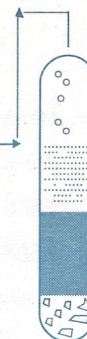


AIChESM

section Chicago Columns

Chicago Section
American Institute of Chemical Engineers
www.aiche-chicago.org



October Meeting Notice

Tuesday October 22, 2002
McCormick Place
Room N426c
2301 S. Lake Shore Drive
Chicago
312-791-7000

Agenda

Cocktails.....5:30 - 6:30 pm
Dinner.....6:30 - 7:30 pm
Presentation.....7:30 pm -

Cost

\$30 for members
\$35 for non-members
No charge for AIChE student chapter members
(see your advisor).

Menu

Buffet dinner includes: Roasted chicken marinated in lemon, garlic, and basil. Seasonal vegetables with balsamic vinegar and olive oil. Cavatappi pasta with roasted garlic tomato sauce. Classic Caesar salad with parmesan cheese and garlic croutons. Olive oil, balsamic vinegar, roma tomatoes, basil, fresh mozzarella and baby greens.

Reservations

Make your reservations by calling the AIChE Reservation Hotline at 847-588-3323 or emailing evalopez@teianalytical.com. Or register online at www.aiche-chicago.org. Deadline is noon October 15, 2002.

Topic

Level Measurement of Liquids and Solids

Speaker: Dave Miller

As a worldwide leader in level and flow instrumentation, Magnetrol International recognizes the unique characteristics of today's process applications. Therefore, we offer multiple technologies and assist in selecting the right control, whether it be buoyancy, ultrasonic, RF capacitance, thermal dispersion, vibrating rods, magnetic level indicators, or the latest Eclipse® guided wave radar transmitters.

Our success is based on knowledge and understanding of the customers we serve. In 1932, we recognized a need for a more reliable instrument for control of water levels. Today, Magnetrol's level and flow instrumentation protects tanks from overflowing or running dry, they help provide efficiency, cost reductions, and ultimately lowers prices.

With over 70 years of experience, Magnetrol offers the most complete line of level and flow technologies available. With an application-oriented approach, we can provide the precise technology and product for your application. Magnetrol is an international organization with a worldwide reputation for excellence. You can visit their website at www.magnetrol.com.

Directions

From the North:

Take the Edens expressway, I-94, East to the Kennedy Expressway, I-90, East to the Dan Ryan expressway, I-94 East. Continue East on the Dan Ryan, keeping to the right, exit North on the Stevenson Expressway, I55, to Lake Shore Drive South and follow the signs to McCormick Place.

From the West:

Take the Eisenhower expressway, I-290, East to the Dan Ryan, I-94, East. Keep to the right and exit on the Stevenson Expressway, I-55 North. Proceed to Lake Shore Drive South and follow the signs to McCormick Place.

From the South:

Take the local traffic lanes on I-94 West, the Bishop Ford Expressway, to the Dan Ryan, I-94, West to the Stevenson expressway, I-55 North to Lake Shore Drive South and follow signs to McCormick Place.

Parking

Self-parking lots are conveniently located across the street from the South Building, at 31st St. and Lake Shore Drive and are managed by Standard Parking. Additional parking is available at the Burnham Harbor and Soldier Field lots, located just North of the complex off of Lake Shore Drive. These lots are managed by the Chicago Park District.

Nominations Requested For

The Ernest W. Thiele Award

The Ernest W. Thiele award is sponsored by BP and recognizes the outstanding contributions to our profession by a Midwest region chemical engineer. This award was established by the AIChE Chicago Section and is presented annually to a Midwest region AIChE member. This internationally recognized award consists of an engraved plaque and \$1000 honorarium presented at our sectional meeting.

Nomination forms and additional information can be obtained from the Thiele Committee Chair.

Completed nominations are due to the committee chair no later than March 01, 2003.

One of the highest honors a distinguished chemical engineer can receive is our Chicago Section Thiele award. Please consider nominating a deserving engineer for this prestigious award.

Jim Simnick

BP Amoco Complex, J-8

150 W. Warrenville Road

Naperville, IL 60566

Ph 630-420-5936

fax 630-420-4832

email: simnicjj@bp.com

Chair's Corner

Alan Levine, Law Engineering

Chair 2002-03

Chicago Section AIChE

With our first successful meeting of the year behind us, I hope all of you had an opportunity to attend. The local section has now completed our preliminary planning for the remaining meetings for this year. The programming year is packed and promises to be very exciting. In continuing our recent tradition, January will be a social night. Based on last year's success, we plan to attend the orchestra again. The annual seminar is planned for February and will include bio and nano technology with many speakers from here in the Chicago area. The annual poster session has been moved from May to April to facilitate greater student participation. We are also planning some joint meetings with other local professional societies who have common interests with our section. Watch this space each month for more highlights of the upcoming programs.

Continuing on another theme from last month's column, I would like to take a moment to once again ask for volunteers. As most of you know, AIChE is primarily a volunteer organization. Our local section is one of the strongest sections in the country thanks to all the individuals and companies who donate their time and resources. We are always in need of help and if you or anyone you know is interested in getting involved please have them contact a board member. Some of the opportunities available include student outreach, government outreach, and meeting planning.

Over the summer I was at a meeting attended by members of other engineering societies. At the start of the meeting we were all asked to tell the

group why we joined our particular society. When it was my turn, I explained that I originally joined to network with other engineers in the area. However, I only attended an occasional meeting and when I did attend I usually arrived late and left the minute it was over. I found that I did not get to know many people, because I did not make much of an effort.

After several years, I began to attend meetings regularly and I took time to get to know the people who were there. I attended several board meetings to find out more about what was going on in the local section. Before long, I was helping to plan our 75th anniversary celebration and began serving on the board. I found that as I invested in the group, I got a lot back. Some of the things I have gained are new friends, business acquaintances, a better understanding of the local marketplace for Chemical Engineers, and a chance to learn how the efforts of volunteers all over the country help further our profession through the national AIChE. Finally, through my association with AIChE I got the opportunity to work with the National Council of Examiners for Engineers and Surveyors (NCEES). Through NCEES, I help prepare questions for the chemical engineering Professional Engineers Exam and review portions of the exam before they are printed.

AIChE, as with any volunteer organization, is what you make it. You get out what you put in. I for one am excited by the opportunities presented by AIChE and hope to continue putting back in what I get out.

I would like to close by thanking everyone who helps to make this local section what it is.

So You Want To Be A Consultant? (Part 1)

J. Peter Clark

Oak Park, IL

Jpc3@worldnet.att.net

This is a version of a talk I was invited to give at the AIChE Career Event which was to be held in April 2002 but was canceled.

People become consultants for a variety of reasons - they may be out of work, they may be retired but want to remain active, they may just want to work for themselves. Working for oneself has flexibility, may offer higher income in some cases, and may provide some personal development. On the other hand, it does not usually offer the support system of a corporation, it can be lonely and it certainly is insecure.

By the way, the consulting I do and am discussing is that of a private expert. Sometimes people who work by the hour are called consultants no matter what they actually do, and employees of some large firms, such as Accenture and McKinsey, are called consultants, but they are still employees.

It can be difficult for some one who has been an employee to get started in consulting. First, they must determine what they can offer to clients. Why would anyone pay them for their time? A major asset is experience, especially if it involves some specialized knowledge. Most engineers have learned some specialty over the years. This may make them almost unique, or it may not. A good experienced engineer should be a quick study and have learned to be flexible. These are valued attributes of a successful consultant.

If one is not convinced that he or she has a marketable specialty, then they should consider whether they have a different type of skill, such as project management or computer programming,

which may be more common but also in demand.

Having established what the new consultant is marketing, the next issue is how to get the word out. Here is where a lifetime of collecting business cards and building a contact base is invaluable. Think about who you know that can make hiring decisions. Who knows your work and can recommend you to new clients? Who have you done work for already? Retaining existing clients is always better and easier than getting new ones.

Seek opportunities for exposure to your target audience. These might be talks at professional groups and meetings, papers in the technical and trade press, and now a well-designed web page. Not everyone is comfortable writing or speaking, but if they want to be a consultant, they had better learn to be. Most results are communicated in writing and often in presentations. Clients put great value in form as well as substance. Thus, good communication skills are needed both to market and to perform.

Before cutting loose from the security of an existing job, if you have the choice, think about your financial resources. How long can you survive before income from consulting starts? Remember that it takes time to obtain an assignment and then to execute it. After submitting an invoice, it takes time before you are paid - this can be up to ninety days. It does not seem fair for an individual to serve as a bank for a large corporation, but that is what happens. Income can be sporadic while many expenses are regular (mortgage payments, groceries, utility bills). Expenses that were paid by an employer are now yours - health insurance, some travel expenses, office expenses and supplies. You have to consider liability risks, which basically depend on what services you offer. Your car, communications and computer costs are your responsibility.

In addition to a nest egg or cushion, it is a good idea to reduce your regular cash obligations if you can. For instance, consider paying off your mortgage or moving to a smaller place to reduce expenses. If you are still facing college tuition, it might not be a great time to become independent.

Some people worry about what form their business should take. I am a sole proprietor working under my own name. My income and expenses are co-mingled with my household accounts and sorted out at tax time. By the way, it is beneficial to take expenses on Schedule C rather than Schedule A where possible because parts of Schedule A are reduced under some circumstances while Schedule C is not limited. Some people form a corporation for their practice in the belief that it limits their liability and the exposure of their private assets. This might be necessary if you have employees, in which case you encounter many other complications, such as payroll taxes. I avoid having employees and my work does not involve much risk of liability. Lawyers are also pretty good at "piercing the corporate shield", so the sense of protection may be illusory. Also one must be careful to minimize the tax exposure of the corporation, which can be tricky when income is unpredictable.

Finally, an alternative may be to affiliate with another firm, such as a small engineering company. They might agree to provide a desk and some benefits while passing on to you whatever income you generate in return for you helping to bring in business for the other employees. I occasionally am added to a firm's project team for a specific task, but have not formed any exclusive arrangements. My work rarely creates work for others. Another consultant might have a different experience.

In my next column, I will offer some more detailed advice and opinions.

Dear Maven.....

Editor's note. The following letter was written by the Chicago Section's very own George Jarvi and published in CEP Magazine's August, 2002 Member Microphone. You go, George!

Dear Maven,

Regarding James C. Brooke's letter to the editor, June AIChExtra: It's time for James C. Brooke, PE to "chill out," as you so ably advised another reader to do.

We are AIChE, and so what we think, say and do are what AIChE thinks, says, and does. Therefore, my opinion is a small but valid portion of the official *raison d'etre* of having a Maven.

The Maven holds up a mirror to my soul and helps me see the world as others see me. The Maven expresses a high degree of empathy in that she acknowledges my feelings as real, but she doesn't need to buy into any conclusions I draw along the way. The Maven doesn't have to be a chemical engineer to help me, as a chemical engineer, to more fully grasp what it means to be a human being in the interactive society.

Yes, yes the societal issues are all important. Bums and weasels need to have their comeuppance (but Lord, it takes so long). We as individuals need to face up to the fact that no one is going to live our lives for us. "There must needs be evil, but woe to him by whom evil comes." Thus, the Mavens advice to an offended person has no bearing on the fact of evil in the workplace, or the responsibility for injustice in the workplace, but only to the personal responsibility of the aggrieved party, for whom there is no one who can take over personal responsibility.

James, in the words of Mary Engelbreit,
"Get Over It."

Job Postings

The Job Posting service is still available for AIChE Chicago section members. Please submit your resumes or available positions to Jerry Bard at geraldb@genevaonline.com, or contact Jerry at 262-279-6394. Don't miss out on this opportunity to reach your target audience.

You can also submit your resume or position on our website, aiche-chicago.org in the Professional Development section.

Jobs Available

4 positions for process development engineers in consumer product company in San Francisco Bay Area. Work in team environment to take product from bench to manufacturing. Various experience levels for each position, but minimum of 3 years experience in household, personal care, or pharmaceutical industry. If interested, please email resume to paul@ethicalsearch.com or call Paul at (815) 732-4773.

Seeking Positions

S-0026 ENGINEERING MANAGER Licensed Professional Engineer with 25 years of extensive experience in the management of plant design and project engineering for major firms in the Food, Chemical, Pharmaceutical and Power Generation industries. B.S & M.S in Chemical Engineering. Self-motivated with excellent communication, organization and coordination skills. Willing to travel and relocate. For further information contact: Karim S. Sollman @ (630) 351 - 6748

S 0027 INNOVATIVE PROCESS ENGINEER

Experienced Engineering Specialist with over 12 years in petroleum, petrochemical and chemical industries. Major technical skills include process simulation capabilities, equipment selection, project management, and computer applications on worldwide large scale process projects. Dynamic problem solver, highly motivated, possess good leadership and management skills. For resume and further information, Contact: John Philip @ (847) 706- 9288

S 0028 SUMMER INTERN Third year student seeks summer internship in Chemical Industry in North America or Europe. Email: abhishek@che.iitm.ac.in

S 0029 CHEMICAL ENGINEER Process Engineer with 2 years experience including co-oping in chemical industry. Seeking position in Chicago area. Experience includes technical support to plant operations, cost estimation and efficiency calculations. Contact: Dan Altenau@ daltenau@yahoo.com

The Local Emergency Planning Committee (LEPC) of Chicago

LEPCs serve to provide valuable information to a community's first responders regarding hazardous materials movement, utilization and storage. This congressionally mandated (Superfund) entity exists throughout the nation and is run locally by the Chicago Fire Department and the City's Office of Emergency Response. Many such LEPCs exist and for the past 10 years here in Chicago, Jeff Perl has served as the AIChE Chicago Section representative. How many other Chicago Section members are involved in the metro area? Let us know. Contact Jeff at 312-226-2436, or jefferyperl@chichem.com

The objectives of the AIChE are to advance chemical engineering in theory and practice, to maintain a high professional standard among its members and - anyone, anyone? - to serve society, particularly where chemical engineering can contribute to the public interest. If you have any questions, comments or snide remarks regarding the newsletter, please contact the editor at - anyone, anyone? - polarbear4x@yahoo.com.

Chicago Section Columns is published eight times a year by the Chicago Section AIChE. Opinions expressed herein are those of the authors and are not necessarily those of the - anyone, anyone? - officers of the Chicago Section. Articles for inclusion in the next Chicago Section Columns must be received no later than October 1, 2002.

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American Institute of Chemical Engineers

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