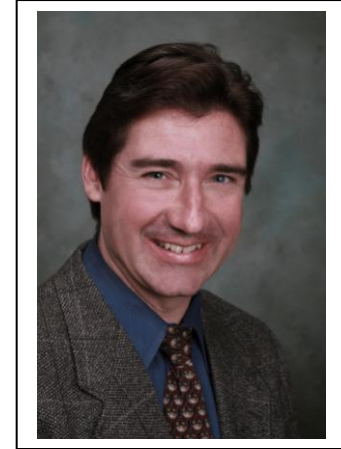


## HAVILAND Products Company

421 Ann Street NW  
Grand Rapids, MI 49504-2075

### *Mark Siegrist*

#### *Sales & Marketing Manager*



Mark Siegrist is the Sales and Marketing Manager for Haviland Products Company. The experience he has at Haviland creates a seasoned, technical and resourceful problem solver for many different areas of the chemical industry. His combination of a technical degree in Chemistry, along with his formal training in Sales and Sales Management has made for a long and storied career at Haviland.

The greatest accomplishment Mark will say he has attained is in collecting the best team available and the commitment to continuous personal and professional growth. His 25 years at Haviland has seen growth in very tough industries and very different economies. With a winning attitude, customers have benefitted greatly in many different ways in their dealings with Mark. For some, it was process improvements that lowered overall cost or brought them into different markets. For others, it was the offering of a single-source value proposition that greatly reduced administrative, delivery and inventory costs. With the experience gained in so many different customer situation, he always brings an idea to the discussion.

There were short stints with Vopak (now known as Univar) and MacDermid, but it was the entrepreneurial attitude and growth at Haviland that drew him back. The time away was well spent though as it opened up his exposure to many different markets, management methods and business models. The growth which accompanied his return was due to creating a team approach with the cornerstones being Industry Specialists working as Manufacturing Chemists to create Excellence in Distribution.

His Personal Pledge is to leverage his experience and connections to help Haviland's customer become better educated about the particular industry they are a part of.

*"To insure better process control, profitability and "peace of mind" by better serving their chemical needs."*

*For more info. contact Mark at:*  
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