



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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May—June, 2015

FUTURE MEETINGS

Sept, 2015—Date to be Announced

“Why Global Warming Alarmists May Be Wrong”

Dr. Richard Schauer

Top Hat Tavern in the Grand Summit Hotel, Summit, N.J

Lunch at Noon
Talk at 1 pm

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John Bonacci
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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, 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

This special issue of the newsletter is intended to commemorate the naming of our new President, David Manuta, whose first letter is located on page 2. S letter from our Executive Director, John BoInacci appears on page 3. On page 4, you will find a letter from the newsletter editor, Joe Porcelli, who is also now our outgoing President. An article written by David Manuta appears on pages 7 and 8.

More than ever, 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.

Joe Porcelli, Editor

LETTER FROM THE PRESIDENT

Dr. David M. Manuta, (Certificate #882), President of ACC&CE

I want to thank Drs. Bonacci and Porcelli, et al. for enabling the transition of ACC&CE in the past several years to what it presently is; a strong, solvent organization poised for growth. As we have embraced electronic means of communication, our membership has concurrently migrated away from the traditional centers of our industry (metropolitan NYC, northern NJ, southeast PA, etc.) to a model where many of our states are now represented on our rolls.

What is between our ears is what is of value to our clients. This valuable knowledge was first nurtured during our formal education years and then more fully developed during "our working for wages" years. With few exceptions, where we are located is less important than it had been. E-mail, fax, telephone, and even the US Postal Service enable all of us to maintain contact, even when we are hundreds or even thousands of miles apart.

It is this sense of excitement on the possibilities of applying our knowledge of chemistry and chemical engineering writ large that bodes well for our Association's future. To me, this is a great motivator. I was dragged "kicking and screaming" into this brave new world of cell phones, laptops, and more. Looking back, I marvel at how we actually got things done without "all of our new toys!"

As many of you know, I'm currently serving my second term as President of the American Institute of Chemists (AIC). The AIC was founded in 1923 and the AIC has had its "ups and downs" too. Like many other "graying organizations", the battle is two-fold, try to maintain membership numbers as best as we can and try "to avoid spending money that we don't have." Attracting younger men and women to the AIC is an on-going process and saying "NO" on certain expenditures remains an integral part of our fiscal management.

None of this happened in a vacuum. Dr. Steve Duerr handles the AIC finances with the skills successfully developed in his firm and then applied in his management of our Association's funds. Likewise, we continue to count on Dr. Dave Riley for his great institutional knowledge. And there are several colleagues on Council whom I've been acquainted over the years. Now all of these relationships will deepen as our Association moves forward in the 21st century.

The adage, "The older I get, the less I know" is certainly applicable to me. Therefore, it is critically important that all Association members recognize that your input and your efforts are valued in moving things forward. I operate transparently. Other than information that absolutely must be protected, nothing on this end will be withheld. The facts are the facts. Our decisions ought to be consensus decisions, where everyone has input and the most meritorious pathway is the one that we follow. As I tell my clients after we have successfully completed a project, "If we knew what the answers were before we started, it wouldn't have been this much fun!" Thank you for joining me on "our new Adventure!"

Sincerely,

David M. Manuta, Ph.D., FAIC

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 as of 6-29-15

As most of you know from the May 19, 2015 meeting minutes Dr. David Manuta was nominated and elected as President until September 30, 2017. We are all please with this and know that Dr. Manuta will use his many contacts to promote the ACCCE with other organizations. This is a very positive step for the future of ACCCE.

Also at this meeting Dr. Goodman was appointed and accepted a position to fill the vacant Council Director slot. Although Richard is in the DC area he will be a great contributor as he was as President for several years when he guided us through the change in organization.

We do need a volunteer for Secretary and for Membership Chairman ASAP.

We are scheduled for the CHEM SHOW at Javits Center in NYC from November 17 through 19 at booth # 810. If you attend and can help for an hour or so please let me know and I will get you a free Exhibitor badge. We also will present a Seminar on Nov. 18 at 3:30 pm in a room to be announced. The list of speakers will be sent out shortly..

Dues— As of 6-29-15 we have 40 members which includes two honorary members and have collected \$2950..

Ads— We have 11 indicated for ads..

CHI's— We are at CHI—2015-063 now and only 10 inquiries received for fiscal 2015 and no fees collected vs. 23 inquiries in fiscal 2014 with 2 fees for \$1032.77 collected.

Please check your latest copies and see if you can respond to the unanswered CHI's.

I would like to know from the members how many have ever used the CHI's, how frequently, etc. Also it would be good to know how many have regular clients where a CHI is not required.

Meetings—We look forward to Dr. Schauer making a presentation at the September meeting. Watch for the notice.

Letter from the Editor (and immediate Past President)

By Joseph V. Porcelli, (Certificate #906)

I decided to dedicate this special issue of our newsletter, "The Chemical Consultant" to notify everyone to major changes that are occurring at ACC&CE. As those of you who have been reading our recent newsletters will know, we are taking steps to recognize and include those members of the association who live outside of the NY/NJ/Metro area in the governance of the association. We have been experimenting (with limited success thus far) with using Webex to broadcast our council meetings and presentations to all members of Council to call in. This effort has been led by Charlie Leonard, our webmaster, and a Council Director, Bernie Ennis, and they are continuing to explore alternative electronic ways of including all Council members in future meetings. Our next presentation meeting will be scheduled for sometime in September, and it will be up to David Manuta to decide whether he wants to have a Council Meeting at that time (or even sooner).

By stepping down as President, I have automatically taken the "Past President" slot on Council, and the latest Past President, Richard Goodman, has graciously agreed to move into an open slot as a Council Director. The latest list of Officers and Directors appears on page 5. Please note that we have openings for a Secretary and a Director. Traditionally the Secretary's main role was taking of minutes at the Council meetings, and hence was someone who could attend the Council meetings, usually in New Jersey. As we perfect the electronic meetings, the Secretary would just be required to "attend" the meetings electronically, so we are looking for volunteers from any members for both positions.

Regarding the Newsletter, it will be obvious that the number of ads has decreased since last year, due to several members dropping their membership or at least their advertising of their consulting practice. We would encourage those of you who seriously intend to grow your practice to consider advertising. Now that I have given up the President's duties, I hope to devote more effort to improving the newsletter and broadening its reach by adding onto our mailing list. If successful, this should increase exposure of the members who are advertising. I will also be increasing my efforts to find more and interesting content, from our members and from outside sources.

I would also encourage our readers to not only submit content to me, but to consider sending copies of our newsletters, if you feel them of value, to your clients and prospects. Finally, you will see from the Executive Director's report, which appears in each newsletter, that we are continuing to receive inquiries on our website from prospective clients. I urge you all to review these when you receive our "CHI notices" and respond to the prospect directly if you feel you are qualified to help him/her.

Thanks for your interest in the newsletter and in ACC&C.

Sincerely,
Joe Porcelli

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President: David M. Manuta
Pres. Emeritus: David W. Riley
Vice Pres: Thomas B. Borne
Secretary: OPEN POSITION
Treasurer: J. Stephen Duerr
Past Pres: Joseph V. Porcelli
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Some Days in the Life of the Consulting Chemist

By Dr. David M. Manuta, (Certificate #882), President of ACC&CE

Working as an independent consultant means that "you can no longer blame the boss" for anything that goes wrong. This also means "picking the 60 hours each week that you choose to work." In short, no one is going to do your work for you.

The four hours on Sunday nights right after "60 Minutes" has ended are a truly "golden time" for me. Most everything from the weekend has concluded plus ringing telephones (and other distractions) ought to be less frequent than they would be during normal business hours. I'll set up an electronic playlist of songs from Karen Carpenter plus I'll have Whitney Houston CDs on our sound system. Then the creative juices start to flow in an uninterrupted way. The prose/text will be looked at in the morning and if this work product passes muster (after a good night sleep and some fresh caffeine in my veins), it is sent on to our client.

All of us have our own unique ways to know when we are most creative. I like to hit the ground running in the morning. Then the phone starts to ring. Some Mondays I finally get at the work that I had intended to do in the 3:30 PM to 4:00 PM ET window. The "blame the boss" and "the 60 hour work week" are constant reminders that there isn't any such thing as "an 8 to 4" or "a 9 to 5" day for the committed professional. Just look at the date/time stamps on many of my e-mails!

The Association is a business, just like our consulting practices are. We've got to be visible to the clients who require our services and to our colleagues who are no longer working for wages. This "new way of life" may be worthwhile for our brethren who want to continue doing what they love doing.

I was blessed this past autumn (2014) to receive what I now consider to be "the Distinguished Alumni Double." My undergraduate college (SUNY College at Oneonta) sent me a letter on their Alumni of Distinction program. The letter arrived on a Saturday, so I responded by telephone on the following Monday morning. I asked them whether, "They had made a mistake." The answer was "NO." They ran through their process and needless to say, I became an honoree. A Kentucky-based client, when he learned that I was honored with (among others) the Commissioner of Major League Soccer and the CEO of UNICEF, exclaimed that, "You're in with "the Tall Cotton!" [After Googling "Tall Cotton", I now realize that this is a compliment!]

When I went back to Oneonta for the first time in many years (I spoke in the Colloquium Program several years ago), I was amazed by all of the changes. Oneonta is no longer the sleepy little town that I remember from four decades ago, yet our ceremony was held in one of my old haunts; the Rathskeller! This room, of course, had been re-purposed in the decades since the last keg had been tapped. [Being in the breath-taking beauty of the Foothills of the Catskills at foliage time (without the anxiety/worry of preparing for an organic chemistry exam!) is something that shall remain with me forever.]

(Continued on next page)

Some Days in the Life of the Consulting Chemist (Continued)

Several weeks later, SUNY Binghamton reached out to me to deliver their Distinguished Alumni Lecture. Thirty years ago at this time I was getting ready to defend my Doctoral Dissertation, "The Photochemistry and Photophysics of Group VI B Metal Tetracarbonyl Complexes." While I can still count, I didn't know what the university was planning to do. I soon received an answer, "Speak about something inspirational."

I generated a presentation that honored my late Mom (Vivian), my late Wife (Ruthie), and my late daughter/dog (Muffin). The magnificent soprano voice of the late Whitney Houston tied it all together. Her song, "Lover for Life" had its lyrics ["You've heard my testimony, you've seen my evidence, it's (chemistry and chemical engineering) a crime of passion in every sense..."] included along with a discussion based on Ms. Houston's ballad, "Miracle".

Each of us has "a Miracle" inside of us. When you love the work that you do, it isn't work. What we do in our consulting practices is "a calling." When my still living Ph.D. advisor introduced me, he warned the audience, "After all of these years, he's still solving problems!"

I like that statement very much. As we collectively advance the fortunes of our Association, may we continue to solve problems together!

Sincerely,

David M. Manuta, Ph.D., FAIC

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