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## BUSINESS & LOBBYING

### Lobby League #35: The chemical industry

Chemical companies have two major issues roiling their waters: high natural-gas prices and new plant-security legislation.

Some companies want lawmakers to help cut the high costs of natural gas — which the companies use both to fuel plant production and as a feedstock for their products — by encouraging more drilling and new conservation efforts. The effort includes joining with consumer groups worried about high home-heating costs to broaden the campaign. But opening up new gas wells, particularly in environmentally sensitive areas, is a politically combustible issue and unlikely to be resolved soon.

More immediately, the industry faces a renewed effort to upgrade security around chemical plants. Two years ago, Senate Republicans and Democrats couldn't agree on a bill. This May, the Senate Environment and Public Works Committee is expected to try again.

**Dow Chemical** — Peter Molinaro  
Molinaro's "attention to detail and his ability to turn on a dime and know what he is talking about" set him apart, says one colleague. Molinaro is also known as an aggressive advocate for Dow and other chemical companies, particularly when it comes to the cost of natural gas, which is about three times higher than in the mid-1990s.

**DuPont** — Michael Parr  
DuPont is an iconic American company, whose origins date almost as far back as the republic itself. Recently it has taken



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a more active role in Washington by opening a new office dedicated to mining the federal bureaucracy for new business opportunities. Parr watches out for DuPont's interests on Capitol Hill. He gets praise for his knowledge of the industry, and, according to one colleague, his "breadth of contacts on the Hill."

**Rohm & Haas** — Geoffrey Hurwitz

Philadelphia-based Rohm & Haas may be a less familiar industry name than DuPont or Dow, but with \$7 billion in annual sales in more than 100 countries the company is a player on the Hill. Hurwitz eschews flash but has good contacts and is a leading industry voice on Capitol Hill, colleagues say. He is "really in tight with the Pennsylvania delegation," one lobbyist says.

**Occidental International Corp.** — Jace Hassett

Occidental operates in three main areas: oil and gas, natural-gas pipelines, and chemicals. Hassett is vice president for governmental affairs for chemicals at the company and has been an "instrumental leader of industry efforts on security since 9-11," one lobbyist says.

**FMC Corp.** — Gerald Prout

FMC has its hands in a lot of areas: agriculture, pharmaceuticals, pulp and paper, textiles, glass and ceramics and rubber and plastics, to name a few. Maybe it's his company's breadth of interests that makes Prout, in the opinion of one colleague, good at seeing the big picture: "I've seen him steer less thoughtful radicals of the flock away from the edge of the cliff they were attempting to jump off of."

**American Chemistry Council** — Robert Flagg

The American Chemistry Council, a massive group with a budget of \$100 million, has been hampered by internal tensions after a recent merger and disagreements over what the industry should do about high natural-gas prices. But Flagg remains "one of the unsung heroes" among industry lobbyists, one colleague says.

**Dutko Worldwide** — Stephen Brown

As a senior vice president and associate general counsel to Dutko Worldwide, Brown helps manage the spin-off industry coalition — the natural-gas consumers group — that seeks to reach a critical lobbying mass by joining industry and

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consumer groups together in a campaign to lower natural-gas prices. Previously, Brown worked as a chief of staff to former Rep. Ken Bentsen (D-Texas) and counsel to Rep. Rick Boucher (D-Va.).

**Hunton and Williams** — Joe Stanko

A former counsel on the House Energy and Commerce Committee, Stanko now has a glowing reputation on both sides of the Capitol. One of his clients is the American Chemistry Council. “I think he does a great job for them,” one Senate aide says.

*This is The Hill’s biweekly listing of the top lobbyists in a specific industry — in this case, the chemical industry — based on conversations with the major players on K Street, congressional staffers and other Washington insiders.*

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