



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

Volume 28, No. 3

October 2016—January 2017

FUTURE MEETINGS

None Scheduled

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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 web site – 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 newsletter begins as usual with a letter from the President, David Manuta, which appears on pages 2 and 3. On page 5 is a message from your editor.

On page 7, there is an article by Bernie Ennis regarding a recent successful assignment, including Bernie’s recommendations to the membership on how to generate more potential projects. On page 8 is a list of all of our current members, with their locations. This is a testimony to the national appeal that is increasing the success of our organization.

I am always interested in comments and articles from our members. Please send them to: jvpri@jvporcelli.com.

Joe Porcelli, Editor

LETTER FROM THE PRESIDENT

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

President's Letter for the ACC&CE December 2016/January 2017 Newsletter

Former US Sen. John Glenn passed away on Friday December 8, 2016. He was 95 years young. Here in Ohio, Sen. Glenn and his wife (Annie) of 73 years were considered royalty, even though they were a quiet and unassuming couple. The humility exhibited by this duo has inspired me for many years.

After his death, the Columbus *Dispatch* published human interest stories on his iconic life for several days. Sen. Glenn was studying chemistry and engineering at Muskingum University in Eastern Ohio when history intruded on December 7, 1941. While he is considered to be a Member of the Class of 1943, his B.S. in Engineering was not awarded until 1962 (after he became the First American in Orbit).

His prowess as a pilot was legendary, and this was long before he was selected to be one of the Mercury 7 (or the first group of astronauts). Col. Glenn flew multiple combat missions in both World War II and in Korea.

Among the tidbits of interesting information in the *Dispatch* articles was that Col. Glenn's wing man was the Hall of Fame baseball player Ted Williams of the Boston Red Sox. Col. Glenn made it a point to be engaged with the best, something that was a constant over his long life.

Both Col. Glenn and Mr. Williams dedicated five years of service to our country in these two wars. Mr. Williams, as many of us remember, is still considered to be one of the greatest hitters of all time. His vision was documented at 20/10. This trait certainly came in handy when deciding whether or not to swing at a 90 MPH fastball and on steering a warplane out of harm's way.

These examples of pursuing excellence and the passion about doing what is right are also hallmarks of what the successful consultant does. None of us would have reached where we are in our professional specialties if excellence was not a goal. And when we made our transitions to full-time consulting, we did so on the basis of being passionate about applying our respective expertise to the Client's needs.

There are Scope Sheets for each of us on our web-site. When I viewed mine, I realized that prospective Client's ought to be seeing more than just what my Mission Statement, Vision, and Business Objectives are. In looking back over my years with ACC&CE, I need to re-focus on the kinds of assignments/projects that I have completed and on why these successes are valuable to a Client seeking assistance/guidance.

As the ACC&CE continues on its path to a full electronic platform, clients will want to make a rapid scan of our capabilities/specialties and then make their engagement/retention decisions on

LETTER FROM THE PRESIDENT—Continued

Just like Sen. Glenn and Mr. Williams pursued excellence throughout their long lives, we as consultants must do the same. By being the best at what we do and by being passionate about how we can apply our experience/skills to the Client's needs, we can be as successful in consulting as we want to be. Much success to everyone in 2017.

Thanks for reading.

Sincerely,

David M. Manuta, Ph.D., FAIC
President, Manuta Chemical Consulting, Inc.

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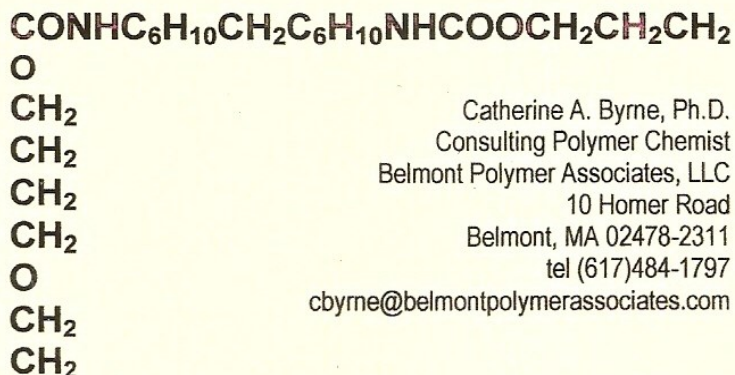
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LETTER FROM THE EDITOR

Dr. Joseph V. Porcelli (Certificate #906)

We have continued holding all of our meetings on the internet by means of the website GoToMeeting, including our annual meeting which took place in November, 2016 and a few follow up small meetings to discuss specific issues. The quality of the video and audio has been excellent, thanks in large part to the team of Bernie Ennis and Charlie Leonard. However, the attendance, particularly for the annual meeting, was disappointing, with most attendees being the same as before. We have distributed the information on the meetings by email to all the members, so we are not sure what we need to do now to encourage more participation.

I think all of us who have attended the recent virtual meetings believe they are a success, and it has allowed us to spread the opportunity to serve the association more widely. In my specific case, it has allowed me to transfer the reins to David Manuta in Ohio, and Charlie Leonard, in Louisiana, has been a life-saver by taking over the website and other functions. And of course, our Treasurer operates out of North Carolina.

After a hiatus over the holidays, we will be planning meetings at intervals, with multiple notices to allow more of our members to consider attending our meetings, participating in discussing of issues facing the organization and in perhaps volunteering to serve as an Executive Committee member, a standing committee leader or at least a committee member, to broaden the effectiveness of our efforts to manage our all-volunteer organization.

You will find a list of our members and their locations around the country. I think you will find it surprising, and perhaps helpful in allowing members who are located in the same part of the country or at least the same time zone, to communicate and perhaps share experiences. I have called upon two members located in New Jersey to participate as subcontractors on a major multiyear project. You should consider utilizing other members for projects you may not be able to handle alone.

Please let me know what you think about my suggestions. Also, let us know how we can better serve all of our members (and of course their clients) in the future.

Joe Porcelli

Professional Liability Insurance for Chemical Consultants



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UPDATE YOUR ACC&CE WEBSITE RESUME - ANOTHER SUCCESS STORY

Bernie Ennis, P.E. —Certificate #860

As most Members are aware, your leaders have created a new modern web platform for our organization. www.chemconsult.org has been up and running for over a year. However, most Members may not be aware that the keywords and search terms you may have submitted years ago are far less relevant than they used to be. While your keywords were diligently moved into the background on our new website, Google and other search engines have become far more sophisticated in choosing which web sites get the higher ranking for display. Search engine optimization now depends more than ever on you, individually, choosing and using words relevant to your expertise, directly on web site pages. Since your ACC&CE resume (aka Scope Sheet) is relatively short you should take a little time to update your choice of words. It will be well worth the effort.

I, among others, have taken the time to do just that, with some success. Previously, Dr. Joe Porcelli reported landing an assignment when his ACC&CE profile appeared on the first page in a Google search. It was not his own hosted web site but rather ACC&CE's that appeared; and Joe booked some work. I am pleased to be another to report such an occurrence. My present client informed me, upon my questioning, that he found me immediately on the first page of Google and he noted that I was a Director of an organization of expert consultants. I was his first call and he looked no further! The ACC&CE web site had provided instant credibility!

Joe has paid his 5% assessment to ACC&CE and I am looking forward to doing the same at project completion. Let's hope many Members take the initiative to reword their ACC&CE web resumes. You may be the next 95% beneficiary and your organization's treasury will surely appreciate its 5%!

Send your success stories to Dr. Joe Porcelli and become famous in YOUR organization's Newsletter!

WHERE IN THE WORLD ARE THE MEMBERS OF ACC&CE?

Joe Porcelli —Certificate #906

We have been describing the membership of the ACC&CE as spreading away from the NY/NJ Metropolitan area, but I don't think any of us realized has true that has become. A review of the website has discovered the following results:

Meirowitz	CA	Ennis	NJ
Fetzer	CA	Hoffman	NJ
Sammons	CA	Wahab	NJ
Schauer	DE	Sagarese	NJ
Noh	HI	Manganaro	NJ
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Thanedar	MI	Manuta	OH
Uphadrasta	MN	DeTar	OH
Duerr	NC	Wetzel	OH
Zager	NH	Muny	OH
Rossmesl	NH	Richman	PA
Armbruster	NJ	McLaughlin	SC
Borne	NJ	Snyder	TN
Bonacci	NJ	Olabisi	TX
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Business Card Size (2.0 x 3.5 inches)	\$50/year
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Half-page—	\$250/year
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To discuss advertising with us, please contact --

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THE CHEMICAL CONSULTANT

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