

# ABC INDUSTRIAL USERS SUMMIT

**OCTOBER 16–17, 2014**

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## Welcome

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

## Committee Members

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

**John Bernard**, Chapter President, ABC Southeast Texas

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

**William J. Clouatre**, Vice President, Corporate Business Development, Cajun Industries, LLC

**Joe Davis**, Director, EHS, GE Aviation, US

**Joseph E. Harrison**, Strategic Supply Manager, Engineering & Construction Services, Dow Corning Corporation - Global Procurement

**Greg Hoberock**, President, HTH companies, inc.

**Kevin Sell**, Committee Chair, Vice President, United Group Services

## Thursday, October 16, 2014

Noon – 5:00 p.m.

### Registration

Grand Oaks A Foyer

2:00 – 2:15 p.m.

### Welcome and Overview

Grand Oaks Ballroom, Salons A-D

2:15 – 2:45 p.m.

### State of the Construction Industry

Grand Oaks Ballroom, Salons A-D

#### PRESENTER:

Mike Bellaman, President & CEO  
Associated Builders and Contractors

Get a macro view of the economic, political and regulatory environment and identify key risks and opportunities, which could alter the conditions of the construction industry going forward.

2:45 – 3:30 p.m.

### Creating a Production Environment that Optimizes Crew Performance

Grand Oaks Ballroom, Salons A-D

#### PRESENTERS:

Michael H. Casten, Founder of Construction Concepts

Mike Bellaman, President & CEO  
Associated Builders and Contractors

This panel discussion explores a specific recipe for enhancing productivity on the jobsite, including the development of specific criteria that construction industry companies can use to benchmark conditions to maximum crew performance.

3:30 – 3:45 p.m.

### Break

Grand Oaks Ballroom, Salon E



# Thursday, October 16, 2014 (Continued):

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. Cloutre, 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 Frawley, Director of Commercial Strategies at Fluor

Dennis R. Noland, 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

# Friday, October 17, 2014

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. Cloutre, 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

# Speaker Bios (In Alphabetical Order):

## **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 (STEP); 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 all 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. Cloutre, Vice President of Cajun Industries, LLC**

William J. Cloutre is vice president of corporate business development for Cajun Industries, LLC, Baton Rouge, La. Cloutre 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. Cloutre 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 (PLAs) 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.

## **Milton H. Cousins, Director of Fabrication Sales at Turner Industries Group, LLC**

Milton 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 Pipeliner's 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.

# Speaker Bios (Continued):

## **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 LyondellBassell**

Bill Hardin, projects consultant at LyondellBassell, 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. Hardine 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 an 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 2005-2009 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)

<b>Dave Barbieri</b>	Industrial Project Manager, ESNB Louisville	Michelin ASRC
<b>Michael Bellaman</b>	CEO	Associated Builders & Contractors, Inc.
<b>Brandt Bensema</b>	Vice President of Business Development	Interstates Companies
<b>Arthur Bergoon</b>	Vice President, EPC Services	Hargrove Engineers + Constructors
<b>Aubrey Blalock</b>	Director Major Projects - Port Arthur	Valero Energy Corporation
<b>Conrad Bourg</b>	President	James Industrial Constructors
<b>Tom Boyle</b>	Assistant Vice President	Hospital Corporation of America
<b>Mark Brantley</b>	Vice President - Jacobs, Baton Rouge	Jacobs
<b>Dan Brodbeck</b>	President & CEO	Compass Partners LLC
<b>Michael Casten</b>	Principal	Construction Concepts
<b>Josh Causey</b>	Director of Operations	Repcon, Inc.
<b>David Chapin</b>	President	Willmar Electric Service, Inc.
<b>Jeff Chinn</b>	Senior VP of Gulf Coast Operations	Bowen Engineering Corporation
<b>Joe Clements</b>	Director, Power Generation Commercial Operations	LG&E and KU Services Co.
<b>William Clouatre</b>	Vice President	Cajun Industries, LLC
<b>Milt Cousins</b>	Business Development Manager	Turner Industries Group, LLC
<b>Bob DeJaegher</b>	Vice President of Energy Services	Kelchner, Inc.
<b>Joseph Dovsch</b>	Regional Engineering Manager	Dupont
<b>Jason Evans</b>		GROUP Industries, LLC
<b>Rusty Fannin</b>	Americas Construction Manager	Air Products and Chemicals
<b>Robert Frawley</b>	Director of Commercial Strategies - Americas	Fluor
<b>Dan Freese</b>	President	United Group Services
<b>Chuck Goodrich</b>	Executive Vice President	Gaylor Electric, Inc.
<b>Steve Greene</b>	Vice President	NCCER
<b>William Hardin</b>	Projects Consultant	Lyondellbassell
<b>Ed Hester</b>	Business Development Manager	Austin Industrial
<b>Doug Hoberock</b>	VP Operations	HTH Companies Inc.
<b>Kenneth Howell</b>	Director, Maintenance	Valero Energy
<b>Kevin Kimball</b>	Area Manager	TIC-The Industrial Company
<b>Shane Kirkpatrick</b>	Executive Vice President	GROUP Industries, LLC
<b>Steve Klessig</b>	VP, Architecture and Engineering/Co-Owner	Keller Inc.
<b>Matthew Lammon</b>	Industrial - Division Manager	Barriere Construction Co., L.L.C.
<b>David Mayer</b>	Vice President - Business Development	Barriere Construction Co., L.L.C.
<b>Chris Medema</b>	Americas Category Manager	Dow Corning Corporation
<b>Craig Messer</b>	Vice President - Beaumont Office	ISC Constructors, LLC
<b>Mark Mosley</b>	CEO / Chairman	United Group Services

<b>Dennis Noland</b>	Human Resources Consultant	Alpha Resources, LLC
<b>Ryan Odendahl</b>	President	Kwest Group
<b>David Owen</b>	Founder	EverBLUE Water Technologies
<b>Coby Perry</b>	Senior VP Manager Capital Projects Support	Sasol
<b>Donn Peterson</b>	Vice President - Business Development	GROUP Industries, LLC
<b>David Pugh</b>	Partner	Bradley Arant Boult Cummings LLP
<b>Charles Ransdell</b>	Manager, Commercial Operations	LG&E and KU Services Company
<b>John Rigby</b>	Contracts Manager - Refining - US Projects	Phillips 66
<b>Ricardo Rios</b>	Senior Director, Business Development	IHI E&C International Corporation
<b>Anthony Ruckriegel</b>	Manager Contracts, Maj. Capital Proj., Project Engineering	LG&E and KU Services Company
<b>Patrick Ryan</b>	VP / Area Manager	TIC - The Industrial Company
<b>Wendell Rychlik</b>	Director of Business Development	WT Byler Co
<b>Kevin Sell</b>	Vice President	United Group Services
<b>Thomas Snapp</b>	Vice President	Ferguson Construction Company
<b>Chad Sorrick</b>	Business Development Executive	Tradesmen International
<b>Nick Stevens</b>	Construction Management	ISC Constructors, L.L.C.
<b>Dale Sullivan</b>	Operations Manager	S & B Engineers and Constructors, Ltd.
<b>Kathy Trahan</b>	President & CEO	Alliance Safety Council
<b>Fred Ungerman</b>	Partner	Taft Stettinius & Hollister LLP
<b>Jamie Van Voorhis</b>	Workforce Development	Jacobs
<b>Darin Vreugdenhil</b>	Business Development	Interstates Companies
<b>Randy Walker</b>	Vice President	S & B Engineers and Constructors, Ltd.
<b>Kellen Walters</b>	VP of Business Development	Casey Industrial, Inc.
<b>Randy Ward</b>	Vice President	Beacon Electric
<b>Joshua Williford</b>	Business & Engineering Services Manager	Gaylor Electric, Inc.
<b>Eric Wilson</b>	VP Operations	HTH Companies Inc.
<b>Don Wright</b>	Vice President	Richard Industrial Group

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