerto Rico, the Philippines and Indonesia. Rigby also served 21 years in the Army Corps of Engineers, including three years as a director of engineering and housing in Germany and six years as the deputy commander of the Fort Worth Corps of Engineers District where his responsibilities included the management of 24 flood control lakes and the design, procurement and construction program for more than 20 military installations.

Rigby has a Bachelor of Science degree in economics and business from Nasson College and an MBA from Syracuse University.

Kevin Sell, Vice President of United Group Services

Kevin Sell is the vice president of United Group Services, Inc., Cincinnati, Ohio, a full service, industrial mechanical firm with operations in eight states. Sell has 23 years of experience in the construction industry.

In addition to several environmental, health and safety credentials, his education includes technical degrees in Fire Science and Business Administration from Northern Kentucky University, a bachelor’s degree in Fire and Safety Engineering from the University of Cincinnati, and a master’s degree in Construction Management from Clemson University.

Sell was a contributing author to George Burk’s book, “Value Centered Leadership,” and he co-wrote the Voluntary Protection Program for Construction for OSHA.

Sell also has served as chairman of the Kentucky Occupational Safety and Health Review Commission from 2006-2009 and as a board member on the Kentucky Workers Compensation Funding Commission for two years.

In addition, Sell served as a member of the 2012 U.S. Electoral College representing Kentucky’s Fourth Congressional District and is the national chairman of ABC’s Free Enterprise Alliance.
List of Registrants  
(As of Wednesday, 10/8/2014)

Dave Barbieri  
Industrial Project Manager; ESBN Louisville  
Michelle ASRC

Michael Bellaman  
CEO  
Associated Builders & Contractors, Inc.

Brandt Bensema  
Vice President of Business Development  
Interstates Companies

Arthur Bergoon  
Vice President, EPC Services  
Hargrove Engineers + Constructors

Aubrey Blalock  
Director Major Projects - Port Arthur  
Valero Energy Corporation

Conrad Bourg  
President  
James Industrial Constructors

Tom Boyle  
Assistant Vice President  
Hospital Corporation of America

Mark Brantley  
Vice President - Jaconb, Baton Rouge  
Jaconb

Dan Brodbeck  
President & CEO  
Compas Partners LLC

Michael Casten  
Vice President, Construction Concepts  
Interstates Companies

Josh Causey  
Director of Operations  
Repcon, Inc.

David Chapin  
President  
Willmar Electric Service, Inc.

Jeff Chinn  
Senior VP of Gulf Coast Operations  
Bowen Engineering Corporation

Joe Clements  
Director, Power Generation Commercial Operations  
LG&E and KU Services Co.

William Cloutatre  
Vice President  
Cajan Industries, LLC

Milt Cousins  
Business Development Manager  
Turner Industries Group, LLC

Bob DeJaegher  
Vice President of Energy Services  
Kelcher, Inc.

Joseph Dovsch  
Regional Engineering Manager  
DuPont

Jason Evans  
Director, Power Generation Commercial Operations  
GROUP Industries, LLC

Rusty Fannin  
Americas Construction Manager  
Air Products and Chemicals

Robert Frawley  
Director of Commercial Strategies - Americas  
Fluor

Dan Freese  
President  
United Group Services

Chuck Goodrich  
Executive Vice President  
Gaylor Electric, Inc.

Steve Greene  
Vice President  
NICEER

William Hardin  
Projects Consultant  
LyondellBasell

Ed Hester  
Business Development Manager  
Austin Industrial

Doug Hoberock  
Vice President  
HTH Companies Inc.

Kenneth Howell  
Director, Maintenance  
Valero Energy

Kevin Kimball  
Area Manager  
TIC-The Industrial Company

Shane Kirkpatrick  
Executive Vice President  
GROUP Industries, LLC

Steve Klessig  
VP, Architecture and Engineering/Co-Owner  
Keller Inc.

Matthew Lammon  
Industrial - Division Manager  
Barriere Construction Co., L.L.C.

David Mayer  
Vice President - Business Development  
Barriere Construction Co., L.L.C.

Chris Medema  
Americas Category Manager  
Dow Corning Corporation

Craig Messer  
Vice President - Beaumont Office  
ISC Constructors, LLC

Mark Mosley  
CEO / Chairman  
United Group Services

Dennis Noland  
Human Resources Consultant  
Alpha Resources, LLC

Ryan Odendahl  
President  
Keeet Group

David Owen  
Founder  
EverBLUE Water Technologies

Coby Perry  
Senior VP Manager Capital Projects Support  
Sasol

Donn Peterson  
Vice President - Business Development  
GROUP Industries, LLC

David Pugh  
Partner  
Bradley Arant Boult Cummings LLP

Charles Ransdell  
Manager, Commercial Operations  
LG&E and KU Services Company

John Rigby  
Contracts Manager - Refining - US Projects  
Phillips 66

Ricardo Rios  
Senior Director, Business Development  
IH E&C International Corporation

Anthony Ruckriegel  
Manager Contracts, MPP Capital Proj., Project Engineering  
GROUP Industries, LLC

Patrick Ryan  
Director of Business Development  
TFE - The Industrial Company

Wendell Rychnik  
Vice President  
McGraw Engineering

Kevin Sell  
Manager, Commercial Operations  
Turner Industries Group, LLC

Thomas Snapp  
Manager, Commercial Operations  
S & B Engineers and Constructors, Ltd.

Kathy Tranha  
President & CEO  
Alliance Safety Council

Fred Ungerman  
Manager, Commercial Operations  
United Group Services

Jamie Van Voorhis  
Workforce Development  
Jacobs

Darin Vreugdenhil  
Assistant Vice President  
Interstates Companies

Randy Walker  
Senior Vice President  
S & B Engineers and Constructors, Ltd.

Kellen Walters  
Vice President  
Casey Industrial, Inc.

Randy Ward  
Vice President  
Beacon Electric

Joshua Williford  
Business Development Manager  
Gaylor Electric, Inc.

Eric Wilson  
Manager, Commercial Operations  
Keeet Group

Don Wright  
Vice President  
Richard Industrial Group

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