

HF INSIDER

| Fall 2019 Edition

Welcome to the Fall 2019 edition of the HF Insider, our newsletter dedicated to hydrofluoric acid (HF). In this edition, we'll introduce Blake Wiseman, Senior Account Manager, Industrial Fluorines and Evan Prout, HF Operations Manager at our Geismar, Louisiana facility.

We're excited to feature a recap of the successful HF Roundtable that we hosted June 24-27, 2019 at the Allegretto Vineyard Resort Paso Robles, Calif. We asked participants to tell us what they thought of the event and we are pleased to share the results. We will also provide an update about our Augmented Reality Capping Kit training that was demonstrated at the HF Roundtable. If you're not already using our HF Acid Order Web Portal, you are encouraged to check it out and register for this helpful tool. Finally, don't miss out on our very popular Emergency Response/ HazMat Training.

We encourage you and your colleagues to register early using the easy process we'll highlight.

If you have improvement suggestions or topics you'd like us to cover in future editions, please let us know. Thank you and enjoy!

Cheryl Wilkinson

Technical Services Manager,
Industrial Fluorines



MEET BLAKE WISEMAN

| Senior Account Manager, Industrial Fluorines



What is your education?

I have a Bachelors degree in Civil & Environmental Engineering from Virginia Tech (Go Hokies!). I also have 25 years of Honeywell education since most positions I have taken within the company have been either a new job type (engineer, tech service, sales, distribution manager, etc.) or a new business group with new products, services, processes, etc.

Why are you excited to be in this role within the HF/BF₃ business?

I was in the HF/BF₃ business in the early 2000s and enjoyed the experience very much. The Honeywell team, the customers, the drivers, etc. are an incredible group to work with and I'm looking forward to being on the team again. As safety is the most important aspect of HF production, delivery and use, I know the commitment Honeywell has to remaining best in class in safety and security of supply and I am proud to be a part of that!

Past experience?

As mentioned, I've worked for Honeywell / AlliedSignal for 25 years and it's the only company I've ever worked for. I started as an HS&E engineer in Hopewell, VA for the Fibers business and have subsequently been in the Fluorines Products group, the Environmental Combustion & Controls business (the thermostat guys) and I most recently spent seven years in the Specialty Additives business in a couple of sales roles. I'm very happy to be back on the Industrial Fluorines team.

What are your priorities in this role?

The first priority is doing everything as safely as possible. After that, I believe developing relationships with both our existing and potential customers and with the Honeywell HF/BF₃ teams is the next priority. Whether we're trying to solve a technical issue or grow our customer base, having those personal relationships makes our work easier and more fun! Finally, I think everyone has a role in helping grow our HF and BF₃ business profitably and safely.

Dream job if not at Honeywell:

One of my hobbies is exercising and I would love to be a personal trainer in a second life after Honeywell. I genuinely enjoy helping other people and being able to develop the right physical and nutrition plans for someone who's looking to make a change would be a rewarding way to spend my time.

Family?

My wife (Justine) and I have been married for 23 years this August (although I've known AlliedSignal/Honeywell longer than I have known her). We have a 14 year old daughter (Grace) which means it's a busy and slightly terrifying time for me...

Hobbies/Interests?

As mentioned, my main hobby is exercise (lifting weights, running, etc.) and I try to find time at least four or five days a week for it. I feel like it's not only good physically but a mental breather as well. I am more productive at work when I have a regular workout routine. As a family, we love to camp, hike, and spend time on the James River kayaking and paddle boarding.

MEET EVAN PROUT

HF Operations Manager,
Geismar, La



What is your education?

I have a Bachelors in Mathematics and Chemical Engineering, Masters in Chemical Engineering – Washington University in St. Louis.

Why are you excited to be in this role within the HF/BF₃ business?

It's the first step in delivering a critical ion for manufacturing low global warming potential refrigerants and its myriad of applications from pharmaceuticals to computer chips.

Past experience?

I've been with Honeywell for 11 years in various capacities – from an engineer in the multi-products plant, making pentafluoroethane, to the site engineering leader.

What are your priorities in this role?

My top priority is to enable my team to make HF in the safest and most cost-effective way and such that we deliver value to our customers.

Dream job if not at Honeywell:

Astronaut

Family?

I have a wife and three children.

Hobbies/Interests?

Not necessarily in this order: I enjoy high power rocketry, drawing, running, baseball, and math.



Over 85 customers enjoyed the Roundtable at Allegretto Vineyards

HF ROUNDTABLE 2019

| Outstanding Feedback

We received very positive feedback from those who participated in the HF Roundtable (RT) held June 24-27, 2019 at the Allegretto Vineyard Resort Paso Robles, Calif. Over 150 customers, vendors and Honeywell representatives gathered for technical presentations, discussion panels, and networking opportunities. Every two years, Honeywell is proud to host this event because it provides an important opportunity to gather with customers and suppliers to discuss important HF topics including safety, risk minimization, regulations, industry trends, medical treatment, and more.

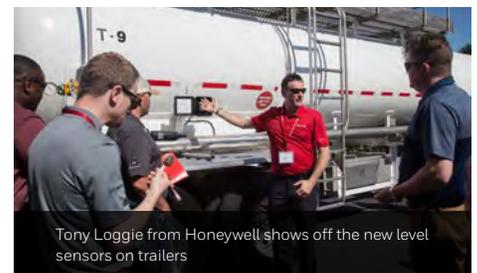
And The Survey Says...

Following the HF RT, we sent a short survey to participants to evaluate the event and identify improvement opportunities. The survey also provided a tool for customers and vendors to tell us how we're doing and where we can improve as an HF manufacturer. Here are a few of the key highlights:

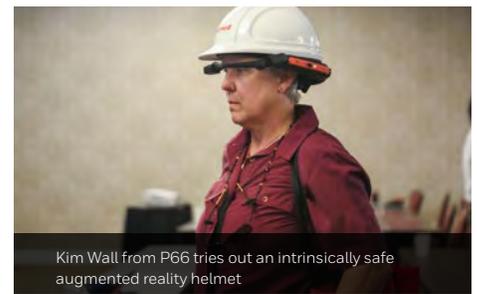
- 92% said the RT "absolutely" fulfilled their reason for attending, while 8% said "yes, partially"
- 95% rated their RT experience "great," while 5% rated it "good"
- 95% said they are better equipped to perform their primary job function following the RT (49% - very much better equipped; 46% - slightly better equipped; 5% - not really, since I'm a seasoned veteran, and 0% - not really, it didn't teach me anything new)
- 100% said the RT improved their professional network "a lot" or "somewhat"
- 73% were satisfied with the presentations "a lot" and 27% "somewhat"
- The topics rated most valuable were: API 751 Update, Economic Outlook, HF Safety, and Medical Treatments.

Future considerations:

- Topics of most interest for the future include: Aqueous HF – less focus on refining was #1, followed by Medical and Safety scenarios, and PPE management/changes.



Tony Loggie from Honeywell shows off the new level sensors on trailers



Kim Wall from P66 tries out an intrinsically safe augmented reality helmet



Rick Vice from Marathon presents on API RP-751 Revision Update



Ana O'Donnell from P66 receives speaker gift from Cheryl Wilkinson from Honeywell

Improvement opportunities:

- Continue to plan the agenda so that it strikes the right balance between a full agenda of presentations and information, but also allows sufficient time for questions at the end of each presentation.

We want to thank everyone who participated in the HF RT and for sharing feedback. This is extremely helpful as we seek ways to improve our service and continually earn your business. Please note that the presentations that were shared during the HF RT are now available on www.hfacid.com under Customer Resources in the Technical Library.

Thank you.



Sudhir Kamath from Honeywell demonstrates the Augmented Reality training solution.

AUGMENTED REALITY TRAINING SHOWCASED AT HF ROUNDTABLE

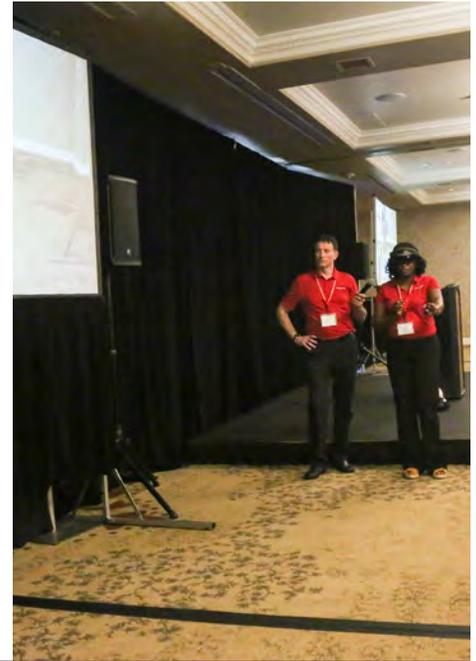
During the HF Roundtable, a training tool that uses Augmented Reality (AR) technology was demonstrated. Since we first shared the news about our HF Capping Kit AR technology about a year ago, momentum is continuing to build as more of our customers are exposed to this high-tech capability. During the HF Roundtable, feedback about the AR training tool was very positive.

Here's how it works. As soon as users don a headset, they can see and "virtually" proceed through the steps required to apply a Honeywell HF Capping Kit to a trailer dome.

Those watching can see what the user is experiencing because the AR view is simultaneously projected in the meeting room. The AR technology displays the HF trailer dome and prompts the user to virtually complete each step of the HF Capping Kit application process.

"We see this AR offering as a way for training participants to become proficient with the important process of capping an HF trailer in a controlled environment, prior to actual hands-on training," said Arthur Sheehan, global business manager, HF/BF₃. Research shows that many new employees entering the workforce prefer learning via this kind of immersive technology.

What's Next for AR? We will be visiting customers that expressed interest this Fall for onsite trials of the AR training technology. We are excited to continue the conversation about how it can be used to enhance training today as well as explore future enhancements. If you or your company are interested in scheduling an onsite trial and have not set that up yet, please contact [Cheryl Wilkinson](#).



VIEWING HF ACID ORDERS CONVENIENTLY THROUGH WEB PORTAL

Since the HF Acid Order Web Portal was introduced in 2016, a growing number of Honeywell HF customers have utilized this tool to conveniently access their order information. If you haven't yet registered to use the web portal, we encourage you to take a few minutes to do so. This Order Tracking Web Portal is ideally suited for anyone needing to review order details, especially those in purchasing or production roles. The on-line portal enables you to:

- Create individual log-in credentials to obtain order information 24/7
- Review purchase history
- Utilize the search function to locate orders of interest quickly and conveniently
- View or print associated documents such as order acknowledgments, invoices, and bills of lading
- Correspond with HF Customer Service regarding your order

Also, be sure to register for the Customer Resources section of the website. It offers you the ability to:

- Sign up for live training seminars or view pre-recorded seminars as convenient
- Submit technical or quality inquiries
- Access industry-leading technical resources for the latest HF Acid product expertise
- Search one comprehensive location for HF Acid information.

START TODAY!

Follow the steps below to register:

1. [Click here](#) to register for the HF Acid Portal
2. Enter information and check the box "Request access for Order Tracking". If you would also like access to the Customer Resources area of the site, click the associated box.

The registration form contains the following fields and options:

- First Name *
- Last Name *
- Company *
- Job Title *
- City *
- State *
- Country * (United States)
- Work Phone *
- Email *
- User ID *
- Password *
- Retype Password *
- Question 1 * (Select Question)
- Answer 1 *
- Question 2 * (Select Question)
- Answer 2 *
- Question 3 * (Select Question)
- Answer 3 *
- Request access for Customer Resources
- Request access for Order Tracking
- REGISTER NOW >

3. Check your email inbox for the registration confirmation.



Wayne Beaumier from Standard Safety discusses PPE with Chantal Lacroix with Imperial

DON'T MISS OUT ON HF EMERGENCY RESPONSE TRAINING!

Be sure to register for our "Emergency Response/HazMat Training," which offers in-depth, hands on training in Baton Rouge, La. To make response exercises meaningful to all participants, the number of attendees is capped at 25. Participants will be responsible for travel, lodging, and meal expenses. Honeywell will assume the cost of the training and sponsor a group dinner. Lunch will be provided during the incident response exercise on the third day.

When: October 15-17, 2019 - Fall Session - Fall Customer HazMat (Class is full)

Because this HazMat emergency response training is in high demand each year, we encourage you to register for the training now. We will add you to a participant list for the 2020 training (dates will be shared soon) and notify you if an opening becomes available for the Fall Session.

How: Visit www.hfacid.com, select the "Contact Us" tab, select "HF Emergency Response Training" from the dropdown menu. This training and others are ideal for personnel new to the HF Acid industry, or as a refresher for more experienced employees.

ADDITIONAL TRAINING RESOURCES:

To stay informed about upcoming training being offered, visit www.hfacid.com. Also on the HF Acid website under Literature/Technical Service Offerings, you can download information sheets that describe the various technical services and training opportunities provided by our HF team.

<https://www.honeywell-hfacid.com/literature>



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