

**ENGINEER SPOTLIGHT** 

# Loss of Great Local Engineer Philip F. Frandina (1928-2013)

Phil Frandina is remembered by the Western New York Community as a in 1978. Through ABCD, Phil led the effort which secured funding to great friend and highly-respected colleague. He was a gentle, soft-spoken repair the region's failing bridge infrastructure. man that personified integrity and the true meaning of being a

Professional Engineer. Phil was a dedicated family man and encouraged his children to become engineers as well. They often accompanied him to meetings and jobsite visits.

His foray into construction began as a boy working alongside his father in the family concrete construction business. Following several construction jobs, Phil enrolled at UB's Millard Fillmore College in 1956, attending night school while holding daytime employment as a welder, City of Buffalo Engineering Inspector, and an Erie County Highway Department Engineering Assistant. He received his Bachelor's Degree in Civil Engineering in 1964 followed shortly by his Professional Engineer and Land Surveyor licenses.

Phil worked up the ladder within the County Department of Public Works, holding every engineering title including Deputy Commissioner for Highways. In 1982 he was appointed Commissioner of Public Works by then County Executive Edward Rutkowski. Managing a workforce of over 1,000 employees, Phil was responsible for all county highways, bridges and buildings.

He was a very active part of the local engineering community, serving as President of the Buffalo Section of the American Society of Civil Engineers (ASCE) in 1972. He also served as President of the Erie-Niagara Chapter of the New York State Society of Professional Engineers (NYSSPE), the Technical Societies Council (TSC) and founded the WNY Chapter of the Association for Bridge Construction and Design (ABCD)

Phil was selected by NYSSPE's Erie Niagara Chapter as their "Engineer of the Year" in 1987 and was named a candidate for the "Top Ten Public Works Officials" by the state chapter of the American Public Works Association in 1988. He was also awarded the Basinski-Wohler Distinguished Service Award in 1995 and the State Meritorious Service Award in 1997. In 2001, Phil was presented with the UB Engineering Alumni Association's Engineer of the Year Award along with sons Joe and Frank, and daughter Rosanne.

In 1988, opportunity knocked and Phil established the consulting firm, Frandina Engineering, P.C., with his son Joe; his daughter Rosanne joined in 2000. Through the years, Frandina Engineering was responsible for designing several highways, bridges and buildings, including the luxury suites at Ralph Wilson Stadium.

Phil is survived by his wife Mary Lou, daughter Rosanne, sons Joseph and Frank, many brothers, sister, grandchildren and greatgrandchildren, nieces, nephews, and cousins.

Our thoughts and prayers are with the Frandina family during this difficult time.

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MEMBER SPOTLIGHT

# Brad Bassano, Statistical Guru By Matthew J. Plizga PE

"What don't I know about Brad?" you say. Well, a lot! Most at least that's what I was thinking, so I asked Brad to tell me of what we know about Brad came from the monthly President's forum in the ESB newsletter. What we don't know about are the professional and personal sides of Brad.

Brad works at PCB Piezotronics as an Advanced Manufacturing Engineer. PCB makes sensors for the measurement of acceleration, acoustics, force, load, pressure, shock, strain, torque, and vibration. You might remember using strain gauges in your lab class in college. Strain gauges measure a longitudinal change in distance.

PCB makes Aerospace/Defense sensors, Ballistic sensors, free field blast sensors, accelerometers used in crashes, nuclear, paper industry, hydrologics, mechanical strain gauges, and also makes microphones for industrial noise. Okay, so now that I jogged your college memory, I bet you

This month's interview is with Past President Brad Bassano. are thinking "Where the heck are these sensors used?" Well more about them.

> "Some places where PCB's sensors are used are in GE gas turbines to monitor the Flue gases, inside of an internal

combustion engine mounted to the cylinder wall to monitor compression, and on machinery to forecast when a machine is out of

"The 176A05 sensor that is used in the gas turbines can resist temperatures of up to 1200°F". That is about the same melting temperature



Brad Bassano ESB Past President



spec."

CALENDAR OF EVENTS			ri i i i i i i
04-01-13 04-03-13 04-03-13 04-15-13 04-27-13 05-06-13 07-24-13 08-06-13	6 pm 7 pm Noon 6-9pm 9 am 6 pm	Ways and Means Meeting Director's Meeting OF Luncheon Open office w/Pres for committee meetings, ideas, etc Adopt A Highway Spring Clean Up Ways and Means Meeting Annual Scholarship Run Annual Golf Tournament	979 Erie Avenue Royal Restaurant 979 Erie Avenue Meet at Colvin/Brighton **NEW** 979 Erie Avenue

## MEMBER SPOTLIGHT (CONT)

As magnesium. "By monitoring the flue gases of a turbine, GE engineers can run the turbine at its most efficient level. PCB sells a set of eighteen sensors for about \$50,000-\$60,000.

"The 115A04 sensor that is put into the internal combustion engine is about three-quarters of an inch long and about the width of a pencil. It is placed at the top of the cylinder with a wire coming out of the cylinder wall. Automotive engineers can then plot the engine's compression, power stroke and performance on a graph." (See photo below.) This is another way to design engines to have the maximum efficiency possible.



Brad uses Inventor at work for fixtureing the other engineers at Labatt Blue? PCB use Inventor to model and design the sensors. He also uses MiniTab. a statistical software

program to analyze data. Brad says "I very much like statistics."

When not crunching statistical data at PCB, Brad likes to shoot trap and is a member of the Alden Rod and Gun Club. He also enjoys cooking, reading, woodworking and making stained glass.

Besides Brad's fulfilling work at the ESB, his other proud moments were when his son Travis was born, his daughter Veronica was born, and when they graduated from Clarkson and RIT, respectively.

Brad also likes to hang out at Frank's in Lancaster for BEEF ON WECK and Linguine's on Genesee Street for Italian. If you are at either of those places and see Brad with his wife and tooling. Some of Karen of 26 years, feel free to buy him a beer! Maybe a

> Matthew J. Plizga PE is the ESB Vice President and can be reached at mplizga811@aol.com.

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ESB NEWS

# Adopt A Highway Spring Clean Up

Saturday April 27th at 9am is the scheduled date and time. We need volunteers to help out for less than 2 hours to clean up our two mile stretch of Colvin Boulevard. The more volunteers that come, the less time it will take.

Students, this is a great opportunity to establish relationships with other members and to give back to ESB. Please meet at the corner of Colvin and Brighton in the Family Video parking lot. Let us know ahead of time if you are coming at ESB1894@gmail.com or 716-873-4455.





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April 4	Keith Harlock PE	April 25	Peter J Romano Jr	
April 4	Dan Troy PE	May 1	Dennis A Kessler	
April 9	Robert Haungs II	May 1	William F Myka	
April 9	Kenneth M Janusz	May 2	James S Blocho	
April 12	David Debo PE	May 5	Stanley J Blas	
April 12	Jerry Stevens	May 7	Dick Lebert	
April 15	Robert G Smith	May 9	Wayne R Notto	
April 18	Robert L Haungs	May 16	William Taylor Jr	
April 23	Robert J Runge II PE	May 18	Charles J. Cole	
April 24	Aaron Lange	May 21	William F Haag Jr	and the

## **ESB NEWS**

# Food and Drink for Only \$5

Our Scholarship Run date has been set for July 24th. After the run, all participants are allowed to eat as many hotdogs and oranges as they want. Did you know that you can join the runners at the after race party for only \$5 per person? You don't have to run and you get to celebrate with us!

So come and bring a friend to the festivities and help us celebrate the fastest runner under 14, the fastest runner over age 80, the fastest engineer, and many more! Those 21 and over are also welcome to enjoy all the beer they can drink. Sorry, but those under 21 will have to stick to drinking water...or eating yogurt.



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# Free Conference and PDH's

ESB has obtained complimentary registration certificates for NASCC The Steel Conference to be held in St. Louis, Missouri from April 17-19. They include all plenary, technical sessions, a Wednesday welcome reception, and admission to the exhibit hall. There are also additional certificates to provide a free boxed lunch, a free dinner ticket, and up to \$175 for travel expenses for students interested in attending.

If you are interested in these certificates, please contact our office at ESB1894@gmail.com or 716-873-4455.

# Local/Online PDH Opportunities

Date	PDH	Location	Information	Cost
4-2-13	1	Webinar	Building Consensus with Clients & Stakeholders for Roundabouts	Free
4-5-13	1.5	Webinar	Investigation and Repair of Fire-Damaged Framing	\$349
4-8-13	1.5	Webinar	Wind Design for Components and Cladding	\$349
4-10-13	1.5	Webinar	Joints in Buildings	\$349
4-11-13	4	Henrietta	Simpson Strong-Tie Strength Design of Post-Installed Anchors	Free
4-11-13	1	Webinar	Monitoring Project Deliverables, Budgets and Schedules: The Earned Value Method	\$299
4-12-13	1.5	Webinar	Moment-Resisting Connections in Steel Structures	\$349
4-16-13	4	Amherst	ISA Tech Expo 2013-Gas Detection Systems/Wireless Sensor Networks	\$30
4-17-13	1	Webinar	Changes to the Nonbuilding Structures Provisions in ASCE 7-10	\$299
4-18-13	5	Batavia	Association for Bridge Construction & Design Spring Technical Seminar	\$?
4-22-13	1	Webinar	The Five Most Common Errors Made During Bridge Inspections	\$299
4-24-13	1.5	Webinar	Design of Building Floors for Concentrated Loads	\$349
4-25-13	1	Webinar	OpenRoads Technology: Immersive Modeling Parametric Design	Free
4-26-13	1.5	Webinar	Condition Evaluation of Existing Structures-Concrete and Steel	\$349
4-29-13	1	Webinar	Connection Solutions for Wood Framed Structures	\$299
5-5-13	0	Buffalo	Western NY Invention Convention Volunteer Judge	Free
5-6-13	1.5	Webinar	Deterioration and Repair of Concrete	\$349
5-23-13	1	Webinar	OpenRoads Technology: Design Intent	Free

For additional information regarding these opportunities, contact our office at ESB1894@gmail.com or 716-873-4455. And if you have information regarding future PDH opportunities that may be of interest to our members, please forward them to our office for inclusion in the newsletter and possibly on our website at TESB.ORG.





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# Advertise In This Newsletter!



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# **Future Tour**

ESB will be touring Confer Plastics on April 4th at 430pm. How are small plastic pellets turned into swimming pool ladders and kayaks? We will find out! US based manufacturing, modern production, large blow

molding machines, and impressive workers will entertain us...kind of like one of those "how it's made" shows. Safety glasses and hearing protection will be provided, along with refreshments and even some trinkets.

**Previous Tour Review** 



After skipping a year, ESB returned to enjoy a tour and tasting at the Flying Bison Brewery in Buffalo on January 18. Seventeen members and guests participated.

After getting started at the taps, sampling some standard as well as seasonal microbrews, the group followed master brewer Tim Herzog on a 45 minute tour of his brewery. Tim loves nothing





other beers. Although Guinness is a famous and apparently potent beer, it is lighter than other beers and therefore tends to float when poured on top of another beer. It has a lower alcohol content and less calories than many other beers, as well.

Near the end of the tour, Tim announced that Flying Bison is actively pursuing a move to a different location within the city of Buffalo because the current facility, while satisfactory for the current operation, has structural steel roof supports which are low enough to greatly disrupt the

movement of large tanks in the building. Tim said that the move will depend on the economics of the new sites.

more (besides brewing and drinking his beer) than to talk about his business. He has been brewing beer in Western NY for over 30 years. No two tours are the same. We learned about grains, hops, and water...concentrating on guinness stout as it compared to

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# Improve Your Business Presentations By Beverly Flaxington

It may have been a few years since you graduated from school. Since then, you've done dozens, maybe hundreds, of formal and informal presentations to employees, investors, managers, clients, and others.

Now ask yourself, "How effective am I really? Do my presentations motivate others to action? Are they inspiring?"

If it's been a while since someone congratulated you for a stupendous presentation, perhaps you could use a mini refresher in presentation pointers. It never hurts to revisit some fundamentals. Here are six of them:

## Identify the "why" of the presentation.

Many presentations aren't appropriate for the timing or for the material. And often, one is asked to present to someone but really isn't sure of why or what the desired outcome should be. Why now? What's the significance of this timing? Why this audience? What does the listener hope to know, and why? Why are you presenting this information at this time? Outline what you hope to accomplish before you begin.

#### Identify the "who."

Connect with your audience. What do you know about this audience? What matters to them? What do they hope to get out of this? What do they know, and not know? It's a common mistake for the presenter to work hard on the message but then fail to modify it for this audience. In a one-on-one presentation, you can ask the listener to answer some questions first, such as, "What's most important to you?" You may also say something like, "Before we start, there are six key items I've been asked to focus on in this presentation. Has anything changed, or do you have anything to add?"

## Chunk the information.

Many of us are guilty of trying to pack information and data into one continuous flow. Instead, look at your information and ask yourself, "What are the themes?" Organize the information into a handful of topics. Then categorize the information under each heading. When you present, your audience will be better able to take in the details after you give them an overview of the segments — as in, "I have three key points." Open and close each section so the listener knows which information they're hearing.

## Make it matter; provide context.

How can you bring your information around to address the needs of this audience at this time? Why does this matter to them? Don't leave it up to chance that the listener will understand why this information matters. Keep asking yourself, "So what?" Why does this concern your audience, why does it help them, why might they need to know it? Make it clear. If you can't give context and clarify the meaning of what you're presenting, then that information shouldn't be there.

## Match behavioral style.

Particularly in one-on-one meetings and in small groups, a presenter needs to listen and watch for others' preferred style before he or she engages. Style is our tone of voice, our pace, the words we use and our body language. What's the communication style of your audience? How can you shift your approach to make the person or audience feel most comfortable? Excellent presenters use different tones, styles and communication in response to different audiences.

## Bring closure.

Circle your audience back around to what you started out with as the objective. What did you want to happen — sharing of information, need for a decision on some data, the "close" of a sales process? This is where you ensure that the listeners received what they need. Before you leave the presentation, reconfirm the desired outcome: "As a result of this presentation, I wanted you to understand three things" — then list them. "Next step, I've asked each member of this audience to …" Vote? Give me a business card? Buy my product? Be sure when you end the interaction, whether one on one or in a group, that you've confirmed what you hope will happen next.

Using these six keys to presenting will enable you to stand out and be more confident and effective. A little refresher course may be all you really needed.

Beverly Flaxington is a certified professional behavioral analyst, hypnotherapist, and career and business adviser who specializes in helping managers and employees deal with difficult workplace relationships, performance issues, and goal achievement. She's the author of five business and financial books, including "Understanding Other People: The Five Secrets to Human Behavior," and her latest book, "Make Your SHIFT: The Five Most Powerful Moves You Can Make to Get Where YOU Want to Go' (ATA Press, 2012). Learn more at TheHumanBehaviorCoach.com.



# Four Mile Scholarship Run

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# Professional Practice: Transformers By John P. Bachner

I went into an auto dealership the other day. The vehicle on the showroom floor was an unremarkable gray, four-door something, more or less the same as all the others. But up close-oh my: The hood was held in place by a random series of flat-head and Phillips-head screws; so was the trunk lid. The handle on the passenger side rear door didn't work. The driver's-side rear door had no handle at all.

Inside, four huge hex bolts, each fastened by a rusty nut, protruded from the two center pillars, more than just suggesting that the car's front end and rear end were just bolted together. The two bucket seats in the front compartment clearly came from different cars. One was covered in form-fitting black leather; the other was done in a war-surplus green leatherette with chipped plastic-chrome piping. The bench seat in the rear was different still, upholstered in a stained twill of some kind.

"What's going on with this thing?" I asked. "It is new, isn't it?"

"Yes and no," the salesman said. "It's newly assembled, but it's made up mostly of parts that have been used 10, 20 times before. Real eco."

"But nothing fits together," I said. "And look: The radio is held in place with duct tape."

"Yeah," the salesman said. "The customer had a radio on his spec sheet, but it wasn't noticed until the last minute. It's kind of dealer installed."

"With duct tape?"

"We could've done better. I'll admit it."

"So you've actually got a customer for this thing?"

"We thought we did, but he turned us down. He didn't like the presentation."

"Well, that's a no wonder. Look at the driver's seat. The seams are held together with... What is that?"

"Super glue."

"Right. Super glue. And look at this: It says Ford on the front and Chevrolet on the back."

"Bad proofing."

"And on the dashboard it says Fodr."

"Typo. You know what we meant, though."

"What about the passive-restraint system?"

"There is none," the salesman said. "The passive's used everywhere. Why not take it out for a drive?"

Why not, I thought to myself. The car had to drive better than it looked.

Wrong.

"Good lord, man," I sputtered when I brought the car back. "The steering is totally unresponsive; the thing wanders all over the place. And the brakes are practically useless; you want to stop it but it just goes on and on. Why would anyone buy one of these things?"

"Because I get them for free and sell them for \$399," the salesman said.

When I asked how he got them for free, the salesman pointed across the street to a nondescript two-story brick office building that looked like a WWII bunker sans machine-gun hole. "You see that building?" he asked. I nodded. "It belongs to an engineering firm."

"So?"

"A couple of years ago I was walking on a beach and I rescued a genie from an old oil lamp I found. He was so thankful he gave me a wish. I wanted cheap cars to sell. Now, every Friday night he sneaks into that engineering firm's offices, steals five or six of their most recent proposals, then brings them back over here and turns each one of them into one of these cars built out of parts from all over."

I actually believe him.

John P. Bachner is the executive vice president of ASFE/The Geoprofessional Business Association, a not-for-profit association of geoprofessional firms-firms that provide geotechnical, geologic, environmental, construction materials engineering and testing (CoMET), and related professional services. ASFE develops programs, services, and materials that its members apply to achieve excellence in their business and professional practices. He can be contacted at john@asfe.org.

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# **Newsletter Information**



All submissions to be included in the newsletter are due by the 15th of each month. Do you have anything you would like to write about?

Corporate members, submit a recent corporate bio to ESB1894@gmail.com for future inclusion in the newsletter.

Does someone try to steal your copy of the newsletter? Do you know someone who might like to read our newsletter? Send their home or business address to ESB1894@gmail.com! Do you know of any other ways we could contact future ESB members?

# We Want You For The ESB Board!

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# Paint By Number Puzzle By Robin M Closs SE PE

Paint-by-number puzzles are a type of graphical logic puzzle invented by Tetsuya Nishio and Non Ishida. A simple example is shown (and a much harder puzzle too.) The object is to discover a hidden picture by marking each square black or white. Typically, one will put a small dot in the center of the square if it should definitely be white and color in the square completely if it should be black.

The numbers along the edges tell how many black squares are in each row and column, and how they are grouped together. "2 1" means the row contains a group of two black squares followed by a group of one black square. Groups of black squares will always be separated by one or more white squares. Columns work the same way.

So in the puzzle below, you might start by observing that if seven consecutive squares are black in the center column, then the middle four squares of those have to be black, so you can color those in black. Can you solve the rest of the puzzle? There is only one correct solution, and it can be found purely by logical reasoning - no guessing is required. (The same thing goes for the larger puzzle as well.)



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ROAD

# One of the First ESB Members

THOMAS GUILFORD SMITH was born in Philadelphia, PA on August 27, 1839. He was educated primarily in the private and public schools of his native city. He graduated from Central High School with a BA degree with salutatory address in 1858. He subsequently entered the Rensselaer Polytechnic Institute at Troy NY, and graduated with a Civil Engineering degree in 1861. Two years later, the degree of AM was conferred upon him by the Central High School of Philadelphia. At that time, he was employed in the Engineering Department of the Philadelphia & Reading Railroad, as Resident Engineer of the Company in the Mahanoy district of the Anthracite coal fields. He resigned from that position in 1865 and was then employed as the manager of the Philadelphia Sugar Refinery until 1869. In 1870-71 he was a consulting engineer to various railroads and mineral enterprises in the South and West. The following year, he spent time in England in connection with railroad enterprises and as a delegate to the International Prison Congress of London. From 1873 to 1878, he was Secretary of the Union Iron Works at Buffalo, NY. From 1878 to 1883, he was the Western sales agent of the Philadelphia and Reading Coal and Iron Company.

In 1883, he became associated with Mr. Albright (Albright & Smith), as sales agents for the Philadelphia and Reading Coal and Iron Company for New York State and Canada. He continued this business for six years. He represented the well known Carnegie Steel Company and was also Vice President of New York Car Wheel Works.

Mr. Smith's scientific and mechanical education received merited recognition from the principal organizations of the country. Early as 1866, he was elected a member of the Academy of Natural Sciences of Philadelphia. In 1871, he was elected to membership in the American Society of Civil Engineers and the American Institute of Mining Engineers. In 1894, he was one of the charter members of the Engineer's Society of Western New York, currently known as the Engineering Society of Buffalo.

In 1890, he was elected Regent of the University of the State of New York and Chairman of the Museum Committee of the Board of Regents.

A continuous membership in the Union League of Philadelphia from 1866 indicates a degree of loyalty which betokens good-citizenship. His relation among the Sons of the Revolution in the State of New York, to represent Colonel Christopher Meng, Assistant Deputy Quartermaster-General of the US Army of Continental times, shows his predilections well founded.

Thomas Guilford Smith Bon ang. 27. 1839 at Philadelphia Pa. R. P. L. 1861 as Civil Engineer Rodman on Crohomy + Broad Sonto R. R. 1861, 1862, 1863, 1864 + 1865 now portion of the Philadelphia and Reading R. R. Resigned in 1865 as Resident Engineer - manager of the Philadelphia Sugar Refinery 1865-1869 Consulting Rug : 1870-1871, 1872 Sec. Amin Jun Co. of Buffalo 1873, 1874. 1875. 1876. 1877 t 1878. Sales agent Phila & Reading Coal & Iron Co. 1878-1892 your V. P. G. y. Can wheel Works.



# **Trautman Associates**

Founded in 1956, Trautman Associates is a multidisciplinary firm located in the historic Allentown district of Buffalo, New York. "We have learned to change with the times," said former President Richard Stievater, acknowledging the firm's enduring presence in the local landscape. A testament to the longstanding service they have provided to their clients over the years, the combined expertise of our architects and engineers is the driving force behind the firm's renewed visibility as leaders in sustainable design for the 21st century.

In-house design disciplines include:

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- Civil and Structural Engineering
- Planning
- Interior Design

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design services, from broadly defined Architecture and Engineering to more specialized areas of fire protection and communications networks, catering to the growing industrial demand for state-of-the-art technological installations. Their technical capacity to engineer sitespecific designs is responsive to a range of environmental conditions, lending to more innovative integrations of our natural resources, from passive solar heating in the winter to rainwater harvesting in the spring. In collaboration with local contractors, they ensure sustainable measures are implemented throughout the construction phase by reducing, reusing, and recycling waste. They annually complete more than 60 projects and were the first firm in Western New York to design a LEED for Core and Shell certified office building. Changing with the times, they look forward to continued leadership with sustainability at the core of their values.

Trautman Associates has been a corporate member of the Engineering Society of Buffalo since 1999.



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Paul Braun

Phil Romeo

Ian Sutherland

Chris Gabrielli

Jeff Mooney

Julia Hay

Brian Olkowski

Ed Grembowicz

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Approximately 10% of your body weight Maximum 16 pounds

A heavier ball with holes drilled specifically to fit your hand will seem to weigh about the same as a house ball that is two pounds lighter.

Never use a ball too heavy because you feel you should. The real ideal ball weight is the heaviest ball you can comfortably throw.

Tear	m Standings Week 27	Won	Lost
1.	PINHEADS	157	86
2.	SPLIT HAPPENS	144	99
3.	LOOSE CANNONS	141	102
4.	OUTCASTS	123	120
5.	PROTRACTORS	121	122
6.	ARCHER IMAGING	118	125
7.	CAD/CAMS	118	125
8.	TRANSMITTERS	107	136
9.	DEAD LOADS	102	141
10.	GO BILLS	84	159



	Seratell Series	
273	Brian Olkowski	673
257	Paul Braun	633
247	Phil Romeo	618
247	Chris Gabrielli	615
245	Ed Grembowicz	602
234	Shaun Johnston	602
218	Jeff Mooney	599
216	Carolyn Trabert	589
215	Ian Sutherland	580
213	Denis Fountain	572

323



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# More Than A Good Decision By Mary Eileen Wood



SUNY ESF students hosted the Ying TRSEF's NASA station for the Maker Faire activities in February at Jefferson Community College.

So you're going to be an engineer? Brilliant!

If you read Forbes last May, you saw that all fifteen top college majors in our country require "STEM skills" – knowledge and expertise in Science, Technology, Engineering and Mathematics. In fact, eight of them are specifically engineering! So you clearly have made a wise choice for your future. But this is NOT the last good decision you need to make.

As you reach forward to move into your career, one hand should be reaching back to empower the *next generation* of engineers!

No company ... no profession ... can afford to miss a step in active recruiting for every stage of the workforce pipeline. Consider the following your "cardinal rule of American professions without a death wish": Keep loading the workforce pipeline with creative and capable people or you will be erased by the black holes of off-shoring or obsolescence.

An HR director, faced with choosing between two equally-qualified applicants will choose the one who has already demonstrated that s/he understands that cardinal rule *and acts upon it*.

Your resume could show you helped two high school students on

their 4-H STEM project. You mentored an eCYBERMISSION team of three middle school kids for their US Army challenge. With the Ying TRSEF's "Fair in a Box" materials, you launched a local science fair, so youth could "try on a STEM career" by doing an engineering project. You asked the local Rotary club to sponsor a Maker Faire for the town youth center and your college faculty/ students to run hands-on stations.

None of these things are difficult! In fact, let me invite you to Cattaraugus County on April 19th where the Ying TRSEF will host some Maker Faire stations at a two-county STEM Day. I'll even sponsor a bus to take ESB engineering members, students *and professionals*, down for the fun! We will provide the supplies and the activity guide for each station; you get to roll up your sleeves and have a great time with kids as they discover what you did – that engineering is exciting and challenging!

The offer is real. If you want to experience the STEM fair, have ESB members sign up by April 5th and the Ying TRSEF *will* provide your roundtrip bus leaving Buffalo early morning on April 19th, returning that evening.

Mary Eileen Wood is the director of Ying TRSEF and can be contacted at  $\ensuremath{\mathsf{TRSEF}}\xspace^{\ensuremath{\mathsf{e}}\xspace}$  verizon.net.



The challenge was to build a boat that holds up LOTS of heavy washers ... and in five hours over 100 boats were built!

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## Attendees:

Officers – Closs, Plizga, SanFilippo Taboni Directors – Bassano, Papaj, Sargeant, Scofidio, Wach Ex Officio – Bassano, SanFilippo Executive Director - Beishline Members – Glynn, Mark Masse, Jeff Mooney Excused – Owens, Wightman

## Call to Order:

President Robin Closs called the meeting to order at approximately 6:10 PM

## Minutes:

The Minutes of February were reviewed and approved.

## **Committee Reports:**

Advertising:	One new advertisement (EGW Personnel Staffing).
Bowling:	Held St. Patrick's Day Shoot. Banquet scheduled for April 26th.
Education:	No Report
Entertainment:	Scheduled tour of Confer Plastics April 4th at 4:30 PM
Fundraising:	No Report
Golf:	Meeting scheduled the week of March 18th with BEAM to coordinate effort. Brochures will be separated for each organization.
Historian:	New committee established. Robin to be Board contact.
Media:	Marco presented revised web page content. He stated that currently there are 6 pages included in our contract. He has content for 5 pages and asked for input for the 6 <sup>th</sup> page. Members should review webpage and email Marco with comments.
Newsletter:	New committee established. Robin to be Board contact.
Nominating:	Brad and Ron to begin calling potential candidates for the board, John recommended that the committee find 8 candidates to run for the Board.
Scholarship:	Received two thank you letters from past recipients.
Scholarship Run:	John stated that race date has been set and is scheduled for July 24th. John is looking for help. Ron stated that Danielle Monte from his office is interested in helping out with the Scholarship Run. John stated that he is waiting to hear back from last year's sponsors.
Sunshine:	Don Kossuth's wife Helen is ill. Don Owens had a death in the family.

## Adjournment:

The meeting adjourned at approximately 7:10 PM

Next Meeting: April 1st - ESB Office





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