



# The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.

Scientific, Engineering, Business & Management Consultants

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October—December 2017

## FUTURE MEETINGS

### Council Meetings

There will be a virtual meeting the second Tuesday of every month at 7 pm EST

**Next Council Meeting:**

**- 7 pm EST on:**

**January 9**

**February 13**

**March 13**

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.

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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.

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## IN THIS ISSUE

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This newsletter begins as usual with a letter from the President, David Manuta, which appears on pages 2 and 3. On page 5 is information on our newest member, Vincent Fuschetti, who found us at the Chem Show. On page 6 is a message from your editor.

On page 7 there is an article by our new Programming Chair, Richard Goodman, who describes his early plans to create new programs for the association.

On page 9, I have presented the lists of Council Directors for the next three years.

Finally, I repeat my request for comments and articles from our members. Please send them to: [jvpji@jvporcelli.com](mailto:jvpji@jvporcelli.com).

Joe Porcelli, Editor

# LETTER FROM THE PRESIDENT

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

It is good to be home after five (5) out-of-town travels in less than two (2) months. Being home for more than a few days at a time means not rushing to ensure that my suits are clean and that I've got what I need for the next stop in an independent consulting practice.

One of these travels was for the Chem Show at the Javits Center in New York City. It is hugely important to acknowledge the wonderful work that the late Dr. John C. Bonacci did to (in my vernacular) "make the trains run on time." In previous Chem Shows, John HAD IT ALL under control, so speakers like me just had to get to the venue on time. Needless to say, I still have HUGE SHOES TO FILL.

I would be remiss in not acknowledging my admiration for the patience of Mr. Steve Levine, Ms. Kim Pires, and Mr. Chris Stevens. Their organization had the planning for the Chem Show "down to a science." As Father Time advances, I recognize that I know less and less. My instincts are to follow the directions of others, especially in complex endeavors.

Prior to John's passing, he shipped a box to me with ACC&CE material in it. The box was opened upon receipt and then placed in my firm's storage area. When planning for the Chem Show began in earnest, I found an ACC&CE felt banner, clips to hold the banner in place, all manner of light-weight office equipment, and, ACC&CE brochures and compact discs (CDs).

The felt banner is several decades old plus the brochures and CDs are about ten (10) years old. Since many of us are "out and about" in our independent consulting practices, it is clear that new brochures (and possibly new CDs) are necessary.

My first set of instructions directed me to ship the box containing the felt banner, the clips, the brochures, and the CDs to the Javits Center in New York City. I was STRONGLY ADVISED neither to use FedEx nor UPS (as we routinely do in my firm), but to use "the preferred shipper" of the Chem Show.

When Joe Porcelli and I had arrived at the venue on Tuesday (10/31/17) morning, the box and its contents were already at Booth 810. Booth 810 was our home for most of the next three (3) days [with the exception of our approximate one (1) hour Council Meeting and our two (2) hour Seminar]. Joe "spotted me" as I hung the felt banner over our booth. I was certainly glad that few people saw how ungainly I was in getting the banner into place!

Richard Goodman spent time at the booth too. All three (3) of us took turns meeting and chatting with visitors to the booth. In the "Brave New World" that we are now a part, the Chem Show leadership did a great job keeping track.

Charlie Leonard minded the store from his off-site perch. Chem Show data indicated that we had 154 total contacts, 22 "on the floor" and 132 via the Chem Show website. ACC&CE was viewed 100 times in the directory and in the floor plan, 70 clicks through the website, plus the ACC&CE was viewed on 167 agendas.

(Continued on next page)

## **LETTER FROM THE PRESIDENT (Continued)**

Among the 154 total contacts, only two (2) e-mails bounced back. All of this bodes well for the ACC&CE in positioning itself for future growth. This is a fine way for the ACC&CE to market itself/become more visible in the chemical process industries space.

My second set of instructions directed me to set up a Seminar Program. Richard Goodman, Joe Porcelli, Al Sagarese, and Dick Schauer answered this call. These men spoke beautifully on their transitions from "regular employment" to engaging in a successful independent consulting practice. I spoke (briefly?) on the ACC&CE. After some technical glitches were resolved, the bottom line is that we did well. Our audience was attentive and they asked good questions.

Now that the Number 7 Subway Line has been extended to within one block of the south entrance of the Javits Center, development in this part of New York City has accelerated. We enjoyed a great meal after the Seminar Program at one of the eateries in the neighborhood.

It is important to note that during our three (3) days in New York City, a terrorist used a truck as a weapon. The immediate result was the loss of eight (8) innocent people. While the investigation of this horror was on-going, traffic ground to a standstill in the Big Apple. Joe was impacted in his commute on one of the days, but otherwise none of us had the misfortune to directly deal with the aftermath of this scourge of modern-day life.

My third set of instructions directed me on Thursday (11/2/17) to prepare the box for return to its new home in my storage area. As expected, the box was delivered here as promised.

Like all of us, I appreciated the work that John had done for ACC&CE. The seamless work to make the Chem Show a success is an area where John truly shined. While I am glad that the 2017 Chem Show is "history", I am also confident that Mr. Levine, Ms. Pires, Mr. Stevens, et. al. will be back at it shortly. Planning for the 2019 Chem Show is "just around the corner!"



Dr. David M. Manuta, FAIC, President  
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# NEW MEMBER INFORMATION

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- Process and project engineering services to a multinational excipient manufacturer.
- Multiple projects for debottlenecking and capacity expansion of spray driers for the food ingredients and excipients.
- Hazardous area classification determination for dusts and flammable vapors and specialties

## **Areas of Service**

- Explosion hazards (dusts & flammables)
- Electrical area classification
- Troubleshooting
- De-bottle necking -Process optimization
- Front end studies
- Process design
- Project management
- Detailed design
- Dust hazards & Dust Hazard Analysis (DHA)

## **Technologies and Chemistries**

- Hydrogenation
- Biodiesel
- Spray driers
- Oleo chemicals

## LETTER FROM THE EDITOR

### **Dr. Joseph V. Porcelli (Certificate #906)**

This is the fourth and last issue of the newsletter for 2017, and we hope to continue this frequency of issues going forward. As always, however, our success partially depends upon our receipt of adequate “content” from our members.

This fourth quarter of the year (and first quarter of ACC&CE’s fiscal year was marked by a very successful association seminar at the also very successful and well-run Chem Show. As described in the previous issue, five of us made presentations on various aspects of our personal consulting experiences, and thanks to excellent publicity by Chem Show staff, our seminar was well-attended. Also, facilitated by the Chem Show back office, we were able to obtain 132 contacts with email addresses via the Chem Show website. In addition, those of us at the show collected business cards from visitors to our booth, resulting in 22 more contact emails. Of the 154 new contacts, all were sent the last newsletter. Of those, one bounced and one “unsubscribed”. One thus far has been converted to membership (see certificate #970, Vincent Fuschetti.)

On the second afternoon of the Chem Show, we utilized a room assigned to us, with A/V capabilities, for a one-hour GoToMeeting (GTM) Council meeting. One of the outcomes of this meeting was the assigning of responsibilities for a number of vital tasks to volunteers (these tasks having been covered by a few of us since the creation of the virtual organization. Specifically, the position of Membership Chair), responsible for vetting potential candidates for membership and circulating their respective applications for review and approval, was filled by Dick Shauer, relieving Charlie Leonard, our webmaster, of this duty which he had been covering, since applications come in via our website. Programming Chair was taken on by Richard Goodman, who is interested in coupling our GTM experience with outside speakers to create presentations of interest to our members, and perhaps to outsiders as well. Your editor volunteered to take the role of Secretary, with the main responsibility of publishing the minutes of our council meetings, and other similar secretarial duties.

In the long run, it is necessary to develop backups for a number of positions, to allow relief to some of the long-standing jobs—webmaster, newsletter editor and even president. We urge all of our members, regardless of location, to consider working with the current office holders as eventual replacements.

# The New ACC&CE Program Concept

**By Dr. Richard M. Goodman (Certificate #747)**

Whereas ACC&CE membership has become more and more geographically diverse and whereas we are all consultants who must become at least marginally tech savvy and whereas this member (Richard M. Goodman) believes the membership should have more offerings from the association, I am proposing a methodology of having pure virtual program meetings for the whole membership. As we have experienced with our December 12 planning meeting, the GoToMeeting platform is user friendly and quite flexible. It will be convenient to have speakers present their talks using the platform to show slides, videos, etc. Further, the platform allows the faces of speakers, hosts and participants to be visible (if the person wants it) and questions and answers are easily accommodated.

Having proposed the methodology, the next question is what should we feature at the meetings.

Here I will make suggestions, but I want input from the membership as to what they would want to hear and would attend virtually.

We can have speakers who are excellent technical speakers on chemistry related subjects: I would ask what areas would be of special interest.

We can solicit speakers with expertise on running consultancies, e.g. cover the mentoring aspects the late David Riley used to cover.

Liaison with other organizations; have speakers from AIChE, ACS or other specialty organizations present subjects from their special realms.

I should also mention, particularly, that the ACS has recently presented a two-day symposium on Entrepreneurship. In talking with the director of this effort by ACS he expressed that ACS is always in need of a mechanism to find experts they can recommend to entrepreneurs. They would like to expand this service and might be willing to have ACC&CE members be an especial group they can refer inquiries towards, e.g. by putting a link to [www.chemconsult.org](http://www.chemconsult.org) in their documentation.

I would be interested in having this fellow talk to us and have a give and take on what ACS would be willing to do, what would we want, etc.

We may want to put together a web survey of member interests if we get several requests to do so. I would like to launch our first virtual technical program by the early spring if not sooner.

Richard M. Goodman, PhD  
Program Chair



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(October 2017—September 2018)

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**Please note:** As we did not have nominations for officers and directors in 2017, the directors whose terms ended in September 2017 were “rolled over” into the class whose terms will end in September 2020. One slot in this class is vacant, due to the passing of our long-term member and friend, John Bonacci. We would welcome a volunteer, especially from among our newer members, to fill this slot for the one-year term.

With the success of the reformulation of the association into a “virtual” organization, and with monthly virtual Council meetings planned for the second Tuesday of every month starting in 2018, it is clearly possible that any member may serve as a Council member in the future, and any Council member can volunteer to run for an Officer slot in the next election.

Finally, any member can volunteer to serve as a committee member or leader, such as Membership, Newsletter editor, webmaster, etc.

The current officers and committee heads are listed on the lower left portion of page 1.

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### THE CHEMICAL CONSULTANT

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