

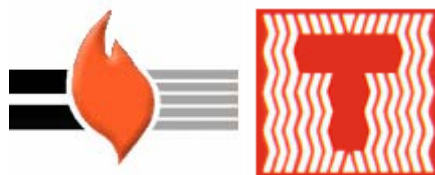
May 15th, 2008 Selas Fluid's Technology Center Tour Thermal Oxidation

Join us on May 15th to visit Selas Fluid's Technology Center located in Conshohocken, PA.

The Center includes a combination of permanent and modular systems used for testing process operations. Permanent systems include:

- A 1.3 MM Btu/hr (0.4MW) down fired Sub-X thermal oxidizer with a submerged quench, high-energy venturi scrubber, and a packed column for acid gas treatment. This unit may be used for testing with waste gases and liquids.
- A 3 MM Btu/hr (0.9MW) staged combustion (reducing-oxidizing) thermal oxidizer with a countercurrent, spray quench and combination venturi/packed column scrubber using sub-cooled scrubber liquor applicable to waste gases and liquids.
- A 40 MM Btu/hr (11.8MW) water-cooled furnace for conventional fuel combustion development testing.
- A 1 MM Btu/hr (0.3MW) GR flameless thermal oxidizer (waste gases) with internal heat recovery to minimize support fuel requirements.

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Selas Fluid Processing, a subsidiary of The Linde Group, provides engineering design, supply, and installation of combustion-based equipment and oxidation technologies.

Meeting Date: May 15, 2008

5:00 PM Tour

The tour is limited to 40 people.

6:30 Reception

7:00 PM Dinner

8:00 PM Speakers

Location:

Tour at Selas Fluid Process Tech Center & Dinner at Brittinghams
Directions to Brittinghams:
<http://www.brittinghams.com/index.php>

Dinner: Buffet

\$25 per person

\$15 per student

RSVP:

Please confirm your attendance by Monday May 12th. You can register and pay directly on our website.
www.iche-philadelphia.org.

For questions, please contact Doug Kriebel dkriebel@kriebel-ltd.com or 215-364-3400.

AICHE-DVS Student Awards Banquet

AICHE-DVS 2008 Student Awards Banquet Highlights Student Achievement and the Future of Energy

The AIChE Delaware Valley Section recognizes the achievements of students in our region. The Section strives to recognize and mentor the engineers of the future. The best sophomore, junior and senior students are chosen by the five universities in our area, Drexel University, the University of Pennsylvania, Rowan University Villanova University, and Widener University based on the criteria developed by the Section. The Universities submit laboratory and design reports to the Zeisberg Award Competition. This year the Section recognized the winners of the National Sophomore Academic Excellence award. In this way, winners of the award are recognized locally as well as at the national meeting.

The 2008 Student Awards Banquet was held on April 10 at the University of Pennsylvania. Dr. Brian Lefebvre of Rowan University and Ms. Nadia Adawi, President and Founder of Philadelphia Fry-o-Diesel were the keynote

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DVS AICHe Student Banquet

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speakers. Their address "Biofuels: The Future of Energy" addressed the technical, societal and environmental challenges as well as the promise of biofuels. The engaging and insightful presentation was an excellent start to the 2008 Awards Banquet. This year we were fortunate to have Dr. Cheryl Teich, National AICHe Board member attend the meeting and recognize the winners of the Sophomore Academic Excellence Award.

We encourage you to become involved in the activities of the Section in general and consider attending and participating in the Student Awards Banquet next year. It is important for the profession to help develop the next generation of engineers. It is also a good way to meet colleagues and renew acquaintances, while getting a first-hand look at the engineers graduating from the universities in our region. Our industries can benefit greatly from our interactions with these universities. The students can be our future employees and working with faculty can lead to development and research opportunities as well as cost-effective industry/academic projects. Don't miss the Awards Banquet next year! Contribute to the profession by honoring and mentoring the next generation of engineers.

The Section proudly announces the winners of the 2008 AICHe-DVS Student Awards and recognizes the winners of the AICHe Sophomore Academic Excellence Award (list here the award winners on the attachment)

Our sincere appreciation to Ken Rollins, Zeisberg Awards Coordinator and the Zeisberg judges, Kevin Schreier, Jasmine Mathew, J. Joland and Bob Moser. Bob also helped with the site banquet registration. We also thank David Salas, Banquet Coordinator and Zenaida Otero Gephardt, Event Coordinator.

May 15th DVS-AICHe tour

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- A GH12 flameless thermal oxidizer for waste gas oxidation.

The modular units provide a system of "building" customized combustion systems for a given need. Currently, the inventory of combustion equipment at the facility will allow configuration as either a water-cooled or refractory-lined design with heat releases up to 10MM Btu/hr (2.9MW). In addition, various auxiliary equipment arrangements may be prepared for tail gas clean up such as a partial quench and fabric filter to demonstrate dry inorganic particulate removal compliance with environmental emission regulations. Waste feed options include a wide diversity of both gases and liquids.

Selas Fluid Technology Center 900 Brook Rd. Conshohocken, PA 19428

Directions:

From I-476 South (the Blue Route)
Get off of the Ridge Pike exit.

Travel 0.1 miles to Alan Wood Road intersection.

Make a left onto Alan Wood Road using the jug-handle from the right lane.

Travel 0.7 miles on Alan Wood Road. Alan Wood Road becomes Brook Road.

Travel 0.3 miles on Brook Road. 900 Brook Road is on the left.

From I-476 North (the Blue Route)
Take the Rt. 23 Conshohocken Exit (left lane of I-76 East exit ramp).

At end of ramp, turn right onto Matsonford Road.

Continue on Matsonford Road, which becomes Fayette Street for 0.6 miles.

Turn left on West Elm Street. Stay on West Elm Street for 0.3 miles. Bear right onto Colwell Lane.

Follow Colwell Lane for 0.7 miles. Turn left onto Brook Road.

Follow Brook Road for 0.3 miles. 900 Brook Road is on the right.

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2008 DVS-AIChE Award Winners

Award	Student	School
Outstanding Sophomore	Tatsiana Sokal	Rowan University
	Charles Slominski	University of Pennsylvania
	Brian A. Merritt	Drexel University
	Jennifer Gaugler	Widener University
	Erik Sheets	Villanova University
Outstanding Junior	Michael V. Glasspool	Rowan University
	Alex Fick	University of Pennsylvania
	Matthew C. Kisielius	Drexel University
	Tam Lieu	Widener University
	Kyle Doolan	Villanova University
Outstanding Senior	Colleen A. McGinness	Rowan University
	Lawrence Dooling	University of Pennsylvania
	Julianne L. Holloway	Drexel University
	Jennifer Nugent	Widener University
	Melanie Malone	Villanova University
Sophomore Academic Excellence Award -	Kathryn Whitaker	Rowan University
	Arthur xu	University of Pennsylvania
	Ishai Padawer	Drexel University

Zeisburg Laboratory Report – Rowan University, Novartis Project, Palladium Removal ‘Palladium Removal from Reaction Mixtures by Fixed Bed Absorption’ Caitlin Boyd, Pamela Kubinski and Megerle Scherholz

Zeisburg Design Report – University of Pennsylvania, ‘Furfural and THF Production in China: From Corn to Clothes’ Manuel Camacho, Teresa Chen and Mayra Lujan

2008 Student Awards Banquet Keynote Speakers

Nadia Adawi (second from right) President and Founder of Philadelphia Fry-o-Diesel



Dr. Brian Lefebvre
of
Rowan University

Tech Tip - by Eric Sipe, PE
Extended General Conditions: Are You The Cause or The Victim

We need an Authorization for Extra Work for extended General Conditions. These are words that every project manager hates to hear. This means that the contractor wasn't able to get their work done in the prescribed time for one reason or another. But the question is were you as the owner's project manager the cause or was the contractor at fault? In most cases the answer to this question will lie somewhere in the middle ground but what do you need to know in order to negotiate with the contractor in order to make sure that you and your company get a fair and equitable resolution to any request for extended General Conditions.

General Conditions are the overhead portion of the costs that a contractor incurs while performing work on an owners jobsite. In a typical piping of electrical contract, the bidders will include a fixed amount of money to cover the cost of managing the work required to complete their project scope. Additionally, the amount of money they allot is dependent on the duration and intensity of the work schedule required to meet the projects mandated completion date. Therefore, if anything hinders the contractor from completing their base scope work on time, then they will go over their allotted budget for General Conditions.

What are some of the things that a contractor can legitimately claim to substantiate his claim for extended General Conditions? If we know the answer to this question, then we might be able to avoid incurring some of these costs on our projects now and in the future.

- Late delivery of equipment is one valid claim of a contractor for extended General Conditions, especially if this delay impacts their ability to complete pipe or conduit routing or control system hookup.
- Failure to review and approve submittals in the time period agreed upon within the project contract documents.
 - This can set the contractor back by delaying the start of procurement of materials and/or shop fabrication of piping or conduit systems.
- Failure to give the contractor timely, adequate or accurate information on owner procured equipment or systems.
 - This will mean that they can't be certain where there pipe or conduit runs will end and it could mean that they may entirely miss fabricating and installing a needed pipeline, conduit, or communication cable.
- Failure to adequately detail specifics of equipment installation. Foundations for most equipment will be installed long before the equipment is onsite therefore, details on the equipments general arrangement and its foundation requirements will be needed early by the contractor.
- Failure to adequately define the electrical connection philosophy and code requirements for all motors and devices could lead to delays in conduit and wiring installation as well as rework to correct inappropriately installed wiring systems.
- Adding to the base project scope after the initial contract has been agreed to by all parties. When adding to a contractor's base scope you need to ensure that you and your contractor agree upon a cost and schedule for performing the additional work that won't impact the scheduled completion of the base scope of work.
- Lack of a cross trade coordination system or system for resolving field interferences in a timely fashion. This can lead to contractors running into roadblocks to completing their work in the prescribed time.
- Designing a project with too tight a schedule or too many critical path items. If a project has too many items on the critical path then any bumps in the road will have an impact on the intricately intertwined project schedule.
 - There may not be tasks that a contractor can move onto when they run into roadblocks on a certain project path.
- Failure to develop an agreed upon construction schedule with milestones for contractor submittals such as installation plans & detail drawings and/or vendor drawing & cut sheets. This will give the Construction Manager (Owner) a legitimate leg to stand on when denying claims for extended general conditions when the contractor can be shown to have held up the project based on delivery of submittals.

Noted above are some of the things to pay special attention to when designing a project, writing the contract documents for procuring construction services and managing the ongoing activities of a living and breathing project. They can all lead to extensions to the project schedule and therefore claims for additional funds. If you fail to properly manage any of these endeavors then you may open yourself and your company to a legitimate claim for extended General Conditions.

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DVS Coming events:

June:

Second annual AIChE Golf Outing. Date and location to be announced.

CHEMICAL CONSULTANTS NETWORK
MAY 14, 2008 MEETING

Visit our web page at www.chemconsultants.org

JOINT MEETING WITH PHILADELPHIA SECTION IEEE CONSULTANTS NETWORK (CONET)

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

Speaker Topic:

STOP SELLING AND START CLOSING

**CARL UTTER, FOUNDER & PRESIDENT OF THE
TRAINING GROUP INC.**

Abstract: *Stop Selling and Start Closing* is a customer focused selling model designed to increase sales effectiveness. This program puts you in greater control of the sales process while at the same time creating a comfortable and safe experience for the buyer. It will cover: *7 Ways to Outsell Your Competition*; 3 of the most overlooked techniques for getting a prospect's agreement; 5 ways to create trust instantly with anyone; Why "features and benefits" selling doesn't work and what to do about it; 4 ways prospects turn your valuable information into unpaid consulting; How the need to be liked may be hurting your sales team. This program is designed specifically to outsell your competition, giving you a serious sales advantage.

Biography: CARL UTTER has been a sales consultant, trainer and speaker, as well as a leader in strategic planning for over twenty-five years.

Reservation: To make or cancel a dinner reservation, e-mail CCNReservations@aol.com or call the ACS office at 215-382-1589
Fee, including food and beverages (wine, beer & sodas), is \$35.. No-shows will be invoiced.

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