



The Chemical Consultant

Association of Consulting Chemists and Chemical Engineers, Inc.
Scientific, Engineering, Business & Management Consultants

Volume 33-3
July-September 2021

FUTURE MEETINGS

All members are
invited to attend.

October 5, 2021
Presentation by Kay Palmer at
7:00 PM via Zoom link

October 12, 2021
Council GTM Meeting at 7:00 PM EDT

ACC&CE Officers & Leaders

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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, 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 – <https://chemconsult.org> that allows prospective clients either to input their problem or to search for those consultants most skilled in their area of concern. The LinkedIn page is also active now and accessible to all.

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Please address all comments to :

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LETTER FROM THE PRESIDENT

Richard M. Goodman, President of ACC & CE
Certificate # 747

Despite what could have been a slowdown in activities for the summer, ACC&CE continued along its excellent active path characterized by greater involvement by the members. In particular, Joe Porcelli spearheaded an initiative by ACC&CE to create our presence on the AIChE weekly news platform. Our ad ran this summer and attracted numerous hits (well above the AIChE projections). We received numerous inquiries for membership which came from the ad, 5 of which have since become members. This is our largest percent increase in membership in one year in at least 15 years. We have negotiated to have our ad run 3 more times over the next 6 months; we hope with equally good results.

In a similar vein we have contacted the ACS about feasibility to run an ad in the ACS digital weekly newsletter. However, as the circulation is 5X that of AIChE, the rates are proportionally higher and Council decided it was above our budget.

Al Sagarese has set up a great topic for Sep 21 meeting. (see article otherwise in newsletter) Of course, the deadline for this newsletter preceded the Sep 21 date so we have no results on attendance etc.

Richard Goodman presented a short virtual presentation on how ACC&CE promotes best practices to the ACS National Meeting under the auspices of the Committee on Small Chemical Businesses. It was well received by the attendees. If any member would like a copy of the slides let me know.

David Manuta, Chair, Nominations committee has secured acceptance by Heather Wahab and John Fetzer to run for vacant council seats. With the acceptance by Myself, Al, Steve and Koki we have a full slate for this fall's election. Look for ballots in your emails.

EDITOR'S LETTER

We are once again at the close of this quarter and brighter prospects for the ACC&CE as an organization. The financial year is almost ending and the Election is at the doorstep. As the President mentions in his letter, the Council vacancy will be filled with new members showing willingness to come on board. As Shakespeare said “ Old Order Changeth, Yielding Place to New “.

The Organization's marketing effort initially spearheaded by Marvin DeTar for LinkedIn platform is showing positive results as evidenced by increased traffic and visits to our webpage and increase in CHI's. Recently Joe Porcelli took on the mantle of liaising with AIChE for publication of our advertisement in their on-line journal which has a wider reading audience. The fruits are visible in increase in membership request and on a hopeful note, for more work for the Consultants.

The U.S Chemical Safety and Hazard Investigation Board Chairperson Dr. Katherine Lemos recently published a renewed commitment highlighting the CSB's Objectives, Initiatives and Priorities. Following the Rockton, IL fire incident at the Chemtool manufacturing facility, two senior officers were deployed for investigation. These are the acting MD David LeCerte and Stephen Klejst who is the Executive Director-Investigation & Recommendations.

We welcome our new members Robert Roodman (#983), Richard Paluzzi (#984) and James Latty (985).

Kay Palmer will give a Presentation titled “How to market consulting services in a pandemic environment “ on October 5, 2021. This will be an extremely relevant and interesting subject. A link to join via Zoom will be sent to all members.

Members are also requested to note a change in email contact of our Council member Marvin DeTar.

Koki Doshi

Member # 974

TALK ABOUT PRESSURE

The CEO called an emergency meeting. A major new product the company was providing its clients worldwide had begun to develop intermittent defects. No one knew the cause. The parent company's analytical team identified two contaminants that were found near the defects. Everyone was puzzled. The problem had begun to affect multiple lines making the product worldwide. And worse, the company's clients were experiencing increasing amounts of downtime to perform corrective actions.

Molecular Technologies LTD was selected to find a solution.

The first action taken was not to stop production; instead, to isolate all suspected defective product. The second was to have the plant send a sample of every item that touched the product anywhere on the production line on a line known to be making rejected product. Four hours later two boxes containing 25 items appeared on my desk. By using the relationships Molecular Technologies LTD has established with University instrument labs, every item except one was examined by nuclear magnetic spectroscopy to detect the major contaminant. Thirty six hours later twenty four items were eliminated.

Simultaneously, the remaining item, a pulley assembly, was examined. A sample of the ball bearing grease on the shaft was examined by Fourier Transform Infrared Spectroscopy. It possessed both contaminants. The indicted part was examined in greater detail. A good pulley assembly was obtained from the plant foreman. When both were disassembled, one of the good parts was found to be 0.0001 inch longer than the indicted part. As the part was obtained from a prominent part supply company, enquiries were made. Indeed, the parts company had had to change suppliers. Seventy two hours after the emergency meeting, the parts company shipped all the remaining parts from the previous part manufacturer, who had gone out of business.

The engineering team sprang into action. A redesign of the pulley assembly was made. These were installed on every production line. Now the new substituted part could be used.

Eighty hours had passed. All product made after the emergency meeting on production lines that had been identified as causing failures and before the fix that was installed - filled seven long truck trailers. It was estimated that 99.97% of the isolated product was perfectly good.

The company sent letters to every client explaining how the company arrived at the problem resolution. The company's quick action gained the respect from clients. The solution was shared with all of the plant managers and their analytical teams worldwide.

Marvin DeTar
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New Member Information

Robert Roodman

Certificate # 983

Mr. Roodman has been involved in the design, engineering, construction, and operation of chemicals plants and facilities across the CPI for over 45 years and managed teams of chemists and engineers in R&D, and been the “Chemical Answer Man” for many different companies across the world.

Additionally he also was a C-level executive at four companies and owned his own business twice. He has also been involved in Sales, Marketing, Quality Management, and Product Development, holds 3 patents, and one pending, and several trade secret technologies.

Solving process problems and providing space and energy efficient designs is his strongpoint, in polymers, monomers, potable water treatment, wastewater treatment, hydrocarbons and refining processes, and in environmental treatment. He looks forward to collaborating with clients and other members of ACC&CE in the future.

Richard Palluzi, PE, CSP

Certificate # 984

Mr. Palluzi has extensive experience with Pilot Plant and Laboratory design, relocation and project management, including hazard analysis and electrical classification. He consults to the pharmaceutical and chemical process industries on laboratory, pilot plant, and research support issues including design, cost estimating, code compliance, safety, start up, and technical issues

James Latty, PhD, PE

Certificate # 985

Dr. Latty is a Chemical Engineer with experience in Energy, water purification, Oil & Gas refining and agriculture. He has over 15 years of experience in the ethanol, chemical, and separations industries at an “expert” technical knowledge and business management level. He is experienced with industrial scale centrifugal and filtration separation of chemical/fermentation fluids with a strong business development track record.

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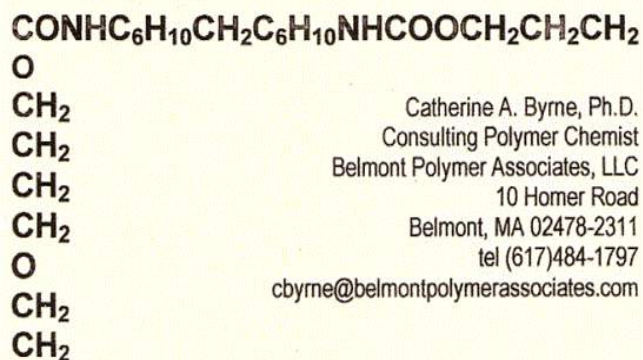
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This newsletter issues three times and for special situations, four times a year, and advertising is sold on an annual basis, with ads appearing in each issue. Advertising is open to all members, and nonmember ads will be considered on a case-by-case basis. The price list for advertising is as follows:

| | |
|---------------------------------------|----------------------|
| Business Card Size (2.0 x 3.5 inches) | \$50/year |
| Larger Size (3.0 x 5.0 inches) - | \$90/year |
| Half-page— | \$250/year |
| Custom size and features— | pricing upon request |

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A publication of the
Association of Consulting Chemists and Chemical Engineers, Inc.

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Opinions expressed herein are not necessarily those of ACC&CE.