



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

Volume 29, No. 3

July—September 2017

FUTURE MEETINGS

NOV 1, 2017
2017 Chem Show
Javits Center

Annual Meeting
1—2 pm
Room 1A05

Seminar
3—5 pm
Rooms 1A01/02

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.

ACC&CE Officers

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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 pages 7 and 8, there is a second article by one of our newer members, Anne-Marie Rossmeisl, who describes her successful search for a collaborator which should allow her consultancy to reach across the Atlantic Ocean for potential clients.

On page 9, I have listed the folks who will be presenting at our symposium at the ChemShow, together with the titles of their presentations. This effort is intended to publicize our association and as a side benefit, the consultancies of those of us who are speaking.

Finally, I repeat my request for comments and articles from our members. Please send them to: jvpjii@jvporcelli.com.

LETTER FROM THE PRESIDENT

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

September 16, 2017 was the first date in the month where the high temperature was greater than 80°F here in southern Ohio. We have had many days where the high temperature was in the 70° F to 75°F range with low humidity. Back in the day, I referred to this as "San Diego weather."

When I think of "San Diego weather", I am reminded of Tuesday September 11, 2001. On this "day of days", the NYC metropolitan area was under the control of a high pressure system (a gift from Canada). Light breezes and blue cloudless skies greeted those who work in the concrete canyons of Lower Manhattan. Shortly after 8:30 AM EDT, the bucolic wonder of this low humidity day ended when the first of two large jets collided with the North Tower of the World Trade Center.

When we fast forward to the end of August 2017 and the beginning of September 2017, the weather here in southern Ohio was controlled by high pressure systems that restored "San Diego weather" to a region that rarely sees it. This gift from Canada was centered in the US South. While we could turn the air conditioners off and open up windows, an ominous presence rose out of the Gulf of Mexico; Hurricane Harvey.

This great storm came ashore near Corpus Christi, TX and it spread rain for more than 200 miles in all directions. Houston was impacted by flooding where Biblical proportions is hardly descriptive. Over the four (4) days where the high pressure system bringing delightful weather to southern Ohio did not move, Houston and its immediate region received in excess of four (4) feet of rain. I would gladly have given up two (2) or three (3) of our beautiful days, had I known the price to be paid by those on the Texas Gulf Coast.

Two weeks later, Hurricane Irma came ashore in the Florida Keys. Once again, we had delightful weather in southern Ohio. Since the high pressure system responsible for holding Harvey in place had moved on, Irma was able to spread her destruction over nearly the entire Florida peninsula. Once Irma had moved over land, she weakened to the relief of many.

My immediate concern was with our clients in these regions. A client in downtown Houston is back to work, but a client in West Houston is not back to work. It was a relief to receive a call from a client in Tampa informing me that she is back in business, since electricity and

(Continued on next page)

LETTER FROM THE PRESIDENT (Continued)

internet service have been restored. Likewise, my client in the Broward and Palm Beach County area is back sending e-mails. Our rain-making remnants hardly compared to what had transpired.

Meteorologists indicate that September 10 is usually the peak date for tropical storm activity. Irma made her presence known "right on time." Since it had been twelve (12) years since Katrina, Rita, and Wilma arrived in 2005, many people were unaware of the awesome might associated with these great storms.

In the aftermath of the current great storms, it is interesting to note that the building codes in Texas are not as strict as they are in Florida. After Hurricane Andrew came through southern Florida back in 1992, the code there had been strengthened. Many homes survived that in previous hurricanes might not have. The insured losses in Harvey are likely to be higher than those caused by Irma. There is something important to be said about using the principles of engineering and the physical sciences to ensure that we are as safe as reasonably possible.

The collateral impact of Harvey's wrath on the price of refined oil products appears to have abated. Likewise, much of Florida has bounced back one week after Irma began her path of destruction.

Unlike the man-made disaster that occurred on September 11, 2001, the great storms are capable of producing natural disasters. After the fiascoes associated with the responses to Hurricanes Katrina and Sandy, it was impressive to see the positive cooperation between law enforcement/first responders at the federal, local, and state levels.

The lessons learned from these previous great storms were applied to Harvey and Irma. This new knowledge, obtained through the applications of engineering and physical science, has clearly made a positive difference in the lives of those impacted by Harvey and Irma.



Dr. David M. Manuta, FAIC, President
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LETTER FROM THE EDITOR

Dr. Joseph V. Porcelli (Certificate #906)

This issue of the Newsletter is the third for 2017, still keeping to my attempt to send out four issues per year from now on. As I've mentioned many times before, the real limit to the number of issues we publish per year is the number of interesting items that we can find. The basic structure of the newsletter allows for a President's letter, an Editor's letter, a list of new members since the last newsletter with some information of the practice of each new member, and of course out advertisements. There are a (very) few repeat contributors, 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 can be seen on page 1, we have our annual meeting scheduled to be coincident with the Chem Show, specifically on the day when our symposium takes place (November 1, 2017.). The annual meeting will take place between 1 and 2 pm in room 1A05, and the symposium will be between 3 and 5 pm in rooms 1A01/02.

The management of the Chem Show has arranged for us to have a Wi-Fi connection so that we will be broadcasting both events to all of our members via Go To Meeting. Bernie Ennis will be furnishing the equipment necessary for the broadcast, and will be organizing the broadcast together with Charlie Leonard, who will be participating remotely from his office. We will keep all members informed as to how to connect so please watch for emails from us.

We have had some significant 3 and 4 figure CHI contributions this year, and there have been a number of successful CHIs that have resulted from direct hits on scope sheets in our increasingly visible website (with CHI contributions coming from the direct hits as well as the more historical CHIs).

We have gathered a number of email addresses of Chem Show registrants who have expressed interest in knowing about ACCCE. We hope to have time at our annual meeting to discuss new initiatives for marketing.

Your editor, Joe Porcelli

Joe Porcelli

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Iodination Consultancy Group (ICG)

www.iconsultancygroup.com

This second article by Anne-Marie Rossmeisl (Certificate #962) describes a second aspect of her business that led to an important collaboration.

As some of you may know, my chemistry consulting business (AM Rossmeisl Consulting) primarily focuses on providing consulting services in the area of radioiodination techniques and related disciplines. I wanted to compose a brief write-up on a secondary area of my business which explains the collaboration I have with a colleague where we have combined our mutual skills in the radioiodination field. My goal in providing this information is to bring awareness of this collaboration in the event that potential clients (through ACC&CE or otherwise) will learn what we have to offer at Iodination Consultancy Group (ICG).

I launched my chemistry consulting business in May of 2015. The beginning stages of a consulting business can be quite slow since one has to inform the “world” that one is now available for particular needs and expertise in a certain field. My experience has been no different. It has been somewhat uneventful to say the least but I am hopeful. I do in fact have a unique skill set in the chemistry world in that I am very well versed in the techniques of the radioiodination of molecules. I cannot help but think that some other scientists or colleagues may be in need of my expertise one day. I keep hoping that my diligent networking will open doors soon and that I will have a steady flow of consulting business coming my way in the near future.

Approximately ten months after I initiated my business, I was perusing the Internet one day hoping to come across pertinent information about other consultants in my particular position. My goal was to see if any consulting businesses could use me as a consultant for their firm. I actually did a Google search that stated: “radioiodination consultant”. After seeing information about myself (good, I guess from a SEO standpoint!), I came across a website owned by a gentleman named Mark Freeman out of the UK. His website almost looked similar to mine in that he offered radioiodination consulting services. However, his site was profoundly much better than mine since he had details about radioiodination techniques that I did not provide. I found this fascinating as well as hopeful since maybe I could possibly contact this individual and he could offer me some advice in my consulting pursuits or use my expertise for his own consulting firm. I emailed him from the address that was provided on the website and within the same day he asked to connect with me on LinkedIn and sent me a message. We then kept in contact for about six weeks getting to know each other and coming up with the idea of experience went. Before long, we arranged a Skype meeting and decided that a collaboration of our skills would be beneficial for both of us. He currently has his own English tutoring business where he provides an online service to students who need English grammar and writing skills if English is their second language. Mark had a web designer overhaul the website for that

(Cont'd on next page)

Iodination Consultancy Group (ICG) (Continued)

business and thought he would ask him to redesign his radioiodination consulting website as well. We then discussed the idea of me being featured on this website as a technical consultant. After weeks of input and fine-tuning, the Iodination Consultancy Group website (www.iconsultancygroup.com) was launched in January of this year. The site provides many resources and information that someone could utilize if they were in need of technical support in the area of radioiodination techniques. I was extremely pleased with the outcome of this website, but more importantly, so was Mark, seeing as he worked so diligently to make this consulting service come to fruition. I went ahead and cited his website on all my social media sites as well as my blog (amrossmeislconsulting.blogspot.com). I even have it on my own website in order to indicate that I can also be contacted via Iodination Consultancy Group. Hopefully, this will help in the networking of our consulting services. One of our goals is to provide our radioiodination consulting expertise on a worldwide basis, where Mark could help out potential clients in the European market while I could assist with clients here in the States.

I am quite proud of collaborating with Mark on this joint venture. I have always believed in the power of scientists supporting colleagues in either our chosen fields or in related areas. Isn't that what consulting really is? It's someone who has expertise in a particular field and who wants to share and assist someone else who may not be as adept in said field as they are. Problem solving, puzzles, challenges and technical dilemmas are central to science as a whole. The world of science (chemistry, biology, physics, etc....) is filled with opportunities to learn more and to ask questions. Many scientists are very astute in their particular area of concentration, but may need assistance in areas where they are not as knowledgeable. I would like to think that Iodination Consultancy Group could provide this expertise and guidance.

Please share this information with colleagues you may know who might be in need of assistance in this particular area of chemistry. We would appreciate you visiting the website (address above) and providing us with feedback, whether in the form of questions or comments.

Thank you for reading this article. We recognize that there are other consultants in the same field as we are; however, we value that fact that potential clients would consider us for their consulting needs.

Anne-Marie Rossmeisl
Consulting Chemist
AM Rossmeisl Consulting

ACC&CE Presentations at the 2017 Chem Show

(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”

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

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

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

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

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

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