



MONTHLY MEETINGS

JAN 23, 2007

Snuffy's Restaurant
Scotch Plains, NJ

Willis B. Hammond, Ph.D.
W. B. Hammond Associates,
LLC

*"What is Wrong with Your
Polymer?"*

MAR 27

TBA

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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

In this issue, we are continuing the feature begun in our last newsletter, presenting descriptions of assignments carried out by a number of our members. The goal is to illustrate the wide variety of talent and experience contained in the membership of the Association. For our members, this should serve to help each of us better market our own portfolios of experience and expertise. For our non-member readers, who may from time to time need or be aware of needs for expert consultants, this should be an encouragement to keep the Association on his or her short list.

We are also taking an opportunity to recognize a significant achievement by another of our member consultants, Shri Thanedar, Ph.D., our member number 775, who received a full page write-up in Chemical & Engineering News, Nov. 13, p. 29.

We are including in this newsletter a letter from the incoming President of ACC&CE, Bill Hoffman.

A Letter from our New President, Bill Hoffman

Dear Members:

Season's Greetings and Best Wishes for the coming New Year!

2006 marked the start of several initiatives to increase membership and consulting activities. We have learned much from the efforts and plan to refocus on promising items during 2007.

Dr. A. C. Candce will introduce us to potential clients, as a part of an effort to go beyond solely internet presence. Comprised of the initials of our organization, Dr. Candce will give a "face" to go along with the capabilities presented in a new PowerPoint presentation developed by Dick Schauer and others.

The capabilities part of the Candce presentation does not replace the CD-ROM/Red Book and the completion of that resource is still planned.

Our current website needs a facelift and more, and discussions are underway to find a site developer who will meet the needs of a website that looks and works like the best. It's not a free project, and finding the funds to do what's needed will be one of the challenges of the year.

The CHI system is getting attention from the Council Members. A new approach has been in place to ensure that incoming CHI requests get rapid response, and we continue to refine it. On the other hand, the central issue is the number of CHI's even more than our rapid, focused response, and both the marketing effort mentioned above (Dr. Candce) and continuing discussion at monthly Council meetings will seek ways to increase both the numbers and the returns to our organization (5%).

For all this, I am asking for your help. Help in getting an avatar for Dr. Candce that we can own and be free to use. Help in sending CHI requests to Linda whenever you have an incoming request you can't or don't wish to handle. Help in returning 5% when you've handled a CHI. The Council and I will be asking for your help in distributing copies of the Candce presentation, aiding in identifying potential clients, and finding out how to have a real annual meeting with a large member turnout (50%). Let us hear from you on these and the agenda items reported each month. The more we help each other – directly or through the Association of Consulting Chemists and Chemical Engineers – the more we help ourselves.

Our Congratulations to Shri Thanedar, Ph.D., Certificate #775

In the November 13, 2006 issue of Chemical and Engineering News (C&EN), on page 29, one of our members, Shri Thanedar, is featured in the "C&EN Talks With" column. The article should be inspirational for all young chemists and engineers as they start out in their careers. But Shri's ambitions and his industriousness started very early, as evidenced by his obtaining a bachelor's degree in chemistry at the ripe age of 18. Today, he owns a family of companies, and is a member of ACC&CE as the head of Chemir Analytical Services, but everyone ought to read this article to understand what this still very young man has accomplished. This is must reading for anyone seriously seeking to develop a major business or consulting practice.


Experiences of Some of our Member Consultants

Ron Zager, Ronald Zager Associates LLC, Certificate #742 submitted the following description of his work for a client with some lessons learned that should be useful to all of us.

Some years ago, I was contacted by a client who told me that they “had a problem with a specific chemical used in their manufacture.” I spent a day looking over their manufacturing process and determined that the problem was with their operation and that the “specific chemical” issue was masking unknown and uncontrolled variations in their manufacturing process. Using a program for statistical experimental design, I developed an experimental protocol. I was then retained to carry out and evaluate the variables. The results of this exercise were so useful to the client that, when the project was completed successfully, I was asked back to work on a series of other problems over a three-year period.

The moral of this story is that a consultant should never just accept the judgment of the client about the nature of the problem. It is the job of a consultant to evaluate the system, determine what the real problem is, and make recommendations to the client to deal with the actual and not the perceived problem.

Unfortunately, it has been my experience that the client does not always want to hear the truth about what is wrong. Later in my relationship with this same client, they requested a lengthy report on what I saw as potential regulatory and environmental concerns that could lead to significant problems in their manufacturing and operations. After reviewing my report, the client decided to totally ignore my recommendations. The report never saw the light of day. It was accepted and paid for, but never released to senior corporate management. I do not know what the final outcome was.



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Experiences of Some of our Member Consultants – Cont'd.

Bill Hoffman, Robill Products, Certificate #908, submitted the following description of a project from several years ago. In order to protect confidentiality, some generic terms have been used

Diesel fuel producers were required to lower total sulfur from 500 ppm to 15 ppm by 2006. The primary sulfur reduction process has been high pressure hydrogenation, but the catalysts were easily poisoned and a new process needed. Our project was to find an efficient process for sulfur-bearing impurities' removal, either as a sole process or as an interim step to reduce the burden on the expensive catalysts. Over the course of 2 years, a process was uncovered that removed significant levels of the most catalyst-poisonous sulfur bearing residues and lowered total sulfur to under 100 ppm in an efficient, low-cost, recycling extraction.

Dr. Joseph V. Porcelli, JVP International, Inc., Certificate #906, submitted the following description of some of his consulting activities:

A segment of my practice has dealt with assisting organizations that are seeking to develop and eventually commercialize new chemical process or catalyst technologies. Several projects serve to illustrate some of this work.

1. A major international energy and chemicals company was seeking to develop and commercialize a process technology for a group of chemical intermediates, for which production technology was not available for license. They had performed years of laboratory-scale research, and were uncertain whether at their state of development they would need to invest in a costly and time-consuming continuous pilot plant step before designing the commercial plant. They submitted a number of research reports and masses of data to me in advance, after which I spent several days visiting their Research and Technology center, discussing the information and my conclusions with a group of their key technical and business development people. My recommendation was for certain further laboratory-scale work to confirm the effects of recycling certain materials made at low levels in the reactor. Depending upon the results, it would be possible to avoid the large, recycle pilot plant step. (The project is currently on hold, awaiting favorable economic conditions.)
2. An emerging technology company had developed a new process for producing certain metal oxide materials that had promise as precursors or catalyst supports for a series of catalysts. I was asked to develop a list of possible applications, determine the main actors in each application and to recommend a strategy that would lead to commercialization of the most attractive alternative. Once identified, I was asked to develop comparative economics for production of the material by the new concept and by conventional technology. (I am not aware of whether my recommendations were followed or not.)
3. Another emerging technology company had developed a novel type of reactor that had a number of potential applications for the production of a variety of important petrochemicals. I was asked to review one particular application, developing a concept for retrofitting the novel reactor into plants that currently produce a particular petrochemical. I was then asked to develop an economic model for cost of production for the chemical, that model allowing the investigator to test the economic effects of proposed changes to design and operating parameters, so as to guide the research program. That project is on-going.

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ANNOUNCEMENT – JANUARY 23, 2007 PRESENTATION

Title: "What is Wrong with Your Polymer?"

Speaker: Willis B. Hammond, Ph.D.

W. B. Hammond Associates, LLC

That question should strike fear into the heart of a conscientious salesperson and can set off a flurry of activity within a technical support group. A proper response should produce a satisfied customer and profits for the supplier. The challenge is to understand the problem and provide a real, cost effective solution that meets the customer's needs. The speaker will illustrate his talk with real problems selected from 30 years of experience and solved using a broad range of analytical and spectroscopic instrumentation and techniques.

Willis Hammond grew up as a farm boy in Minnesota. He received his education from Northwestern University (BA, Chemistry, 1964) and Columbia (Ph. D, Physical Organic Chemistry, 1967). After teaching chemistry at Yale (1968-75), he worked at Allied Chemical (1975-96, polymer R&D), Hoechst Celanese (1997, polymer characterization), and the Ticona division of Celanese (1998-2006, polymer characterization and problem solving). In 2006, he formed W. B. Hammond Associate, LLC.

Date: The presentation starts at 7:30 p.m. and there is no charge to attend only the presentation. Dinner at 6:00 p.m. is optional at a \$40 per person charge.

Meeting Date: Tuesday, January 23, 2007

Place: Snuffy's Restaurant, Park & Mtn Ave (Route 22 East), Scotch Plains, NJ

Telephone: 1-908-322-7726

6 p.m. Networking/Cash Bar, 6:30 p.m. Dinner, 7:30 p.m. Presentation

Registration: \$40 ACC&CE Members, \$50 Non-members

To Reserve: Call Linda B. Townsend at 1-973-729-6671 or e-mail: accce@chemconsult.org

Advanced registration is required.

Cancellations must be made 24 hrs in advance or be invoiced.

Please visit our web site for more details: www.chemconsult.org.



Cynthia F. Mascone

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