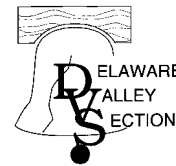




# AICHE Newsletter Delaware Valley Section



Volume 51 Issue 3

December 2003

## AICHE DVS Future Meetings

**W**e are fortunate to have the National Chair of AICHE, Dr. Dianne Dorland President, address the DVS to discuss the state of AICHE as well as issues facing Chemical Engineers today.

Please mark you calendar and check the next newsletter or website for more details. The dinner meeting will be held at the Union League of Philadelphia on The Avenue of the Arts next **January 20, 2004.**

Our **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

### Position Wanted

Jacqueline Leis Graduated from Bucknell University in May 2003 with a major in chemical engineering and a minor in biomedical engineering. I have an extensive range of research experience in academic, clinical, and industrial settings.

e-mail: jrleis@hotmail.com  
phone: (856) 287-9587

## AICHE DVS December 10th Holiday Meet & Greet



*USFilter is sponsoring  
this months meeting at the  
Valley Forge Brew Pub.*

USFilter, a leading provider of process water and wastewater treatment equipment Sponsors AICHE's DVS Holiday Meet & Greet Appetizer Party.

**Location:** Valley Forge Brewing Co. Tours and Master brewer will discuss Beer crafting.

**Date & Time:** December 10<sup>th</sup>, 2003  
6:00 pm to 8:00 pm **CASH BAR**

**Reservation:** By December 1, 2003 to Dr. Ajit Ghorpade, USFilter at Ghorpadea@usfilter.com or 610-337-8525.

Please leave name (spelling), number attending, company affiliation, phone & fax number.

**Directions:** Take route 202 south from Route 76. Take 202 to the Rt 252 Devon Exit. Turn right at light and right at gas station into shopping center. VFBC is at the far end of the shopping center in the corner; Phone: 610 687-8700.

## Chair's Chat

by William C. Youngblood, Esq.

**T**here is no better time to become an active member of the Delaware Valley Section of AICHE (DVS-AICHE). Not only is DVS-AICHE one of the largest and most active sections of AICHE but DVS-AICHE, like AICHE National, is showing improvements in several areas including, most importantly, attendance at our meetings. As many of you have read, the national meeting of AICHE, held in San Francisco this month, expected a record number of technical papers and attendees. Similarly, attendance at DVS-AICHE's meetings has improved and, I am very optimistic, will continue to improve throughout 2004. My optimism is a result of many factors ranging from our nation's improved economy to the enthusiasm of several of our members who recently decided to take more active roles in DVS-AICHE. Such members include Robert Madayag (robmadayag@yahoo.com), Aaron Prokopec (aprokopec@golder.com), Kelly Kearns (kelly\_kearns@merck.com), Bill Palardy (palardy@voicenet.com), Christopher Gilman (Christopher\_gilman@merck.com) and Jacqueline Leis (jrleis@hotmail.com), all of whom play important roles in the success of DVS-AICHE and all of whom would welcome an email from you to explain how and why they decided to become active members of DVS-AICHE.

So, first, how do you become an active member of DVS-AICHE? As I mentioned in a previous *Chair's Chat*, you can simply attend our scheduled meetings, which appear both in our monthly newsletter and at our website (www.aiche-philadelphia.org). For those

*(Continued on page 2)*

## A Professional Development - by Mark DeLuca

The news is saying that the economy is picking up? However, there are twenty-one AIChE sections members looking for work right now. This is a record high number. While I believe the job picture will get better, I am aware that as the economy starts to pick up the lower paid jobs come back sooner than the higher paid jobs. Chemical Engineers are more often seeking those higher paid jobs.

The big smokestack, fenced in, plants are not hiring as many people as they did in the past. Many of those jobs have gone overseas and will never return. Still, other jobs are lost to automation and increased productivity. In our profession, skills that were in demand at the top of the last business cycle may not achieve that level demand in future business cycles. Those high paid jobs and tasks are often replaced with lower cost solutions and alternatives. Recessions have a way of encouraging employers to identify and implement cheaper alternatives. As the economy recovers those alternatives stay in use.

Fortunately there is always the new hot technology. Chemical Engineers are, among other things, adaptable. The Hydrogen Economy, Nano-technology, Genomics, Proteomics, and Tissue engineering are all nascent areas of Chemical Engineering that may provide jobs in the future.

As the economy picks up, Chemical Engineers will increasingly find themselves working at smaller companies. They may find they are the only Chemical Engineer at this small company. Chemical Engineers will be working in industrial parks and in some cases out of garages. New technologies rely more on brain power and less on economy of scale. Yes, there will still be a place for Chemical Engineers working for the corporate giants, but there will be a smaller percentage of us employed directly by these giants.

At small companies, big jobs that require multiple engineers will be farmed out to the engineering firms that focus on construction, regulatory compliance, or some other engineering specialty. When additional skills and expertise are needed, the Chemical Engineer will expand their effectiveness by drawing on resources from outside their company. The engineer's professional connections and technical interaction will have to come not from the corporation, but from membership in organizations such as AIChE.

So what does this mean right now? If you are out of work, start researching smaller local companies as your potential next employer. If you are currently employed, look at the trends within your company. Identify what jobs are being outsourced and what jobs are being done away with all together. Stay current with the core skills that your company needs. If you prefer doing a job that is soon to be outsourced, consider joining that outside company.

Until Next Month . . .

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## Chair's Chat

*(Continued from page 1)*

of you who want to become more involved, we welcome you to attend our monthly board meetings on the first Tuesday of each month at 6:30 p.m. at Villanova University (directions are on the website) (next meeting is December 2, 2003).

Now, why would you want to become an active member of DVS-AIChE? While the reasons vary from person to person, I can tell you that our meetings provide an excellent opportunity to learn, to share technical ideas, to meet friends (old and new) and, of course, to network. Yes, network! There, I said it. Contrary to what many may believe, "networking" is not a dirty word but rather a necessary, if not vital, part of every professional's agenda, particularly now that the job market for chemical engineers, like the nation as a whole, is very, very tight. Additionally, if you want to guarantee that your voice and opinion will be heard by the DVS-AIChE, or if you are interested in becoming involved in or spearheading a DVS-AIChE initiative, you should attend our monthly board meetings at Villanova. Simply put, the more members that attend our board meetings, the more DVS-AIChE can accomplish.

With this backdrop, I want to mention two of our upcoming meetings. On December 10, 2003, we are getting together at the Valley Forge Brew Pub to exchange business cards, to meet and greet each other and, of course, to quench our thirst somewhat. For only \$10, our December meeting will provide newcomers, as well as those already familiar with DVS-AIChE, an informal venue to become acquainted with each other. I hope to see many of you on December 10<sup>th</sup>!

In January, Dr. Dianne Dorland will be speaking to DVS-AIChE! For those who may not be aware, Dianne Dorland is, not only Rowan University's Dean of the College of Engineering, but is also the current AIChE President and the first woman elected to the post of AIChE President. Having recently spoken to President Dorland, I can tell you that she is very much looking forward to meeting the members of DVS-AIChE and is extremely enthusiastic about the opportunity to speak to DVS-AIChE about her experiences as AIChE President. Please visit our website in the upcoming weeks as we finalize the January meeting with President Dorland and do not miss this opportunity to ask President Dorland about the current state and future of AIChE!

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## CHEMICAL CONSULTANTS NETWORK - December 10, 2003, Meeting

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

**Date & Time:** Wed., Dec. 10, 2003 at the Cynwyd Club, Bala Cynwyd, PA; Mixer, 5:30 PM; Dinner, 6:30 PM; Talk and Business Session, 7:30 PM.

**Speaker Topic:****Growing your Business through Market Research****Ms. Penny Leidtke, President, On-Target Information Services**

**Abstract:** Running a successful consulting business requires knowledge of your chosen field and knowledge of your target market. This presentation will provide an overview of market research in general and selected resources to help you know your market and identify and, to some extent, retain clients.

**Biography:**

Penny Leidtke formed ON-TARGET Information Services after receiving an MBA in International Business and serving as Vice President and Director of Research for a local investment bank. With over 18 years experience, she helps various business communities meet their information needs in connection with valuations, product development, competitive analysis, mergers and acquisitions, securities analysis, strategic planning, and market, industry or economic trend analysis. Recent projects related to various segments of the automotive industry, educational institutions, publishing, organic chemicals, and healthcare. Ms. Leidtke has given presentations and written articles on starting an information services business, market research, and automotive industry information sources.

**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 voice-mail if necessary). Fee, including food and beverages, is \$20 provided reservations are made before 6 PM Friday, Dec. 5<sup>th</sup>; \$25 if made subsequently by 10 AM Monday, Dec. 8<sup>th</sup>. 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.

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**inside...**

**Dec. 10th Meeting  
Chairs Chat**

**page 1  
page 1**

**Professional Development  
Chemical Consultants Network**

**page 2  
page 3**