



# The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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September—December, 2013

## FUTURE MEETINGS

Feb 4, 2014

*"Sustainability,  
A Battle of Nature  
vs  
Technology"*

Philip N. Eisner

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 and one returning past member. You can learn about these members on pages 5 and 6.

On page 8, you will find a review of the 2013 Chem Show at Javits Center in New York at which ACC&CE presented a one-day seminar.

On page 11, you will find the announcement for our February 4, 2014 meeting on sustainability. Finally, on page 13, John Bonacci reflects on Trade Shows and their value to those in the chemical business.

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 [jvpri@jvporcelli.com](mailto:jvpri@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**

The main activities since the Annual Meeting in October have been the joint AIChE meeting on November 19 and the Chem Show participation Dec.10-12 with a booth and a seminar.

Dues and Ad payments are approximately on schedule but need to be expedited.

We have 53 members to date with two more (Dr. Ostroff and Mr. Fuschetti) in process.

We have 16 expected ads renewal in process. The ACS Hays group will continue their ad for the 2014 year and be billed in June 2014. The past bill was delayed due to our error and is in process.

Financially we are continuing on the positive side but need to accelerate dues and ads and CHI payments.

The CHI's are up to 39 since our re-organization. We are still receiving more CHI's than we convert into projects. We need more feedback from members on how they view the CHI's they get and whether we can do anything to assist them further in closing consulting agreements.

The Chem Show was a success and is reported on separately in this Newsletter.

## LETTER FROM THE PRESIDENT

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

First of all, I wish to apologize for the lateness of this issue of our newsletter, but it was for a good cause. After a busy year of consulting, as well as participating in and managing a few professional groups, my wife and I spent 10 days in December touring the Christmas Markets in and near Bavaria. We landed in Zurich, and spent a day in France, most of the following days in Germany but finishing up with a visit to Innsbruck in Austria. It was enjoyable and the weather was unusually warm for December in that region.

Upon returning to New York, I turned around and made a one-week consulting trip to China, which was a very interesting trip and rather tiring. Returning through Toronto in a sleet storm, I finally arrived home at 3 am the Saturday before Christmas, with my two daughters, a son-in-law, and three grandchildren already having arrived for the holidays.

The organization has grown further since the last newsletter. We had a successful joint meeting with two local sections of AIChE in New Jersey (see previous newsletter for the program). We then joined New Jersey AIChE at their November meeting, with those of us who attended hearing a very interesting and provocative talk on shale gas.

Thanks to the initiative and enthusiasm of our Executive Director and a number of our members, our association participated in the 2013 Chem Show in New York, manning a booth and putting on a seminar focused on consulting. We believe we gained a lot of recognition due to these efforts, and we hopefully will add a number of new members as a result of this effort.

We are attracting interesting inquiries regarding possible consulting projects, and I truly believe that there are many consultants who might benefit from being a part of our organization and hearing of these opportunities. We plan to continue to participate in collaborative presentations with other organizations of engineers and chemists, to further broaden the recognition of ACC&CE, both as a source of potential financial benefit of our member consultants, but always as a increasing body of reputable and effective technical and business skills that could be of use to potential new clients.

As always, 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 [jvpji@jvporcelli.com](mailto:jvpji@jvporcelli.com).

Thank you and best wishes for the future.

Joe Porcelli

Edward Richman, Ph.D.  
President



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## NEW MEMBER INFORMATION

### **Jacqueline Sibblies, Certificate #957**

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

Professional engineer with degrees in chemical engineering and management and over sixteen years experience in the field of environmental engineering. Extensive experience in environmental, health and safety (EHS) compliance with expertise in air compliance and permitting. Working knowledge of EPA and states' hazardous waste management regulations. Proven skills in regulatory interpretation, writing, Microsoft Office, writing and presentation.

### **Murray S. Cohen, Ph.D., Certificate #959**

[epolin1@aol.com](mailto:epolin1@aol.com)

After an almost 30 year industrial career in various additive applications and synthetic organic work, Dr. Cohen started his own synthesis company, Accort Labs, with an associate. The company's name was later changed to Epolin, Inc. with the licensing of an academic technology in low shrinkage polymers. The company effort was later realigned to emphasize near infrared dyes for coatings and injection molding applications. This work developed into a public company which occupied Dr. Cohen during an additional 30 yrs., eventually as Chairman of the Board. The company was recently sold.

## RETURNING MEMBER INFORMATION

**Duane B. Priddy, Ph.D., Certification #928**

*Founder & CEO*

*Plastic Expert Group &*

*Plastic Failure Labs, Inc.*

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- Material Selection (choosing the right plastic for the application)

## 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
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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)

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## **2013 CHEM SHOW**

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

DATE -Wed. afternoon Dec. 11, 2013

LOCATION -Jacob Javits Center-NYC

The participation of the ACCCE in the Dec. 10-12, 2013 Chem Show was a very good success. The Chem Show Staff was excellent in helping us and myself as a novice at this even though I had participated as an individual in the past. The staff provided us the booth at no charge and also the meeting room and arrangements for our Seminar.

Here are some of the details:

- Richard Goodman and Henry Cifuentes of Hays Companies ACS Liability Insurance helped man the booth.
- Henry Cifuentes donated a \$50.00 Amex gift card for the business card drawing and out of 75 cards dropped in, Mr. Vincent Fuschetti won the gift card.
- The Seminar speakers were Bernie Ennis, Dr. Riley, Dr. Manuta, Dr. Goodman, Dr. Blumenthal and Dr. Bonacci (also moderator).
- We had more than 100 visitors to the booth as noted by the scanning printout which we have.
- Linda Townsend brought me the ACCCE banner so we had that to display and we very much appreciate her driving to my office to deliver it and the brochures, which I updated with hand notes and kept on the booth table.
- The seminar was attended by 15 in the audience plus our six speakers. Six of the audience members asked for slides and I sent those to them by e-mail.
- Seven (7) visitors indicated they would join and so far Dr. Ostroff and Mr. Fuschetti have responded and are in process.
- We received one CHI inquiry from O'Brien and Gere Engineers and it has been sent to our membership. I hope one of our consultants can help them.
- Another of the exhibitors has asked me to submit an article to their online Newspaper and I will do it, mentioning the ACCCE of course.
- Al Sagarese and Mike Blumenthal also spent some time at the booth.

Although I am biased as a result of my own commitment, I assure all our members that this activity and our presence were ideal. I believe that our re-entry after years of absence will bring us quite a bit of publicity. There was no cost to the Association as all members contributed their time and paid their own expenses.

I thank the Council and all participants for doing this and we will monitor further for considering doing this again in two years.

Submitted by Dr. John C. Bonacci, member and Executive Director.



## Professional Liability Insurance for Chemical Consultants



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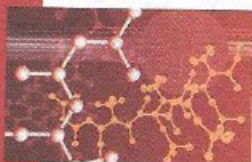
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## ACC&CE DINNER MEETING

**Date/Venue:** February 4, 2014 Snuffy's in Scotch Plains, NJ  
**Time:** 6:00 pm Networking 6:30-8:30 pm Dinner and Presentation

**Topic:** "SUSTAINABILITY"

**Speaker:** Dr. Phillip N. Eisner

Dr. Eisner has a BS from MIT and a PhD from NYU, both in Physics. He has had an extensive industrial and academic career.

**Presentation:**

Dr. Eisner casts the issue as a battle of Nature versus Technology, caused by our exploding population, exacerbated by primal human drives. He will examine industrial pollution, waste disposal, agricultural problems, water use and the destruction of wilderness. Ultimate sustainability of civilization requires the mobilization of political, economic and technological resources of many future generations.

The registration fee for members and non-members is \$30 which includes dinner.. Prior reservations are requested by January 30, 2014.. 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.

Note: there will be a Council meeting at 4:00 p.m.:

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## **TRADE SHOWS: THEN AND NOW**

**By John C. Bonacci Ph.D., PE, US Patent Agent**

Last month between Dec. 10<sup>th</sup> and 12<sup>th</sup>, 2013, the 2013 Chem Show was held at the Javits Center in Manhattan. I had the pleasure of managing a booth for the Association of Consulting Chemists and Chemical Engineers, Inc. (ACCCE). We also presented a Seminar in which six of our members presented papers on “Consulting Tips”.

The Chem Show is a biannual event that is well known in the Chemical and Allied Process Industries and I have attended many of the Shows in a variety of roles. This specific show was reasonably attended compared to blockbuster attendance in many past years. Nonetheless it was a tremendous success. The show provided numerous contacts amongst the many professionals who worked the booths or attended the various exhibits and seminars.

There are many such shows, and just to name a few, there is the Petrochem Show in Houston, also biannual, and the Offshore Technology Conferences in the USA. One in Singapore that I attended, was the Cogeneration show with exhibits and seminars that once set the stage for this great transition into natural gas fired turbine use for cogeneration in the USA. The American Mining Congress meetings, are often held in Las Vegas. There are many others. I have found them all beneficial. What I usually do is walk the exhibit areas in an S-shaped manner, noting the companies and their literature and stopping to talk or pick up new information. This has always been an education.

Often my role has been as an attendee but I have also managed booths, presented talks and have even approved shows for Sales and Marketing groups that I managed. It is interesting to note that many sales people dislike trade shows for a variety of reasons. Nonetheless, they do invite their customers and arrange meetings because they know that they will make new contacts and actual sales.

There also exist the half-day and one-day shows often called Table Top Exhibits or similar names. They are usually very local in nature and are smaller events. These serve a useful purpose by being in local areas and serving clients who don't get a chance to travel. They often have seminar presentations as part of their programs.

All of these Exhibits provide a unique way for vendors to showcase their improvements in equipment and new products. The Exhibits are often quite novel and functional.

While industry was in somewhat of a downturn for a few years I see things picking up now. I encourage all companies to send their new employees to these shows. It is a great learning opportunity. I am always pleased when I see local colleges sending their students to a show for at least a one day experience.

To all the workers and sponsors, I say keep up the good work. You know I will keep coming as I have for many years...





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