



The Chemical Consultant

THE ASSOCIATION OF CONSULTING CHEMISTS & CHEMICAL ENGINEERS

Serving Scientific, Engineering, Business & Management Consultants

Volume 14, no. 1

www.chemconsult.org

January-April 2003



Mark Your Calendar

MONTHLY MEETINGS

MAY 27

Wyndham Newark
Airport Hotel
John Bonacci, PhD, PE

*Consulting Practice
Experiences*

JUNE 24

Sheffield's Catering
Mountainside, NJ
Peter M. Hay, PhD

Newsletter as a Sales Tool

SEPTEMBER 24

Wyndham Newark
Airport Hotel

To Be Announced

OCTOBER 22

New York City
David Riley, PhD

*Annual Meeting
of the Association*

NOVEMBER 19

New York City
To Be Announced

ACC&CE 75 YEARS OLD THIS YEAR

Founded in NYC, March 2, 1928, the ACC&CE marks its 75th unbroken year providing problem solving and specialists for a wide variety of clients. Originally concentrating on chemical engineering, we have broadened to include chemistry, physics, plastics and polymers, food science, metallurgy, marketing and business management, among others. We now have members all over the US and some abroad, and can proudly claim to be "the longest continuously active technical consulting firm in the world".

A not-for-profit, we annually elect a governing Council from among our members. It reviews applications to join to insure that new members are thoroughly qualified through education and experience to meet the Association's high standards. Those we accept sign a Code of Ethics, which a Council member oversees.

To serve our dues paying members and their clients, we channel requests for consultants to members through our Sparta, NJ office. They, in turn, contact the interested client and

make their own business arrangements.

Other services to members include education in the basics of independent consulting and how to market your services; mentoring by experienced member consultants; this newsletter, where members can also advertise; regular dinner meetings of members and guests with a speaker; placement of resumés on the ACC&CE internet site, and the opportunity to network with other consultants, sometimes combining forces to land a client.

DAVID RILEY, PRESIDENT OF ACC&CE

Dr. David Riley was elected President at the Annual Meeting in Oct., 2002. A seasoned member of Council, he had served as President before in 1986. He puts a high value on providing member service, especially mentoring members, both old and new. His experience as a leader of a volunteer ruling body promises to bring us new energy.

Riley received his MSc and Ph.D. in Physical Organic Chemistry from Ohio State University, curiously at the same time as this newsletter's editor's PhD in Organic Chemistry. He has been a consultant in

plastic processing for over 22 years. This followed years of industrial experience in polymer extrusion engineering. His field of practice includes polymer defect technology and he has numerous publications on PVC compounding and extrusion. Dr. Riley's expertise also includes friction analysis, melt rheology and the design and analysis of production extrusion equipment. He invented of a device for viewing the transparency of a polymer melt during production. This permits detection of gels and other particles that interfere with the quality of the extruded

product. Riley also served on many polymer industry technical committees, including ASTM (American Society for Testing and Materials). The name of his consultancy is Extrusion Engineering.

He is a Fellow of the American Association for the Advancement of Science, the ASTM, the Society of Plastics Engineers (SPE), American Chemical Society and the American Institute of Chemists of which he is President.

See a digest of Dr. Riley's address to our April monthly meeting titled *Getting Involved in Speakers Corner*, p 5.

GENCK TEACHES CRYSTALLIZATION

In addition to serving on the ACC&CE Council, Dr. Wayne J. Genck teaches the course on *Crystallization Technology* for the American Institute of Chemical Engineers. The course, which he frequently presents at AIChE Professional and Technical Training meetings, includes basic principles, design, troubleshooting, scale up, polymorphism and downstream processing such as centrifugation/filtration, drying and elimination of caking. He sometimes presents the course at different geographic locations including New Jersey and Amsterdam for the Center for Professional Advancement.

Genck frequently writes for *Chemical Engineering Magazine* and *Chemical Processing Magazine* on the topics of crystallization and precipitation. He will have an article in the June edition of *Chemical Engineering Progress* entitled "Optimizing Crystallizer Scaleup". He authored the chapter on crystallization for the third edition of McGraw-Hill's *Handbook of Separation Techniques for Chemical Engineers*. He recently presented a speech on crystallization for the CPhI in Paris.

Genck belongs to many professional societies: American Institute of Chemical Engineers, Commercial Development Association, Midwest Society of Professional Consultants, Chemical Marketing Research Association, National Forensic Society and the American Society for Quality Control. He has extensive experience in marketing research, mergers and acquisitions, business strategy and planning as well as product and process development, cost reduction, environmental concerns and competitive analysis. He is a qualified expert witness on explosions, fires, chemical burns and industrial accidents.

2 The Chemical Consultant

NEW MEMBER INFORMATION

Edward D. Cohen #905

Edward D. Cohen
Consulting Services, Inc.,
Fountain Hills, AZ, 85268-1720
Consultant in coating processing, process development & scale-up, analytical characterization, educational programs, professional development activities for scientists, litigation support, extensive publications in field.

Joseph V. Porcelli # 906

JVP International, Inc.
Staten Island, NY 10314-5665
General & Technology Management Consultant to the process industries; internal development of chemical technologies & acquisition of technology. Also R&D planning & management; process & technology evaluation, technology licensing, mergers & acquisitions, market studies & strategic planning.

Thomas H. Brumfield # 907

Williamsburg, VA 23188
Plastics, elastomers & coatings formulation & processing; plastics & coatings failure analysis; expert witness; R&D development in commercial product applications: plastics, additives, coatings & plasticizers. Physical property testing, extrusion, molding, mixing, compounding & pelletizing. Statistical design & analysis of experiments.

William A. Hoffman # 908

ROBILL Products
Ridgewood, NJ 07450
Consulting in fine & specialty chemical synthesis, formulations in adhesives, coatings, cleaning products, construction products, acrylate manufacture & formulations. Also geomembranes, quality control, patent development, licensing, & litigation; expert witness.

Marvin B. DeTar # 910

Molecular Technologies, Ltd.
Wickliffe, OH 44092-0094

William T. McCarvill # 911

Commercial Chemistries
Salt Lake City, UT, 84121
Consulting in carbon fiber composite materials, thermoset materials, hot melt processes; translation; Translates research & development ideas into commercialized, qualified products.

Larry Kirschner # 912

Larry Kirschner, Consultant
Flanders, NJ 07836
Consultant to the Pharmaceutical & Chemical Industries. Expert in sustained release technology, physical & chemical analysis and microscopy, regulatory compliance & patent development; expert witness.

Mort Westman # 913

Westman Associates, Inc
Oak Brook, IL 60523
Personal care R&D services, skin/hair product development, aerosols & hair color; claim development & substantiation; technology transfer; technical support during litigation; product testing & regulatory assistance.

Vasant Tarkas # 914

AISA International
East Brunswick, NJ 08816

Ralph F. Itzo # 915

RFI Consultants
Grand Island, NY 14072
Consulting Chemical Engineer Specializing in industrial & specialty chemical process/process & production engineering; qualified in OSHA Process Safety Management (PSM), hazards analysis, corrosion control; technical writing; plant operations qualification training, nuclear waste management (DOE); Statistical Process Control (SPC); Radiological Control Engineering; expert witness.

Peter De Angelis # 916

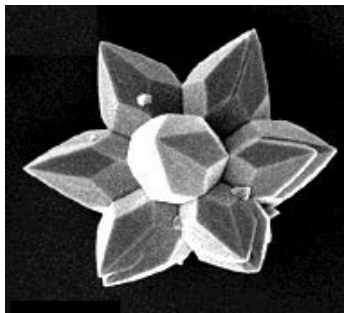
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SPECIE SCREENING PATENT

Two inventors in California have patented an ingenious system for identifying particles in fluid samples. This allows rapid and economical screening of fluids like municipal drinking water, for dangerous micro-organisms.

First, experimenters place a known specie of particles (e.g. a particular pathogen) in pure fluid. As a laser beam goes through the fluid, light striking each particle in it is scattered. Moving through a short detection zone, each particle becomes an "event" for an array of some sixteen detectors. The detectors record all the multiple events for that specie. A computer converts the sixteen responses into a subpattern. Each subpattern represents the outputs of all detectors. Thus every known particle has a discreet subpattern. The experimenters repeat the process for other known species (e.g. algae), that would be likely be encountered.

The invention includes creation of an algorithm that distinguishes the closest grouping of subpatterns of the same specie from groups of subpatterns of different species. When analyzing an unknown fluid, the program compares each unique particle subpattern to known subpatterns, seeking a match. In this way it identifies the particle as a known or unknown specie.



Shizuoka University scientists mix indium chloride and ammonia in the presence of hot (700 K) silicon vapor to make microscopic (0.002 to 0.01 micron) flowers

INTERNET SITES OF INTEREST

TWENTY QUESTIONS

Play the game against a computer program. This is an experiment in Artificial Intelligence. The program is very simple but its behavior is complex. Everything that it knows and all questions that it asks were entered by people playing the Game. Twenty Questions is a learning system; the more it is played, the better it gets.

<http://www.20q.net/>

HEADQUARTERS FOR ADVANCED MATERIALS

This site calls itself The A to Z of Materials providing "a Free Access Materials Encyclopedia, Expert and Supplier Network". It is based in Stoke on Trent, UK. They provide a materials newsletter and a service that answers materials questions. Their stated aim is to be the primary publicist of news, views and developments within the materials science community. Their site has many links to materials companies worldwide.

<http://www.azom.com/>

PLASTICS TECHNOLOGY MAGAZINE

This site offers news, a plastics materials database, a machinery database, a supplier directory, an events calendar and more.

<http://www.plasticstechnology.com/index.html>

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InnoCentive offers scientists the potential to derive substantial revenues by "Solving serious scientific problems" which have been posted on the site by companies offering awards for the best solution. Gain access by signing up for Chem Web.

<http://www.chemweb.com/databases/innocentive?type=displaych&id=349450>

HOAXES GALORE

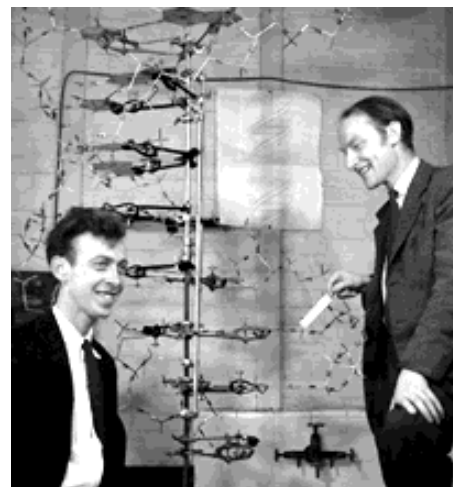
This site leads you to fascinating hoaxes and practical jokes. Among the categories are these: Hoax Websites, Hoax Photos, April Fool's Day, College Pranks, Scientific Tall Tales and Birth Hoaxes (includes cloning)

<http://www.museumofhoaxes.com/>

AUTHORS, EXPERTS & SPEAKERS

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Watson & Crick, 50 years ago
beside their model of DNA

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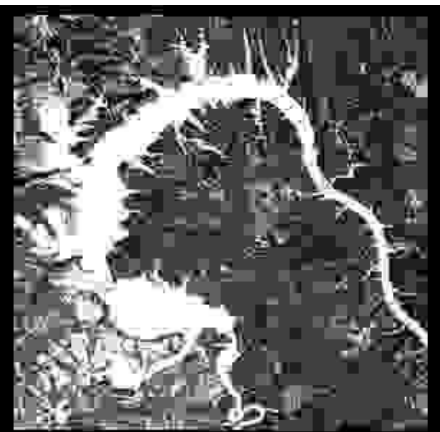
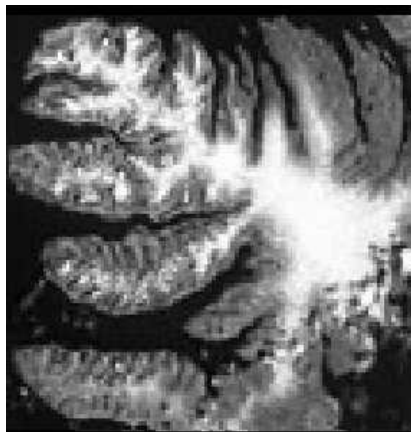
Warnings

- If you mess with **two** neodymium magnets, you are bound to pinch your fingers if you let them come together. Wear gloves. The things are brittle. The attractive forces are so strong that you have to wear eye protection when working with them because if they slam together, they can shatter and eject chips at dangerous velocities.

- If two NIB magnets accidentally fall together they may be completely shattered!

Not for Unsupervised Children

Always keep magnets away from computers, floppy disks, credit cards, wind-up watches. They have been known to erase a credit card that happened to be in a pocket. A 1/2" neodymium disk magnet costs between \$2 and \$10.



High Art - You can only see the largest of Earth's fractal designs from space. Here are two: a fiord in Iceland (left) and a Siberian lake (right)..

DNA-BASED STEGANOGRAPHY

Steganography has been defined as a method of transmitting a secret message by hiding it inside a larger context. US Patent 6,312,911 describes a method of achieving this by hiding the message inside a genomic DNA sample followed by further concealment of the DNA sample to a microdot. First, find the dot that hides the DNA. Then submit the sample to sequencing analysis, finding the artificial sequence embedded in the coded message and decoding that. Finding secret alloy grain structure inside a needle in a haystack!

SPEAKERS CORNER

January 28

A Career In Consulting
Speaker, Peter R. Lantos
The Target Group, Inc.

In this talk, Lantos showed what a consultant needs: credibility; specialized knowledge which is needed by others; a way to get started; and the know-how for the many aspects of being a consultant. Lantos used real-life experiences of his own and of other established consultants. The presentation was based on his new book "A Career In Consulting" that you may order at peterrl@aol.com.

February 24

*The History of Agriculture
& the Role of Technology*
Speaker: Mr. Joel Kirman

Mr. Kirman traced the story of agriculture from the first records of the labor-intensive farming of the lands in the "Fertile Crescent" in Mesopotamia to inventions of the mechanical reaper, the cotton gin and the modern adjuncts to large commercial farms such as canning, refrigeration and freezing.

April 22

Biodegradable Lubricants
Speaker: Neil M. Canter,
Chemical Solutions

Mr. Kanter reviewed the current market for biodegradable lubricants. He explained the meaning of the term biodegradable lubricant and described the standard tests for qualifying a lubricant as biodegradable.

Kanter showed that non-biodegradable mineral oil lubricants still dominate this market and suggested reasons the lubricant industry does not use the biodegradable products more frequently. Performance of blends of mineral and synthetic lubricants often favors the use but higher cost is an inhibiting factor. US government's environmental requirements may gradually force a change in the picture.

April 22

Speaker: Dr. David Riley,
President of ACC&CE

Using his own career, before and since becoming a consultant as an example, Riley amply illustrated the value of "getting involved." His career included three strong factors: becoming a master of a specialized area of technology; publishing technical articles; and sharing his mastery with others in the field by service on industry technical committees in the specialized field.

In Riley's case the field was extrusion engineering and the sharing was through publications and involvement with technical committees concerned. His getting out of the lab and the shop introduced him to the many persons and companies he was



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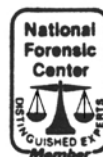
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able to contact when his employment ended and his consulting began. He found it natural to name his consultancy "Extrusion Engineering."

Riley, current President of ACC&CE, is a strong advocate of mentoring. His address on this occasion was an outstanding example of the art.

COUNCIL CORNER

January 28

Attending: R. Schauer, J. Porcelli, W. Swartz, T. Borne, P. Hay, K. Domovs, D. Riley, L. Kirschner, T. Brumfield, D. Kruh and L. Townsend, Executive Secretary. E. Weinberg, guest.

Executive Secretary L. Townsend reported membership of 72 members and 43 affiliates. CHI's from November '02 through January to date totaled 9.

ACC&CE will again host a booth at The Chem Show November 18-20 in NYC. Porcelli, Schauer Swartz, and Kruh agreed to present half-hour papers. Others to notify L. Townsend.

Kruh mentioned that this year marks ACC&CE's 75th anniversary and recognition of it would be good advertising.

Riley distributed an ACS item from 2002 on fraud in scientific endeavors. Riley has scheduled mentoring sessions. Hay and Weinberg had agreed to help. Hay is currently mentoring Brumfeld. Program chairman

Porcelli reported on speakers through March. He is looking for members to present on consulting based on their specialties. He recruited Riley and Hay April and May (now June).

Newsletter editor Hay announced a shift in schedules. There will be three issues per year of 8

pages. A pdf form of the newsletter is contemplated, making it practical to send it via email it and insert it in the website. This aroused interest and will be followed up.

Riley reported making a presentation at the 2002 National ACS Meeting in Boston on Chemistry and The Law. Swartz spoke at an AIChE meeting recently. He included some comments on ACC&CE and found interest in a training seminar.

February 24

Attending: R. Schauer, J. Porcelli, W. Swartz, T. Borne, P. Hay, K. Domovs, T. Brumfield, D. Kruh and L. Townsend, Executive Secretary.

In the absence of Duerr, Porcelli read the treasurer's report. L. Townsend reported that there was one CHI contribution this month for \$200 and membership of 71 members and 33 affiliates, Steanson Parks, #750, dropped from membership for non-payment of dues and CHIs for January through February to date totaled 6.

Locations for New York meetings were discussed, as the usual restaurant has closed. As a result of the closing of La Veranda, other possible places were investigated.

The Chem Show will be held November 18-20, 2003 at the Javits Center in NYC. In exchange for a booth, ACC&CE sponsors a half-

day seminar. Five technical presentations are given of approximately 30 minutes each. Schauer, Lantos, Swartz, Coleman, and Kruh have also indicated interest in presenting. At Porcelli's request, Swartz will chair the Symposium.

Program chairman Porcelli has speakers are set for April and June.

Newsletter editor Hay has written a draft Press Release to help publicize our 75th anniversary.

Internet chairman Borne will be adding several categories of links to our website. He requests suggestions.

Speaker's Bureau chairman Swartz said that each person having 30-45 minute talks would be put on a list. Kruh suggested that a speakers bureau model could be found on the CCN website.

Other Business: Porcelli reported chairing a three-topic section at the next AIChE national meeting titled, *Financing Chemical Ventures*.

March 25

Attending: Thomas B. Borne, Thomas Brumfield, Kelvin Domovs, J. Stephen Duerr, Peter Hay, William Hoffman, Joseph V. Porcelli, David W. Riley, Richard Schauer, Linda B. Townsend (Exec. Sec.).

Treasurer Duerr reported that as a trade association, ACC&CE is exempt from all income taxes,



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but pays sales taxes. IRS Form 990-EZ was filed before the Feb. 15 deadline. The excess of \$1200 of expenses over income comes mostly from fewer members than was assumed in setting the budget in October, 2002.

Executive Secretary Townsend reported 2 CHI's for February and 3 for March to date; 71 members, 31 affiliates, 2 honorary; receipt of abstracts from 5 members speaking at the half-day seminar at the Chem Show on 11/19/03. They are *Taming the MSDS Monster*, by Richard S. Schauer; *The Consultant as an Expert Witness*, by Ernest Coleman; *Chemical Consulting: Diversity is the Word*, by Daniel Kruh; *How to Find and Use a Consultant* by Peter Lantos; *Presenting Yourself* by William Swartz.

Porcelli reported exchange of mailing lists with the American Section of the *Société de Chimie Industriel*, adding 200-300 names to the ACC&CE database. Joe Chang of SCI and the Chemical Marketing Reporter assisted Porcelli who is on the SCI Board and will forward invitations to SCI meetings to ACC&CE members via email.

Mentoring chairman Riley reviewed the assignments of various members who serve as mentors. He again stressed his policy of a strong mentoring program. Por-

celli remarked that he has received mentoring from Lantos.

Newsletter editor Hay said he will complete the issue for the first third of 2003 after the April meeting. Hay prepares much of the material to fill an issue but would prefer articles from members, such as anecdotes about their experiences.

Program chairman Porcelli reported on the speakers for June, September, October and November.

Public Relations chairman Porcelli reporting sending the 75th Anniversary press release via email to several organizations. One inquiry has resulted. He is developing a database of companies in the tri-state area, to which we'll send the Client Brochure that Bill Swartz is working on.

Internet site chairman Borne reported work on PDF formatting of the Newsletter on the site and Swartz's will work on a "Speakers' Bureau Corner" and a members-only Bulletin Board for our website. Duerr recommended reciprocal and one-way links on our website to raise our visibility, such as links with conversion-factor and parent-office sites. Riley reported that Swartz and Lantos will draft a proposal for a Speakers' Bureau.

In a discussion generated by Hoffman on the topic of tech-

niques for gaining income from a CHI to the point of getting paid, Riley offered to help with the writing of a outline of asking the inquirer for a short description of the expected project, Domovs suggested a preliminary feasibility study for a fee, Hay suggested stressing that you are not an organization but an independent consultant with backup from other consultants and lab facilities.

April 22

Attending: Thomas Brumfield, Kelvin Domovs, J. Stephen Duerr, Peter Hay, William Hoffman, Joseph V. Porcelli, David W. Riley, Linda B. Townsend (Exec. Secy.).

Treasurer Duerr reported that income lags expenses as usual. The main problem is that dues income is less than budgeted because the budget figure established in October, 2002 was based on the number of members at the time and since then the total number of members has fallen.

Executive Secretary L. Townsend reported no CHI contributions; 4 CHIs for March, 3 for April to date; 71 members, 31 Affiliates, 2 honorary. She reported resignations from one member and one affiliate. The meeting reviewed again the by-law definitions of affiliate membership. It includes persons not only those who have resigned full membership but also those who have not been members, are not consulting but are interested. This provides a pool of future full members.

Council appointed David Armbruster to fill the vacancy on Council.

Council approved David Armbruster's suggestion to send email copies of all Council minutes to all members.

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OUR MISSION

ACC&CE is a not for profit membership organization serving the chemical and technical consulting needs of prospective clients and its members since 1928. It has two purposes: To help clients at no cost to find consultants who are especially qualified by training and experienced to assist in solving their problems; to help members establish themselves as certified and ethical consultants and grow their practices. Access complete qualifications of members and back newsletter issues on the internet www.chemconsult.org, or phone 973-729-6671

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FROM THE EDITOR

We are on a new schedule, three times a year. This issue will be the first to appear on the ACC&CE website.

We try to include members' news. This issue could have more. Alert us to one of your accomplishments and it will be in the next edition for the whole world to read.

email
peter-hay@att.net

Peter Hay,
editor

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