Virtual Market Outlook Workshop
August 6-7, 2020

Presentation Topics and Speakers

The Water/Wastewater Industry: What Goes Up...?
The water and wastewater market has been robust in recent years driven by infrastructure need, readily available financing and pronounced public support. But what happens now with the overall economy in a downturn? We’ll examine the trends, forces and technologies that will be in play and offer guidance for where the market may be headed.

Tom Decker of Thomas E. Decker consulting will provide market analysis on the water/wastewater sector. A recognized leader in this field, Mr. Decker has over forty years of experience in the industry.

Our World is Changing: Trends in Power Generation
Hear the outlook for the power generation market for the coming year. Areas to be covered include capital expenditures, maintenance trends and projected valve demand. Insights will also be shared on new energy and technology trends.

Executive Consultant Lyle White, who works with companies to enhance their business operations, sales and marketing strategies, will use his 38 years of experience at Black and Veatch to address the market economics as they relate to the power generation industry.

Pulp and Paper Industry – During and After COVID 19
The focus of this presentation will be on the major industry sectors – packaging, tissue and pulp. Key findings will be shared related to changing consumer behavior, new normal, drivers for demand and industry structure.

Soile Kilpi of AFRY Management Consulting has 25 years of experience in the pulp and paper industry. She works with the industry and OEM clients related to a wide variety of products from raw materials to converted end products.

Wall Street Perspective of the Valve Industry
Robert W. Baird will provide attendees with their unique perspective on factors that influence the flow control industry, including insights around the border economy, industrial end markets,
secular drivers and industrial stock market trends. They will also address what these trends imply moving forward.

Mike Halloran of Robert W. Baird, a long time Market Outlook Workshop speaker, has twice been named one of the top five industrial analysts in the country by The Wall Street Journal. In 2014 he was ranked by StarMine as the number one earnings estimator in Electrical Equipment. The previous year, he was ranked as the number three earnings estimator in Machinery.

Imagining a Reimagined Future: Commercial Construction POST COVID 19
This session will present the most probable recovery trajectories for commercial construction post COVID 19. It includes identification of the markets and segments that will lead or lag over the next several years. More importantly, this session will highlight strategic lessons learned and mistakes to avoid in times of heightened uncertainty.

Jay Bowman is Managing Director at FMI Corporation, a well-regarded consultancy that serves multiple industries. The company is well known for their yearly FMI Overview which provides in depth commentary on what key trends are expected to shape the Built Environment in the coming year.

The Oil and Gas Industry: Challenges and Opportunities
An evaluation of the near-term outlook for the upstream and midstream sectors of the US petroleum industry.

John Spears is well known to the VMA community having addressed us at this meeting for over 20 years. Using a proprietary forecasting algorithm, John will give us the forecast for the oil and gas market for 2021 including commentary on capital spending and industry trends.

US Chemicals: Weathering the Perfect Storm
The impact of the decline in economic activity has impacted chemical demand in a way not seen since the Great Recession. The drop in oil demand and oil prices has greatly eliminated the competitive advantage that had fueled the expansion that has been occurring for the last decade. These in turn are impacting the projects that were previously planned. This presentation will provide IHS Markit’s latest analysis of how these changes will impact capital spending by the industry over the next five years.

Russell Heinen of IHS Markit has more than 35 years of experience in energy and chemical consulting. His expertise ranges from energy and chemical market analysis, forecasting and investment analysis.

The Global Economic Outlook: Paths to Recovery From the COVID 19 Recession
The global economy has experienced a downturn of stunning speed and depth. The paths of recovery from the pandemic and recession are uncertain and will vary across regions and industries. This presentation will consider the potential for resiliency and the challenges faced by the United States, Europe, Asia-Pacific and other regions of the world.

Sara Johnson is Executive Director of Global Economics with IHS Markit. She is also past President of the Boston Economic Club, vice chair of the Associated Industries of Massachusetts Board of Economic Advisors and a member of the American Economic Association.
US Economic Outlook
This presentation will address the outlook for the US economy post the COVID 19 health crisis. The discussion will include thoughts on the shape of the recovery and the role of fiscal and monetary policy to support the economy. There will also be prerequisites on the upcoming election and the possible reworking of the supply chains and other longer terms shifts in the US economy.

Juhi Duwan leads Wellington Management’s analysis of the US economy. Prior to joining Wellington in 1995 she held positions at the International Monetary Fund and at the World Bank.

The Food and Beverage Industry After the Pandemic
Some food and beverage companies thrived, and some suffered during the COVID 19 pandemic. Hopefully all learned lessons from the unprecedented event. This presentation will focus on how the major companies were doing before the crisis, how they reacted and fared during it, and how they’re likely to finish out the year and do in the immediate future.

Dave Fusaro has been editor in chief of Food Processing magazine since 2003. In 30 years in food journalism, he’s won national writing awards from the American Society of Business Publication Editors for profiles on various companies. He has been interviewed on CNN and quoted in national newspapers

Global Trade in 2020 – Lessons Learned and Planning for the Future
The COVID 19 pandemic created havoc with companies supply chains. Those already facing financial constraints due to the Section 301 China tariffs or section 232 aluminum and steel tariffs have been seeking relief from the tariffs and are looking to restructure supply chains. This presentation will discuss other supply chain issues including increased export restrictions for US companies, the new USMCA free trade agreement and other developments in global trade.

Paula Connelly is a member of Sandler, Travis and Rosenberg, a law firm that has set the standard for providing comprehensive international trade related legal services to clients across the globe. She also serves as legal counsel to the Boston Customs Brokers and Freight Forwarders Association and Vice President of the Coalition of New England Companies for Trade.