



## MONTHLY MEETINGS

### FEBRUARY 22

Sheffield's Catering,  
Mountainside, NJ  
Dr. Jill Panetta, CSO  
Innocentive, Inc.

*The InnoCentive Global  
Scientific Community and  
R&D Solutions*

### MARCH 22

Sheffield's Catering,  
Mountainside, NJ  
James F. Korczak,  
Summit Professional Resources,  
LLC

*Forensic Consulting--Practice and  
Pitfalls*

### Save the Following Dates:

**APRIL 26**

**MAY 24**

**JUNE 21**

#### **ACC&CE Officers**

Joseph V. Porcelli, President  
[jvpjii@jvporcelli.com](mailto:jvpjii@jvporcelli.com)

William Hoffman, Vice President  
[whoff@robill.com](mailto:whoff@robill.com)

Daniel Kruh, Secretary  
[DanKruh@aol.com](mailto:DanKruh@aol.com)

J. Stephen Duerr, Treasurer  
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# The Chemical Consultant

THE ASSOCIATION OF CONSULTING CHEMISTS & CHEMICAL ENGINEERS

*Scientific, Engineering, Business & Management Consultants*

Volume 16, No. 3 [www.chemconsult.org](http://www.chemconsult.org) August-December 2004

## ABOUT ACC&CE

The Association of Consulting Chemists & Chemical Engineers (ACC&CE) is a network of senior-level consultants with a broad range of functional expertise and many years of experience in the chemical and allied industries. The purposes of the organization are:

- To furnish support to its members as they conduct their consulting practices.
- To offer prospective clients a "clearing house" which they can use to find the most qualified consultants or team of consultants whatever their particular problem may be.

This newsletter is intended to support those purposes as well as to educate prospective new members and prospective client organizations about ACC&CE, and how we can be most helpful to them.

The ACC&CE has an interactive website – [www.chemconsult.org](http://www.chemconsult.org), that allows prospective clients either to input their problem or to search for those consultants most skilled in their area of concern. This website also allows prospective members to access information on the organization, including back-issues of the newsletter, meeting notices, etc. It also obviously serves as a resource for the Association's members, including allowing each member to have his/her own web page, which benefits from the visibility of the entire ACC&CE website.

## IN THIS ISSUE

Please note the letter from our new President, Joe Porcelli. A list of the officers elected in October 2004 appears to the left. In addition, we have the usual list and a short bio for all new members who have joined since the last newsletter publication.

Also in this issue is a short item listing a series of articles that have appeared in past issues of **The Chemical Consultant**. All of the newsletters of the Association since November/December 1997 are available on our website – go to [www.chemconsult.org](http://www.chemconsult.org) and click on "Newsletter". The articles listed describe "War Stories" – consulting assignments and experiences that were unusual and which illustrate the variety of consulting assignments that our members have experienced. This article should be of interest to all – prospective and current members as well as prospective and current clients, since they also somewhat indicate the variety in backgrounds and expertise of our consultants.

Please email us your comments and ideas for articles and other activities to [acce@chemconsult.org](mailto:acce@chemconsult.org).

# LETTER FROM THE PRESIDENT

By Dr. Joseph V. Porcelli, President  
Association of Consulting Chemists & Chemical  
Engineers  
December 2004

I am honored to have been elected to the Presidency of the Association, following in the footsteps of recent past Presidents Dave Riley and Bill Swartz. The Association has a long and impressive history, and many well-known chemists and chemical engineers who have achieved prominence in the U.S. and overseas have been or now are members.

The state of the world in which we are living offers many obstacles and many opportunities for those of us who practice the consulting profession, as well as for the organizations for whom we consult. It is my intention as President to continue to expand the reach and visibility of the Association, to better serve our members and our clients. At the bottom of the front page of this Newsletter is the contact information for the current officers of the Association. We encourage all of our readers to communicate with any of us if you have questions or suggestions for us, or if you have need of our services.

I would like to describe some of our plans for the coming year:

## 1. Our Newsletter – “The Chemical Consultant”

In 2004, we succeeded in moving from a hard copy, “snail-mail” version to an all-electronic version. This has allowed us to greatly expand the circulation to over 1,000, achieved by informing our readers by e-mail when a new issue has been published, and furnishing the web address at which it can be viewed. Shortly thereafter, the newsletter is posted to our website – [www.chemconsult.org](http://www.chemconsult.org), where it and all previous newsletters may be viewed.

We would like to make this newsletter a valuable resource for our members and prospective members as well as our clients, prospective clients, and all those who have an interest in the chemical and allied fields, or in the practice of consulting and general entrepreneurship. To this end, we would like to hear from all of our readers with suggestions as to information that we could include in future issues that would be of value. Please email your ideas to [accce@chemconsult.org](mailto:accce@chemconsult.org).

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## **2. Our Meetings**

The Association is a “virtual” organization in the sense that we do not have a headquarters as such. Our “home base” is the office of our Executive Secretary, Linda Townsend, who works out of her home in Sparta, New Jersey. Traditionally, we have a large number of members living in the New York, New Jersey, Pennsylvania and Delaware corridor, and we have monthly meetings in North Central New Jersey and occasionally New York City, at which a speaker presents a talk of interest after a period of networking and a dinner. Some of the topics covered in the last year or two have included:

- Nanotechnology
- Marketing – Conquering Cold Calls
- Leadership
- Focused Management
- China – a Country of Contrasts
- The Consultant as an Expert Witness
- Newsletters as Sales Tools

Here again, we are seeking help from our readers in selecting some topics of interest for future presentations.

Related to the monthly meetings, but reaching out to a wider geographic area and source of potential members and clients, are our presentations of tutorials on the subject of “Consulting as a Second Career”. In the past two years, a group of our members have presented a series of talks on this subject at the 2003 Fall ACS meeting in New York City and the ChemShow in New York City in November 2003. In the summer of 2004, another group presented “Consulting as a Small Business and For Small Businesses” at the national ACS meeting in Philadelphia. We are considering presentations at the regional ACS meeting in the Spring of 2005 in Fairfield, CT and the national ACS meeting in Washington, DC this summer, and in November 2005 we are scheduled to host a booth and make presentations at the ChemShow in New York City.

Also related to meetings and the newsletter, we recognize that a majority of our membership is located too far away to attend our meetings and to hear our presentations. We are considering how we can at least convey the important content of these presentations to our members and readers who cannot attend meetings in person. Some ideas for consideration are to post the presentations, or a summary of each presentation on our website. Additionally, we could include a summary of the presentations in the newsletter. We would be interested in comments from our readers on this matter.

As our membership grows in different parts of the country, it could make sense to find a few locations where meetings could be held – this could increase the value of ACC&CE to those long-distance members, and of course it would increase the visibility of the association to prospective clients, thereby furnishing assistance both to our members and to our clients. I would particularly like to hear from any of our readers/members who would like to try this idea.

## **3. Increasing our Visibility with Prospective Clients**

Over the last few years, our website has been improved greatly, making it, and our members, very visible to those who search the web seeking consultants in our areas of practice. We include the website address in all emailings, in our newsletter and on our brochures. However, we are not sure how the majority of prospective clients go about the task of finding a suitable consultant and we would greatly value feedback from those readers who employ consultants or who know those who do. Specifically, we would appreciate your views on the subject of the possible value of a Directory of Consultants.

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## LETTER FROM THE PRESIDENT – CONTINUED

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In the past, ACC&CE would supply to prospective clients a printed volume, containing the names and resumes of all of its members, together with tables of areas of expertise that allowed the reader to search for consultants with a specific background. Today with the internet, many of us believe that a prospective client would naturally turn to our website and use the powerful search capabilities of the site to find those specific consultants. A number of our members believe that a printed directory or a CDRom Directory, with search capabilities, would be preferred by a majority of prospective clients. We obviously don't know the answer and would greatly appreciate hear the opinions of those of our readers who are in a position to know. Thank you.

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## NEW MEMBER INFORMATION

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Dr. Duane Priddy is the President of Priddy & Associates Plastic Consulting and Plastic Expert Labs. He is globally recognized for his Expertise in plastic analysis, plastic failure, plastic engineering plastic manufacture, and Polymer chemistry with >100 scientific papers, >60 US Patents, a book, and Encyclopedia articles on plastics. Dr. Priddy's laboratory is state-of-the-art and ISO9000 certified.


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**WARNING TO TRAVELERS**

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A few days ago, I received an email from a reliable source, which I would like to pass on to any of our readers who stay at hotels that use plastic cards as door keys. It appears that some of the keys are coded with quite a bit of your personal information – much more than is justified for use as a key.

It is recommended that when you check out, you do NOT return the key but rather take it with you and dispose of it the way you dispose of unwanted credit cards.

Joe Porcelli

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## WAR STORIES FROM PAST NEWSLETTER ISSUES

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Your editors would like to call your attention to the fact that our past newsletters are available on our website going back to the November/December 1997 issue. In some issues, an item called “War Stories” was included – a description of a member’s interesting or unusual consulting experience. We plan to reinstitute this feature in future issues – we welcome the stories of our members. For this issue, we would like to call your attention to the following stories; we suggest that you take a look at the issues by clicking on our website: [www.chemconsult.org](http://www.chemconsult.org)

Jan/Feb 1998 - Consulting from the Boondocks – by Heinz Trebitz

Mar/Apr 1998 – Rotten Seeds – by Peter Hay

May/Jun 1998 – Fishy Business – by James Divine

Jul/Aug 1998 – A Far Out War Story – by Ernie Coleman

Sep/Oct 1998 – Beating a Deadbeat – by Peter Lantos

Jan/Feb 1999 – How a Reputation Was Born – by Dan Kruh

Nov/Dec 2000 - Referral from ACC&CE Becomes a Patent – by Dan Kruh

Jan/Feb 2001 – Member Cuts Corrosion – by John McCullough

May/June 2001 - Member Receives Green Tea Patent – by Ray Hauser

There are many other items that should be of great interest to our readers. These items will also give our prospective clients some idea of the great breadth of experience of our member consultants.

We strongly suggest that you take the time to browse through our past newsletters – you will be amazed.

### THE CHEMICAL CONSULTANT

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

### NOTE TO ADVERTISERS:

We are continuing to expand this newsletter’s circulation. We encourage any of our members or other readers who wish to advertise their services to submit an ad or a business card for inclusion in future issues. Please contact Linda Townsend at 973-729-6671 or by email at [accce@chemconsult.org](mailto:accce@chemconsult.org) for our rates and other information.