

# **Best Practices in Consulting:**

**“Introduction to ACC&CE and the Seminar”**

**Seminar at the Chem Show**

**Jacob Javits Center – New York City**

**Wednesday November 1, 2017**

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**Association of Consulting Chemists &  
Chemical Engineers, Inc. (ACC&CE)**

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**November 1, 2017 3:00 PM to 5:00 PM**

**In this seminar, several speakers from the Association of Consulting Chemists & Chemical Engineers, Inc. (ACC&CE) will present examples of building successful consulting businesses.**

**Attendees of the Chem Show may learn how to how consultants add value to their own work.**

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- **David M. Manuta, Ph.D., FAIC –  
President ACC&CE**
- **Joseph V. Porcelli, D.Eng.Sci, FAICChE –  
Past President ACC&CE**
- **Richard M. Goodman, Ph.D.**
- **Alfred S. Sagarese, PE, CMC**
- **Richard L. Schauer, Ph.D.**

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**Porcelli (JVP International, Inc.) –  
“Transitioning from Industry to a  
Successful Consulting Business”**

**Goodman (Richard M. Goodman  
Consulting) – “Consulting for  
Entrepreneurs-The pitfalls and  
Joys of Working for Start-ups”**

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**Sagarese (Forestal Consultants International) – “One Person's Journey from RD&E to International Management Consulting”**

**Schauer (Schauer Associates) – “GM Crops Really Are Safe”**



## Best Practices in Consulting:

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The URL for the ACC&CE website is:

**<http://www.chemconsult.org>**

The ACC&CE e-mail address is:

**[accce@chemconsult.org](mailto:accce@chemconsult.org)**

The ACC&CE was founded in 1928 by a group of distinguished chemists who felt an acute need for an association that would advance the practice of consulting chemists and chemical engineers, and which would conform to the highest principles of professional conduct.

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**Our members are senior-level chemists and chemical engineers who offer consulting professional services in:**

**technical development areas,  
business development, and  
legal matters (where an expert witness can  
make a significant difference in litigation)**

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**Clients typically request consulting support in areas such as:**

**adhesives, biology, catalysis,  
chemical process design, combustion  
cosmetics, petrochemicals, photochemistry,  
plastics/polymers, and regulatory/legal  
matters**

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**Requests for assistance/referral come through our web-site.**

**The Clearing House Inquiry (CHI) enables the person seeking information to fill-in as much as detail as is necessary to identify the professional services needed.**

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**Once Send is clicked, the CHI is forwarded to our members.**

**Those who can perform the requested work reply.**

**We also notify one another when we respond to a CHI.**

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**The ACC&CE is always seeking new consultants, especially those in areas where we presently are not well represented.**

**Our Membership Team will review the prospective Consultant's credentials and will report its Recommendation to Council.**

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**Qualifications to join the ACC&CE include:**

**Member provides chemical or chemical engineering consulting services or is presently doing so in an organization.**

**Member's income is chiefly from consulting.**

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**Member graduated from a recognized professional institution.**

**Member subscribes to the ACC&CE's Code of Ethics.**



**Best Practices in Consulting:**

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**The Member Code of Ethics includes:**

**Serves the Client in a professional manner.**

**Adheres to all contractual obligations.**

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**Does not disclose proprietary information.**

**Avoids appearance of Conflicts of Interest.**

**Bills only for work done per Client Agreement.**

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**Treats fellow Consultants with respect**

**Supports Professionalism of fellow Consultants**

**Will not do illegal work**

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**Advances knowledge in chemistry and chemical engineering through working on our Projects**

**Advocates for the Public in our areas of Expertise**

**Expose fraud within our areas of expertise**

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**Joining the ACC&CE is straight-forward.**

**ENTRANCE FEE – The one-time charge of \$25**

**DUES – \$75 a year, payable on October 1st.**

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**ACC&CE Newsletter issued four times per year.**

**The content is consultant/member-generated.**

**Sharing best practices and relevant experiences are valued by our fellow consultants.**

**Networking is also encouraged.**

## **Mission Statement:**

- **The Application of Fundamental Chemical Principles to Solve Problems.**

## **Vision Statement:**

- **To Solve Problems That Aren't in Any Book.**

## **Business Objective:**

- **Have I Applied My Specialized Knowledge to Help Others Who Under Other Circumstances Wouldn't Be Able to Help Themselves?**

## Best Practices in Consulting:

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#### Keys to Success:

- **Always Respect Your Client**
- **Always Tell Your Client the Truth**
- **Be Fair in Billing**



## Best Practices in Consulting:

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## Getting Started:

- **The Concept (What Do You Want to Do?)**
- **Obtain Legal & Accounting Advice/Guidance**
- **Be Passionate/Believe in What You’re Doing**

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- **I can no longer blame the boss.**
- **Pick the 60 hours of work each week.**
- **Importance of “lyrics” and “music.”**

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- **Think Outside of the Box.**
- **All Knowledge is Relevant.**
- **Embrace Serendipity.**

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**Independent Chemical Consulting:**  
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**Acknowledgment**

Deborah Cate of MC<sup>2</sup> does a great job in preparing presentation slides and in ensuring that the layout of our publications always looks sharp.

# On-Going Work

## Our current work is focused in:

- Chemical Consultations/Process Improvement
  - Expert Witnessing in the Physical Sciences
- Chemical Release/Explosion/Fire Investigations
- Automobile and Truck Accident Investigations
  - Insurance Subrogation Cases
- Nuclear Chemistry Issues (including **Energy Employees Occupational Illness Compensation Program Act** Claims)
- HUBZone Distributor of Chemicals and Supplies for ThermoFisher Scientific, L.L.C.

**Making a difference for our clients is our only goal.**