



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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November-December, 2007

FUTURE MEETINGS

FEB 26

Snuffy's
Scotch Plains, NJ

Allen Johnson
"Developing Effective Networks – Introduction to LinkedIn.com"

APR 8

Snuffy's
Scotch Plains, NJ

Joint Meeting with
New Jersey AIChE
John Bonacci
Richard Goodman
Consulting

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.

IN THIS ISSUE

In this issue, we have continued our practice of presenting articles by a number of our members describing some of their experiences as consultants, and we have a special recognition of Charles Davidoff, Certificate #167 and his long membership and many contributions to ACC&CE. There is also an article from Shri Thanedar, Certificate #775, announcing a new website and offering a copy of his organization's latest newsletter upon request. There is an additional contribution by Girish Malhotra, who publishes many articles in the periodicals serving the pharmaceutical industry, his organization's target market. These last two illustrate the types of marketing activities any of us can do in support of our own consulting practices.

In this issue, we are calling attention to the widespread presence of our members across the U.S. and the world. We have listed their names, their business names and their locations, to encourage potential clients in their areas to call on them when there is a need for expert consultation. Further, we are suggesting to each of them to reach out to their closest "neighbors" to possibly organize meetings with presentations in their areas, in conjunction with other technical organizations.

We have two informative meetings coming up in New Jersey, listed above. One describes the use of a web-based networking service in promoting members' businesses and the other is a joint meeting with New Jersey AIChE.

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William Hoffman, Past-President
whoff@robill.com

Experiences of our Member Consultants

Philip Rakita, Certificate #918, submitted the following descriptions of the recent consulting assignments of Armour Associates, Ltd.

Technology/Business Acquisitions

A private equity investment firm making an acquisition in specialty chemicals included one of our senior staff on their due diligence team to provide an analysis of the value of the technology being acquired, future market potentials, and possible synergy with their other investments. We conducted site visits to the two existing companies and the acquisition target, provided an assessment of the potential synergy, and assisted in the final negotiations leading to a successful acquisition.

Licensing

A major specialty chemical company sought our help to locate companies interested in licensing a technology package that was deemed non-core to their business development strategy. We met with the R&D team that developed the technology, prepared a review of the relevant segment of the market, conducted a survey of potential licensees, developed profiles of over 20 possible licensee companies, and recommended several for further consideration.

International Asset Acquisition

A privately held South American specialty chemical company asked our help in valuing the acquisition of a European production facility as part of their globalization expansion strategy. We prepared a background survey of their segment of the specialty chemical market, accompanied them on a two-day site visit to the facility (including assistance with logistics and translations), and provided a detailed written assessment of the equipment and related facilities. We also offered recommendations on areas for investment to upgrade and improve the plant.

Market Evaluation Technology Assessment
Business Analysis Competitive Intelligence
Strategy Development



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Experiences of our Member Consultants— Cont'd.

Girish Malhotra, Certificate #861, EPCOT International, submitted another article, written for Pharmaceutical Processing, and entitled “Pharmaceuticals—Their Manufacturing Methods, Ecotoxicology, and Human Life Relationship”.

A copy of this article may be obtained from Girish, or by contacting Linda Townsend. It is a pdf document.

Dan Kruh, Certificate #830, submitted the following item saluting a long-time member of the Association.

“Hats Off to Charles Davidoff”

In these days of transient organizations and membership, one gentleman stands out in the annals of longevity at the Association of Consulting Chemists and Chemical Engineers, Inc. (ACC&CE). Charlie Davidoff joined ACC&CE and received Certificate #167 in 1938 just after receiving his M.Ch.E. from the College of the City of New York and putting up his shingle as a professional engineer. He formed Charles Davidoff Associates in Port Washington, New York, where he has been specializing in electroplating and other surface finishing, metal refining, pollution control, R&D, machine and plant design, and patent litigation. He is a registered professional engineer in New York, Connecticut and South Carolina.

Charlie has been plying his trade, along with associates as consulting chemical and metallurgical engineers, and concurrently as a member of ACC&CE for over 70 years. He also holds memberships in AIChE, ACS, SPI, TAPPI, Electrochemical Society, and American Society for Metals. He has patents and publications in metallizing,

Hats Off to Charles Davidoff—(Cont'd)

production of thin metal films, RF shielding materials, radar-reflective materials, electrochemical processes and controls, and refining of precious metals. A well-equipped laboratory is maintained along with a large technical library.

Throughout all of his professional endeavors, Charlie has aided, supported and contributed to ACC&CE. He has helped shape the organization through the years to make it the most well-known problem-solving and continuously operating consulting organization in the world.

Experiences of our Member Consultants—Cont'd.

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Norman Smith, Certificate #718, provided the following description of recent activities of Bioteck Assoc Int'l.

Most of my recent work has been in either environmental permitting or feasibility/economic studies for fuel ethanol plants. One of my major projects in a general category was the design of a pilot plant in Australia for the eventual production of organic compounds (pharmaceuticals) The technology involved the utilization of cyclodextrins as drug delivery systems (DDS) for oral drug administration. Microencapsulating of the active ingredients within molecular matrix of the cyclodextrins have proven effective in protecting the active ingredients. My involvement was to "scale up " the lab researcher's process into a viable pilot size for eventual production. The work was conducted in Queensland, Australia.

A second project involved investigating the economic potential of all the current research in the USA and Canada concerning the production of fuel ethanol. The study was commissioned by the State of Illinois and the University of Southern Illinois, Edwardsville campus. The purpose of the study was to determine the need for a pilot facility for advanced research in the field for producing fuel ethanol from a variety of feed stocks. A screening process was used to narrow down the viable processes resulting then in visits and interviews with the research staffs and investigators . A comprehensive technical and economic review of all processes resulted in the construction and operation (now) of the pilot facility at Edwardsville, Illinois.

Another international project involved the preliminary design of a production plant to produce fructose sugar products in Santiago, Chile from local maize (corn). This study was in conjunction with several industry "experts" involved in the high fructose corn syrup (HFCS) technology. The project involved the introduction of the technology to the client and later a detailed presentation , including preliminary engineering drawings and concepts for the production facilities in Chile

I have conducted numerous feasibility studies for the production of fuel grade ethanol in the Midwest. My involvement also includes expert witness in fuel ethanol plants regarding feasibility, economic failures and environmental problems during the development of the industry.

As you probably know, the fuel ethanol industry is one of the fastest growing industries in the USA. It grows as the US government continues to support research and development of technologies toward energy independence. It is a basic industry as a result of many years of experience. In many ways the technologies involved are quite simple especially to those familiar with the "trade". It appears to be politically driven in many respects today. However, the bottom line is the cost factors and not so much the technologies. Unfortunately these two items go together.

Experiences of our Member Consultants, Cont'd

Shri Thanedar, Certificate #775, provided the following (and a Newsletter):



C H E M I R

Analytical Services

Chemir Analytical Services Unveils New Website

Chemir Analytical Services has renovated their website, www.chemir.com, to reflect a renewed sales and marketing focus on the personal care, food/beverage, plastics/polymers and packaging industries. The new website details Chemir's non-routine investigative services including deformation, materials identification, contaminant identification, failure analysis, packaging testing, formulation and product support. Case studies are also highlighted to illustrate Chemir's practical, problem-solving capabilities.

"Our goal was to create a website that could be easily navigated and convey our commitment to these industries," explains Dave W. Riggs, PE, President of Chemir. "When manufacturers experience questions of quality, failures, customer complaints or legal challenges, Chemir Analytical Services can provide answers. The new website clearly illustrates our capabilities and how we can help clients."

About Chemir Analytical Services

Chemir Analytical Services solves challenging manufacturing and industrial problems involving chemical analysis and material testing. Since 1959 this independent laboratory has solved thousands of issues involving material analysis, contaminant and impurity identification, deformation (reverse engineering), formulation, product failure analysis, stability testing, analytical method development, patent, intellectual property, and other legal challenges for over 6000 clients. Many of Chemir's clients are Fortune 500 companies. The scientific staff of 30, including 10 Ph.D. level chemists, uses state-of-the-art analytical instrumentation and expert interpretations to assist such industries as polymers, plastics, packaging, paints and coatings, food and beverage, personal care, consumer products, specialty chemicals, semiconductor and high-tech materials and more. For more information, visit www.chemir.com.

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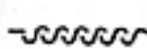
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ACC&CE—A World-wide Organization

Those who are familiar with ACC&CE due to its periodic dinner meetings in New Jersey or New York probably have a very parochial view of the association, not recognizing how far across the world our members span. It is certainly true that a large percentage of our members are located in the Northeast, but a surprising number are located across the U.S., with the width of our organization stretching from Hawaii in the west, to Italy in the East.

Whereas all ACC&CE members get the same advantages of membership, including a presence on our very visible website www.chemconsult.org, with its clearing house for consulting opportunities, communications with our executive secretary, Linda Townsend, the opportunity of mentoring and obtaining advice from other members, and this Newsletter, our “local” members get some additional benefits of meeting each other face-to-face from time to time. Those who are familiar with our meetings know that we have periodic meetings of council, often followed by a dinner and a speaker, the dinner and after-dinner program being open to non-members. These meetings aid us in spreading recognition of ACC&CE to members of other professional organizations, via the local sections of ACS, AIChE, SPE, Chemists Club, etc. Some of our local members have spoken at some of these other local section meetings, including making a presentation often called “Consulting as a Second Career”, to encourage members of our profession who may be considering consulting either proactively, or due to the possibility of loss of employment in industry. Groups of us have participated in a 1/2 day or full day session at Regional or National ACS Meetings in New York, Connecticut, Pennsylvania and Washington, DC.

In recent months, we have been using this Newsletter to highlight some of the experiences of our members in practicing the consulting profession, which has led us to consider how we can expand the participation of our non-local members and increase the value of membership to them. It occurred to us that there may be “clusters” of members in other parts of the country, for instance, who may not be aware of one another, and who might be encouraged to meet, and to introduce themselves to their own local ACS and AIChE sections, and perhaps speak at these as well as at the Regional ACS, and National ACS and AIChE meetings. We have added members and found clients as a result of our presenting at these meetings. We sincerely believe that a “long-distance” member, presenting to a professional group in a local section meeting will be spreading the word on ACC&CE, on membership and the availability of expert consultants. These actions are likely to lead to adding new members in the area, perhaps resulting in an opportunity for a group of members to meet periodically. Of course, these presentations also enhance the visibility of the presenting consultant! We have archives of some of the presentations that we have made in the past that could be made available to all members who may want to tailor them for their own use.

It is possible for any member to review our website and find others who may be located relatively nearby, but we thought it would be useful to present some information on these long-distance members here, to encourage them to reach out to each other. The following is a listing of our “long-distance” members by region.

MIDWEST

Marvin DeTar, Molecular Technologies, Wickliffe, OH, Certificate #910
Girish Malhotra, EPCOT International, Pepper Pike, OH, Certificate #861
David M. Manuta, Manuta Chemical Consulting, Waverly, OH, Certificate #882
John M. Wetzel, Wetzel Chemistry Consulting LLC, Albany, OH, Certificate #943
Mark J. Blackman, Mark J. Blackman Inc., Oswego, IL, Certificate #931
Kenneth H. Brown, KHB Consulting Services, Evanston, IL, Certificate #930
Wayne J. Genck, Genck, Inc, Park Forest, IL, Certificate #656
Calvin K. Johnson, C. Johnson & Associates, LLC, Homer Glen, IL, Certificate #881
Shri Thanedar, Chemir Analytical Services, Maryland Heights, MO, Certificate #775
Norman B. Smith, Bioteck Associates International, Muscatine, IA, Certificate #718
Larry Charbonneau, LakeFront Consulting, Inc., Faribault, MN, Certificate #937

(Continued on next page)

ACC&CE—A World-wide Organization—Cont'd

SOUTHWEST

Donald D. Brillhart, Consulting Chem Eng, Marshall, TX, Certificate #393

Olagoke Olabisi, Infra-Tech, Inc, Sugar Land, TX, Certificate #919

Peter M. Hay, HONORARY MEMBER, Houston, TX, Certificate #675

WEST

Robert Small, Robert Small Consulting, Tucson, AZ, Certificate #924

Randy E. Meirowitz, RND Technical Solutions, Inc, San Diego, CA, Certificate #917

James R. Divine, ChemMet, Ltd., P.C., West Richland, WA, Certificate #769

HAWAII

Ms. Myounghee Noh, M. Noh & Associates, Aiea, HI, Certificate #880

SOUTH EAST

Thomas Brumfield, Consultant, Williamsburg, VA, Certificate #907

Philip E. Rakita, Armour Associates, Ltd., Henderson, NC, Certificate #918

Charles Churchman, Jefferson Jyrodynes, Inc, Norcross, GA, Certificate #923

EUROPE

Dr. Fabrizio Parodi, R&D Consultant, Genova, ITALY, Certificate #897

NORTHEAST

45 Consultants, the majority located in New Jersey, but ranging as far north as MA and NH, as far west as PA and as far south as DE.

More information on the practices of the consultants listed above may be viewed at www.chemconsult.org. We encourage these consultants to submit descriptions of some of their assignments for future issues of this newsletter. It is also suggested that both our consultants and others considering taking out an advertisement. This newsletter is circulated to more than 1,000 readers around the world. Please contact Linda Townsend at 973-729-6671 for our rates and other information.

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