

### September 27th, 2005 AIChE DVS Meeting & Tour Uniqema in New Castle, Delaware

The AIChE DVS is launching the 2005-2006 year with a tour of the Uniqema Atlas Point Plant in New Castle, Delaware on September 27. Frank Cesare, Jr., P.E., DVS member and the Alkoxylate Plant Manager, will be showcasing Atlas Point's recent upgrades. The tour will be followed by networking and dinner at The Arsenal in Historic Downtown New Castle.

Uniqema was formed in January 1999 with the merger of five ICI Group businesses and offers what is possibly the world's broadest range of surfactants and oleochemical derivatives. Atlas Point products appear in many household products including shaving cream, mouthwash, cosmetics, baby shampoo, cake mixes, salad dressings, pharmaceuticals, and countless other personal care and industrial applications.

Following the plant tour enjoy a full dinner at The Arsenal, built in 1812. Entrée options include: arsenal crab cake, London broil with wild mushroom demi-glace, grilled portabella mushroom, and chicken milano.

#### Atlas Point Plant:

Commissioned in 1937 - formerly Atlas Powder.

Located in New Castle, Delaware

*(Continued on page 5)*



*Uniqema was formed in January 1999 with the merger of five ICI Group businesses.*

**Meeting Date:** September 27th, 2005

#### Tour Location:

Uniqema Atlas Point Plant  
315 Cherry Lane  
New Castle DE 19720

#### Dinner Location:

The Arsenal  
30 Market Street  
New Castle, DE 19720

#### Times:

5:00 – Tour  
6:45 – Cocktails & Networking  
7:30 – Dinner

#### Ticket Price:

\$20 Members & \$10 Students

#### RSVP by September 16th

Scott Smith, P.E. at Powell~Harpstead, Inc. [ssmith@powell-harpstead.com](mailto:ssmith@powell-harpstead.com) or 610.430.7866

Please provide name (spelling), number attending, company affiliation, phone and fax number and entrée selection.

### Chair's Chat "Return on an Investment"

**E**nlightened Self-Interest is a phrase our colleagues from the Boston Chapter of AIChE have used to engage their membership. I think they are on to something. Why should you, a member of AIChE, invest your time towards the activities of the Delaware Valley Section?

I jumped into the activities of the section just 2 years ago. I invested time into the activities of the section. How have I benefited? I have built relationships with well over 100 new people. The wonderful people I have met are now resources to me and I am a resource to them. As resources to one another, we help each other find jobs, find clients, find suppliers, find technical expertise, and build new contacts. Anyone at any level of their career can benefit from this dynamic. The return on my investment has been remarkable.

I invite you to begin reaping the rewards of involvement. For the coming year, we have worked to reduce the amount of investment (time and money) you need to make in order to reap the rewards.

*(Continued on page 4)*

## Advertise with DVS



Advertise your products and services  
to more than 1000 chemical engineers in the Delaware Valley!

Your ad in AIChE-DVS newsletters

+

Your company name and one-click link to your company's homepage  
from the front page of  
[www.aiche-philadelphia.org](http://www.aiche-philadelphia.org)

Flexible pricing starting as low as \$150!

---

## VOTE TODAY!

The 2006 Board of Directors election is underway. Now is the time to cast your vote for our Institute's leadership. The local section cannot endorse individual candidates but do encourage you to vote. We thank Emmanuel Dada, an active DVS member, for once again devoting his time and energy towards running for national office. For information about all of the candidates running for election, please visit [www.aiche.org/candidates/](http://www.aiche.org/candidates/).

Paper ballots have been mailed to all Fellows, Senior Members, and Members of the Institute. We are also pleased to offer you the option of electronic proxy\*. To use this electronic submission instead of a paper letter ballot, visit [www.cssconsult.com/elections/aiche2006](http://www.cssconsult.com/elections/aiche2006). Your membership number will serve as your personal identification number. The same rigorous standards guarding your privacy will be applied to both paper ballots and electronic proxies. All paper letter ballots and electronic proxies must be received by September 14, 2005. Members can cast one vote only.

If you need your membership number, please contact AIChE Customer Service at 1-800-242-4363 or 212-591-7338; email <mailto:xpress@aiche.org>. If you have any questions regarding the election or voting process, please e-mail <mailto:election@aiche.org>.

---

CHEMICAL CONSULTANTS NETWORK  
September 14, 2005, Meeting

Visit our web page at [www.chemconsultants.org](http://www.chemconsultants.org)

**Date & Time:** Wednesday, September 14, 2005 at the Cynwyd Club, Bala Cynwyd, PA; Networking, 5:30 PM; Dinner, 6:30 PM; Talk and Business Session, 7:30 PM.

**Speaker Topic:**

**The 2005 CCN Survey  
& What We Learned About Chemical Consulting Marketing**

**Dr. Marc Halpern**

**Abstract:** Dr. Halpern will present the results of the 2005 Chemical Consultants Network Survey for which a record 129 responses were submitted. This survey provides truly unique insight and data characterizing the annual revenue and rates charged by chemical consultants as well as effective marketing methods used by the chemical consultants in a variety of categories. The presentation will also include a discussion of marketing and pricing for chemical consultants and an example of how to establish a successful chemical consulting practice. The results will also be compared to the 1997 CCN survey.

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

**Reservation:** To make or cancel a dinner reservation, e-mail [CCNReservations@aol.com](mailto:CCNReservations@aol.com) or call the ACS office at 215-382-1589 (leave message on voicemail if necessary). Fee, including food and beverages, is \$25 provided reservations are made before 6 PM Friday, September 9<sup>th</sup>

**JENNINGS**  
ASSOCIATES, INC

P. O. Box 1323  
Doylestown, PA 18901  
(800) 554-7491 ☎ Fax: (215) 348-3530  
E-Mail: [ldugery@jenningsassoc.com](mailto:ldugery@jenningsassoc.com)

- **Heat Transfer Equipment-** Brown Fintube, CCI Thermal, Paul Mueller, Pick Heaters, Sulzer Chemtech, Thermal Transfer Products
- **Mixing and Dispersing Equipment-** IKA Works, Premier Mill, ProQuip, Sulzer Chemtech
- **Powder/Bulk Solids Handling-** Gardner Denver, Wm Meyer & Sons, HammerTek
- **Vacuum Pumps and Blower Systems-** Busch, Gardner Denver
- **Factory Authorized Service-** Busch and Gardner Denver

**Engineering Sales and Service Since 1973**

## Chair's Chat

*(Continued from page 1)*

Here is how:

1. A set schedule helps you plan your time. We have scheduled 6 regular events and 1 special event. The event schedule is posted in this newsletter. Mark your calendars and register on the website ([www.aiche-philadelphia.org](http://www.aiche-philadelphia.org)) now for the events that interest you.
2. Electronic communications help you save time. We are strengthening our electronic community by using Topica, an email distribution platform, to make your interaction with the section more efficient. You will be receiving updates, reminders, and news electronically from the section.
3. Affordable events help you save money. All regular events are \$20 for members and \$10 for students/ recent graduates (within 5 years). Our special event, CEO lecture at the Union League, is \$50. All events include dinner.

We hope you'll participate. It'll be worth your time.

## DOES THIS NEWSLETTER LOOK UNFAMILIAR?

If this newsletter normally doesn't appear in your mailbox each month (Sept – June), there's a good chance that you haven't paid \$15 local section dues to the Delaware Valley Section. Your local Delaware Valley Section receives \$15 of your annual AIChE dues **ONLY IF YOU SPECIFY IT ON YOUR DUES RENEWAL STATEMENT.**

By financing many of our activities, local section dues are critical to our section's existence and success. These dues are used to honor local engineering students and help subsidize our newsletter, dinner meetings, and programs.

### SO, HOW DO I SUPPORT THE DVS?

Local section dues appear as a line item on your annual dues statement. On the 2006 Membership Dues Invoice (you may have received one recently from the national AIChE), local section dues are listed under Section 3B.

Our local section should be listed as "002, DVS- Delaware Valley \$15." If this does not appear on your invoice, please call the national office at 1-800-242-4363 to add it. Better yet, renew on-line to make the correction yourself and save \$10 (details below).

*(Continued on page 5)*



## estrella

*Glass-Lined Steel Parts*

- Multiple nozzle manifolds
- Column internals & donut rings
- Pressure gage holders
- Perforated glass-lined trays
- Baffles
- Spargers & Dip Pipes
- Cyclone Separators
- Thermowells
- Sightglasses
- Manway Covers
- Donut Support Rings
- Pipe & Fittings (1/2" to 48" dia)
- CRT Envelope Gaskets

*"the World's Largest Inventory of Glass-Lined Pipe and Fittings"*

**Estrella USA**  
51 N. Towamencin Ave  
Lansdale, PA 19446

tel: 215-368-9299  
fax: 215-368-9204  
email: [info@EstrellaUSA.com](mailto:info@EstrellaUSA.com)

## DOES THIS NEWSLETTER LOOK UNFAMILIAR?

*(Continued from page 4)*

If you pay dues to the DVS, we give you our heartfelt thanks and hope that you take full advantage of your section membership.

If you don't pay DVS dues, unfortunately, you will no longer receive our newsletter. You may miss out on unique networking and learning opportunities at our dinner meetings and plant tours. And you won't support our recognition awards given annually to appreciative students of local colleges.

### RENEW ON-LINE AND SAVE

For a limited time, the national AIChE is offering a \$10 web discount to members renewing their 2006 dues on-line at [www.aiche.org/2006dues](http://www.aiche.org/2006dues).

## Polymer Process Engineer

Arkema Inc., a \$6 billion chemical manufacturer is looking for a Lead Polymer Process Engineer for our Altuglas Process Technology Division located in King of Prussia, PA. Altuglas International is the worldwide leader in acrylic plastics (Plexiglas<sup>®</sup>) with resin and sheet production sites throughout the world and technical centers in the Philadelphia area and in France. The job involves optimizing polymer processes to develop new products, support existing manufacturing operations, and create fundamental understanding of the unit operations involved. In this technology role, you will work with R&D, Manufacturing, Sales & Marketing to turn ideas into reality. Specific experience/knowledge of twin-screw compounding extrusion is a plus. Position requires a BS in Chemical or Plastics Engineering with a minimum of 2 years experience in extrusion/polymer processing or an M.S./PhD with an academic background in polymer technology. A strong aptitude in both theoretical and experimental work is needed. Up to 25% travel required.

We offer a competitive salary and comprehensive benefits. Please submit your resume online to [david-h.alexander@altuglasint.com](mailto:david-h.alexander@altuglasint.com) or fax to (610) 878-6274. EOE M/F/D/V. Principals only. No phone calls, please. Learn more about Altuglas at [www.altuglasint.com](http://www.altuglasint.com)

## 2005 – 2006 AIChE- DVS Event Schedule

Rajiv L. Gupta, Chairman and CEO of Rohm & Haas, has graciously accepted an invitation to be the speaker at our CEO Lecture on January 25<sup>th</sup>. This special event will be held at The Union League in Philadelphia. Please sign up early as this event will be a sell-out. Also check out our other planned meeting for the upcoming year.

September 27, 2005

Plant Tour: Uniqema -- New Castle, DE  
Cost: \$20/\$10

October 20, 2005

Refinery Tour: Sunoco – Philadelphia  
Cost: \$20/\$10

November 3, 2005

Symposium: Fuel Cell Technology – Villanova  
Cost: \$20/\$10

January 25, 2006

SPECIAL EVENT: CEO Lecture  
Rajiv L. Gupta, Chairman and CEO, Rohm and Haas  
The Union League, Philadelphia  
Cost: \$50

February 16, 2006

Symposium: Vaccines – at a brew pub TBD  
Cost: \$20/\$10

March 16, 2006

Plant Tour: Rohm & Haas -- Bristol  
Cost: \$20/\$10

April 11, 2006

Student Awards Banquet -- Drexel  
Cost: \$20/\$10

## Sept. Kick of Meeting

*(Continued from page 1)*

Atlas Point products appear in many household products including shaving cream, mouthwash, cosmetics, baby shampoo, cake mixes, salad dressing, pharmaceuticals, and countless other personal care and industrial applications.

Awards include ICI's Global Leadership Award for Sustainable Development, Governors Outstanding Volunteer Award 2003, Daily Point of Light Award recipient, and have recently received a \$1MM grant from the State of Delaware for the major expansion at Atlas Point which will introduce new product chemistry to the site in the re-siting of Uniqema's Paterson, NJ facilities to New Castle.

**Kriebel  
Engineered  
Equipment,  
Ltd.**



*The Right Mixer/Agitator  
for Your Application*

**EKATO**

**Ekato Dynamic Mixers  
EST Mixing Eductors**

**EST**



140 Ivy Lane  
King of Prussia, Pa.

**www.Kriebel-Ltd.com**

Phone: 610-337-8995  
Fax: 610-337-8996

**AIChE Newsletter  
Delaware Valley Section**  
Richard Kral,  
Section Database Manager  
Jacobs Engineers  
Three Tower Bridge  
2 Ash Street  
Conshohocken, PA 19428-2074



Mail address corrections to Data Base Manager at above address .

Our Files are continually updated with your input and membership information from AIChE Headquarters.

AIChE Headquarters: AIChExpress  
telephone: 800-AIChEme; e-mail: xpress@aiche.org

<b>inside...</b>	<b>Sept. Meeting Info</b>	<b>page 1</b>	<b>Chemical Consultant Network</b>	<b>page 3</b>
	<b>Chair's Chat</b>	<b>page 1</b>	<b>Are you a member?</b>	<b>page 4</b>
	<b>VOTE</b>	<b>page 2</b>	<b>Meeting Schedule 05-06</b>	<b>page 5</b>