

AIChE DVS January 20, 2003 Meeting

“Essential AIChE”

By Dianne Dorland, Ph.D, PE, AIChE President

The year 2003 was quite possibly the most challenging year ever faced by AIChE. Please join DVS-AIChE on January 20, 2003, at the Union League in Philadelphia where AIChE President Dianne Dorland, Ph.D, PE, will discuss the many challenges the Institute faced this past year while continuing to serve the needs of chemical engineers like you. Quoting Mark Twain, Dr. Dorland recently wrote “The reports of our death have been greatly exaggerated.” Come to the meeting and learn why this is so and, more specifically, about the many changes taking place at the Institute.

As Dr. Dorland will explain, as AIChE moves forward, the Institute does so by continuing to explore new, and often non-traditional, opportunities. For example, as reported in the December 2003 issue of CEP, the AIChE Board of Directors has recently developed “Essential AIChE,” a plan that focuses on essential member services and programs, while also providing a firm financial foundation for the future growth of the Institute. Come learn how these services and programs can benefit your chemical engineering career.

Also, as many of you have heard, AIChE has cut staff by 50%, has subleased 75% of its New York office space, and continues to explore joint ventures. In September 2003, AIChE agreed to pursue discussions with ACS and other viable joint ventures. More recently, a joint taskforce of four AIChE and four ACS directors met to further discuss a possible partnership. As Dr. Dorland will explain, implementing cost strategies and

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Dr. Dorland is the Dean of the College of Engineering at Rowan University.

Location:

The Union League,
140 South Broad Street,
Philadelphia, PA
Proper dress for the League is business casual, no jeans, sweats or sneakers.

Program: 6:00–7:00 Social;
7:00 Dinner;
8:00 Speaker

Ticket Price: Dinner \$35.

Includes chicken dinner with salad, dessert, coffee or tea.

RSVP: by January 15th
to Bill Youngblood,
wyoungblood@comcast.net
610-525-1935

Please leave name (spelling), number attending, meal choice, company affiliation, phone & Fax number. No shows will be billed.

Chair’s Chat

By William C. Youngblood, Esq.

I recently reviewed the December 2003 issue of Chemical Engineering Progress (CEP) and must say that I was pleasantly surprised. Admittedly, I do not read, or even review, CEP every month (do you?). This, I believe, is due in part to the negative comments I have heard about “our” magazine from time to time. So, for those of you who have given up on reading CEP, you might want to give it another chance.

In particular, I was surprised to see two articles in the December issue related to the law (the professional discipline that I practice) – *Mining Intellectual Property* by Daniel Pauly and *Marketing Your Professional Expertise* by Rosalie Hamilton. I feel I would be remiss if, having read the articles, I did not provide you with my opinion. Generally, I thought the articles were well written from the standpoint that they provide interesting insight for chemical engineers on how you and/or your company could benefit by taking advantage of the law.

Mining Intellectual Property reminds us that new products and methods, among other things, are often protectable under patent laws. Importantly, the article also points out that most companies do not realize that “buried with [a company’s patent] portfolio is a potential gold mine . . .” – buying and selling patented technology (often referred to as Technology Transfer). The article goes on to point out several important steps for taking a pro-active approach toward realizing the full value of a company’s patent portfolio. Many of the necessary steps are straightforward and, once realized by

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"Networking for Busy People" - by Steven Wood, Merrill Lynch
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Building relationships is hard work. We all want to meet new friends and create new opportunities. The problem is time. No one has time to routinely attend networking events. Engineers are busy people. Luckily, engineers are also problem solvers. There must be a way to reap the benefits of networking on a tight schedule. How?

The benefits of new relationships are countless -- business opportunities arise, jobs are offered, lifelong friendships are formed. There are numerous books and website resources available with hints upon hints on how to effectively build new relationships. I'll start saving you time right now ... it seems to me that all the information can be sifted down into three basic elements: choose, participate, and persist.

Choose effectively. Do not attend an event for the sole purpose of networking. Go to events that both interest you and meet an objective. If the goal is to meet new people, the newspaper is filled with amazing opportunities to meet people on a regular basis. From astronomy to pinocle, there are ample opportunities to interact with people of common interests.

If the objective is career enhancement, there are many opportunities but few better than professional society events. The good news for us is that the Delaware Valley provides a terrific array of active professional societies: AIChE, ISA, ASME and ACS are just a

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CHEMICAL CONSULTANTS NETWORK - February 11, 2003, Meeting

Visit our web page at www.chemconsultants.org

Date & Time: Wednesday, February 11, 2004 at the Cynwyd Club, Bala Cynwyd, PA; Mixer, 5:30 PM; Dinner, 6:30 PM; Talk and Business Session, 7:30 PM.

Speaker Topic: Legal Issues for Consultants - Arnold W. Winter and Adam G. Garson

Abstract: As attorneys who have advised consultants in various fields, Arnold Winter and Adam Garson will provide an overview of some of the legal concepts and tools that can help develop and grow a consulting practice. Time will be provided at the end of the presentation to discuss questions and comments from the audience.

Biography: Arnold W. Winter, Esquire. Arnold Winter has been practicing law since 1991, focusing on intellectual property as well as general business and commercial matters. In 2002, Mr. Winter joined the law firm of Lipton, Weinberger & Husick in Media, PA. Being fluent in German, Mr. Winter also has a foreign language translation business. Before attending law school, Mr. Winter held the position of Contracts Administrator for a women and minority-owned consulting firm in Washington, DC. Mr. Winter received his law degree in 1991 from Duke University School of Law and is admitted to practice in Pennsylvania and New Jersey. He also holds a Masters of Arts degree in History and North American Studies from the Free University Berlin, Germany.

Adam G. Garson, Esquire. Adam Garson is Of Counsel to the law firm of Ralph A. Jacobs & Associates, LLC of Philadelphia, Pennsylvania. Mr. Garson's legal practice focuses on commercial litigation, intellectual property, and computer/Internet law. He is experienced in representing clients ranging from individuals to large companies. Mr. Garson also runs a software company for which he writes software in his spare time. He holds a J.D. degree from Temple University, a Ph.D. from Yale University, and a B.A. from Colgate University.

Location: The Cynwyd Club, 332 Trevor Lane, Bala Cynwyd, PA 19004.

From City Line Ave. (Route # 1) drive north on Conshohocken State Road (Route # 23) about 3 long blocks. Continue north on Trevor Lane instead of following Route #23 left. At "Y" in road one block north on Trevor Lane turn left where clubhouse and parking are on the left side of the road. Please park in lot if space is available; otherwise park on Trevor Lane. If lost, call the club at 610-667-4524.

Reservation: To make or cancel a dinner reservation, e-mail CCNReservations@aol.com or call the ACS office at 215-382-1589 (leave message on voicemail if necessary). Fee, including food and beverages, is \$20 provided reservations are made before 6 PM Friday, Feb. 6th; \$25 if made subsequently by 10 AM Monday, Feb. 9th. If no reservation is made by the final deadline, food and beverages will not be available unless a cancellation occurs. No-shows will be invoiced. No reservation is required for talk only; however, we ask that you please register so that we can notify you of any change in plans.

Professional Development

by Mark Deluca

Executive Recruiters have started to call in anticipation of a hiring boom they hope will start in January. The list of engineers looking for work has grown due to the end of the year lay offs. My list of engineers that are out of work has grown by four since last month and now has twenty-five names.

There are thousands of engineers that get this AIChE newsletter. Some may have a chance to glance at the Professional Development article from time to time. I tend to hear from people that are out of work. If you are reading this article and you have a job, then you have a point of view that may be a bit more positive than what I am hearing from the job seekers. This column

should cover what is positive about our profession as well as the grim statistics. I would like to learn what the engineers with jobs are seeing. Feel free to tell it like it is. I will publish your reports in the upcoming newsletters.

Here are three questions I pose to all the readers:

1. Based on what you see at your job, what would you advise a High School student seeking to major in chemical engineering?
2. What knowledge and skills are needed now at your company?
3. What are the challenges we face in our profession these days? (Travel, relocation, child care, elder care, long hours, foreign competition, applying skills in non-traditional areas, other) What ways have you found to cope with these challenges?

You can send an email to engineer@del-engineering.com, but make the first word in the subject line is AICHE. This tells the SPAM filter to let it through.

All responses will be reported in aggregate form. I will only quote you and publish your name, if you specifically ask me to do so.

Until Next Month . . .

Jennings Ad

www.Jenningsassoc.com

DVS January Meeting

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exploring new opportunities takes effort and patience but will most certainly positively impact the future of AIChE. Come learn more about the current state of the Institute, how it is changing for the better and, most importantly, how you can benefit from the many changes taking place at AIChE.

Since 2000, Dr. Dorland has served as Dean of the College of Engineering at Rowan University in Glassboro, NJ. Dr. Dorland has been active in the American Institute of Chemical Engineers throughout her career, serving as the President of AIChE for 2003.

Born and raised in Belle Fourche, SD. Dr. Dorland received her B.S. and M.S. in Chemical Engineering from the South Dakota School of Mines and Technology. Beginning in 1970, she worked for Union Carbide Research and Development in South Charleston, WV and then as a process engineer for Dupont at Belle until her children were born.

Dr. Dorland taught at West Virginia Institute of Technology in 1981-82 as an Assistant Professor before receiving her PhD in 1985 from West Virginia University. She moved to the Department of Chemical Engineering at the University of Minnesota-Duluth in 1986 and served as Chair of that department from 1990 to 2000.

Her areas of research focused on pollution prevention and hazardous waste management. She served on the Minnesota Pollution Control Agency Great Lakes Initiative Advisory Committee, the Minnesota Department of Natural Resources Taconite Enhancement Committee, and the Governor's Task Force on Mining and Minerals for Northeastern Minnesota. She was inducted into the WVU Academy of Chemical Engineers in 2002.

Chairs Chat

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a chemical engineer, can be implemented into the engineer's daily routine. Other steps for better understanding the value of a patent portfolio are not so straightforward. However, many patent attorneys or, as the article mentions, companies that specialize in "patent mining," understand how to exploit the full value of a company's patent portfolio.

Marketing Your Professional Expertise will undoubtedly be interesting to many of you since it provides, among other things, valuable information on how to become an expert witness and how to market yourself as an expert witness. Based on my litigation experience, I can tell you that, on the one hand, many more of you would "qualify" as expert witnesses than you think. On the other hand, I can tell you that being an expert witness is not for everyone, even if you do "quality."

Federal and state evidence rules provide the basis by which you can "qualify" as an expert witness. While the issue of whether an individual is truly an expert witness under the law is often challenged by pre-trial motions (referred to in the article as *voir dire*), individuals are often recognized by courts as experts in a particular field despite what many of you would consider to be an insufficient amount of experience. For those of you considering becoming an expert witness, I encourage you to read the article as it provides valuable information on marketing yourself as an expert in your field. The article also touches on some of the reasons why you may not choose to become an expert witness despite your qualifications. Being an expert witness can be rewarding and can enhance your chemical engineering career. However, based on my deposition and courtroom experience, I can state without hesitation that being an expert witness is usually not glamorous. Beyond the marketing you must do to gain name recognition, once you are hired to be an expert witness you must do your homework in order to reach reliable and ethical opinions which can stand the true test of cross examination.

"Networking for Busy People"

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few. Make the first trip to an event more fun by bringing a friend along. Do not make the mistake of trying to join too many activities -- you'll dilute your effort. Remember, we are on a tight time budget and we want to be sure to participate wisely.

Participate wisely. If you've made the time to attend an event, make sure you make the most of your time while there. If you are an "outsider" (new face) to an event, be confident that everyone at an event is there to meet people and have interesting conversations. Introduce yourself to a crowd of people, they will be impressed that you had the guts to do so. If, on the other hand, you are an "insider" and know many of the participants, reach out to the new faces and bring them into the conversation. They will remember it and you will be facilitating the growth of the group. Next, try to strike a balance between the "richness" and "reach" of the conversations. For example, you might very likely get involved in a long (rich)

conversation where you've made a new friend but missed out on meeting a lot of other people (no reach). An idea to facilitate better reach in this case: tell him/her that you would like to continue the conversation but want to say hi to some other folks. Then, set up a followup phone call – a great opportunity to persist is born. Again, balance richness and reach and you will get the most out of the event. Also, BRING your business cards and distribute them. If you don't have a business card, get one made at Kinko's.

Persist! Keep in touch with people after the event is over. From email to cell phones, we have more tools than ever to maintain contact with people. Use them. You do not have to go to every event to stay in touch with people. Again, engineers are busy. Pick a time each week, comb through your contacts, and send out a short email to say hi or make a phone call. How often have we met a nice person at an event and then not followed up? Pretty soon, a year or two has gone by since you've contacted them and they are gone forever. We have all wasted such opportunities. A little discipline and a well maintained contact list will help us get the most out of our networking efforts.

Start choosing, participating, and persisting right away. Come to the next AIChE Delaware Valley Section event at the Union League. You just might find a new opportunity or even make a new friend.

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Future DVS AIChE Meeting

February 17th, Joint with ISA, will be a student's night to include a panel discussion

March TBA

April 6, 2004 Meeting will feature our annual student awards.

The Speaker will be Ray Miller of Dupont. He will be speaking on where Chemical Engineering is going in the future. Mr. Miller is Program Director, Bio Refinery and Business Development

May TBA

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