

# Silicon Valley Chemist

Santa Clara Valley Section

American Chemical Society

Volume 22 No. 10

## Everything You Always Wanted to Know about Consulting

Geoffrey E. Dolbear, PhD

### Abstract

It has been said that a consultant is someone who borrows your watch to tell you what time it is, and then sends you a bill. To some extent this is true, but a good consultant brings a tremendous store of knowledge and skills to the task of reading the time from the watch. This is why most successful consultants tend to have their share of gray hair.

There is more to success in consulting than having the skills that come with gray hair. A consultant must be skilled in finding new clients and in running a business. He or she must be persistent, self confident, an



effective communicator, and adaptable to solving problems at the edge of prior experience.

In this seminar, Geoff Dolbear will outline what he has learned in 11 years as a full-time consultant.

The lessons will be illustrated with examples from his experiences dealing with clients in large and small companies.

### Biography

Geoff Dolbear struck out on his own as a full time consultant in 1989, after 24 years in industrial R&D, in both laboratory and management roles. He is trained as a physical

*continued on next page*

## Lunch with Anna Eshoo

**Date:** Tuesday, October 24, 2000

**Time:** Noon

**Speaker:** Congresswoman Anna Eshoo is California's 14th District Representative. She will speak on current and pending legislation in Congress and in particular, on those items in front of the House Committee on Commerce which has jurisdiction over high tech, biotech, health, and the environment.

**Location:** Capriccio Ristorante, 325 Sharon Park Drive, Menlo Park, California

**Reservations: Ean Warren** Phone: 650-329-4554 e-mail: [chair@scvacs.org](mailto:chair@scvacs.org)  
Web site: [www.scvacs.org/Local\\_Folder/din\\_mtg.html](http://www.scvacs.org/Local_Folder/din_mtg.html)

Reservations should be made by October 16th stating name, company affiliation, number of people in party and meal preference. Space is limited. Reservations will be accepted in the order they are made.

**Cost:** \$20.00 *Menu:* choice of Fusilli Siciliana, Prawns Saute, or Chicken Saute

### Biography:

Representative Eshoo's public career began in 1980 when she became the first woman Chair of the San Mateo County Democratic Party. She also started

*continued on next page*

## October Dinner Meeting

**Date:** Thursday, October 19, 2000

**Time:** 6:00 p.m. Social Hour

7:00 p.m. Dinner

8:00 p.m. Talk

**Speaker:** Dr. Geoffrey Dolbear

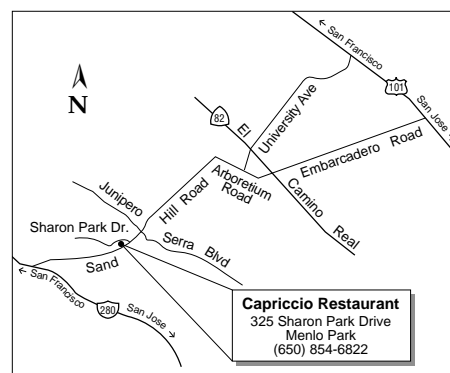
**Location:** Capriccio Ristorante  
325 Sharon Park Drive  
Menlo Park, California

**Reservations:** Sally Peters  
650-854-4614  
650-854-4750 FAX  
[peters4pa@aol.com](mailto:peters4pa@aol.com)

Reservations should be made by October 16th stating name, company affiliation, number of people in party and meal preference.

**Cost:** \$25.00 per person

Menu: choice of poached salmon, chicken piccata, or eggplant parmigiana.



## Chair's Message

I just returned from the ACS National Meeting in Washington, DC. In addition to the well-regarded technical symposia, many meetings devoted to governance and outreach impressed me with the dedication of ACS volunteers and staff to the orga-  
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*Chair's Message, continued from front page*

nization and to chemistry. It is through these efforts that the ACS is the strong, vibrant Society today. One of the main outreach events that the ACS encourages and supports is National Chemistry Week. First celebrated in 1987 as National Chemistry Day, the program is designed to enhance public awareness of the important contributions of chemistry to the quality of our lives. Its mission is to reach the public, particularly elementary and secondary school children, with positive messages about chemistry; to make a positive change in the public's impression of chemistry; to promote a mechanism for effectively mobilizing ACS local sections; and to motivate the ACS membership through local section activities. The theme of this year's event is "Kitchen Chemistry," a salute



to the role of chemistry in the kitchen as well as the availability of kitchen contents for use in basic chemical demonstrations, with a unifying event of "Chemists Reacting to Hunger". There are many ways you can celebrate NCW. The ACS web site ([www.acs.org/ncw/celebrate.html](http://www.acs.org/ncw/celebrate.html)) contains many suggestions, but some of my favorites are:

Display NCW brochures, or other chemistry related materials at your local libraries, museums, and/or organizations.

Visit a local elementary school classroom and provide them with "Great Chemistry is Everywhere Stickers."

Do a hands-on activity or chemical demonstration with your family. Check the ACS web site for some simple examples.

Give a presentation to a local club, school, and/or organization that explains how chemistry relates to your career.

Teachers, you can look at [www.acs.org/ncw/kitchen.html](http://www.acs.org/ncw/kitchen.html) for suggestions of ways to incorporate the

theme into the classroom. Everyone can follow the simple experiments posted at [www.acs.org/ncw/handson.html](http://www.acs.org/ncw/handson.html) at home, in a classroom, or at work to demonstrate to others some "kitchen chemistry." National Chemistry Week will be November 5-11 this year.

*Ea Warren*



*Consulting, continued from front page*

chemist, receiving degrees at UC Berkeley (BS, 1962) and Stanford (PhD, 1966). He now considers himself to be a process chemist, with extensive experience in the area where physical, organic, and inorganic chemistry overlap with chemical engineering. To provide the full collection of skills that many clients require in these areas, he now works with a team of independent chemists and engineers.

Geoff has the usual collection of patents, papers, book chapters, and a book. You can learn more about him from his web page at:

[www.gedolbear.com](http://www.gedolbear.com)

*Anna Eshoo, continued from front page*

twelve years of service on the Democratic National Committee that year. In 1981, she became Chief of Staff for California Assembly Speaker Leo McCarthy. A year later, Representative Eshoo was elected to the San Mateo County Board of Supervisors, becoming President of the Board in 1986. Besides her elected offices, Representative Eshoo has served as Chair of the Bay Area Air Quality Management District and a member of the Bay Conservation and Development Commission. She is also a co-founder of the Women's Hall of Fame.

Among her many honors, Representative Eshoo has received the 1989 Legislator of the Year Award from the California's Governor's Committee on the Employing of the Disabled, the 1991 Margaret Sanger Community Service Award from San Mateo County Planned Parenthood, and the 1990 Friend of BAYMEC Award. In addition,

she was named the 1989 Public Official of the Year by the State Commission on Aging and Easter Seal's 1987 Humanitarian of the Year. She was also the first woman to join her local chapter of Kiwanis International.

More recently, Representative Eshoo was given the 1998 Dr. Martin Luther King, Jr. Association of Santa Clara Valley's Annual Award for leadership and support of the community, the 1997 Showcase Sunnyvale Award for exceptional business achievement from the Sunnyvale Chamber of Commerce, the 1997 Women in Leadership Award from the National Association of Women Business Owners, the San Francisco Business Times, and the City Club of San Francisco, and the 1997 Legislator of the Year Award from the Silicon Valley Asian Pacific American Democratic Club.

Representative Eshoo was born

in December 1942 in New Britain, Connecticut, and graduated from college in 1975. She has two children, Karen and Paul. Her home town is Atherton, California.



## Volunteers Needed

The Intel Carver Scholars Program is looking for 20 one-on-one science coaches for 4th to 12th grade minority students in the Silicon Valley, particularly in San Jose. The coaches will work with and encourage the students by e-mail, telephone and in person to complete a science fair project for competition on January 5, 2001 – the George Washington Carver Recognition Day and Science Fair in California. Contact Howard Peters as soon as possible (650) 324-1677 Ext. 20 or [peters4pa@aol.com](mailto:peters4pa@aol.com).



# Younger Chemist Committee Announces: Lecture and Reception

**Date:** Wednesday, October 25, 2000

**Time:** 6:30 pm Wine and Cheese  
7:00 pm Lecture

Dr. William Rastetter, CEO, IDEC Pharmaceuticals,  
“Musings on Mechanisms, Molecules and Monoclonals”

The struggle towards the development of the first successful monoclonal antibody cancer therapy...meet the man at the center of the growth of IDEC from a fledgling company to one of the largest biotech industries.

**Location:** Roche Palo Alto

3401 Hillview Avenue, Palo Alto, California  
(For driving directions, see the web site at  
[www2.roche.com/bioscience/mapbayarea.htm](http://www2.roche.com/bioscience/mapbayarea.htm).)  
Please RSVP by October 19 to [ycc@scvacs.org](mailto:ycc@scvacs.org)  
or visit [www.scvacs.org/ycc/mtg.html](http://www.scvacs.org/ycc/mtg.html).

The American Chemical Society Younger Chemists Committee (YCC) was formed to identify the needs and concerns of younger chemists and chemical engineers in order to develop programs responsive to their needs. The YCC is driven by three strategic goals: make the ACS relevant to younger chemists; increase the involvement of younger chemists in the ACS at all levels; and develop mechanisms to integrate younger chemists into the profession.





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#### OCTOBER 2000 NEWSLETTER TOPICS:

Everything You Always Wanted to Know about Consulting  
Lunch with Anna Eshoo  
Chair's Message  
October Dinner Meeting  
Volunteers Needed  
YCC Announces: Lecture and Reception

#### CHEMPLOYMENT ABSTRACTS



<http://www.scvacs.org>

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Past-Chair	Jamil Talhouk	925-449-2664

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1998-00	Sally Peters	650-812-4994
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1999-01	Herb Silber	408-924-4954
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2000-02	John F. Riley	650-328-2746
2000-02	Ean Warren	650-329-4554

##### Alternate Councilors

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#### FUTURE MEETINGS

<b>Oct 19</b>	SVC Dinner Meeting <i>Dr. Geoffrey Dolbear</i>
<b>Oct 24</b>	Lunch with Anna Eshoo
<b>Oct 25</b>	Musings on Mechanisms, Molecules and Monoclonals, Younger Chemist Committee <i>Dr. William Rastetter</i>
<b>Oct 25</b>	Creativity as a Function of Employment Stability, California Section <i>Dr. Attila Pavlath</i>
<b>Nov 5-11</b>	National Chemistry Week
<b>Nov 16</b>	Symyx Technologies <i>Dr. Howard Turner</i>
<b>Nov 29</b>	New Tricks in the Old Chemistry of Photography, California Section <i>Professor William Jolly</i>

#### CHEMPLOYMENT ABSTRACTS

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