



# The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

Volume 25, No. 2

[www.chemconsult.org](http://www.chemconsult.org)

May-August, 2013

## FUTURE MEETINGS

Sep 17

*"Commercialization Opportunities in the Chemical Industry"*

See pg 10 for details

Oct 24

Annual Meeting  
All are welcome

Snuffy's Restaurant  
Scotch Plains, NJ  
6 p.m. Networking/Cash Bar;  
6:30 p.m. Dinner;  
7:30 p.m. Presentation

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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 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.

To furnish support to its members as they conduct their consulting practices.

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.

## IN THIS ISSUE

In this issue, we again have letters both from our Executive Director, John Bonacci (page 2) and by our President, (also your editor), Joe Porcelli (page 3). We are also welcoming a number of new members including a new affiliate member. You can learn about these members on pages 5 and 6.

On page 7, you will find information on the ACC&CE seminar being presented at the 2013 Chem Show at Javits Center in New York. Some of our speakers and other members will be manning a booth within the Chem Show itself.

On page 10, you will find the announcement for our September 17 joint meeting with New Jersey AIChE.

As always, your editor is seeking feedback and if appropriate, alternative views on these issues and others of interest to you. We'd like to hear from all of you. If you would like to contribute an article to the newsletter, we'd be interested in that as well. Please Email [jvpil@jvporcelli.com](mailto:jvpil@jvporcelli.com).  
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**

## **EXECUTIVE DIRECTOR'S NEWSLETTER REPORT FOR AUGUST 2013**

**By Dr. John C. Bonacci**

It is a pleasure to remind all of you that we are ending our second fiscal year on September 30, 2013 as a quasi "virtual organization". We use that term loosely since we still have meetings with great speakers in the New Jersey area. And, we are in the black financially. We also have an increase in membership from the approx. 30 to current 53 with 6 of them very recent new members. Only two members officially resigned due to a change in interests.

Those of you (the majority across the USA) who can't attend meetings are contributing greatly by using the website, distributing the Newsletter, placing ads in the Newsletter and adding and responding to requests for consulting (the CHI lists).

Your officers and directors thank you for this continued support in making the ACCCE continue to be recognized (since 1928) as a meaningful name in Chemistry and Chemical Engineering, the Process Industries and Science and Technology broadly.

Please keep sending in 500 to 1000 word essays, commentary and letters for publication in our Newsletter. We e-mail copies to about 400 people and organizations in addition to those you circulate.

Finally, if you get to the CHEM SHOW at Javits Center in NYC during Dec. 10-12, 2013, come by our booth or attend our Seminar to chat further and catch-up. We are interested in any ideas you have about the organization and other actions we can take.

My personal regards to all of you.  
Regards, John C. Bonacci

## LETTER FROM THE PRESIDENT

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

I am pleased to report that our organization has continued to grow since the issuance of the last newsletter in April. We are also receiving more CHIs, which the careful readers will remember stands for Clearing House Inquiries. One of these is looking for major help and some of us have declared interest individually. In addition, a broad proposal is being prepared to offer a team approach to handling this CHI.

We had an excellent and enjoyable Council meeting in July at the home of our Executive Director, John Bonacci. Food and drink were plentiful and we also had a lively discussion on several of the issues facing ACC&CE as we contemplate our future. As a result of one discussion, we have agreed that our primary focus going forward will be to create initiatives to grow the awareness of our prospective clients about ACC&CE and all that our member consultants have to offer.

We are encouraging our members to network with other groups and to publicize the talents of ACC&CE's members and our effective website and CHI system. We will be putting greater emphasis on having joint meetings with others, again passing the message along. As I mentioned in the last newsletter, we are going forward with a joint meeting to take place at Snuffy's on September 17th, with our partner in this effort being the New Jersey section of AIChE. That group also meets at Snuffy's. . We will be furnishing the speaker for this meeting, our member, Bernard Ennis of EGT ENTERPRISES, INC. He will be discussing the challenges associated with the commercializing of new chemical processes from the perspective of an independent developer, a case study based on his own experiences. Bernie has invited a colleague of his, Steven Wilmes – Manager, Process Engineering Group, Thielsch Engineering, Inc. of Cranston, Rhode Island, to participate in presenting this very interesting topic.

We will be holding our Annual Meeting in October, to which all are invited to attend. It will also be at Snuffy's and I will be making a few remarks about the future of ACC&CE. We are presenting a seminar at the Chem Show at Javits Center in NYC in December, and we are planning more joint meetings for 2014, and are actively discussing one with North Jersey AIChE.

I welcome suggestions from our members and other readers for ways in which ACC&CE may be more useful and effective for its members and for the industries it serves. Please contact me at (917) 912-9804 or at [jvpri@jvporcelli.com](mailto:jvpri@jvporcelli.com).

Thank you and best wishes for the future.

Joe Porcelli

Edward Richman, Ph.D.  
President



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## NEW MEMBER INFORMATION

**Alfred A. Sagarese PE, CMC Certificate #955**

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Web Page: [www.forrestalconsultants.com](http://www.forrestalconsultants.com)

**Forrestal Consultants LLC** provides expertise in a variety of industries

Advanced materials, alloys and metals  
Automotive [tier-1 and tier-2 suppliers]  
Chemical [specialty, fine and pharmaceutical]  
Construction products and building materials  
Electrical products, components and devices  
Equipment [process, metal fabricating]  
Food additives and processing  
Healthcare  
Instrumentation [electronic, medical, control]  
Telecommunications

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**Jim Ivchenko, Certificate #956**

E-mail: [ivchenko@comcast.net](mailto:ivchenko@comcast.net)

Awaiting Business Information

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**Jacqueline Sibblies, Certificate #957**

E-mail: [jss1703@netzero.com](mailto:jss1703@netzero.com)

Awaiting Business Information

## CHEMISTRY'S NOT OUR ONLY WORK

William A. Hoffman, Certificate No. 908, has just been granted a patent (US 8,448,552) on a kitchen gadget he calls the Robi Cutting Guide. He's got a website set up and a couple of videos from it are up on YouTube. He is looking for licensees.

See it in action:

<http://www.guide.robill.com> and possibly at the International Houseware Show in Chicago in March 2014.

## NEW AFFILIATE MEMBER INFORMATION)

### **WILLIAM E. ROSS, Certificate #958 Pharmaceutical Business Analyst**

40 Mt. Hebron Rd.  
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E-mail: [bilros@gmail.com](mailto:bilros@gmail.com)

- Highly-accomplished pharmaceutical business professional with expertise in marketing, marketing research, new product planning, business development and forecasting.
- Disciplined business analyst that delivers insightful, data-driven business intelligence in support of commercial development.
- Extensive record of success in advancing new pharmaceutical and medical device products through development to successful commercialization and developing winning market strategy for pipeline, niche and blockbuster products.

## **Take an Opportunity to Advertise your Business or your Company in this Newsletter**

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 nonmember ads will be considered on a case-by-case basis. The price list for advertising is as follows:

	Members	Non-members
Business Card Size (2.0 x 3.5 inches—	\$50/year	\$100/year
Larger Size ( 3.0 x 6.0) -	\$90/year	\$180/year
Half-page—	\$250/year	\$500/year
Custom size and features—	pricing upon request	

To discuss advertising with us, please contact --

John Bonacci—[accce@chemconsult.org](mailto:accce@chemconsult.org)

Or

Joe Porcelli—[jvpil@jvporcelli.com](mailto:jvpil@jvporcelli.com)

## COME AND SEE US AT THE 2013 CHEM SHOW

**“CONSULTING TIPS, CASE HISTORIES AND MORE”**

DATE -Wed. afternoon Dec. 11, 2013

LOCATION -Jacob Javits Center-NYC

Moderator—Dr. John C. Bonacci, Executive Director, Member & Consultant

*10 minute Q/A for all topics*

TIME	SPEAKER	TOPIC
1:00 - 1:20	Bernard Ennis, PE & Steven Wilmes	<i>Commercialization Potential: Chemical Industry</i>
1:30 - 1:50	Dr. Michael Blumenthal	<i>Industrial Forensics: New Insights in Consulting Practice</i>
2:00 - 2:20	Dr. David Manuta	<i>Independent Chemical Consulting: Why I Can't blame the Boss Anymore</i>
2:30 - 2:50	Dr. Richard Goodman	<i>Consulting Case Histories</i>
3:00 – 3:20	Dr. David Riley	<i>Special Experiences as a Mentor</i>
3:30 – 3:50	Dr. John C. Bonacci	<i>Data, Information, Knowledge &amp; Wisdom</i>
4:00 p.m.	Closing Comments	



## Professional Liability Insurance for Chemical Consultants



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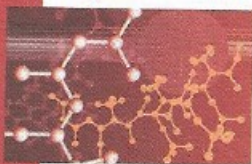
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**GOLDSTEIN ASSOCIATES - -**

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*U.S. Patent Agent*                      *president & principal*

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# NORTH JERSEY ACC&CE — JOINT MEETING WITH AIChE NEW JERSEY SECTIONS

**Date/Venue:** September 17, 2013/Snuffy's in Scotch Plains, New Jersey  
**Time:** 6:00 pm Networking 6:30-8:30 pm Dinner and Presentation

**Topic:** “Commercialization Opportunities in the Chemical Industry”

## Speakers:

**Bernard Ennis, P.E. – President, EGT Enterprises, Inc. of Cedar Grove, New Jersey.** Bernie has consulted on insurance, legal, technical and management matters in oil & gas, refining, petrochemical, chlor-alkali, and power generation. He has authored patents on oxy-combustion and electric chemical reactors. He understands the significant issues relating to new chemical technology development. [ennis@egtgroup.com](mailto:ennis@egtgroup.com)

**Steven Wilmes – Manager, Process Engineering Group, Thielsch Engineering, Inc. of Cranston, Rhode Island.** Steve has leadership experience providing technical and global project management advisory services to industry, governments and investment houses. He is an expert in fertilizers and syngas processing. He has led teams advising on 500+MM\$ projects in Africa, Asia-Pacific, Indian Subcontinent, and the Middle East. [s.wilmes@thielsch.com](mailto:s.wilmes@thielsch.com)

## Presentation:

### **Familiar Commercialization Sequence**

*Novel Idea → Intellectual Property Protection → Bench Test → Pilot Plant →  
Semi-Works/ Commercial Prototype → First Commercial Demonstration Plant →  
Industrial Readiness → Profit/Benefit Realization*  
**“Sounds Straightforward – It Is Anything But”**

Bernie and Steve will describe the requirements and issues at play in changing the state-of-the-art in chemical manufacturing while providing valuable advice to those who might choose to accept the challenge.

There will be a handout paper for attendees at the end of the presentation.

The registration fee for members and non-members is \$25. Prior reservations are requested by September 16, 2013. Thank you.

Please contact Dr. John Bonacci at ACC&CE: email: [accce@chemconsult.org](mailto:accce@chemconsult.org), phone or fax: 908-464-3182 or regular mail: P.O. Box 902, Murray Hill, NJ 07974-0902.

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