

**COMMITTEE ON NATURAL RESOURCES**  
**114<sup>th</sup> Congress Disclosure Form**  
**As required by and provided for in House Rule XI, clause 2(g)(5)**

*“The Helium Stewardship Act and the Path Forward”*

July 8, 2015

**For Individuals:**

Name:  
Address:  
Email Address:  
Phone Number:

\* \* \* \* \*

**For Witnesses Representing Organizations:**

Name: David Joyner  
Name of Organization(s) You are Representing at the Hearing: Air Liquide Helium America, Inc.  
Business Address: 2700 Post Oak Blvd., Houston, TX 77056  
Business Email Address: [REDACTED]  
Business Phone Number: [REDACTED]

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**For Nongovernment Witnesses ONLY:**

1. Please attach/include current curriculum vitae or resume. *See Attached*
2. Please list any federal grants or contracts (including subgrants or subcontracts) related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the source and amount of each grant or contract.

N/A

3. Please list any contracts or payments originating with a foreign government related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the amount and country of origin of each contract or payment.

N/A

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# David Joyner

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## Executive Profile

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Substantial domestic and international experience with extensive background in the leadership of key facets of the Industrial Gases and helium industry including general management, sales and business development, sourcing, supply chain and logistics, strategy and product management.

Over 20 years of experience led to his forte in full P&L responsibility of business lines and long term strategic direction resulting in sustainable profitable growth. Joyner has a highly successful record of managing during both difficult environments and during periods requiring dramatic change and growth.

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## Skill Highlights

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- General Management & Leadership
- Proven success in driving Growth & Profitability
- Strong negotiator with deep understanding of complex contracts
- Proven Leadership in difficult environments
- Strategic thinker enabling sustainable, profitable business approaches
- Commercial & Operational Management expertise
- Deep experience in Marketing, Sales, & Business Development

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## Core Accomplishments

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Expert testimony for 4 past Congressional Hearings in the Senate and House related to Helium Legislation

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## Professional Experience

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**President** 01/2011 to 07/2015  
**Air Liquide Helium America, Inc**

- General management of organization with full P&L accountability.
- Lead teams responsible for sourcing and logistics of helium throughout the Americas zone and support for global markets.
- Oversight for Business Development and Technology Management

**Regional Manager** 01/2006 to 01/2010  
**Air Liquide Industrial U.S. LP** Phoenix, AZ

- Responsible for P&L of the Intermountain territory and sales force.
- Provide senior manager leadership role for cross functional teams.

**Director, Carbon Dioxide Business** 01/2003 to 01/2005  
**Air Liquide Industrial U.S. LP** Houston, TX

- Accountable for every aspect of the P&L and long term development of high revenue product line.
- Commercial lead for capital and operating budget.
- Responsible for commercial strategies including sales, pricing and investments.
- Directed raw CO2 gas sourcing team

**Business Manager** 01/1999 to 01/2002  
**Air Liquide Industrial U.S. LP** Houston, TX

- Product management responsibilities included commercial strategies and negotiating complex, critical supply agreements with raw material suppliers.
- Coordinate effort between all departments including Product Supply, Distribution, Production, and Quality.

<b>National Trade Manager - Air Liquide Industrial U.S. LP</b>	<b>01/1997 to 01/1998</b>
<ul style="list-style-type: none"> <li>• Primary liaison with other suppliers and sources for product purchases, wholesales, and trades.</li> <li>• Served on Board of joint venture company</li> </ul>	
<b>Supply Economics Manager</b>	<b>01/1995 to 01/1996</b>
<b>Air Liquide Industrial U.S. LP</b>	<b>Houston, TX</b>
<ul style="list-style-type: none"> <li>• Responsible for project evaluations such as large capacity investments during high growth era.</li> <li>• Developed market and pricing strategies</li> </ul>	
<b>Product Supply &amp; Traffic Manager</b>	<b>01/1992 to 01/1995</b>
<b>Air Liquide Industrial U.S. LP</b>	<b>Walnut Creek Houston, CA TX</b>
<b>Senior Dispatch Analyst</b>	<b>01/1991</b>
<b>Air Liquide Industrial U.S. LP</b>	<b>Walnut Creek, CA</b>
<b>Location Manager</b>	<b>01/1990 to 01/1991</b>
<b>Cardox Corporation</b>	<b>Borger, TX</b>
<b>Region Distribution Assistant Manager</b>	<b>01/1989 to 01/1990</b>
<b>Cardox Corporation</b>	<b>Memphis, TN</b>
<b>Supervisor</b>	<b>01/1985 to 01/1989</b>
<b>United Parcel Service</b>	<b>Memphis, TN</b>

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**Education**

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**B.S: Marketing, Transportation Management**  
University of Memphis  
Marketing & Business Management with Concentration in Transportation Management

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**Professional Affiliations**

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Compressed Gas Association: Air Liquide representative on the Bulk Distribution Committee