



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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FUTURE MEETINGS

None Scheduled

(Watch for email notifications of on-line and live meetings)

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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 4 is a message from your editor.

On pages 7 and 8, there is information on those members who will be speaking at the Chem Show, including tentative titles and abstracts for their talks

As I say every month, I am always interested in comments and articles from our members. Please send them to: jvprii@jvporcelli.com. If you don't send me material, I will be forced to insert my own articles. (Is that a promise or a threat or both?)

Joe Porcelli, Editor

LETTER FROM THE PRESIDENT

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

A few weeks ago, I received a packet from the Ohio Department of Aging in the mail. I was curious to find out what it was and I learned that I am now a Golden Buckeye! The Golden Buckeye card enables all manner of senior discounts, so this is not an unimportant moment in the "Circle of Life" (a song from "The Lion King" now playing in my head).

I hadn't had a chance to use "the card", since I'd been on significant out-of-town travel in recent weeks. Perhaps the most interesting out-of-town travel was the invitation to speak in the Small Chemical Business Symposium at the Chemical Society of Canada 100th Conference (CSC-100) in Toronto. Information on starting a small business and then the recent Colorado forensic case were presented to this attentive audience "north of the border."

Crossing the border was a bit of an adventure. I chose to enter Canada at the crossing between Port Huron, Michigan and Sarnia, Ontario. The toll bridge did not take EZ-Pass and many of the toll booths were closed. It took more than an hour to enter Canada. The young border patrol agent examined my US Passport and then he asked me what do I do for a living. When I responded "independent consulting chemist", a series of detailed questions followed. I answered all of these questions honestly/truthfully.

He then apparently did some Google Searching in a nearby room and when he returned to the car, he told me that he had validated what I had told him. I was waved on to a nearby interstate highway and I was finally on my way to the Mega City of Toronto.

This experience is contrasted with my late Dad's experience when he took the family to Expo 67 (it's hard to believe that this was half a century ago). The border patrol agent had my Dad roll down the station wagon window and he asked Dad where he was born. Dad's one word answer was "Brooklyn!" The border patrol agent then waved us onto the road to Montreal!

Toronto is a large cosmopolitan city that is cleaner than comparable US Cities (e.g., Chicago and Philadelphia). The food was universally delicious and the InterContinental Hotel (connected directly to the Toronto Convention Center) is one of the world's great properties.

When I went into the bathroom for the first time, I was greeted by the marble bath tub. Much like I told a Client in Houston (when he arranged for me to stay at the Hyatt Regency), "This is living!" When I checked the drawstring bag behind the door containing the hair dryer, I was pleased to note that it is a Conair (an ACC&CE Client of mine) product.

I learned several interesting things north of the border. One is that the Canadians use the washroom, not the bathroom. [This is a quick way to identify "a Yank!"] A second one is that credit card transactions are done on a chip reader, not on a swipe device. When I botched up my first purchase with this ungainly device, American Express immediately sent me a text message! Effectively it read, "Yank, what are you doing?" I quickly learned my lesson!

(Continued on next page)

LETTER FROM THE PRESIDENT (Continued)

A third one is that Canada no longer mints pennies, so all purchases are rounded off to the nearest nickel. The fourth one is my favorite. Tim Horton dough nut shops will accept payment in US Dollars and make change in Canadian Dollars (when one is north of the border). Due to the favorable exchange rate, when I paid for a coffee and two doughnuts with an American \$20 bill, I received a Canadian \$20 bill and assorted coins in change. Maintaining one's speed in km/hour and reading a thermometer in °C also came in handy!

The symposium speakers included entrepreneurs finding new applications in boron chemistry and new processes to generate fuels that don't require standard carbon-bearing materials. It is inspiring to see creative people previewing/showcasing what the future may well look like

Likewise, the student posters and presentations are a reminder to me that, as we begin the process to hand-off the baton to the next generation, we can be optimistic that all will be well.

When I walked through the exhibition, I met some of the Canadian principals in the independent consultant space and an organization that is promoting "ethical behavior" for professional scientists (especially chemists and engineers). These are fledgling organizations north of the border, but with more well-established cousins south of the border. I've been in touch with several of these colleagues, so there is some finite probability that we can positively build off of these contacts for the ACC&CE (and possibly the AIC).

Now, we gear up for the Chem Show. Joe has requested Titles and Abstracts from those of us who are presenting at the Javits Center in NYC. Much like my discussion at CSC-100 in getting a small chemical business off the ground, the five (5) of us with the ACC&CE will have what ought to be an inspiring story to tell attendees in the chemical process industries. Joe's letter should let our members know what we are trying to do in marketing/increasing the visibility of the ACC&CE.

By successfully handling client-oriented consulting, we in the ACC&CE keep ourselves young (especially in the problem-solving realm). Each new day is a new adventure, even if we are unable to find a venue that will accept the equivalent of our Golden Buckeye cards!

LETTER FROM THE EDITOR

Dr. Joseph V. Porcelli (Certificate #906)

This issue of the Newsletter is the second for 2017, keeping to my attempt to send out four issues per year from now on. As mentioned on page 1, it would be important to have enough interesting and informative content for our readers, so I am asking again for articles from all of you. Also, I'd be interested in any other thoughts anyone else has on how we can make this newsletter more useful.

As I mentioned in an earlier newsletter, we are interested in putting on an on-line meeting where we have a presentation on a subject of possible interest to our members. We have explored a joint on-line meeting with the New Jersey section of AIChE, and they have expressed some interest, and we are seeking members who would be interested in making a presentation on-line. If the speaker was from the New York/New Jersey area, we would probably be able to handle the logistics of putting such a talk with the help of a few of our local members. If someone out-of-town were interested, we would have to work out the details, so they could make the presentation at their own location, but we would teach them how to present it. This continues to be a very interesting work in progress.

Regarding CHIs, our Clearing House Inquiries, we had a flurry of new potential projects early in the year, with a few being worked on by members. Unfortunately, the last few months have been very slow. We still have to consider how we can more broadly spend the word to potential clients of the existence of ACC&CE, and of our abilities to serve clients nationally, and perhaps internationally. Any ideas to accomplish this would be very welcome.

Your editor,

Joe Porcelli



Dr. David M. Manuta, FAIC, President
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Mission Statement: The application
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ACC&CE Presentations at the 2017 Chem Show

Title and Abstracts of 2017 Chem Show Presentations

(not in order except for introduction)

1. **David M. Manuta, Ph.D., FAIC – President, Manuta Chemical Consulting, Inc. and ACC&CE President**

“Introduction to ACC&CE and the Seminar”

2. **Joseph V. Porcelli, D.Eng.Sci., FAICChE – President and Principal, JVP International, Inc. and ACC&CE Past President**

“Transitioning from Industry to a Successful Chemical Consulting Business”

In order to be a successful chemical consultant, you need to have marketable skills that your target clients need. But even more important, there are communication and other “soft” skills that are required for you to be really successful. We will discuss all of these, and the importance of developing these while you are employed in anticipation of eventually starting your consultancy. This activity will enhance your performance while still in your industrial career and will be valuable whether or not you choose to become a consultant.

3. **Richard M. Goodman, President – Richard M. Goodman Consulting**

“Consulting for Entrepreneurs- The Pitfalls and Joys of Working for Start- ups”

Many consultants consider themselves to be “entrepreneurs” that is, ones starting their own companies. However, for many of us who have had a long career in the chemical industry we have worked for the most part for medium and large established chemical companies. And our consultancy is essentially a one-person operation. So, when we “hang out our shingle” we are not always totally prepared for the kinds of potential clients who respond to our “website” or profile on ACC&CE’s website, etc. Frequently the inquiries come from true entrepreneurs who have a need for expertise they do not possess and wish to acquire it “on the cheap.” These requests often focus on a very specific need, i.e. what surfactant do I need to support a certain reaction. Or how to solve a dilemma concerning the performance profile of their cherished new product.

In this talk we will recount stories about interactions with entrepreneurs. Interestingly, a successful one with a client in India. The joys of “clicking” with a principal in an entrepreneurial company which becomes a major commitment on both sides. But we will also hear about potential clients who seek to bleed information from consultant proposals (based on their requests for proposal) with no intent of ever actually hiring. And stories of good intentions by prospective clients who spend lots of their (and your) time but finally realize they simply don’t have the funds to pay a professional level consultant fee. We will describe how a consultant can deal with these situations. And how to conduct your client searches to maximize the joys and minimize the pitfalls.

(Continued on next page)

ACC&CE Presentations at the 2017 Chem Show—(Cont'd)

4. Alfred S. Sagarese, PE, CMC – Forrestal Consultants International

“One person’s journey from RD&E to International Management Consulting”

All began when I realized that high level staff jobs only have 3-year life in the corporate world – either move up, shift to an operating division or join another company. As a young man, I worked for senior executives [Singer Industrial International Products, Triangle Building Products and Cities Service R&D New Ventures]. I saw them operate and learned to identify my skills and leverage them to help these senior people. I soon became trustworthy, gave honest appraisals and the inputs that were accurate and timely. When I was on the third ‘life cycle’ — which was dying – I answered a job ad in the NY Times to be a project director to an old line firm. Through extensive interviews within the consulting profession, it was apparent that my skills were an excellent fit and in demand. The focus was materials, chemical and mechanical equipment that mirrored corporate experiences. I worked my way up from a consultant [doer], to group manager and onto international assignments. The same steps were used with 3 other firms since I move on and up within the profession. I now run an international consultancy – Forrestal which is made up of former colleagues – from the mentioned firm. We focus on the same industries; we are international in scope, we do market orientated, technical based assignment globally.

5. Richard L. Schauer, Ph. D. - Schauer Associates

“GM Crops Really Are Safe”

In recent decades, GM (Genetically Modified) crops have been the target of much criticism. In the US, protest rallies were held. Fast food restaurants shunned buns made from GM grains. TV ads touted that the advertised products do not contain any GM ingredients. The media used the term “Frankenfoods” for GM crops. Many countries have banned importation of GM crops even though some of their people and livestock are starving.

Of particular concern has been crops where genes have been added from other organisms to impart herbicide resistance or insecticidal activity. For instance, genes were added to allow glyphosate herbicide to be sprayed overtop of corn, soybean, cotton or tomato plants to kill weeds without damaging the crop. Another example is adding genes from *Bacillus thuringiensis*, a bacteria, to kill the larva stage of rootworms and other chewing insects.

There are concerns that the GM crops adversely affect beneficial insects such as Monarch butterflies and are dangerous to humans and livestock consuming the GM crops. The goal of this presentation is to describe the science of GM crops, address the various environmental and health concerns and enumerate the benefits of GM crops.

JVP

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