



The Chemical Consultant

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

Volume 33-4
October-December 2021

FUTURE MEETINGS

All members are invited to attend.

January 11, 2022
Council GTM Meeting
at 7:00 PM EST

ACC&CE Officers & Leaders

Richard M. Goodman, President
RMGConsulting@msn.com

Al Sagarese, Vice President
fcllc100@msn.com

Koki Doshi, Secretary,
koki.msa@gmail.com

J. Stephen Duerr, Treasurer
chemlabconsulting@gmail.com

David Manuta, Past President
dmanuta@dmauta.com

Charles Leonard, Webmaster
charlie@cleonard.net

Richard L. Schauer, Membership
rschauer@schauerassociates.com

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” that 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 Editor at Koki.msa@gmail.com

LETTER FROM THE PRESIDENT

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

As we approach the end of a very successful year for the Association, I 'd like to wish everyone best wishes for a happy and healthy New Year.

On October 26 we held our Annual Meeting and received good news on our finances, the growth in membership, the quality of the presentations throughout the year, the success of an initiative to advertise in the AIChE newsletter and the smooth handoff of the editorship of this Newsletter from Joe Porcelli to Koki Doshi. The projections for the next fiscal year are looking equally good.

Since the deadline for this newsletter was before the December 14 date for the presentation by Bruce Nilson, "Leveraging Your Competitive Advantages as a Consultant." I hope the membership tuned into the talk; the abstract sounded very relevant to the interests of the Association's membership. Thank you Al Sagarese for organizing these programs.

Steve Duerr continues to do a superb job managing the finances, keeping the council informed and reporting on our financial stability. We have further benefited from the smooth transfer of the editorship of this Newsletter from Joe Porcelli to Koki Doshi who has maintained its high standards. Dick Schauer coordinated the joining of the new members with professional skill. Marvin DeTar has continued to monitor the ACCCE presence on the LinkedIn platform; he has suggested a good strategy would be for each member to post ACCCE news, e.g. presentation summaries, newsletter articles, etc. onto their LinkedIn profiles. He projects we could get hundreds of hits from this strategy.

I mentioned that Joe has turned over the editorship to Koki, but he has not retired from supporting the Association. His initiative to promote ACCCE in the AIChE news vehicle produced the largest surge in new members in years. He is now looking to modify the ads to boost CHIs as well via the 3 more ads we are scheduled to run throughout 2022. I should like to congratulate John Fetzer and Heather Wahab on their election as councilors.

Finally, I should like to encourage a member of the Association to contact Charlie Leonard concerning learning how to set up our website. It's a great opportunity to learn from an expert- and there's no fee for the training.

EDITOR'S LETTER

ACC&CE enters the new fiscal year 2021-2022 with a brighter outlook , increase in CHIs and active participation of members at meetings and web presentations. We welcome our new Councilors, Dr. Heather Wahab and Dr. John Fetzer who are both long-time members . We also mourn the loss of our recent member Dr. James Latty who passed on unexpectedly in November 2021.

ACC&CE had a very interesting interactive presentation by Bruce Nilson on December 14, 2021. Abstract of the salient points is introduced on the next page.

German chemist Benjamin List and Scottish born chemist David MacMillan who is currently teaching at Princeton University in the USA, won the 2021 Nobel Prize for Chemistry. They pioneering and discovery of the asymmetric Organocatalyst molecule and Organocatalysis. This simple catalysis tool is widely used in chemical industry, pharmaceuticals and building molecules to capture solar energy.

Combustible Dust has been a source of many industrial and non-industrial explosion and fire incidents incurring massive losses. National Fire Protection Association has introduced NFPA 652 Standard on the Fundamentals of Dust. Post 2008 when the National Emphasis Program NEP was issued by OSHA, there is now a requirement to conduct a Dust Hazard Analysis by all facilities who handle or create dust. The NFPA 652 is implemented by OSHA and Authorities Having Jurisdiction and is mandatory in some states.

The United Nations Environment program UNEP has launched the Emission Gap Report 2021 titled THE HEAT IS ON. The report shows the difference between country pledges and what additional measures are needed to avoid a global temperature rise of 2.7 degree Centigrade by the end of the century. At the same time, AN EYE ON METHANE – a 2021 report on guidelines to curb methane emissions, which is the second most potent greenhouse gas, is launched by the International Methane Emissions Observatory. Carbon capture and renewable energy project, especially from Hydrogen, is now being developed by major international companies in earnest. With this direction the science can hopefully reverse the ills of climate change for the existing generation and leave a better footprint for the next.

Koki Doshi

Member # 974

Leveraging Your Competitive Advantages as a Consultant

by Bruce G. Nilson, CMC

Abstract of presentation

1. Rethinking our “our elevator speeches” and value proposition
2. Avoiding the trap question “ so, what do you do?”
3. Understanding the differences between our strengths and our true competitive advantage
4. Differentiating our services and capabilities from the competition
5. How to know if I’m leveraging my competitive advantage/s with my clients
6. Applying what I learned—some possible next steps I can take

The presentation was recorded on Zoom and if any member wishes to learn more they can contact Al Sagarese, our Vice president.

Practice summaries for recently elected Councilors

Thank you for joining our Council leadership team

John C. Fetzer

Briefly, I have a PhD in analytical chemistry from the University of Georgia (L. B. Rogers, advisor). I then worked for over 20 years at the research center of a major oil company doing chromatography and molecular spectroscopy. I have been consulting for 20 years, with clients in the US, Canada, Europe, and the Middle East. I have written 2 books, about a dozen book chapters, 120 peer-reviewed research publications, and about 90 review articles and essays on career development for chemists. I have served on the editorial boards of several journals, including Analytical Chemistry, the Journal of Chromatography, and Analytical and Bioanalytical Chemistry.

Heather Wahab

Prof. Hebah Abdel Wahab has been a member of the Association of Consulting Chemists and Chemical Engineers, since 2012. She has distinguished experience in Higher Education. During her career as an Adjunct Professor (2004-2021), she has adapted a hundred and fifteen different chemistry textbooks, to teach forty-five different chemistry courses at twenty different Higher Educational Institutions, in three different states, Philadelphia, New York, and New Jersey each with unique and different Science/Chemistry curriculum. She has several publications in Physical Chemistry. Prof. Abdel-Wahab has been published in Strathmore's Who's Who Worldwide, Farmingdale NY- 2021. And published in Marquis Who's Who- Berkeley Heights NJ – 2021, As an Individual who Demonstrates Outstanding Achievement in Their Field & Who has made Innumerable Contributions to Society as Whole. She is currently a reviewer for the Royal Society of Chemistry Journal, RSC Journal, Burlington House, Piccadilly, London W1J 0BA.

New Member Information

Tom Dobbins

Certificate # 986

Tom Dobbins specializes in process development, optimization, scale-up and troubleshooting for chemical and pharmaceutical industry. He holds patents in diverse fields spanning various branches of chemistry and engineering. As an innovator he brings a wealth of experience in his career.

Ken Battle

Certificate # 987

Ken Battle a chemical engineer, has a four decades long wealth of experience in technical and management experience in the chemical industry spanning new product development, process optimization and scale-up success. In addition he has three US Patents as co-inventor.

Marvin B. DeTar, Ph.D.
Molecular Technologies LTD
Chemistry Consulting Services

(440) 488-2326
mbdetar@gmail.com

1880 Ridgewick Drive
Wickliffe, OH 44092



Dr. David M. Manuta, FAIC, President
Fire Investigations/Litigation Support

Mission Statement: The application
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Phone: 740-947-7998
Fax: 740-947-1565
Cell: 740-352-2991
email: mc2@dmanuta.com
http://www.dmanuta.com

Vision Statement:
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431 Gordon Avenue
Waverly, Ohio 45690-1208



J. Stephen Duerr, Ph.D., P.E., CPC
Consulting Metallurgist/Chemist

chemlabconsulting, LLC

514 Corrigan Way, Cary, NC 27519

SCHAUER ASSOCIATES

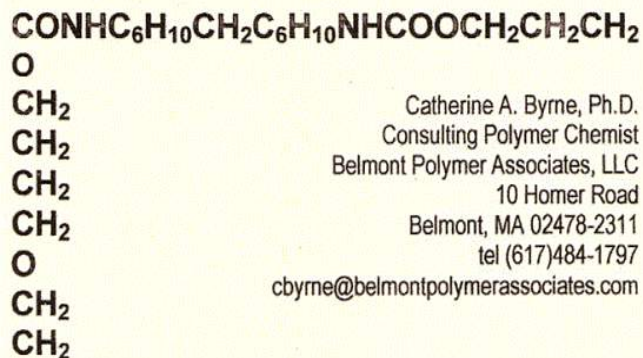
Dr. Richard L. Schauer
Regulatory Consultant

P.O. Box 398, 1211 Dexter Corner Road
Townsend, DE 19734

Phone: (732) 586-5678

Fax: (302) 449-6012

E-mail: rschauer@schauerassociates.com



Catherine A. Byrne, Ph.D.
Consulting Polymer Chemist
Belmont Polymer Associates, LLC
10 Homer Road
Belmont, MA 02478-2311
tel (617)484-1797
cbyrne@belmontpolymerassociates.com



AM Rossmeisl Consulting

Anne-Marie Rossmeisl
Consulting Chemist

19 Nashua Road
Pelham, New Hampshire 03076
USA

1-603-560-9689 (cell) or 1-603-635-8432 (home)
Twitter: @amrchemconsult
E-mail: amrossmeisl@gmail.com
<http://amrossmeisl.wix.com/amrossmeislconsult>

Edward Richman, Ph.D.
President



Richman Chemical Inc.
768 N. Bethlehem Pike
Lower Gwynedd, PA 19002
www.richmanchemical.com

T: (215) 628-2946 x12
F: (215) 628-4262
C: (215) 704-3335
er@richmanchemical.com

FORRESTAL CONSULTANTS INTERNATIONAL

www.forrestalconsultants.com

FORRESTAL CONSULTANTS LLC
Princeton Forrestal Village
116 Village Boulevard, Suite 200
Princeton, New Jersey 08540-5799
(609) 951-2285
Facsimile: (609) 371-9247
info@forrestalconsultants.com

Alfred A. Sagarese, PE
President

Princeton · Los Angeles · Boston · Sao Paulo · Geneva · London · Mumbai · Tokyo

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ACC&CE

Dr. Heather Wahab, Ph.D.

Chemical Consultant

Tel: 973-462-2745

Email: dr.heathera@gmail.com



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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c/o J. STEPHEN DUERR, Ph.D., P.E., CPC

ACC&CE Treasurer

514 Corrigan Way, Cary, NC 27519, USA

Phone—(908) 500-9333

accce@chemconsult.org

<https://chemconsult.org>

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