1-31-12

1. Introduce Byron Wolfe, Dow Corning representative
   1. TASKA inventory (in United States)
   2. Europe switched to REACH, changed this system (2010-2018)
      1. Dow Corning began to export their products to Europe in 2005
   3. California and consumer products changed the supply-chain transparency acts
   4. Has the slender of the solar panel industry impacted your business?
      1. The silicon industry has an oversupply available along with poly
         1. Dropped about 1/20th of what they were 18 months ago
            1. You can still make money, but not as much as they like
         2. In the next 18th months it’s foreseen that many companie months agoly available along with polys?s will go under
            1. Many Chinese industries can’t do cost structures
      2. For solar to really take off, the government needs to stop subsidizing
         1. Same with oil industry
         2. Would get funding from where to be competitive without the government?
            1. Prices are high right now because panel market is subsidized
            2. No one is trying to optimize processes because of that
            3. No drive to change
   5. In the next couple years hiring will get better than it is now, though it’s not bad now
      1. Folks that went to the career fair are still being hired
      2. Coming to a gap in years where not many people got hired
         1. Many will be exiting
            1. Good and bad news
      3. Come to 15 schools for personal interviews, and call many more
   6. At the interviews, don’t oversell what you did
      1. Every company has one CEO and lots of contributors
         1. Be prepared to say what you did to be involved
      2. What are the differentiators
         1. Involvement, grades,
         2. How many can we afford to call?
            1. Usually 18 one-hour interviews over two days
         3. It’s like picking the all-star team
            1. Will fight for MVPs
            2. Not just from SDSMT
            3. This year 64 interviews, hired seven interns and two full-time
      3. They hire introverts
         1. He’s an ISTJ
   7. ChemE degree he has now helps him problem solve in a sequential manor
   8. When he first started working at Dow, he wished he had taken a statistics and an economics course
      1. Sometimes asks what you would do with a lot of data- how do you figure out what it means
         1. Basic understanding
   9. You need to get a bigger, better world-view
      1. First day on the job you could get overwhelmed at how large a company can be
         1. Travel
         2. Read about companies
         3. Take a language
      2. Has conference calls at 6am every Thursday
   10. Five minute summary on Extended Producer Responsibility
       1. Understand how their products are used and make them more useful, require less energy, etcetera while helping customers dispose products responsibly
          1. Best Buy takes old TVs when you buy new ones
          2. Illegal shipping of waste to China right now
             1. Water supply is toxic
             2. Calling it product instead of waste when shipping it