



# The Chemical Consultant

THE ASSOCIATION OF CONSULTING CHEMISTS & CHEMICAL ENGINEERS

*Serving Scientific, Engineering, Business & Management Consultants*

Volume 15, no. 2

[www.chemconsult.org](http://www.chemconsult.org)

May - August 2003



## ACC&CE CELEBRATES 75<sup>TH</sup> YEAR ESTABLISHES MEMBERSHIP DRIVE

### MONTHLY MEETINGS

#### NOVEMBER 19

*Members Report  
on ChemShow  
Presentations*

New York City

2004

*Places & Speakers  
to be announced*

#### JANUARY 27

#### FEBRUARY 24

#### MARCH 23

#### APRIL 27

#### MAY 25

#### JUNE 22

#### SEPTEMBER 28

#### OCTOBER 26

*Annual Membership  
Meeting*

New York City

This year, we are celebrating our 75th anniversary as the longest, continuously active technical consulting organization in the world and continuing to perform our most important, founding function: supporting our members in building their own independent consulting practices. We want to increase our ability to serve clients in the science, engineering and business world with more members who have more diverse technical, business and management skills beyond chemistry and chemical engineering.

Each new member's resumé goes on the ACC&CE Internet Website and we offer him or her another member as a mentor, a source of immediate support. ACC&CE has constantly improved its communication and administration functions, taking advantage of the essential modern methods: Internet ([www.chemconsult.org](http://www.chemconsult.org)), e-mail and FAX. We post this newsletter and timely bulletins on the web, and also deliver them by email and also regular post.

Monthly meetings bring members and guests together to network and hear guest speakers. Networking goes on all the time with members consulting and helping each other. With a diverse stable of high quality, technical people as members, a client's inquiry often leads to several members with different specialties working together.

For some time, the stagnant economy has constricted consulting

opportunities and led to a drop off in membership, with retirements outstripping the number new members who are joining.

Recent business reports show a promising upswing in investment from which we expect to benefit. As we anticipate serving more clients, we are actively recruiting members and taking aggressive steps to make prospective clients aware of our existence and activities.

The governing Council has discussed ways and means of accomplishing these goals. We are working on improving the association's promotion of and attendance at monthly meetings. We can also increase our exposure by offering presentations and workshops to a wider audience.

For example, ACC&CE members presented a one-day workshop on *Consulting as a Second Career* at the September 2003 New York meeting of the American Chemical Society. This workshop, which the ACS Division of Small Chemical Businesses arranged for, had a peak attendance of over 40 - almost standing room only. We made copies of the presentations available to attendees, nine of whom subsequently requested membership information.

Another decision aimed at attracting members was a bold move in which Council voted to reduce semi-annual dues to \$100. Council counts on an increase in members and the resulting rise in income to help balance the budget.

***Recent business reports show a promising upswing in investment from which we expect to benefit.***

---

## CONSULTING - WHAT IT TAKES

---

All right; you're interested in being a consultant, or you already are one and want to improve. You've come to the right place. This Association is amply prepared to be your guide and support.

In its 75 years this member financed and member operated organization has accumulated knowledge and understanding of WHAT IT TAKES to succeed and prosper as an independent specialist consultant. ACC&CE has a Mentoring Program that pairs each newcomer with an experienced member who can lend direct support. Members sometimes share consulting experiences at our monthly networking meetings. Often a member provides the same kind of information in the form of an article in this newsletter, *The Chemical Consultant*.

One member, Peter Lantos (peterrl@aol.com), a very successful consultant, has put his advice in book titled *A Career in Consult-*

*ing*. He covers all aspects of such a career: determining what strengths you have to offer; recognizing that, as the sole employee you must manage all parts of the business (clerical, bookkeeping, marketing, research, etc.); networking to make and keep up contacts to call when assignments fall off and many more.

Many others have written books covering similar areas of consulting. Find them in your local library or go online and find one to order. They orient you to the field and, although some of the information overlaps, each has some different aspect that helps educate you. Many of the authors also run seminars on consulting and the book usually is the text for the course. Seminar fees may be high, though, and some it's wise to do some investigation before you sign up.

If you want more information about membership in ACC&CE, contact the office at one of the addresses on the back of this newsletter.

---

## CHEMICAL FACILITIES & HOMELAND SECURITY

---

Chemical facilities may be attractive targets for terrorists intent on causing economic harm and loss of life. Many facilities exist in populated areas where a chemical release could threaten thousands. EPA reports that 123 chemical facilities located throughout the nation have toxic "worst-case" scenarios where more than a million people in the surrounding area could be at risk of exposure to a cloud of toxic gas if a release occurred.

To date, no one has comprehensively assessed the security of chemical facilities. No federal laws explicitly require that chemical facilities assess vulnerabilities or take security actions to safeguard their facilities from attack. However, a number of federal laws impose safety requirements on facilities that may help mitigate the effects of a terrorist-caused chemical release.

EPA believes that the Clean Air Act could be interpreted to provide authority to require chemical facilities to assess their vulnerabilities and to make security enhancements that protect against attacks. However, EPA has

not attempted to use these Clean Air Act provisions because of concerns that this interpretation would pose significant litigation risk and has concluded that passing specific legislation would address security questions more effectively.

EPA, the Department of Homeland Security, and the Department of Justice have taken preliminary steps to assist the industry in its preparedness efforts, but no agency monitors or documents the extent to which chemical facilities have implemented security measures. Consequently, federal, state, and local entities lack comprehensive information on the vulnerabilities facing the industry.

To its credit, the chemical industry, led by its industry associations, has undertaken a number of voluntary initiatives to address security at facilities. For example, the American Chemistry Council, whose members own or operate 1,000, or about 7%, of the facilities subject to Clean Air Act, requires its members to conduct vulnerability assessments and implement security improvements.

---

## TAX REBATES FOR CHEMICAL CHANGE

---

An end seems to have come to a battle between the IRS and the giant corporations who have been taking hefty income tax rebates under a 1980 law intended to help lessen American dependence on foreign oil and turn waste coal into usable energy.

**...critics charge that the credit is corporate welfare...**

The letter of the law called for "significant chemical change" in creating synthetic fuel. When companies found that chemical change was too costly, many of them started to take regular coal, mix it with latex, pine tar or diesel, and claim the credit.

The producers say they are doing what the regulation allows, while critics charge that the credit is corporate welfare because producers do nothing to improve coal already usable in the first place.

After doing a lot of study on the meaning of "chemical change," the IRS has evidently decided to allow the credit. So far, coal companies and others have benefited to the tune of billions of dollars in tax relief.

The technical detail studied in this dispute would be interesting to chemists and chemical engineers but most of it has been withheld from public scrutiny on grounds of confidentiality.

**off the mark** by Mark Parisi  
www.offthemark.com



# INTERNET SITES OF INTEREST

<http://www.mini-itx.com/>

## TRUE DESKTOP COMPUTERS

Scaled-down personal computer components that fit into bread boxes or teddy bears.

<http://www.epa.gov/iris/>

## HEALTH AND SAFETY DATA

Welcome to the IRIS home page, brought to you by the U.S. Environmental Protection Agency (EPA) and its Office of Research and Development, National Center for Environmental Assessment. IRIS is a database of human health effects that may result from exposure to various substances found in the environment. IRIS was initially developed for EPA staff in response to a growing demand for consistent information on chemical substances for use in risk assessments, decision-making and regulatory activities. The information in IRIS is intended for those without extensive training in toxicology, but with some knowledge of health sciences.

<http://explore.cornell.edu/>  
**SITE FOR KINEMATICS**

Within this site is a digitized collection of digitally-animated models from the 19th century designed by German engineering professor Franz Reuleaux (1829-1905) and held by Cornell since 1882 with support from the National Science Foundation. Cornell University Library is building a digital library for teaching the history and principles of kinematics -- the geometry of pure motion. The Kinematic Models for Design Digital Library (K-MODDL) will feature a collection of models

<http://www.oyez.org/>

## SUPREME COURT ON THE WEB

Political science Prof. Jerry Goldman created this site in 1994 to make all kinds of information about the United States Supreme Court available to his students and all of us. The site has links to all sorts of related detail including a virtual tour of the Supreme Court building and access to copies of the official audio recordings of court proceedings.

[www.ftc.gov/spam](http://www.ftc.gov/spam)  
**E-MAIL SCAM ADVICE**

Visit this site to learn ways to avoid email scams and deal with deceptive spam. The Federal Trade Commission works for the consumer to prevent fraudulent, deceptive, and unfair business practices in the marketplace and to provide information to help consumers spot, stop, and avoid them.

<http://www.sullivanglove.com>  
**FITS LIKE A GLOVE**

If you want to know your glove size consult this site and print out the diagram.

[chemresources.com](http://chemresources.com)  
**THE CHEMICAL ENGINEERS'  
RESOURCE PAGE**

The Chemical Engineers' Resource Page (CERP) has launched a new premium chemical engineering content section call ChE Plus. It has online technical bulletins, "How-to" articles, calculation procedures and more. Small articles are designed to increase awareness of specialty subjects and to remind everyone of basic principles of chemical engineering. There are dilution calculation formulas for preparing a specific concentration of solution. The methods presented are based on critical thinking and really understanding what is happening. May 27, 2003

## SPEED READING

*Take this test. Scan the following passage as fast as you can. Then ask yourself if you understood it.*

Aoccdrnig to rscheearch at Cmabrigde Uinervtisy, it deosn't mttar in waht oredr the ltteers in a wrod are, the olny iprmoatnt tihng is taht the frist and lsat ltteer be at the rghit pclae.

The rset can be a toatl mses and you can sitll raed it wouthit a porbelm. Tihs is bcuseae the huamn mnid deos not raed ervey lterer by istlef, but the wrod as a wlohe.

*Did you understand it?  
Aren't you azmead?*

## COUNCIL CORNER

May 27, 2003

Borne, Domovs, Hay, Hoffman, Porcelli, Schauer and Executive Secretary Townsend in attendance, Porcelli presiding. Treasurer's Report by Duerr, presented by Porcelli reported expenses \$2,285 YTD higher than income. Townsend reported CHI contributions of \$155.50; 4 CHI's for April, 2 from the web site, 1 from C&EN ad and 1 from member referral and 3 for May to date, 2 from the Web, 1 from member referral. She reported resignations from Kenneth Kohlhof, member #323 and the death of Dr. Donald N. Miller, #686 and membership inquiries from 3 prospective members; volunteers will follow up by phone. We unanimously accepted an application for membership from Randy Meirowitz of San Diego CA.

Porcelli announced the annual audit will be on June 24. Hay reported completing the Jan.-April 2003 newsletter. It is available on our website. Borne mentioned a problem with accessing the newsletter from his home computer. He will study this. Porcelli presented details of future monthly meetings in Sept., Oct. and Nov. - the latter two in NYC to coincide with the ACS annual meeting and the 2003 Chem Show, respectively. The Annual Membership Meeting will be Oct. 28<sup>th</sup>, President Riley speaking. Nov. meeting speakers may be ACC&CE members who will have presented seminars at the Chem Show, Nov. 19<sup>th</sup>. We will present another seminar on *Consulting as a Second Career* at the ACS National Meeting at the Javits Center, NYC in Oct.

Borne reported on Internet matters: Webmaster Billson will deal with a redundancy problem with a printer-friendly version. We will eliminate Star rankings and Certificate Numbers. All members should review the information about themselves on our website.

Hay proposed a brainstorming session on member recruitment. Hoffman suggested seeking funding to administer research grants in a topical field such as green chemistry or energy. Domovs suggested seeking authoritative speakers to present state-of-the-art lectures on topics

## Poly(Chem-Tech)

CHEMICAL CONSULTING

Industrial  
Consumer Product  
Healthcare

Technology Transfer  
Dental Products  
Polymers



DANIEL KRUH, Ph.D. 8 Braddock Street  
President East Brunswick, NJ 08816

Voice/Fax: (732) 238-3182 Email: DanKruh@aol.com

Jasprit Singh, PhD  
President

 **JMS PROCESS**  
Consultants & Engineers

P.O. Box 541  
Grand Island, NY 14072  
(716) 773-4666  
(Fax) 773-6420  
info@jmsprocess.com

Chemicals - Polymers  
Process Plants  
Design - Build

## STRUCTURE PROBE

SPECIALISTS IN MATERIALS RESEARCH

### Electron Microscopy Failure Analysis

SEM • TEM • STEM  
AUGER • XPS • SIMS • LM

P.O. Box 656 West Chester, PA 19380

Phone: 1-800-2424-SPI • FAX: 1-610-436-5755

WWW: <http://www.2spi.com> • E-Mail: [spi2spi@2spi.com](mailto:spi2spi@2spi.com)

## SCHAUER ASSOCIATES

Dr. Richard L. Schauer  
Regulatory Consultant

P.O. Box 398, 1231 Dexter Corner Road  
Townsend, Delaware 19734-0398  
Telephone (302) 378-6261  
Fax (302) 378-6201  
E-mail: [rschauer@schauerasociates.com](mailto:rschauer@schauerasociates.com)

 **MONOMER - POLYMER & DAJAC LABORATORIES, INC.**  
1675 BUSTLETON PIKE • FEASTERVILLE, PA 19053  
PHONE (215) 364-1155  
FAX (215) 364-1583

Dr. Jack Dickstein, Ph.D.  
PRESIDENT

Specialty Monomers & Polymers  
Diagnostic & Forensic Reagents

Organic Chemistry Functional Monomers  
Polymer Chemistry Formulae Development  
Testing Contract Research - Custom Synthesis

chemistry and engineering that tend to be neglected at local meetings. Hay and Hoffman discussed having a sidebar on our website providing a "blog" (with a gatekeeper) for outsiders' input. This deserves more discussion in June Council meeting.

### June 24, 2003

Treasurer Duerr forecast a budget deficit of \$2,500 by the end of the year. The Manhattan phone number will be eliminated to cut costs. Executive Secretary Townsend reported 4 CHI's for May; 2 from the Web, 2 from member referral; one CHI for June from member referral. She reported membership of 68 Members, 30 Affiliates, 2 Honorary; resignation received from Kenneth Kolthoff, member #323; application for membership received from Randy Meiowitz, Ph.D., San Diego, CA. Riley will mentor him.

Porcelli reported that the audit found all accounts reconciled and all invoices and checks correct.

Affiliate member status was discussed with reference to non-listing in the website's Member Database. Council voted to list affiliate's names and member numbers only. Anybody wanting to contact an affiliate member may contact the office.

Riley has reported mentoring new members Peter DeAngelis, #916 and Ralph Itzo, #915.

Hay said that the May-Aug. issue of the newsletter will be distributed at the Chem Show in November.

Swartz will plan the program

for the November meeting on Wednesday the 19th, the time of the Chem Show, with Borne's help. Hay suggests putting our press release about our 75th anniversary on our website.

Discussion about Internet: Borne has found our newsletter is posted on our website. "Webalizer" statistics show about 24,000 hits per month on the site; Webmaster Billson recommends a private forum on the site, not a public one.

Swartz intends to put the Speaker's Bureau on our website wheremembers will offer talks. The program with abstracts for our tutorial at the ACS National Meeting Sept. 9th will be published in the Indicator; The ACS Division of Small Chemical Businesses may cosponsor such programs elsewhere.

Porcelli distributed copies of a Critique of CHI System, which favored leaving procedures as they are.

## SPEAKERS' CORNER

May 27

*Consulting Practice Experiences*  
Speaker: John C. Bonacci, Ph.D., P.E.  
Fibonacci, Inc.

Dr. Bonacci, ACC&CE member #821, has been in private practice for the past 15 years, essentially full-time. His experience includes accelerated technology transfer and commercialization in the process industries based on his expertise in



**ARE YOU CONSULTING?  
YOU NEED PROFESSIONAL  
LIABILITY INSURANCE**



- To pay expenses of defending yourself if sued
- To pay fines or damages if found liable in court
- To be able to show your client you are insured
- To protect your non-business assets

**NOW AVAILABLE**

**A specially designed program for chemical professionals  
in consulting, sponsored by the American Chemical Society  
and the American Institute of Chemical Engineers.**

**Call the Plan Administrator  
(Mon-Fri 8:30 am - 4:30 pm Eastern Time) (800) 445-3393**

and patents. He reported on his successful contributions in both small and large companies.

Bonacci described how he started his company and gave information on the costs, prices and success factors he has experienced. This included types of clients and typical projects as well as apparent shifts in client emphasis. Dr. Bonacci told of mistakes he has made and improved practices that he gave as a "lessons learned" list.

A lively Q/A period followed his very detailed and thorough presentation and he distributed a printout of his slides, which he is willing to make available to others.

Bonacci concluded with "Fibonacci's credo is to provide the right service via the right task at the right time for the right price."

**June 24**

*The Newsletter As*

*A Sales Tool for Consulting*

Speaker: Dr. Peter M. Hay

Editor, *The Chemical Consultant*

Dr. Hay has been editor of this newsletter for 6 years. He presented his ideas of what a consultant's newsletter can be, how to create one, use it as a sales tool, and some of the nuts and bolts of putting it together and distributing it.

He explained how a newsletter can position your product or you as a consultant with prospective clients and make you stand out from the competition, presenting your expertise and resources and reminding contacts that you still are

ready to help them. The repeated contact keeps memory fresh and establishes you as a source of valuable, timely information.

Hay advised that a newsletter should be easy to read, using the styles of newspapers and magazines that readers are used to. Mix technical text items with illustrations, photos and even cartoons to hold attention. Keep type fonts and sizes simple. If you think of what your clients might be looking for, they will remember and call you when they need help.

Hay covered the many ways to distribute the newsletter: handing it out at trade shows and professional meetings, mailing it using addresses from your own list of contacts. Hay advised using your own mailing list, as mailings to strangers are unlikely to receive an answer. You may e-mail it (again to your own list) or post it on your Internet web site. Distribution is a proactive matter, Hay advised. Keep up the effort to refine and expand your distribution list.

### LAST LAUGH

An experimentalist runs into a theorist's office, waving a graph of his latest experiment.

"Hm," says the theorist, "that's exactly where you'd expect to see that peak because..." and laughs into a long, logical explanation.

"Oops," the experimentalist interrupts, "this is upside down." He turns it 180°.

"Hm," says the theorist, "that's exactly where you'd expect to see that dip because..."

### HYDROPHILIC RESINS

PRODUCT FORMULATION, SYNTHESIS  
PROCESS DEVELOPMENT

GOLDSTEIN ASSOCIATES

CONSULTING CHEMISTS

P.O. Box 88, Adelphia, NJ 07710; (732) 780 7171

Fax: (732) 462 3644; E-mail: goldstein@monmouth.com

<http://www.monmouth.com/~goldstein>

### RICHMAN CHEMICAL INC.

Custom Manufacturing

Custom Synthesis & Custom Sourcing

Of Fine Chemicals

Edward Richman, Ph.D.

768 N. Bethlehem Pike, L. Gwynedd, PA 19002

Ph: 215 628-2946 . [www.richmanchemical.com](http://www.richmanchemical.com)

Fax: 215 628-4262 . email: er@richmanchemical.com



RICHARD EHRENREICH

CONSULTING CHEMICAL ENGINEER

482 FORT WASHINGTON AVE.  
NEW YORK, N.Y. 10033

PHONE/FAX  
(212) 928-1256

### ARIA CHEM-SERVICES



Specializing in  
Environmental Regulation  
of Chemicals

Peter M. Hay, PhD, President

(908) 273-6729 peter-hay@worldnet.att.net

24 Bedford Rd., Summit NJ 07901



LIBRA

TECHNICAL CENTER

Chemical • Analysis • Microbiology  
Cosmetics • Pharmaceuticals • Plastics  
Forensics • Materials Failure Analysis • Unknowns  
USP/NF, CFTA, FCC, ACS, AOAC, ASTM, DSC,  
GC/MS, microFTR, GC, HPLC, SEM/EDS, TOC

J. Stephen Duerr, Ph.D., P.E., CPC

[www.libralabs.com](http://www.libralabs.com)

[chemlab@compuserve.com](mailto:chemlab@compuserve.com)

Metuchen Analytical, Inc.  
101 Liberty Street  
Metuchen, NJ 08840

(800) 8484-LAB  
FAX (732) 321-5203

## Chemical Analysis Services

- ▲ Materials Identification/Deformulation
- ▲ Product Defects/Failure Analysis
- ▲ Polymer Analysis & Testing

Instrumentation: FT-IR, NMR, GC, GC/MS, SEM-EDXA, HPLC, DSC, TGA



Chemir / Polytech

Laboratories, Inc. (314) 291-6620

2672 Metro Blvd. Maryland Heights, MO 63043

<http://www.chemir.com>



#### 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](http://www.chemconsult.org), or phone 973-729-6671

**THE CHEMICAL CONSULTANT**  
**P.O. Box 297 Sparta, NJ 07871**

#### FROM THE EDITOR

This issue was designed be used as a promotional piece for the November 18-21 ChemShow, held in Javits Center, New York City. If you want more copies to use as recruitment aids or to interest clients in your area, please contact Linda Townsend at the ACC&C# office.

email  
**[peter-hay@att.net](mailto:peter-hay@att.net)**

*Peter Hay,*  
editor

#### THE CHEMICAL CONSULTANT

A publication of

The Association of  
Consulting Chemists  
& Chemical Engineers

P.O. Box 297  
Sparta, NJ 07871  
Phone: 973-729-6671  
Fax: 973-729-7088

**[acce@chemconsult.org](mailto:acce@chemconsult.org)**  
**[www.chemconsult.org](http://www.chemconsult.org)**

Opinions expressed herein  
are not necessarily those of  
the ACC&CE.

#### IN THIS ISSUE

ACC&CE CELEBRATES 75TH YEAR ESTABLISHES MEMBERSHIP DRIVE	1
MONTHLY MEETINGS	1
CONSUTLING - WHAT IT TAKES	2
CHEMICAL FACILITIES & HOMELAND SECURITY	2
TAX REBATES FOR CHEMICAL CHANGE	2
INTERNET SITES OF INTEREST	3
SPEED READING	3
COUNCIL CORNER	3
SPEAKERS' CORNER	4
LAST LAUGH	5



Helen R. Kaar, Publisher  
*graphic design & copy writing*

973-377-5757  
3 Walnut St., Madison, NJ 07940