

# CHEMISTRY PLUS [BUSINESS] = OPPORTUNITY



*THE SYMPOSIUM IS JOINTLY SPONSORED BY BMGT AND  
CHAL, CO-SPONSORED BY CEPA*

**MONDAY, 29 AUGUST 2011**

**1:30 PM—4:30 PM**

**COLORADO CONVENTION CENTER—ROOM 705**

- 1:30 PM INTERESTING CAREER PATH FROM BENCH CHEMIST TO BUSINESS SCHOOL PROFESSOR - [DANIEL T DALY](#)
- 2:00 PM TECHNICAL SERVICE IN A SMALL BUSINESS OF A LARGE CORPORATION - [WANDA W. RAUSCHER](#)
- 2:30 PM "WHY SHOULD WE HIRE YOU?" CHEMISTS AS ENTREPRENEURS - [ANTHONIE LOMBARD](#)
- 3:00 PM SHARING OUR PASSION VIA OUR SMALL BUSINESS ADVENTURE - [ARLYNE SARQUIS](#)
- 3:30 PM [CHEMISTRY] > [BUSINESS] = OPPORTUNITY - [BERNARD GORDON III](#)
- 4:00 PM CHEMISTRY PLUS THE FOOD INDUSTRY - [SARA J RISCH](#)

MONDAY AFTERNOON (1:30-4:30)

**Chemistry Plus [Business] = Opportunity**

C. Duane, Organizer; C. Duane, Presiding

*1:30 pm*

Opening Afternoon Session

**Ms. Carol Duane**

*1:35 pm*

"Interesting career path from bench chemist to business school professor"

**Dr. Daniel T Daly**

*2:00 pm*

"Technical service in a small business of a large corporation"

**Ms. Wanda W. Rauscher**

*2:30 pm*

"Why should we hire you?" Chemists as entrepreneurs

**Dr. Anthonie Lombard**

*3:00 pm*

"Sharing our passion via our small business adventure"

**Dr. Arlyne Sarquis, Lynne Hogue**

*3:30 pm*

"[Chemistry] > [Business] = Opportunity"

**Dr. Bernard Gordon**

*4:00 pm*

"Chemistry plus the food industry"

**Dr. Sara J Risch**

*4:30 pm*

Adjourn Session

*5:00 pm – 8:00 pm*

Joint BMGT/CHAL Reception

Pyramid Peak, Grand Hyatt Denver Hotel

Henry H. Whalen, Jr. Award to **Dr. Magid Abou-Gharbia** for

"Excellence in Development and Management within the Chemical Enterprise"

Abstracts:

**2 – “The interesting career path from bench chemist to business school professor”**

**Daniel T Daly**<sup>(1)</sup>, [dandaly@ua.edu](mailto:dandaly@ua.edu), 720 2nd Street, Tuscaloosa Alabama 35487, United States . (1) *Innovation and Mentoring of Entrepreneurs, University of Alabama, Tuscaloosa Alabama 35497, United States*

Obtaining a Ph.D. in chemistry trains one in meeting many challenges. Having the ability to meet customers in a business setting is not taught in schools but is highly valuable in the business setting. Understanding the customer interactions are largely social but with a business backdrop is important. The transitions from the laboratory to business meeting to teaching for a business school will be the focus of this presentation. The presentation will emphasize the lessons learned by trials and errors and a little experimentation.

**3 – “Technical service in a small business of a large corporation”**

**Wanda W. Rauscher**<sup>(1)</sup>, [WWRauscher@dow.com](mailto:WWRauscher@dow.com), 2301 N. Brazosport Blvd, Freeport Texas 77541, United States . (1) *Polyglycols, Surfactants, & Fluids TS&D, The Dow Chemical Company, United States*

My 30+ year career at the Dow Chemical Company started with a co-op assignment in our Corporate Analytical Department and continued with assignments in Separations & Molecular spectroscopy. Assignments in Analytical were an excellent way to learn about a large company such as Dow. The technical problems assigned to you let you discover the many different chemistries & products as well as types of research projects that are investigated as part of the corporation. From this role, I selected an R&D project group and gained the wonderful process experience of pilot plant scale-up. After that project's conclusion, I was invited to try a technical service & development role and found my niche.

Technical service at Dow means understanding customer's unmet product needs that result in economic value such as NPV, EBIT, and gross margins because with so many opportunities the value propositions provide a framework or starting place to help one judge where precious resources, time, and dollars are best spent. In this talk, I will highlight the key skills needed to deliver outstanding business results for the customers & the corporation.

**4 – “Why should we hire you?” - Chemists as intrapreneurs.**

**Anthonie Lombard**<sup>(1)</sup>, [anthonie.lombard@itt.com](mailto:anthonie.lombard@itt.com), ITT Residential and Commercial Water, 8200N Austin Avenue, Morton Grove, IL 60053 847-946-6123, , United States . (1)

Innovation is key to the success of all organizations. Large to medium sized companies across the business spectrum, suffer universally from the driving need to focus on the "forms" (e.g. products) which made them successful. They also universally recognize the need to reinvent themselves and focus on "functions"; the need to predict future customers' unmet needs. As a chemist you possess a unique skill set, which when unleashed and targeted at the innovation process, will provide you with a sustainable competitive advantage in a very competitive global market place for talent and skills. This presentation will

provide you with a specific process called "DIGIT", (D = Direct, I = Impact, G = Global, I = Innovation, T= Talent) which will position you as an intrapreneur and change your future employers' question to "Can we afford NOT to hire you?".

## 5 – “Sharing our passion via our small business adventure”

**Arlyne Sarquis**<sup>(1)</sup>, [Mickey@terrificscience.org](mailto:Mickey@terrificscience.org), 100 Broad Street, Cincinnati OHIO, United States . (1) Terrific Science LLC, Cincinnati Ohio, United State; Lynne Hogue, [Lynn@terrificscience.org](mailto:Lynn@terrificscience.org), Terrific Science, 9076 Arrowhead Ct., Cincinnati OH 45231; 513 324-7835

Terrific Science LLC is providing us the opportunities to share our love of teaching and doing chemistry with others around the world. The business started while we were heading the Center for Chemistry Education at Miami University (Ohio), and continues now in our retirement from academia. We promote and provide experiences and resource materials for teachers, students, parents, and the general public that emphasize the joy of doing chemistry and its importance to our daily lives. With a menu of options that range from workshops for head-start teachers, seminars for college faculty and students, outreach training programs for community volunteers, and an array of resource books and downloadable activities, we are committed to providing meaningful, age-appropriate experiences that challenge the creativity of our audiences by engaging them in the joy of doing chemistry.

## 6 – “[Chemistry] > [Business] = Opportunity!!”

**Bernard Gordon**<sup>(1)</sup>, [bg3@polychemistry.com](mailto:bg3@polychemistry.com), 4231 S. Fremont Avenue, Tucson, AZ 85714, United States . (1) Polymer Chemistry Innovations, Tucson, AZ 85714, United States

Polymer Chemistry Innovations, Inc (PCI) was formed as a C corporation in 1990 to develop research that was done at Penn State University. Chemistry has been the main concentration necessary to grow the company since that time. However, there have been many issues that did not require even a chemistry background! These have included intellectual property, business law, environmental law, contract law, accounting, taxes, employee relations and even buying furniture to name a few. All of these issues require at least a small business concentration to create an opportunity.

## 7 – “Chemistry Plus the Food Industry”

**Sara J Risch**<sup>(1)</sup>, [sjrisch@sbcglobal.net](mailto:sjrisch@sbcglobal.net), 4200 Slagsle, Sorovej 11, Denmark . (1) Popz, Sorovej 11, Denmark

While there are people that like to claim that they make or sell food with no chemicals in it, food is all about chemistry and chemicals. It runs from understanding the chemistry of some of the polymers that make up our food such as proteins and starches to minor constituents such as vitamins, minerals, flavors and colors. A comprehensive understanding of chemistry is critical to understanding foods, how to make

them and how to keep them fresh. My career as a food chemist has taken a number of different paths. Initial work on interactions between food and packaging materials and off-flavors caused by the packaging led to work in the microwave area where packaging along with formulation and processing are the three critical components in getting foods to heat the way they should. Microwave popcorn seems like a fairly simple product yet it has had a number of challenges over the years. These have included issues with the amount of either saturated or trans fatty acids, potential migration from the packaging and diacetyl (a major component of many of the butter flavors that were being used) being implicated as a cause of bronchiolitis obliterans. In addition to work on microwave popcorn, I have worked in a wide variety of areas in the food industry and will discuss these. I play with food for a living and it is a great job to have.

**BMGT Program & Events**  
**242<sup>nd</sup> ACS National Meeting, Denver, CO**  
**August 28 - September 1, 2011**

**SESSIONS**

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**Sunday, August 28, 2011**

*Henry F. Whalen Jr. Award Keynote Address*

*In honor of Magid Abou-Gharbia*

**3:45 PM-4:05 PM, Colorado Convention Center – Room 705**

*Award Presentation and Reception*

*Monday, August 29, Grand Hyatt Denver Hotel, Pyramid Peak Ballroom*

**5:00 PM – 8:00 PM**

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**Monday, August 29, 2011**

*Beyond the Bench: Nontraditional Careers in Chemistry*

**9:00 AM – 12:00 PM Colorado Convention Center – Room 2C**

*CHAL Joint with BMGT*

*Chemistry Plus [Business] = Opportunity*

**1:30 PM-4:30 PM, Colorado Convention Center – Room 705**

*BMGT Joint with CHAL, co-sponsored by CEPA*

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**Tuesday, August 30, 2011**

*Sustainability & Innovation for a Cleaner Environment*

**9:00 AM-11:50 AM, Colorado Convention Center – Room 705**

**2:00 PM-4:10 PM, Colorado Convention Center – Room 705**

*Support from BASF*

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**BUSINESS MEETINGS**

*Division Executive and Open Meeting*

**Sunday, August 28<sup>th</sup>, 1:00 – 2:00 PM, Colorado Convention Center – Room 705**

**SOCIAL EVENTS**

**Henry F. Whalen Jr. Award Presentation**

**BMGT and CHAL Reception**

**Monday, August 29<sup>th</sup>, 5:00 PM-8:00 PM, Grand Hyatt Hotel – Pyramid Peak Ballroom, Grand Hyatt Denver Hotel**

*BMGT, Joint with CHAL and Support from BASF*

**SCHB and BMGT Social Reception**

**Tuesday, August 30<sup>th</sup>, 5:00-7:00 PM, Cactus Club, 1621 Blake Street, Denver**

*SCHB, Joint with BMGT*

**ChemLuminary Awards**

**Tuesday, August 30<sup>th</sup>, 8:00 PM-Midnight, Sheraton Denver Downtown Hotel, Plaza Foyer and Ballroom A-E**

*BMGT Award Finalist*

**BMGT CO-SPONSORED SESSIONS**

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**Sunday, August 28, 2011**

***Empowering Tomorrow's Science Super Heroes***

*PRES Co-sponsored with BMGT, ANYL, CHED, CINF, COMSCI, FUEL, GEOC, HIST, I&EC, INOR, MEDI, PHYS, PROF, and YCC*

9:00 AM-11:30 AM, Colorado Convention Center – Four Seasons Ballroom 4

***Science on the Hollywood Screen***

*PRES Co-sponsored with BMGT, ANYL, CHED, CINF, COMSCI, FUEL, GEOC, HIST, I&EC, INOR, MEDI, PHYS, PROF, and YCC*

1:00 PM-4:00 PM, Colorado Convention Center – Four Seasons Ballroom 4

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**Tuesday, August 30, 2011**

***Small Businesses Spin-Offs into the Commercial Sector***

8:15 AM-10:25 AM, Colorado Convention Center – Room 205

*SCHB Co-sponsored with BMGT, and PROF*

***True Stories of Success from Chemical Entrepreneurs***

10:30 AM-12:10 AM, Colorado Convention Center – Room 205

*SCHB Co-sponsored with BMGT, PROF, and SCTF*

***Best Practices for Entrepreneurs: Panel Discussion***

1:15 PM-3:05 PM, Colorado Convention Center – Room 205

*SCHB Co-sponsored with BMGT, PROF, and SCTF*

**EVENT**

**Women Chemists Committee Luncheon**

12:00PM-1:30 PM Hyatt Regency Convention Center, Centennial Ballroom F-H

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**Wednesday, August 31, 2011**

***Water is the Next "Oil": How Small Businesses are Tapping in***

9:00 AM-11:15 AM, Colorado Convention Center – Room 205

*SCHB Cosponsored with BMGT*