



# Montauk to Manhattan



## Long Island & Metro NY Chapter 86 - eNewsletter

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### January Meeting Announcement

**Topic: The Future of Business Aircraft  
(Gulfstream G650 and G250 Program Updates)**

**Speaker:** Allan Baylis, Sr. Sales Engineer - Gulfstream Aerospace  
**Date:** Thursday, January 21, 2010  
**Time:** 6:00pm -Networking/Refreshments(Pizza), 7:00pm -Presentation  
**Place:** Room 204, Weed Hall - Hofstra University  
 Department of Engineering, Hempstead, NY (see directions on page 4)  
**Dinner Fee:** \$5, Members and Guests, Free for Students

**Reservations: Required :** RSVP by Wednesday, Jan. 19, 2010 - Phone / E-mail your reservation to John Rockensies (631) 265-9196 or [jrock8@optonline.net](mailto:jrock8@optonline.net). Please indicate: Name, Organization/Company, Day Time Phone, Member Affiliation (AIAA, IIE, or SME)

The Gulfstream Aerospace Corporation is currently developing two new aircraft: the G250® will go into service in 2011 and the G650® will go into service in 2012. Mr. Baylis will give a brief overview of both aircraft (systems, performance, interior), then give a program update.



The Gulfstream G650 is an ultra-large-cabin, ultra-high speed business jet designed to become the gold standard in business aviation. Powered by two Rolls-Royce BR725 engines, this flagship of the Gulfstream fleet will fly faster and farther than other business aircraft while enveloping its passengers in a superior level of comfort. It will carry eight passengers and a crew of four on nonstop legs of 7,000 nautical miles such as Dubai to New York and London to Buenos Aires. On shorter flights, it will cruise at Mach 0.925. The G650 completed its first series of test flights in December, 2009.



**About the Speaker:** Allan Baylis joined the US Air Force in 1985, starting his service career as a maintenance technician working on A-10s and later worked on the F4E & G, and F16. After leaving the Air Force, he maintained G1Is, G11Is and G1Vs for Gulfstream Aerospace. In 1996, he moved to the training department, helped train production personnel for the Gulfstream V, and taught GV systems to Gulfstream

employees. Since 2001 when AI joined the Sales Engineering Department, he has travelled the world demonstrating Gulfstream aircraft and providing aircraft technical information to customers. AI has a BS in Professional Aeronautics, an AS in maintenance Technologies, a Private Pilot license and holds an FAA Aircraft & Power plant license.

Long Island Metro NY  
Chapter 86  
*Events Calendar*

Thurs., Jan. 21, 2010

*Topic:* The Future of Business Aircraft (Gulfstream G650 and G250 Program Updates) -See details on this page

Wed., Feb. 17, 2010

*Topic:* TBA  
*Time:* 6:00 PM Networking

Professional  
Events Calendar

#### APICS

**Wednesday, January 20, 2010**  
 PLANT TOUR - Cooper Lighting  
 100 Andrews Road Hicksville, NY  
 6:00pm - Light Dinner and networking  
 6:30pm - Plant Tour  
 RSVP – Contact Dave Klauber by  
 Jan. 15 at [meetings@li-apics.org](mailto:meetings@li-apics.org),  
 or 516-935-4002

#### APICS

**Tuesday, January 26, 2010**  
*Topic:* Value Stream Mapping –  
 A Road to Success  
 5:30 PM Networking, 6:15 PM Dinner  
 7:15 PM President's Welcome &  
 Announcements, 7:30 PM Presentation  
 at Panama Hatties - 872 Jericho Turnpike,  
 Huntington Station, NY  
*Details:* [www.apicsnyc-li.org](http://www.apicsnyc-li.org)  
 631-266-2621

#### ENGINEERS WEEK CELEBRATION

Sponsored by THE METROPOLITAN  
 ENGINEERING SOCIETIES COUNCIL  
**Wednesday, February 10, 2010**  
 Registration: 5:30pm, Light Buffet: 6pm  
 at Polytechnic Institute of NYU, Dibner  
 Library, Brooklyn, NY 11201  
 Keynote Speaker: Charles J. Camarda, Ph.  
 D., NASA Space Shuttle Aeronaut  
 Sr. Advisor for Innovation for the Office of  
 Chief Engineer at NASA  
 Details: [www.mescnyc.org](http://www.mescnyc.org)

## President's Message



The December 15 joint meeting with APICS was well attended with more than 60 attendees. The meeting began with a networking hour prior to the fine dinner at Panama Hatties's four star restaurant. The topic 'Job Search: Plan, Prepare and Execute' was presented by John Phelan, and Frank Romano of Aerotek. Some valuable tips for anyone conducting a job search were presented. Please see the review of the December meeting below.

The first meeting of 2010 will be a joint meeting with AIAA and SME, which will be held at Hofstra University in Hempstead, NY. This will be another great opportunity to network with members of these two societies. I hope many of you that are interested in aviation will join us for this presentation.

The ballots are in for the Chapter's election. Thank you to those who sent in the ballot and completed the programs survey. The board is looking forward in continuing to provide the Chapter's members with another year of meeting presentations and facilities tours. I also would like to remind all active members to cast your ballot for IIE Board & Regional candidates. It is extremely easy and convenient to review the online bios and submit the ballot.

I realized that the Chapter's members, who are spread out over the vast geographically area of the metro NY and Long Island may not be able to participate in the monthly meeting, which currently have been in central Long Island. If you have not been able to attend one of the Chapter's meeting and/or tours because the location is not convenient for you, I encourage you to please send me an email and let me know what would be a good location for you. If you know of a venue that is available near you please let us know about it.

On behalf of the Chapter's Board I would like to wish you a Happy, Healthy, and Productive New Year. Please make it one of your New Year resolutions to participate in at least one of the Chapter's monthly events.

Chapter 86 President

*Tom Fiorella*

## Review of the December Meeting

By Tom Fiorella

At the joint holiday meeting with APICS, John Phelan, Account Manager, and Frank Romano, Director of Business Operations at Aerotek provide a timely presentation providing valuable advice for those conducting a job search.

Frank Romano indicated that Aerotek, which is part of the Allegis Group, was established in 1983, has annual sales of \$5.7 billion, more than 150 field offices, 6,500 plus internal employees, and more than 77,000 contract employees. They specialize in technical, professional and industrial staffing for contract, contract-to-hire, and direct placement. Aerotek is the top provider of technical and engineering staffing in the United States, is the second largest provider of scientific and clinical staffing, the third largest provider of industrial staffing, and is one of the top ten providers of office and clerical staffing.

Of the three placement options it was mentioned that Aerotek is currently seeing more contract type hires and expects this trend will continue moving forward. The contract option is good in the sense that a company gets to see how a candidate performs and many times will lead to permanent employment.

Since the majority of job opportunities come from networking, rather than job ads, it is important to work your network by participating in professional associations /societies and joining online network groups such as LinedIn.com. In working your network, important points to contemplate are: Who do you know in your network? Who could you know in your extended network? Find out who is hiring. In checking out job ads utilize websites such as Monster, CareerBuilder, and Dice.

The first objective of the job search process, to get the interview, starts with a good resume, which is ok to be longer than one page. Make certain it does not contain any misspellings and/or typographical errors. Ask an acquaintance to review your Resume. Create a project list which should be a separate document and include the name of the project, your responsibilities, the phase of the project, and how much did it cost. Also, include a cover letter that is tailored to each position you apply for. (continued on next page)

## Chapter 86 2010 Officers

President:  
Tom Fiorella  
Air Techniques, Inc.  
B (516) 214 5588  
H (718) 258 3143  
tfior9651@msn.com

Vice President:  
Bob Schroter  
H (516) 489 4017  
423 Elm St, West  
rschroter1@optonline.net

Secretary/Treasurer:  
Carolyn Chen  
Bracco Diagnostics, Inc.  
B (516) 333 8230 Ext. 3423  
H (718) 565 6820  
carolyn.chen@diag.bracco.com

Director:  
Robin Cole  
Consultant  
H (631) 586 1253  
prcole62@aol.com

Director:  
Richard Stripeikis  
H (516) 8728350

Director:  
Peter Kontigiannis  
Cox and Company  
B (212) 366 0200 x534  
pkontog@coxandco.com

Director:  
Roop Tawney  
National Storage &  
Conveyor Systems, Inc.  
B (631) 941 3900  
M (631) 455 6460  
ROOPBEER@aol.com

Once you have applied for a position it is important to stay organized, and come to the understanding that not all job postings are urgent needs. It may be some time, if at all, that you will be contacted. It is important to follow-up by calling the company.

When you do get an interview your preparation should include: knowing where to go (perform a practiced drive if necessary), make certain you are early (at least 15 minutes), check out the company's website to learn about their projects, staff and services, know what position you are interviewing for, know the interviewer's name and correct pronunciation (if you are not sure of this information, call and ask prior to the interview).

In getting ready for the interview, make certain your attire is neat, tidy, and appropriate for the type of firm you are interviewing with. Business suits are always the best choice. It is better to be over rather than under dressed. Bring a nice binder with copies of your resume and your work portfolio. Also include a pen and paper for taking notes. While waiting, don't be afraid to speak with the receptionist, build a relationship, and be friendly.

On the interview the ten questions you should be prepared to answer are:

1. What do you know about the company?
2. Why did you leave your last job?
3. What is your biggest weakness? Strength?
4. Describe your ideal position? Ideal Supervisor?
5. Give examples of your ability to work as a team player
6. What did you like most/least about your last position?
7. Describe how you work under stress/pressure?
8. What are your long-term goals? Where do you see yourself in 5 years?
9. Why should I hire you?
10. What can you contribute to this project/organization?

During the interview insightful questions will help both the interviewer and the candidate determine if your relationship will be mutually rewarding. Know what questions to ask during the interview to allow this to happen. Your questions enable the hiring manager to evaluate your professional and personnel needs. The better you understand the opportunity, the more you will be able to communicate your interest in the position.

Some important questions that you should ask are:

1. Please explain what my day-to-day responsibilities would be.
2. What are some of the abilities and skills needed to be successful in this position?
3. What are the short term / long term goals for this department and how do they relate to the company as a whole?
4. Please tell me about the company's management style?

It was pointed out that during the interview it is difficult to think of well worded questions when you are under pressure. It was recommended that you write down at least 5 additional questions. Your questions should be thoughtful and express your interest in the company. Some examples are:

1. Tell me about the history of growth of the company.
2. What is your highest priority in the next six months, and how could someone like me help?
3. Tell me about a typical day.
4. Tell me about your training program
5. What are the characteristics of the top people in the company?
6. What are the three main qualities you are looking for in a candidate?
7. How do you see me fitting in with your company?
8. If I was to ask your top rep what he / she likes most / least about the company, what kind of response would I get?
9. How do I compare with other quality candidates?
10. Do you have any reservations about me being successful with the company?
11. What does your interview process entail?

Some points to keep in mind as the interview process is coming to an end are:

1. If you are interested in the position, let the interviewer know. If you feel the position is attractive and you want it, be a good salesperson and say something like: "I am very interested with what I have seen here today; your company, its products and the people I have met. I am confident I could do an excellent job in the position you have described to me" The interviewer will be impressed with your enthusiasm.
2. Don't be too discouraged if no immediate commitment is made. The interviewer will probably want to communicate with other people in the company and/or possibly interview more candidates before making a decision. (continued on next page)

## **Chapter 86 Membership Information**

Long Island & Metro NY Chapter  
Current Active Membership = 130

About IIE Founded in 1948, IIE is the premier society dedicated to serving the professional needs of industrial engineers and all individuals involved with improving quality and productivity. IIE has over 15,000 members and more than 280 chapters worldwide.

Who benefits from membership?  
There are hundreds of job titles given to people, who manage, design, install, or maintain integrated systems of people, machinery, and information. No matter what your job title, if you are the person called upon for solutions when there is an issue that requires your attention, you belong in IIE.

To become a member of IIE call  
1 800 494 0460  
or log onto to  
[www.iienet.org](http://www.iienet.org) & click on Join IIE

## **IIE Board & Regional Elections**

Polls are now open. The deadline for submitting votes is midnight Feb. 5, 2010

Professional IIE members will be emailed an electronic password, called an e-signature, Dec. 15, along with instructions for casting an electronic ballot.

Also included will be biographical information for all candidates, along with the lineup of regional vice president nominees.

To make sure that IIE has your correct email address, go to [www.iienet.org](http://www.iienet.org), select manage your membership.

- If you get the impression that the interview is not going well and that you have already been rejected, don't let your discouragement show. Once in a while an interviewer who is genuinely interested in you may seem to discourage you as a way of testing your reaction.

After the interview you should follow up with thank you notes to everyone you met. Asking for business cards from the people you meet will help you with this process. Also it is important to continue to network and remember don't put all your eggs in one basket.

Where are the jobs now? Frank & John indicated that jobs in Engineering are at the top of the list particularly jobs related to environmental planning and eco-engineering. Accounting positions involved with risk management are also high on the list. Healthcare jobs that are connected to pharmaceuticals and research and development are also are very desirable. To learn more about Aerotek services log onto [www.aerotek.com](http://www.aerotek.com)



After the dinner and presentation an additional highlight of the holiday meeting was when APICS own Santa Al (Al Lovett) conducted the holiday drawing for the numerous gifts of bottles of wine, eatable treats, and what Al classified as their version of a stimulus package, which consisted of a gift with an additional \$50. All of the 64 attendees left with at least one gift and some who were lucky enough went home with a second prize.

**Local job positions that may be of interest to IIE members are posted on the Chapter's website at [www.iienet.org/long\\_island](http://www.iienet.org/long_island)** (See the Chapter's Careers Page for details)  
Current Job Posting includes:

**QUALITY ENGINEER**

**JOB DESCRIPTION**

A dental/medical manufacturing company located in Melville NY is current seeking a quality engineer to support the company's Quality efforts to achieve continuous improvement in control processes, productivity and cost effectiveness.

The position will report to the Quality Control Manager.

**PROFESSIONAL EXPERIENCE REQUIREMENTS**

- BSME or BSEE preferred or technical degree
  - 5-10 years hands on manufacturing experience
  - Knowledge of ISO 9001, ISO13495 and FDA standards
  - Knowledge of mechanical and electrical components
  - Strong MS office skills
  - Excellent communication and interpersonal skills
  - Ability to work independently under minimum supervision
  - Demonstrate project and organizational skills
  - Strong knowledge of blueprint reading, statistics and process control
- Company: **Air Techniques, Inc.**  
To see complete details and apply for this job opportunity go to [www.airtechniques.com](http://www.airtechniques.com) and click on Careers.

**Directions to the January 21 meeting at Hofstra University - Room 204, Weed Hall:**

Weed Hall is on the South Campus of Hofstra University in Hempstead. Take Meadowbrook Parkway Exit M4, west onto Hempstead Turnpike (Route 24). After about 1.5 miles, turn left into the south campus just east of the third pedestrian overpass, opposite Oak Street. Weed Hall is directly in front of you, on the far side of the parking lot. Park either north or south of Weed Hall. Room 204 is on the second floor.