



MONTHLY MEETINGS

FEB 28

Snuffy's Restaurant
Scotch Plains, NJ
Richard M. Goodman

Richard M Goodman Consulting

*"Everything You Always
Wanted to Know about
Printing"*

MAR 28

A104 Little Theater
Bergen Community College
Elliott L. Weinberg
Cross Gates Consulting
William A. Hoffman
Robill Products

*"Two Contrarian Talks on
Global Environmental
Issues"*

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The Chemical Consultant

THE ASSOCIATION OF CONSULTING CHEMISTS & CHEMICAL ENGINEERS

Scientific, Engineering, Business & Management Consultants

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ABOUT THE ASSOCIATION

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, 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 webpage, which benefits from the visibility of the entire ACC&CE website.

IN THIS ISSUE

This issue contains a look back and a look ahead, appropriate for an end of year issue. Members of the Association presented three symposia during the year just ended – two at ACS meetings and the third at the Chem Show. These activities have succeeded in broadening awareness of professionals in the chemical and allied industries of the activities and capabilities of the Association.

We also have taken a look at the strengths and weaknesses of our Association and have begun to address the latter and build on the former. This newsletter is intended to reach those who may now or in the future have an interest in the consulting profession, and those who may now or in the future have need of the services of one or more of our members. To that end, we are evaluating ourselves from both perspectives.

We continue to include descriptions of our new members who have joined us since the last newsletter was published, and we have a few notes on past and future meetings.

Finally, we want to take this opportunity to wish all of our readers a Happy, Healthy and successful New Year.

Our Accomplishments during 2005

In this era of the internet, google searches, pop-up ads, and so on, it is difficult to find a way to stand out from the crowd of people offering services to the chemical industries. Over the last few years, we've greatly increased the visibility of the ACC&CE website at www.chemconsult.org so that in most searches for services in our areas of expertise, our organization, or our specific members, are at or near the top of the list of "hits". Nonetheless, we recognize that not everyone who is looking for a consultant will use an internet search to find candidates. We believe that even today, the major way that consultants obtain assignments is by "networking, networking, networking". To that end, it is important that each member of the organization get out and meet others, in a way that introduces him or herself and the organization in a non-threatening manner.

1. Symposia

One of the routes that we have been following to accomplish this is by organizing symposia that can be presented to groups of professionals who may be possible clients and/or possible candidates for membership. This year, we held half-day symposia at the Northeast Regional meeting of the American Chemical Society (ACS) in Fairfield, CT in June, at the National ACS Meeting in Washington, DC in September, and at the ChemShow in New York City in November.

In Fairfield, presentations were made on "Consulting as a Second Career", by Ernie Coleman, who was our session chair, Elliott Weinberg, Dick Schauer and Joe Porcelli. In Washington DC, Joe Porcelli chaired a Symposium under the same title and presented the first paper, "Consulting in the Commercialization of New Technologies", followed by Elliott Weinberg, "Successful Defense against Infringement", Dick Schauer, "Experiences of a Chemical Regulatory Consultant", and Dave Riley, "Value through Vision: Putting your knowledge to work as a Consultant". These presentations are being made available to all members of ACC&E, in the form of a CD, produced by Dick Schauer.

In New York City in November, Dick Schauer chaired a Symposium on Wednesday afternoon, and Dick Cowell managed the arrangements for a booth during the Tuesday to Thursday event, manned by volunteers from the Association. The theme of the Symposium was "Diversity in Consulting" and presentations were made by John Bonacci, "Vignettes of Expert Witness Cases", Bill Hoffman, "Consulting 101: Lessons, One Learned, One Not (Yet)", Elliott Weinberg, "Successful Defense against Infringement", and Joe Porcelli, "Commercialization of New Technology" (presented by Dick Schauer).

At all three events we met many new people, and have been able to enhance our mailing list, gain a few new members and generally introduce our organizations and ourselves to potential members and/or clients.

2. Surveys of Members' Opinions

During the past year, we have made use of email messages to our membership, to gain their opinions on a number of important issues, including enhancing member benefits, development of new subjects for our dinner presentation meetings, and issues regarding the past, current and possible future structure and business model of the Association. Sometimes we make use of a specific set of questions and other times we send ideas, or in one case, the President's message to the 2005 Annual Meeting, to all of our members. We encourage feedback and try to act on it. One outcome of these activities was a re-emphasis of the importance of the Mentoring activity of the Association to our members. This activity really differentiates us from other networks of consultants, and as a result, we have expanded the number of members who are willing to mentor new and current members of the Association. There is further information on this activity below.

EXPANSION OF ACC&CE'S MENTORING ACTIVITIES

For many years, a benefit of membership in the Association has been the availability of someone to help out the new or struggling consultant in his/her efforts to become a successful consultant.

For quite a while, the task of mentoring our new members was the responsibility of Past President Dave Riley, assisted by Dave Armbruster and Ernie Coleman. They would review the biographical information submitted by our new members, and one or another would contact each new member, to set up a line of communication. But, all three of our Mentors are very active in their own practices and the increasing number of new members has made it clear that we need a larger group of experienced consultants who could act as Mentors. In addition, it was recognized that a member seeking help might benefit by interacting with a Mentor with a similar field of expertise. This has led to a call to our membership for volunteers.

Thus far, our expanded roster of Mentors includes:

Dave Riley – Member # 591
Dave Armbruster - #622
Ernie Coleman - #684
Bob Small - #924
Chuck Garber - #533
Wayne Genck - #656
Elliott Weinberg - #637
Dave Manuta - #882

We are continuing to look for more volunteers. Meanwhile, if any of our members, whether new or experienced, is interested in talking with one of our mentors, he/she should go to www.chemconsult.org and search for the particular name in order to review the person's background and experience.

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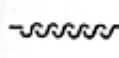
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Dr. Fisch consults in plastic additives and he provides technical service for product development. Expert witness experience. He has expertise in stabilizers, lubricants and catalyst initiators with numerous publications and patents in these areas. His background includes Global Vice President of Technology for polymer additives.

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Dr. Giammatteo is a process analytical consultant specializing in the application of nuclear magnetic resonance (NMR) spectroscopy and other technologies for on-line applications in the refining, petrochemical, pharma, and, food industries. Provides NMR analytical services on a 300 MHz NMR spectrometer for liquid state NMR analyses, and, on a 200 MHz NMR spectrometer for solid state magic angle spinning and cross polarization NMR analyses. Provides training programs in process analytical and laboratory operations.

NEW MEMBER INFORMATION

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Dr. Simons is a consulting chemist who specializes in nanotechnology. His specialty is technology that bridges the gap between nanocomponents and nanomaterials. Areas of expertise include nanoclays, nanotubes, nanoparticles, advanced materials, nano-inspired biomaterials, inorganic/organometallic synthesis and characterization.

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Dr. Charbonneau consults in polymer chemistry and engineering. His experience includes the discovery and development of liquid crystalline polymers. He recently developed new plastics based on isosorbide which is obtained from renewable resources. He holds numerous patents and publications in these areas.

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A Professor of Chemical Engineering at the University of Pennsylvania, Dr. Perlmutter has over 25 years of experience as a technical advisor to both industry and attorneys. He has been deposed and has testified as an expert witness in a variety of cases dealing with losses and/or injuries resulting from fires, explosions, pollution, and chemical leaks. His academic research on the dynamics and control of chemical reaction systems has yielded two books and over 100 journal publications.

SEPTEMBER 2005 MEETING – SUMMARY

The September dinner meeting was followed by a talk by Elliot Weinberg, Cross Gates Consultants on the very relevant topic of “Making Money Overseas”. Elliott is a world recognized authority on the stabilization and degradation of polymers especially polyvinyl chloride. He has traveled widely and has consulted extensively in India and other parts of Asia. His main messages are that there is a lot of opportunity for consulting, particularly with the smaller companies who seek help with technology transfer, general problem solving, understanding of the markets and so on. But one must be well aware of cultural differences, especially in contractual negotiations.

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SAVE THE DATE – MARCH 28, 2006

We are putting on a special program at Bergen Community College in the late afternoon. Speakers will be our own Bill Hoffman and Elliott Weinberg. Their talks will deal with carbon dioxide in the atmosphere and how to deal with Non-Governmental Organizations (NGOs) on environmental issues.



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

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Please contact Linda Townsend at 973-729-6671 or at accce@chemconsult.org for our rates and other information.