



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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www.chemconsult.org

January—May, 2012

FUTURE MEETINGS

JUN 28, 2012

Snuffy's Restaurant
Scotch Plains, NJ

SPEAKER AND SUBJECT
TO BE ANNOUNCED

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

ACC&CE Officers

Joseph V. Porcelli,
President

jvprii@jvporcelli.com

Tom Borne, Vice-President
tslbrn@verizon.net

Daniel Kruh, Secretary
DanKruh@aol.com

J. Stephen Duerr, Treasurer
chemlabconsulting@gmail.com

Richard M Goodman,
Past President
RMGConsulting@msn.com

ACC&CE Executive Director

John Bonacci
accce@chemconsult.org

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 letters both from our Executive Director, John Bonacci and by our new President, (also your editor), Joe Porcelli. Furthermore, we are welcoming a number of new members to the organization, as well as several returning members. You can learn about the new members on pages 5 and 6. You can also read about two returning members on page 7. On page 9, your editor discusses what progress we've made so far on our campaign to improve the operations of ACC&CE and to increase our visibility with prospective new members and clients. We need the help of every member to make this a success. Finally, on page 12, we have a photo from our January meeting. Meet our speaker and a number of our council members.

As always, we welcome and in fact *urge* comments and alternative views. We also suggest all our readers consider the benefits of advertising—see the price list at the bottom of page 6.

Joe Porcelli, Editor

MESSAGE FROM THE EXECUTIVE DIRECTOR

John C. Bonacci, Ph.D. P.E., U.S. Patent Agent (Certificate #821) and the Executive Director of ACC&CE

Hi members and non-members alike and welcome to this Newsletter once again. Our Association is doing well and getting better every month. We have sustained the membership with an increase in number of members and with 100% dues collection early. Our Newsletter is well-received based on an unofficial survey I made of non-member recipients. Newsletter ads increased over last year and are paid for. Our enhanced volunteer effort is bearing fruit and consulting inquiries are on the rise with 12 to date in this fiscal year; 4 in the last quarter of 2011 and 8 so far this year. Three have been completed and several still have potential. As most of you have ascertained we are essentially a “virtual organization” because of our broad national member locations; 16 in New Jersey, 3 in Ohio, 1 in each of 9 states from Hawaii to California to Texas, the Midwest to Florida and the South and a few others. This means we communicate primarily electronically with e-mail, Newsletter, telephone and fax. It works but we still have Directors meeting in Council and speakers judging by the two excellent ones so far this year.

Now I would appreciate any input for further ways to enhance and support our consulting efforts. The LinkedIn.com network professional site is one. We are registered as a group. I will send your e-mail addresses in and you will be invited to connect. You can then communicate with associates that way and you can also be a part of other groups if you wish. Dr. Porcelli, our current President and Editor of the Newsletter continues to want your inputs as 500 to a 1000 word essays, notes or letters which he will print. We would like to promote client success stories maintaining confidentiality of course. I will send a suggested PowerPoint slide format using one page to facilitate this. When you write letters to professional magazines or articles to journals, please mention your membership in ACC&CE as part of your bio. Regarding CHI's, I will continue to forward the requests as they come in and note “CHI-Client inquiry” in the subject line. This will speed up responses and you have to use some discretion whenever more than one of you respond. The client picks of course and I am there to assist if needed. Thanks again for your cooperation.

What is a CHI?

CHI's are one of the unique features of membership in the ACC&CE. Our website attracts those seeking chemical consultants on the web, and once found, the prospective client can submit his requirement to Exec. Dir. Bonacci, who will give it a number and post it to the members via email. Any member who is qualified can contact the potential client, and if the assignment is carried out, 5% of the consulting fee is paid to ACC&CE by the consultant. This is a CHI. However, a prospect can search the individual webpages of each consultant and contact him or her directly. In this case, the 5 % payment to ACC&CE is a matter of our honor system.

LETTER FROM THE PRESIDENT

Dr. Joseph V. Porcelli, (Certificate #906), President of ACC&CE and Editor of our newsletter, "The Chemical Consultant".

Our past president, Richard Goodman, in his last letter as President, described the efforts of the Council and other members who volunteered to help restructure the "new" ACC&CE as a totally volunteer-run organization, with low operating costs and affordable dues structure.

In January 2012, President Goodman announced that he was relocating to the Washington, DC area and would therefore be resigning as President, and after a period of deliberation, I agreed to step in to the role, at least for the remainder of 2012. The organization has made a lot of progress in the first few months, and I have many people to thank for that—I would like to acknowledge the efforts of many individuals who have stepped in to help create a reinvigorated ACC&CE.

First of all, almost all of the office functions and other activities formerly carried out by our long-time Secretary, Linda Townsend, have been taken on by John Bonacci, who was named Executive Director. John has a very minor monthly payment, which tries to compensate him somewhat for the very time-consuming efforts of running this office from his home, which is very disruptive of his efforts to continue his own consulting business. For his efforts, which no one else was willing to take on, we are very grateful.

The most valuable feature of membership in ACC&CE is our unique website, which includes searchable information on all of our members as well as our archived newsletters and other information. One of our long-time members, Jim Divine, volunteered to take over management of the website. He was able to take care of some but not all of the requirements of the job, despite his tireless efforts, and he ultimately concluded that some of the website management was incompatible with his use of his MAC computer (the website was designed over a decade ago for a PC). A little while ago, Charlie Leonard, a new member, volunteered to try his hand (and his PC) at the web management job. I want to express my great appreciation to both Jim and Charlie, and between them, our website is approaching steady-state, and is ready for many more new members..

I also want to express my sincere appreciation to Tom Borne as VP and Program Chair. Tom has been supplying our local meetings at Snuffy's with excellent speakers. Unfortunately, we've not yet succeeded in attracting large audiences but we'll keep trying. To this end, Bill Hoffman, another Council member and past President, has volunteered to take over management of our mailing list and our mailings. For this, I am most grateful.

I want to especially thank Dan Kruh, board member and Membership Chair, Dan has been acting as our corporate memory, and my personal memory. He has performed the thankless (until now) task of reminding me of all the things that have to get done or decided. I am fortunate that Dan has taken on that task without being asked. Finally, I want to thank Steve Duerr as Treasurer and the rest of our board and all of our old and new members for having faith.

Edward Richman, Ph.D.
President



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NEW MEMBER INFORMATION

Charles D. Leonard, CIH, Certificate #946

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www.cleonard.net

phone: 225-335-7457

Charles D Leonard is a Certified Industrial Hygienist with 25+ years experience in industrial hygiene hazard management coupled with industrial experience including QA/QC and process development from bench scale to production. His current focus is GHS compliant Safety Data Sheets and hazard communication, process improvement using multivariate statistical tools, and Process Safety Management. He is an accredited NELAC environmental laboratory assessor and has extensive experience with ISO-9001 quality systems and assessments. He is active in ASTM and with the American Industrial Hygiene Association.

David M. Marks, Certificate #947

Center Valley, PA

DME Alliance, Inc.

david.marks@dmealliance.com

phone: 610-282-3472

David M. Marks, P.E. is principal and founder of DME Alliance Incorporated. He has 25+ years of experience in the specification, design and implementation of process systems. He is a frequent author, speaker and consultant on bioprocess technology, pharmaceutical facility/equipment design & compliance topics. His professional experience is concentrated in the design, scale-up and implementation of bioprocess systems for FDA-licensed facilities. Areas of expertise include bioprocess equipment design, cell culture & fermentation process systems, contamination control, CIP/SIP and Single Use technology applications. Prior to founding DME Alliance in 1998, he managed the engineering department for Associated BioEngineers and Consultants. He is active on the ASME Bioprocess Equipment (BPE) standard committee, and serves as chairman of the Process Systems design subcommittee.

NEW MEMBER INFORMATION—Continued

Kamaswara R. Upadrashta, PhD, Certificate #948

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<http://www.linkedin.com/in/krupadrashta>

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This newsletter issues three times and for special situations, four times a year, and advertising is sold on an annual basis, with ads appearing in each issue. Advertising is open to all members and any non-members who wish to advertise their products and services to our readership. The price list for advertising is as follows:

Business Card Size (2.0 x 3.5 inches—	\$50/year
Larger Size (3.0 x 6.0) -	\$90/year
Half-page—	\$250/year
Custom size and features—	pricing upon request

To discuss advertising with us, please contact --

John Bonacci—accce@chemconsult.org

Or

Joe Porcelli—jvprii@jvporcelli.com

RETURNING MEMBER INFORMATION

Shri Thanedar, PhD, Certificate #775
Avomeen Analytical Services
6107 Jackson Road
phone: 800-930-5450 fax: 800-930-5479
sthanedar@avomeen.com

Dr. Shri Thanedar is an entrepreneur and renowned expert in the chemical analysis industry. Over the last 20 years, he has grown several pharmaceutical and chemical lab companies to revenues of up to \$55 million and 300 employees. Dr. Thanedar has revolutionized the process of deformation, which involves the separation, identification, and quantification of ingredients in a complex formulation. Shri currently owns Avomeen Analytical Services, a fast-growing chemical and pharmaceutical analysis and testing lab located in Ann Arbor, Michigan. (See ad below)

: Dr. Edward Richman, Certificate #778
Richman Chemical Inc.
Lower Gwynedd, PA
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From the Editor— What's Happening at ACC&CE

By Dr. Joseph V. Porcelli (Certificate #906)

In the last Newsletter, I described some of the changes we are making to find a new business model for ACC&CE, that will improve the success of our present members, and be attractive to prospective new members. In this issue, I wish to inform our readers of what has been happening, mostly good, as we flesh out our model and tune our operations as a volunteer organization.

Tom Borne, our Vice President and Programming Chair, has continued to set up speakers for our dinner presentations in New Jersey. Our last, on April 26, attracted several new attendees who were interested in the talk and speaker, our former president Dave Riley, and our organization. Special thanks goes to the local SPE chapter and the ACS Polymer Division for sending out over 3,000 mailings. Tom and Dan Kruh worked to spread the word on this talk, and Tom is developing contacts at a number of New Jersey newspapers. Our goal is to have interesting programs that will not only be of interest to our members, but also attract potential new members and clients. We are also running a small ad in Chemical & Engineering News, the weekly magazine of the American Chemical Society. We will see if this generates any interest.

We are continuing to learn how to use social media, particularly LinkedIn, as a marketing tool for the organization. As mentioned in the last newsletter, any of our readers, whether or not they are dues-paying members of ACC&CE are welcome to join our LinkedIn group. PLEASE JOIN LINKEDIN AND THEN APPLY TO JOIN OUR GROUP.

In the last newsletter, we had mentioned the local sections of ACS and AIChE, some of which have active programs with events that could be of interest to our members. We urge our members who are serious about building their consulting practices to attend local meetings in their geographic area, to both develop new personal contacts and to introduce ACC&CE to them. Joint programming with such groups can be very effective.

We are considering publishing a list of websites of the local organizations that some of us have found useful. Would our members and other readers like to submit the web addresses of organizations they have found interesting in their geographic areas? If you look at our website, www.chemconsult.org and “browse”, you will see we are a true virtual network, with members around the country. We would like to hear from our long-distance members and readers and learn what we can do to become still more relevant to them.

Finally, I'd like to remind our new members that we offer mentoring help—anyone interested can contact our office at accce@chemconsult.org to get a mentor assigned to you.

Please help us with your ideas and suggestions, and we are available to answer questions.

Thank you.

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A Photo from the January 30, 2012 Presentation Meeting



From left to right, you can see John Bonacci, Richard Goodman, Joe Porcelli, Mike Blumenthal, our speaker Prof. Peter F. Strom, PhD, Kelvin Domov, Dan Kruh and Tom Borne.

Apologies for the mirror glare and general photo quality. We'll do better next time.

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