



# The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

Volume 26, No. 3 [www.chemconsult.org](http://www.chemconsult.org)

September—December, 2014

## FUTURE MEETINGS

**Feb. 17, 2015**

*“Chemical Reactor Design in Petrochemicals”*

Dr. V. S. Bhise

Top Hat Tavern in the Grand Summit Hotel, Summit, N.J.  
Lunch at 12:30; Talk at 1:00

**Mar. 24, 2015**

*“Grid-Scale Electricity Storage and Dispatch”*

Bernard Ennis, PE  
Venue TBA

## 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.

### ACC&CE Officers

Joseph V. Porcelli,  
President

[jvpjii@jvporcelli.com](mailto:jvpjii@jvporcelli.com)

Tom Borne, Vice-President  
[tslbrn@verizon.net](mailto:tslbrn@verizon.net)

VACANT, Secretary

J. Stephen Duerr, Treasurer  
[chemlabconsulting@gmail.com](mailto:chemlabconsulting@gmail.com)

Richard M Goodman,  
Past President  
[RMGConsulting@msn.com](mailto:RMGConsulting@msn.com)

David Riley  
Emeritus President  
[drdavidwiley@msn.com](mailto:drdavidwiley@msn.com)

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

## IN THIS ISSUE

In this issue, we again have letters both from our President, (also your editor), Joe Porcelli (page 2) and by our Executive Director, John Bonacci (page 3). On page 6, you will find a short item by me, Joe Porcelli, containing the abstract of a talk I gave to a joint meeting with two AIChE New Jersey sections. I am offering a copy of my slides to anyone who declares interest by sending me an email message. On page 9, John Bonacci offers some thoughts on the performance of our clearing house program intended to connect our consultants with potential clients. We would be interested in the reactions of our readers.

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

## LETTER FROM THE PRESIDENT

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

As the calendar year 2014 ends, I find that I have not been able to accomplish as much as I had hoped when the previous newsletter was published. At several council meetings, we have discussed the issue of succession but I do not have candidates as yet who have stepped forward to volunteer. It is therefore my intention to select several current council members as possible candidates for the presidency. This approach is agreeable to those council members present at our last meetings. Council is agreeable to the concept of managing ACC&CE as a virtual organization, but we have not settled on a way forward. One suggestion is to write up the agenda for the next meeting, including a number of issues to be discussed and voted upon. Use of electronic communications software (Skype, WebEx, GoToMeetings, etc.) have been suggested as ways to have a conference call so that all members of council have the opportunity to participate in discussions and decisions.

I am continuing to search for someone who will pick up the Editorship of this newsletter but no acceptable candidate has been found yet. You will also notice that at present we are missing a Secretary. This position mandated by our Bylaws, but John Bonacci, our Executive Director has generously volunteered to take minutes.

We are continuing with our programming, and we had a very successful joint meeting on January 13 with the North Jersey AIChE and New Jersey AIChE sections. We had about thirty attendees at Rolf's Restaurant and Pub, 65 Stirling Road, Warren, NJ.

We have two more presentation meetings set, for a lunch in February and a dinner in March. We hope to organize the latter as a joint meeting with the AIChE sections and/or others. These joint meetings give our members and guests a chance to broaden our acquaintances.

Incidentally, I was the speaker for the January joint meeting, and I am offering a pdf copy of the presentation to anyone who requests it. See page X. We will endeavor to offer copies of presentations to all members and other readers of this newsletter if there is interest.

*Please contact me with comments at (917) 912-9804 or at [jvpji@jvporcelli.com](mailto:jvpji@jvporcelli.com).*

*Thank you and best wishes for the future.*

*Joe Porcelli*

# 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**

**Newsletter Report Jan 2015  
FROM THE EXECUTIVE DIRECTOR  
By Dr. John C. Bonacci**

**Dues—**

As of Jan 7, 2015 we have 51 members and have collected \$2350.00. We urge the remaining members to send in the \$75 dues for fiscal 2015 ASAP.

**Ads—** Please check your records. We have 8 ads paid to date for \$480 and will carry ads for those who made last years payments through the April Newsletter. Thereafter we will drop ads for those who did not pay for fiscal 2015.

**CHI's—** We are at CHI—2014-2015-055 now. We have collected on two for \$237.75 and there are quite a few available for members to respond to.

Our **Treasurer** Steve Duerr has reported that we are financially sound and have a good bank balance.

**Meetings—**The Dec 10, 2014 meeting was well attended at Summit Grand Hotel, the Hat Tavern. It is a private room for 22 easily seated around a table. Our Feb 17, 2015 meeting will be a lunch meeting also at the Hat Tavern for \$30.

The ACCCE will participate in the 2015 CHEM SHOW at Javits Center in NYC between Nov 17 and 19. We will also put on a free seminar with 5 or 6 of our Consultants on one of those dates to be announced.

We encourage members and their clients to attend our next meeting as well as the CHEM SHOW booth and seminar.

**BERNARD ENNIS**

20 High Point  
Cedar Grove  
New Jersey 07009

Commercial Energy Consultant

973 239 0456

ennis@egtgroup.com

BernardEnnis.ereverseauction.com

**Real-time eReverse Auction**  
Electric & Gas Supply  
Energy Suppliers Bid  
for  
Your Business

Lowest Possible Price  
for  
Commercial Electricity


**EGT ENTERPRISES, INC.**  
*Professional Engineering Services*


*Intelligence to Innovate      Unifying Knowledge & Action*

PROPRIETARY SUSTAINABLE & ECONOMIC HEAVY INDUSTRY  
EXPERT LITIGATION & INSURANCE SERVICES / FORENSICS  
OIL GAS CHEMICALS AT LARGER SCALE  
AMMONIA AT THE DRILLING PAD  
BIO DIESEL AT SMALL SCALE  
SPECIALTY CONSULTING

COMMERCIAL ENERGY  
CONSULTANCY

BernardEnnis.ereverseauction.com






**Bernard Ennis, P.E.**  
President

20 High Point  
Cedar Grove  
New Jersey 07009-1976


T/F 973-239-0404  
www.egtgroup.com  
ennis@egtgroup.com



I'm here to help  
973 239 0456  
Mobile

Bernard Ennis, P.E.  
President  
EGT Enterprises, Inc.

Professional Engineer



**Projects & Technologies**  
for the Power & Process Industries

Hebah A Wahab, MS  
Chemical Consultant

601 Pemberton Browns Mills Rd,  
Pemberton, NJ 08068  
973-462-2745  
[wahabta@gmail.com](mailto:wahabta@gmail.com)

Edward Richman, Ph.D.  
President



Richman Chemical Inc.  
768 N. Bethlehem Pike  
Lower Gwynedd, PA 19002  
www.richmanchemical.com

T: (215) 628-2946 x12  
F: (215) 628-4262  
C: (215) 704-3335  
er@richmanchemical.com

**J. Stephen Duerr, Ph.D., P.E., CPC**  
**Consulting Metallurgist/Chemist**  
**chemlabconsulting, LLC**

**514 Corrigan Way, Cary, NC 27519**  
**908-500-9333 (FAX 815-301-8348)**  
**chemlabconsulting@gmail.com**

**SCHAUER ASSOCIATES**

**Dr. Richard L. Schauer**  
**Regulatory Consultant**

**P.O. Box 398, 1211 Dexter Corner Road**  
**Townsend, DE 19734**

**Phone: (732) 586-5678**

**Fax: (302) 449-6012**

**E-mail: [rschauer@schauerassociates.com](mailto:rschauer@schauerassociates.com)**

# **Managing Chemical Process R&D in an Era of Extreme Economic Uncertainty**

**Dr. Joseph V. Porcelli, Certificate # 906, who has been President and Principal of his own consulting firm since 2001, made the above-entitled presentation at a joint meeting with the North Jersey AIChE and New Jersey AIChE sections on January 13. The abstract follows:**

Developing a new or improved chemical catalyst takes several years from inception to commercialization, and developing a new chemical process take at least several years longer. Early on, it is important to make a judgment as to the economic viability of the new product or process when it will reach commercialization. Forecasting feedstock, energy and product prices two to five years in the future has never been easy but has become particularly challenging in a period like the last few years, when crude oil prices have varied from about \$130/barrel a few short months ago to \$75 or less today. Under these uncertainties and others such as the surprising continuing weakness of the Chinese economy, global conflicts, etc., estimating the profitability of new process technologies and to a lesser extent catalysts, needs new approaches.

**Anyone wishing a copy of this presentation should email me at [jvpji@jvporcelli.com](mailto:jvpji@jvporcelli.com), and a pdf copy will be sent by return email.**



## 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—[acce@chemconsult.org](mailto:acce@chemconsult.org)

Or

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

**James L. Manganaro, Certificate #961**  
Anasyn LLC

### **CRDR CONSULTING, INC.**

Consultation Services for Research,  
Development and the Regulation of **Cosmetics**

All Regulatory Aspects—Ingredient Listings—Label Copy  
Documentation Preparation, Foreign and Domestic, including S.O.P.'s, MSDS  
Formula & Process Development—Vendor Relations—Trouble Shooting  
Internal Lab Procedures—QC Procedures—Patent Development

***“Have the advantage over your vendors!”***

**Thomas J. Vichroski, SCC, ACS, ACCCE, RAPS**

P.O. Box 2861

Huntington Station, NY 11746-0686

Tel. (631) 271-5194

Fax (631) 271-5195

Email: [CRDRConsulting@verizon.net](mailto:CRDRConsulting@verizon.net)

**44 Dodds Lane**  
**Princeton, NJ 08540**  
**(609) 924-2750**

**[iljm11@verizon.net](mailto:iljm11@verizon.net)**

## Professional Liability Insurance for Chemical Consultants



As a chemical consultant, can you afford a \$65,000 lawsuit? That is the average cost of defending yourself for a single professional liability claim. Even if a claim is false or fraudulent, the related time and costs can be devastating to a private practice. You deserve peace of mind.

The ACS endorsed Professional Liability Program covers your defense costs, liability settlements, and includes unique coverage enhancements such as:

- ✓ Dedicated Claims Counsel
- ✓ Risk Management Tools
- ✓ Worldwide Coverage
- ✓ Competitive Group Pricing
- ✓ Part-Time Option
- ✓ Premium Financing

Whether you are working full-time, consulting independently or a business owner, comprehensive protection is available to you at a competitive price.

To learn more call us at 888-437-7008 or visit us online at : <https://acs-aiche.haysaffinity.com>.

## AVOMEEN ANALYTICAL SERVICES

AVOMEEN'S CHEMICAL ANALYSIS  
LABS SOLVE YOUR TOUGHEST PROBLEMS

Deformulation  
Product Failure Analysis  
Patent Infringement Litigation  
cGMP Compliant Testing Facility  
Competitive Product Analysis  
Contaminant Identification

[www.avomeen.com](http://www.avomeen.com) | (800) 930-5450



## Consulting Introspections for Consultant Members and Clients

**The following thoughts were contributed by our long-term member and Executive Director, John C. Bonacci, PhD (Certificate #821)**

Here are some thoughts to stimulate response from members or clients. These are strictly opinions based on my experience as a member and work with my own clients.

Some facts first:

- ACCCE has 53 members

- ACCCE gets about 2 requests for consulting per month over the past 3 years

- ACCCE members act upon 3 to 4 requests per year and get paid for those by clients

Therefore many requests do not get fulfilled either because the client need disappeared or members did not contact the requester.

First, let's place the responsibility on the consultant member. I think most of us are very specific experts in a few areas but not too many are generalists. I think that many of the members are fully or semi-retired with pensions and assets suitable to live on and therefore are fussy about taking unusual requests. Our members like to be associated with ACCCE for the prestige and the benefit of the few clients they have. They also like the professional stimulation they get from our meetings and other activities.

Second, I think the potential clients and their requests are very narrow. I think the clients expect quick answers at very low cost. When consultants give a one page or so outline and estimate of what the problem is and what they can do, the client sees it as too complicated or the proposal does not fit his needs as he sees them.

Conclusion

As a consultant member and the Executive Director, I would obviously like to see both more requests and more proposals and acceptances. However the current modus operandi is sufficient enough to make ACCCE a viable organization serving a useful purpose for our members and clients who do use the service.

It should be noted that the 5% fee that the members pay to the ACCCE makes up about 10 to 15% of our annual budget.

***Poly(Chem-Tech)***  
CHEMICAL CONSULTING



Industrial  
Consumer Product  
Healthcare

Technology Transfer  
Dental Products  
Polymers

---

DANIEL KRUH, Ph.D                      8 Braddock Street  
President                                      East Brunswick, NJ 08816

---

Voice/Fax: (732) 238-3182      Email: DanKruh@aol.com

**HYDROPHILIC RESINS**

*PRODUCT FORMULATION,  
SYNTHESIS*

*PROCESS DEVELOPMENT*

\*\*\*\*\*

**GOLDSTEIN ASSOCIATES - -**

*CONSULTING CHEMISTS*

P.O. Box 88, Adelphia, NJ 07710; (732) 780-7171

FAX: (732) 462-3644; Email: [goldstein87@verizon.net](mailto:goldstein87@verizon.net)

[www.chemconsult.org](http://www.chemconsult.org) – search member Goldstein

**FIBONACCI CONSULTING, LLC.**

*Technology & Business Consultants*      **John C. Bonacci, PhD, PE**  
*U.S. Patent Agent*                                      *president & principal*

156 Gallinson Drive                      tel (908) 464-8295  
Murray Hill, NJ 07974                      fax (908) 464-3182  
car / mobile (908) 230-8488  
e-mail [FibonacciJ@aol.com](mailto:FibonacciJ@aol.com)

**EXTRUSION ENGINEERS**

**DAVID W. RILEY**

**Fellow AIC, AAAS, SPE, ASTM**

858 PRINCETON COURT  
BRANCHBURG, NJ 08853  
BUS. & FAX (908) 388-7260  
Email [drdriley@aol.com](mailto:drdriley@aol.com)  
[www.extrusionengineers.com](http://www.extrusionengineers.com)

## WETZEL CHEMISTRY CONSULTING, LLC

**CHEMISTRY LEADERSHIP FOR  
DRUG DISCOVERY AND DEVELOPMENT**

ORGANIC | MEDICINAL | ANALYTICAL

**Compound design, synthesis and evaluation**  
Intellectual property protection  
**Chemistry, Manufacturing & Controls management**  
Due diligence  
**Infrastructure design and implementation**  
Litigation consulting

**WWW.WETZELCONSULTING.COM**



*Consulting, Development, & Testing  
of Adhesives and Specialty Coatings.*

[www.chemsultants.com](http://www.chemsultants.com)

**JVIJ**

INTERNATIONAL HOA, INC.

**DR. JOSEPH V. PORCELLI**  
Chemical and Allied Industry Consultant

Catalyst and Process Technology Evaluation  
Commercialization Advice  
Expert Witness and Litigation Support

Phone (917) 912-9804 Email [jvij@ivporcelli.com](mailto:jvij@ivporcelli.com)  
[www.ivporcelli.com](http://www.ivporcelli.com)

## **THE CHEMICAL CONSULTANT**

A publication of  
The Association of Consulting Chemists  
& Chemical Engineers

P.O. BOX 902

Murray Hill, NJ 07974-902

Phone—(908) 464-3182 FAX—

(908) 464-3182 Call First

[acce@chemconsult.org](mailto:acce@chemconsult.org)

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

Opinions expressed herein are not necessarily those of  
ACC&CE.