



Trends in Chemical Consulting

Restructuring in the chemical industry has created a wealth of opportunities for consultants. Companies are now more willing to seek outside help than in the past as they recognize the value of experienced specialists.

But what constitutes the efficient use of a consultant? And is consulting for you? *Trends in Chemical Consulting* explores these issues through contributions from chemical consultants, those who have used the services of a consultant, and participants in cooperative arrangements. Presentations focus on those considerations specific to consulting relationships between scientific professionals.

Chemists, chemical engineers, and other scientific professionals in support areas to the chemical industry will find this an indispensable resource of information on chemical consulting.

Contents

- Consulting to the Chemical Industry
- Industrial Expectations for Consultants and Consulting Services
- Understanding, Selecting, Managing, and Compensating Consultants
- An Academic Perspective on Consulting
- University-Industrial Relationships
- Accessing Federal Laboratories Know-How
- What Consulting Practices Look Like
- Defining and Marketing Your Consulting Specialty
- Opportunities for Retired Chemists
- Using Consultants to Interpret Regulatory Initiatives
- Major Chemical Company Retirees as Consultants and Market Developers
- Robotic Servicing on the Space Station Freedom
- Consultation in Sensory Evaluation
- Chemical Information Consultants

Charles S. Sodano and David M. Sturmer,
Editors

174 pages (1991) Paperbound
ISBN 0-8412-2106-5
\$29.95

O · R · D · E · R · F · R · O · M

American Chemical Society
Distribution Office, Dept. 11
1155 Sixteenth St., N.W.
Washington, DC 20036

or CALL TOLL FREE

800-227-5558

(in Washington, D.C. 872-4363) and use your credit card!

Biochemistry

Biochemistry (ISSN 0006-2960) is published weekly except for the first week in January by the American Chemical Society at 1155 16th St., N.W., Washington, DC 20036. Second-class postage paid at Washington, DC, and additional mailing offices. POSTMASTER: Send address changes to *Biochemistry*, Member & Subscriber Services, P.O. Box 3337, Columbus, OH 43210. Canadian GST Reg. No. R127571347.

American Chemical Society

1155 16th St., N.W.
Washington, DC 20036
(202) 872-4600
TDD (202) 872-8733; FAX (202) 872-4615

Member & Subscriber Services

American Chemical Society
P.O. Box 3337, Columbus, OH 43210
(614) 447-3776; (800) 333-9511

Journals Department

American Chemical Society
2540 Olentangy River Road
P.O. Box 3330, Columbus, OH 43210
(614) 447-3600, Ext 3171
TELEX 6842086; FAX (614) 447-3745

Publications Division

Robert H. Marks, Director

Journals Department: Charles R. Bertsch, Head

Editorial Office: Mary E. Scanlan, Manager; Kathleen E. Duffy, Anne C. O'Melia, and Joseph E. Yurvati, Journals Editing Managers; Deborah K. Miller, Senior Associate Editor; Daniel R. Kelsey, Barbara I. Taylor, Beth A. Welch, and Brenda S. Wooten, Assistant Editors

Advertising Office: Centcom, Ltd., 1599 Post Road East, P.O. Box 231, Westport, CT 06881

© Copyright 1993 by the American Chemical Society. Copyright permission: An individual may make a single reprographic copy of an article in this publication for personal use. Reprographic copying beyond that permitted by Section 107 or 108 of the U.S. Copyright Law is allowed, provided that the appropriate per-copy fee is paid through the Copyright Clearance Center, Inc., 27 Congress St., Salem, MA 01970. For reprint permission, please write to the Copyright Administrator, Publications Division, at the ACS Washington address. Bulk reprints: For quotes and information on placing an order, please call (202) 872-4539 or write to the Distribution Office at the ACS Washington address.

The paper used in this publication meets the minimum requirements of American National Standard for Information Sciences—Permanence of Paper for Printed Library Materials, ANSI Z39.48-1984.

Editorial Information

Instructions to authors and copyright status form are printed in the first issue of each volume. Please conform to these instructions when submitting manuscripts.

Manuscripts for publication should be submitted to the Editor, Gordon G. Hammes, Duke University Medical Center, P.O. Box 3673, 081 Yellow Zone, Duke South, Durham, NC 27710. Correspondence regarding accepted papers and proofs should be directed to the Journals Department at the address above. Page charges of \$30.00 per page may be paid for papers published in this journal. Payment does not affect acceptance or scheduling of papers.

The American Chemical Society and its Editors assume no responsibility for the statements and opinions advanced by contributors.

Registered names and trademarks, etc., used in this publication, even without specific indication thereof, are not to be considered unprotected by law.

Subscription and Business Information

Subscriptions are available only on a calendar year basis. (For membership information, contact Office of Member Services at the ACS Washington address.)

New and renewal subscriptions should be sent with payment to American Chemical Society, Department L-0011, Columbus, OH 43268-0011. Rates do not apply to non-member subscribers in Japan, who must enter subscription orders with Maruzen Company Ltd., 3-10 Nihonbashi 2-chome, Chuo-ku, Tokyo 103, Japan. Tel: (03) 272-7211.

1993 subscription prices including postage.

	U.S.	Canada, Mexico	Europe*	All Other Countries*
Printed				
Members—1 yr	\$ 107	\$ 204	\$ 346	\$ 421
2 yr	\$ 192	\$ 386	\$ 670	\$ 820
Nonmembers	\$1186	\$1283	\$1425	\$1500
Microfiche				
Members—1 yr	\$ 107	\$ 107	\$ 155	\$ 155
2 yr	\$ 192	\$ 192	\$ 288	\$ 288
Nonmembers	\$1186	\$1186	\$1234	\$1234
Supplementary material on microfiche	\$ 45	\$ 75	\$ 75	\$ 75

* Air service included.

Printed edition single issue prices: current year, \$24.00; 1992, \$25.00; 1990-91, \$23.00; prior year, \$44.00. Foreign postage additional. Mail orders and requests for back volume prices should be sent to Microforms & Back Issues Office at the ACS Washington address.

Phone orders can be placed for printed, microfiche, and microfilm editions by calling the ACS TOLL FREE at (800) 333-9511 from anywhere in the United States and Canada. Phone orders can be charged to Visa, MasterCard, or American Express accounts.

Changes of address must include both old and new addresses with ZIP code and a recent mailing label. Send all address changes to Member & Subscriber Services. Please allow 6 weeks for change to become effective. Claims for missing numbers will not be allowed if loss was due to failure of notice of change of address to be received in the time specified; if claim is dated (a) North America, more than 90 days beyond issue date; (b) all other foreign, more than 180 days beyond issue date. Claims are handled by Member & Subscriber Services.

Supplementary material is noted in the table of contents with a ■. It is available as photocopy (\$10.00 for up to 3 pages and \$1.50 per page for additional pages, plus \$2.00 for foreign postage) or as 24X microfiche (\$10.00, plus \$1.00 for foreign postage). Canadian residents should add 7% GST. See supplementary material notice at end of journal article for number of pages. Orders must state whether for photocopy or for microfiche and give complete title of article, names of authors, journal, issue date, and page numbers. Prepayment is required and prices are subject to change. Order from Microforms & Back Issues Office at the ACS Washington address. Supplementary material except structure factors also appears in the microfilm edition.

Cover: Based on λ repressor-DNA complex—courtesy of David Richardson.

Biochemistry

EDITOR: GORDON G. HAMMES

Duke University Medical Center, P.O. Box 3673, 081 Yellow Zone, Duke South, Durham, North Carolina 27710
[Phone (919) 681-3250; FAX (919) 681-8344]

ASSOCIATE EDITORS:

MARY D. BARKLEY, LOUISIANA STATE UNIVERSITY
MARC G. CARON, DUKE UNIVERSITY
EARL W. DAVIE, UNIVERSITY OF WASHINGTON
PERRY A. FREY, UNIVERSITY OF WISCONSIN

PAUL L. MODRICH, DUKE UNIVERSITY
WILLIAM W. PARSON, UNIVERSITY OF WASHINGTON
JOSEPH J. VILAFRANCA, THE PENNSYLVANIA STATE UNIVERSITY
LESLIE WILSON, UNIVERSITY OF CALIFORNIA, SANTA BARBARA

EDITORIAL ADVISORY BOARD

ROBERT H. ABELES
Brandeis University
DAVID S. AULD
Harvard Medical School
JOSEPH AVRUCH
Massachusetts General Hospital
GERALD T. BABCOCK
Michigan State University
ROBERT L. BALDWIN
Stanford University
ROBERT M. BELL
Duke University
STEPHEN J. BENKOVIC
The Pennsylvania State University
E. MORTON BRADBURY
University of California, Davis
BILL R. BRINKLEY
Baylor College of Medicine
MICHAEL J. CHAMBERLIN
University of California, Berkeley
JOSEPH E. COLEMAN
Yale University
MINOR J. COON
The University of Michigan
DAVID DAVIES
NIADDK, National Institutes of Health
RUSSELL F. DOOLITTLE
University of California, San Diego
RAYMOND A. DWEK
University of Oxford
MAURICE EFTINK
University of Mississippi
JULI FEIGON
University of California, Los Angeles
JAMES H. FREISHEIM
Medical College of Ohio
IRWIN FRIDOVICH
Duke University
CARL FRIEDEN
Washington University
PAUL A. FRIEDMAN
Merck Sharp & Dohme
MARTIN GELLERT
National Institutes of Health
JOHN GERGELY
Boston Biomedical Research Institute
LILA M. GIERASCH
University of Texas Southwestern
Medical Center

IRVING H. GOLDBERG
Harvard Medical School
JACK GORSKI
University of Wisconsin
ROBERT HASELKORN
University of Chicago
CLAUDE HÉLÈNE
Museum National d'Histoire Naturelle, Paris
JOHN W. B. HERSHEY
University of California, Davis
GEORGE P. HESS
Cornell University, Ithaca
PETER C. HINKLE
Cornell University, Ithaca
BARRY HONIG
Columbia University
TONY E. HUGLI
Scripps Clinic & Research Foundation
HANS JÖRNVALL
Karolinska Institute, Stockholm
H. RONALD KABACK
Howard Hughes Medical Institute, UCLA
NEVILLE R. KALLENBACH
New York University
CLAUDE B. KLEE
National Cancer Institute
JUDITH P. KLINMAN
University of California, Berkeley
ROBERT J. LEFKOWITZ
Duke University
TOMAS LINDAHL
Imperial Cancer Research Fund, London
PHILIP W. MAJERUS
Washington University
ROWENA G. MATTHEWS
University of Michigan
GERHARD MEISSNER
University of North Carolina
HENRY METZGER
NIAMS, National Institutes of Health
LUCIANO MUELLER
Bristol-Meyers Squibb
GARY L. NELSESTUEN
University of Minnesota
JAMES OFENGAND
Roche Institute of Molecular Biology
BERT O'MALLEY
Baylor College of Medicine

DEMETRIOS PAPAHAJOPOULOS
University of California, San Francisco
DAVID C. PHILLIPS
University of Oxford
M. THOMAS RECORD
University of Wisconsin
JAMES F. RIORDAN
Harvard Medical School
DAVID W. RUSSELL
University of Texas Southwestern
Medical Center
CLARENCE A. RYAN, JR.
Washington State University
J. EVAN SADLER
Washington University
HAROLD A. SCHERAGA
Cornell University, Ithaca
PAUL R. SCHIMMEL
Massachusetts Institute of Technology
JOACHIM SEELIG
University of Basel
G. GRAHAM SHIPLEY
Boston University
ANTERO G. SO
University of Miami
LINDA L. SPREMULLI
University of North Carolina
JOANNE STUBBE
Massachusetts Institute of Technology
IGNACIO TINOCO, JR.
University of California, Berkeley
OLKE C. UHLENBECK
University of Colorado
BERT L. VALLEE
Harvard Medical School
DENNIS E. VANCE
University of Alberta
MARTHA VAUGHAN
National Institutes of Health
DENNIS R. VOELKER
National Jewish Center for Immunology
and Respiratory Medicine
TERESA S. WANG
Stanford University
SAVIO WOO
Baylor College of Medicine
PETER E. WRIGHT
Scripps Clinic & Research Foundation