

# **GREGORY T. BENZ, P.E.**

2305 Clarksville Road • Clarksville, Ohio 45113 • 937-289-4504 + benztech@mindspring.com

---

## **SUMMARY**

Consulting Engineer in the areas of mixing, reactor and bioreactor design. Experienced in specifying process and mechanical designs of agitation equipment. Can provide detailed guidance in the experimental protocol for maximizing useful scale-up data. While at a former employer I used technical skill to assure that all agitator designs within my scope of responsibility were competitive in design yet always performed the process function. Consulting activities since forming my own company have included specifying pilot protocol and interpreting the results, specifying agitation equipment for complex gum fermentations, process and mechanical troubleshooting, technology transfer, and feasibility of operating new processes on existing equipment.

## **SKILLS/QUALIFICATIONS**

Experienced in process agitation/mixing applications, with particular expertise in Fermentation, Gas Dispersion, Corn Wet Milling, Power Alcohol, and multistage processing, and strong general knowledge of agitation. Provided technical support of field sales representatives as one of the factory experts when working for a major manufacturer of fluid agitation equipment. Developed loyalty from customers and reps by giving loyalty and support in return. Most of my business has been from customers that trusted me over the years in my previous job. Demonstrated success in a global cultural environment, with special understanding and sensitivity to Chinese culture.

## **PROFESSIONAL EXPERIENCE**

### **Benz Technology International, Inc, Clarksville, Ohio**

A consulting/ Chinese business development corporation.

*President (2002-present)*

- Consulted on anaerobic and aerobic bioreactor process development and design
- Currently representing several companies in China
- Currently representing one Chinese company to USA
- Consulted on polymer reactors
- Consulted on magnetic Mixer product development
- Performed feasibility studies for new processes
- Designed and interpreted pilot protocol
- Supervised technology transfer for agitator manufacture in China

### **CHEMINEER INC., Dayton, Ohio**

1976 – 2001

A manufacturer of fluid agitation and mixing equipment.

*Chief Representative, Shanghai Office (1997-2001)*

Established and directed the Liaison office.

- Increased sales 6 fold over a 4 year period of time, an average annual increase of over 60%, such that China is now the second largest market for Chemineer outside the US.
- Most sales in China were obtained at a price level substantially higher than that of our main competitor, by emphasizing performance and reliability rather than price.

*Industry Manager (1990-2001)*

Managed Fermentation, Biotechnology, Pharmaceutical, Corn Wet Milling, Soybean Processing and Power Alcohol markets and applications.

- Increased sales and revenue by gaining an understanding of those industries' processes, applications and key decision makers and using this knowledge to help representatives close orders:

- ❖ Moved Chemineer into number one position globally in Fermentation sales and became recognized as one of the leading authorities in the mixing industry in this field.
- ❖ Captured 70%+ of U.S. corn wet milling market, unseating major competitor and becoming dominant player in the field.
- Sold more than \$40 million of equipment to a large commodity bioprocessing firm by scaling-up from existing competitive equipment, making a proposal with detailed supporting calculations, presenting the results and helping the representative close multiple orders over the years. Sold many of the largest machines in company history and held market share against repeated competitive attempts to get back in.
- Championed a “Biotech” product development, and introduced special product ideas on a custom basis for Pharmaceutical/Biotech applications.
- Routinely handled technical and commercial issues on jobs valued in the millions of dollars.

***Market Specialist (1984-1990)***

Developed Corn Wet Milling and Kaolin Clay Processing market segments.

- Moved Chemineer into number one position in both of these segments, which were previously dominated by a competitor. Developed greater depth of industry knowledge than the competition, which enabled our reps to close orders.
- Sold several million dollars in orders and moved from no-player to industry leader in clay bleaching multistage gas/liquid columns.
- Routinely handled orders valued at several hundred thousand dollars.

***Senior Application Engineer (1980-1984)***

General purpose application engineer, working mostly on technically challenging projects such as multistage reactors, polymer processing agitators, gas-liquid contactors, and general agitator applications. A senior technical resource for field sales engineers. Routinely handled orders over \$100,000 value, with some exceeding \$500,000.

- Received more than \$700,000 in orders for Polymer multistage reaction columns through extensive engineering calculations and customer presentations.

***Application Engineer (1978-1980)***

Assisted Manufacturer’s representatives with various application questions, special designs, special pricing adders, laboratory testing, and other duties as needed.

***Chemical Engineer (1976-1978)***

Entry level position; learning the agitation business. Handled price adders and routine applications.

**US EPA (Cincinnati, Ohio) & CARGILL, Inc. (Dayton, Ohio)**

1972 – 1976

Worked in co-op jobs while pursuing a Bachelor’s degree at the University of Cincinnati.

**EDUCATION**

**BSCHE**, cum laude, University of Cincinnati, 1976

**PROFESSIONAL DEVELOPMENT**

Completed a course in Fermentation Biotechnology given by the Engineering Foundation.

Completed Commercial Chinese A at Germaine Intercultural Center.

**Gregory T. Benz, P.E.**

**- 3 -**

Acting as a Course Director at The Center for Professional Innovation and Education, a major provider of continuing education courses.

**PROFESSIONAL AFFILIATIONS**

American Institute of Chemical Engineers, International Society for Pharmaceutical Engineering,

American Chamber of Commerce in Shanghai.