

INTEGRATIONS

APPLIED ENGINEERING SCIENCES PROGRAM

CEO Takes Time to Help Students

Seeing him casually lean up against a table, coffee cup in hand, you would never guess that Michael “Mike” W. Lamach is the chairman, president, and chief executive officer of a \$14 billion global industrial company. A 1985 engineering arts (now known as applied engineering sciences) graduate, Lamach came back to MSU to give a lecture on smart energy systems and to talk with students informally. On a chilly Friday morning in February, Lamach met with students from two courses—AES (EGR) 310 - Analysis of Sustainable Systems, and AES (EGR) 410 - Senior AES Capstone—and answered numerous questions, many centered on students’ future career plans. He was at ease, no other cares in the world—or so it seemed.

Lamach, who grew up in Detroit, worked his way through school as a resident assistant in Holmes Hall, and he also worked night security there. Because he had to stay awake through the night as a security guard, he studied, which he credits with helping him get through his college courses. His father died in the late ‘60s, so his mother raised three young children. “My mother had to work hard, to make ends meet—and she was an inspiration to all of us in learning to work hard and to do more than what was expected,” says Lamach.

He remembers coming to MSU and having access to endless amounts and variety of food in the cafeteria. “Trumpets were playing for me. There

was all this food. People were complaining [about the food], but I thought it was incredible.”

Lamach is the chief executive officer and chairman of the board of directors of Ingersoll Rand. He was appointed to both positions in 2010. Prior to that, he was the president and chief operating officer of the company. Lamach joined Ingersoll Rand in 2004 after 18 years with Johnson Controls in both the automotive and controls businesses where he advanced into leadership roles with global responsibilities.

In addition to his BS degree from MSU, Lamach has an MBA from Duke University. He also serves on the board of directors of Iron Mountain Inc., a global leader for information protection and storage services.

He told students “to stay flexible as you plan your career. I chose engineering arts because a broad engineering and business background

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AES alumnus Michael “Mike” W. Lamach is the chairman, president, and chief executive officer of Ingersoll Rand, a \$14 billion global industrial company.

2011 Applied Engineering Sciences Distinguished Alumni Award



Daniel McNulty (center) is congratulated by AES director Jon Sticklen (left) and associate dean Ron Rosenberg.

Daniel McNulty (BS '82) received the 2011 Applied Engineering Sciences Distinguished Alumni Award at a College of Engineering banquet in May. Established in 2004, this award annually honors a graduate who has had a distinguished career, evidenced by significant accomplishments, high standards of integrity, recognized leadership, and support of the AES program.

McNulty is president of Rockwood Real Estate Advisors, a division of CW Financial Services (CW). A subsidiary of Fortress Investment Group, CW is a commercial real estate finance and

investment management company focused on multifamily and healthcare lending, primary servicing, special servicing, investment management, and research and consulting services. The company manages a diverse portfolio with approximately \$12.6 billion of assets under management, and is currently servicing approximately \$11.6 billion of loans, and special servicing \$162 billion of loans. Rockwood recently completed its sale to CW.

After receiving his BS degree with a concentration in finance, McNulty was hired by Accenture—formerly Anderson Consulting (AC)—

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from the Director

JON STICKLEN

As we close out the 2010-2011 academic year, I look back with a lot of pride on our accomplishments. This was the first year of our revised AES program. Student interest in the two new concentrations—Computer Science and Technical Sales—has steadily picked up. This summer, several students are doing internships in technical sales. Next fall we are going to schedule an industry/student roundtable for those who want to know more about the career prospects for grads in AES technical sales.

Our graduating class worked hard, especially on their presentations for Design Day. This is the second year that the AES capstone course has used externally defined projects. Project sponsors included the Mid-Michigan Food Bank,

Greater Lansing Food Bank, Girl Scouts: Heart of Michigan Council, MSU Surplus Store, the Center for Service-Learning and Civic Engagement, Indestructible Dog Toys, XG Sciences, and Peckham Industries. In addition to having real-world problems to work on, the AES capstone groups competed for two awards. These were sponsored by Phil Fioravante, an AES alum and very successful executive in Detroit. Thank you, Phil!

My thanks also to the AES faculty, Ron Rosenberg and Scott Kiefer, for their contributions to making the AES courses a success. In addition, we appreciate the work of Monte Falcoff and members of the AES Alumni Advisory Board and thank them for their input into AES programs.

This spring, Dan McNulty, CEO of a commercial real estate company in New York City, received the 2011 Distinguished Alumni Award. Dan's career shows the variety and flexibility that AES training can bring. It was a pleasure seeing Dan and his family at the awards banquet. Another high point of the year was the visit of Ingersoll-Rand president, chairman, and CEO

Mike Lamach. Mike made a public presentation on smart energy systems and then spent the next day talking with students. I think everyone was able to catch a glimpse of why this AES grad is at the helm of one of America's premier engineering companies. My point is this: AES grads are making an impact on the world. And all of our current students have that opportunity, too, as the future unfolds!

We wish all our AES grads who are leaving us this term or in the summer the best of luck "out there." Come back to MSU often! Make your mark!

Next year AES is going to continue to grow and deepen. By the time the fall semester starts, we expect to have news of additional options for your concentrations. But for right now—that is all I can say. Just stay tuned. 🌱

CEO (continued from page 1)



CEO and AES alum Mike Lamach (left) with his son, Michael Lamach, who received his BS in chemical engineering from MSU this spring.

made sense to me. I liked the idea of integrating various areas of expertise instead of being an expert in just one area." He was emphatic that "we need to get the word out about AES; it's a smart approach."

Lamach says that what he considers his "greatest accomplishments" changes over time as he accomplishes more and more. "I loved growing the business at Johnson Controls, and I like building start-up companies. It's exciting and energizing." Lamach also enjoys sharing success and puts a lot of

emphasis on a team approach. Another bit of advice: "Never stop learning, be humble. Get better and better, and put great people around you."

A few other words of advice from Lamach:

- Build relationships early on; even in the electronic era of texting, there are still opportunities to go meet people, meet your customers, and develop relationships.
- Love the job in the moment; do well and let the next level take care of itself. Have aspirations, but focus on what you are doing.

- Your career will be an adventure; you can't envision what the whole journey will entail.
 - Listen a lot, and remember that it is not just what you do, but how you do it. Integrity, ethics, and your reputation are paramount.
- Lamach entered graduate school the fall after he got his BS degree. "In 12 years I was enrolled in seven different grad schools. The first 19 years of my career, I moved 11 times. At times I was frustrated, but I never gave up on getting my graduate degree." However, his advice to students is to wait three to five years before going to graduate school. "Get some experience, and then investigate the possibilities for evening and weekend programs while continuing to build your career."

Regarding internships, Lamach encouraged students to make the experience different. "Do more than the task. Think about how you can problem solve and find solutions. Don't just identify the problem."

Lamach and his wife, Mary, have three children, one of whom, Michael, graduated this spring from MSU with a degree in chemical engineering. Lamach understands the difficulties of balancing work and life. "It will get out of whack; it will never be perfect, particularly early in your career." He told students that to balance work and your personal life, "Ask for help and give help."

Most importantly, Lamach says, "Work at something you have fun doing." 🌱

— Jane L. DePriest



from the Alumni Advisory Board Chairman

MONTE L. FALCOFF

This is a regular column from the chair of the program's Alumni Advisory Board to update alumni on board activities and encourage suggestions and comments.

Dear fellow Applied Engineering Sciences/Engineering Arts alumni:

As the chairman of the Applied Engineering Sciences Alumni Advisory Board, I am constantly impressed by the quality of students in the Applied Engineering Sciences program. In general, AES students (and alumni) always stand out in the crowd—they are intelligent, well rounded, aggressive, and confident. The students now graduating and those returning again in the fall also exemplify these characteristics when the board members interact with them, such as at our recent board meeting in April.

It appears that companies also recognize these talents. The hiring of AES graduates is very active and if there is a problem, it is that there is typically more demand than supply. This pertains to both summer jobs and permanent jobs after graduation. Even in a down economy (which is now hopefully behind us), AES graduates did not appear to have a problem obtaining good-quality jobs.

It is a big picture objective of the board to help the AES program steadily grow. This is one of the reasons that the AES administration added program concentrations, including technical sales/marketing and information technology. Others are also being explored. Those added to-date have attracted noteworthy student interest even at this early stage.

Increased scholarships to AES students, better direction for the AES capstone projects, and strengthening the AES engineering identity have also been emphasized over this past year. It is hoped that these activities will proactively attract new students to the AES program while also enhancing the quality experience of those currently in the major. We welcome further input from the alumni and students in our efforts to support the MSU faculty in pursuit of these and other activities.

One way to do this is by fellow AES/EA alumni helping the board identify corporate sponsors who have a project for the AES seniors to work on in their AES capstone class. We are seeking approximately three new projects each year (the remainder typically assist nonprofit organizations). This project sponsorship entails setting forth the engineering problem, providing an engineering contact at the company whom the students can contact with questions, and a small financial contribution to the project and AES program. Each AES corporate sponsor will receive the results of the students' project and publicity within the College of Engineering (which should also help with the company's recruiting visibility). The AES faculty and/or students will select the actual projects from the application pool and inform the companies applying before any financial commitment is required. Please send me an e-mail with your contact information if you are interested or have any questions.

I strongly encourage AES/EA alumni to get involved with the current AES program. Feel free to contact me or Jon Sticklen if you desire to get involved in any of the above or other initiatives, or have any suggestions. As a very active Alumni Advisory Board, we desire to continuously improve the AES program while also fostering regular communication between alumni, current students, and AES faculty, to everyone's mutual enjoyment and benefit. ❁

Contact **Monte L. Falcoff** (BS Engineering Arts, '86) at MLFALCOFF@HDP.COM

Alumni Award (continued from page 1)

into its New York office. After working there in both the consulting and tax divisions he decided to focus his career in the area of real estate. In 1986 he took a job as an analyst with Prudential Real Estate Investors, where over the intervening eight years he had a myriad of responsibilities, progressing through underwriting acquisitions, dispositions, corporate underwriting, and asset management, as well as some exposure to finance. As director from 1990-1993, he was responsible for the marketing and disposition of \$750 million of general and separate account properties and asset management of a \$400 million industrial, office, and retail portfolio.

He left Prudential in 1993 to join Rockwood, a start-up real estate banking company, as its sixth employee. He became president and 50 percent owner of Rockwood in 1999 and co-CEO in 2003. Under his leadership, many of the new products and services developed by Rockwood have become best-in-class and standards in the industry. During his 18 years at Rockwood the employee base also grew to approximately 150 by 2004 and expanded from one office in New York to 11 offices—10 domestic offices and 1 in Mexico City.

In addition to establishing Rockwood's ongoing client marketing strategy, McNulty has personally directed the execution of assignments for real estate assets with an aggregate value in excess of \$40 billion. Rockwood now provides a broad range of research-driven real estate investment banking services and business solutions to institutional and private investor clients on a national basis. He is now at the forefront in integrating Rockwood under the CW platform and building out the footprint of its third-party investment banking and advisory capabilities.

McNulty currently serves on the New York Real Estate Roundtable, the International Council of Shopping Centers Roundtable, and the Urban Land Institute Roundtable.

In his free time, he plays in several platform tennis leagues in the winter, and enjoys tennis and golf in the summer. He says he is "an active recreational runner, purely as a means to continue feeding my sweet tooth." He also coaches youth lacrosse and girls field hockey, and is an avid skier and reader of U.S. history and biographies. "I am also a fledgling political junkie; however, I have not yet morphed into a C-SPAN addict," Dan notes.

He lives in Darien, Conn., with his wife, Melanie, and their five children: Alexandra, 19; Gavin, 17; Nicole, 17; Christine, 17; and Ava 11. They are members of St. Thomas More Parish. Other Spartans in the family include Dan's siblings Kathleen Wilson, Mary Grobbel, James McNulty, and Stephen McNulty. ❁

Student Integrations

Outstanding Member Award



Rachael Dalian, an AES senior, received an Outstanding Member Award at an awards banquet hosted by the MSU Society of Women Engineers in February.

Dalian's award was sponsored by the Whirlpool Corporation.

Dalian graduated in May and accepted a position with The Kohler Company in Kohler, Wisc. She is working as an engineer in the company's global supply chain rotational program. "I chose AES because math and science always interested me and the AES program was very broad and offered

a lot of possibilities, which was perfect for me because I didn't know what I wanted to do at first," says Dalian. "I liked that the program was a mix between business and engineering and I quickly learned what a strong combination that is and how attractive it looks to employers."

She was active on the executive board of the Society of Women Engineers (SWE), was involved in Women in Engineering Mentor Program (WIE) and the Society of Applied Engineering Sciences (SAES), and worked at the Center for Spartan Engineering as a career peer and the Math Learning Center as a peer tutor.

Originally from Walled Lake, Mich., she is the daughter of Margaret and Terry Dalian. Her advice to undergrads: "There are so many great op-

portunities available at Michigan State and for me it was important to get involved in as many things as I could because every new experience gave me new skills that I know I will be able to carry with me in the future."

High-Achieving Student Recognition

At an awards banquet hosted by the MSU Society of Women Engineers in February, students from various engineering departments and programs were recognized for their academic efforts. These are students with the highest grade point average in each major. For AES the students are **Gregory James Feiten, Thomas Charles Garner, Patricia Sara Gordon, Hannah Marie Mcquade, Michael Robert Sadler, and Alexander Lawrence Sims.** ✨

2011 Design Day Projects

For the second year, AES capstone projects, presented at Design Day on April 29, focused on service learning. Seven teams of students worked on the following projects:

- Delivery Routes for Mid-Michigan Food Bank and Greater Lansing Food Banks
- Outreach and Systematic Record Keeping for the Girl Scouts: Heart of Michigan Council
- Enhancing Storage Capability and Visibility for the MSU Surplus Stores
- Improved Marketing of the Fill the Bus Event for the Center for Service-Learning and Civic Engagement

- Lansing Web Sales Company to Develop a Direct Link to Production for Indestructible Dog Toys

- Marketing Analysis for XG Sciences, an MSU High-Tech Spinoff Company
- Productivity Enhancement for Peckham Industries

The overall winning team was the one working with Indestructible Dog Toys, an Internet retailer specializing in durable dog products. Members of the team were AES seniors David Buchner, Dan Felder, Greg Fuhs, and Kyle Pruner.

The second-place team worked with the MSU Surplus Stores. Members of the team were AES

seniors Nikia Davis, Matt Inch, Gary Golden, and Eric Saddle.

Winners were determined based on both final written project reports and oral presentations at Design Day. Phil Fioravante (BS '84) sponsored awards for the projects.



Design Day judges for AES projects included from left Shawnee Vickery, professor and co-director of the Institute for Entrepreneurship in the MSU College of Business; Ronald Rosenberg, associate dean in the College of Engineering; and Phil Fioravante, an AES alum and Detroit businessman.



Matt Long (left) and Alex Bromley worked with team members Ajay Singh and Garrett Kerns on a project for the Center for Service-Learning and Civic Engagement.



From left: Dan Felder; Kyle Pruner; Jon Stöcklen, AES director; Anthony Khedaywi with Indestructible Dog Toys, sponsor of the project; David Buchner; and Greg Fuhs took top honors for AES projects at Design Day.



From left: Terrance Yoon, Rachael Dalian, Dakota Easlick and Mahmud Alio worked on a project for Girl Scout operations.

Alumni Updates



David E. Ward (BS Engineering Arts '84) has started a new financial advisory and wealth management business called North Point Wealth Management in Alpharetta, Ga. (a

suburb of Atlanta). Ward is a Certified Financial Planner (CFP) who has worked in the financial planning industry most of his career. He has an MBA from the University of South Carolina.

As an investment adviser he works with families and small business owners to help them plan for a comfortable retirement. Many of his clients work in or are retired from technical occupations like engineering, inventory control, health sciences, telecommunications and technical sales. His engineering arts degree helps him communicate accurately with a group of people who tend to be very analytical and detailed oriented.

Ward is originally from West Bloomfield, Mich., has many family members and clients in Michigan, and regularly travels back home. He is also a member in the Atlanta MSU Alumni club and has coached his daughter's soccer and basketball teams.



Integrated Strategies, headed by president and CEO **Steve Trecha** (BS '80, MBA '82), has been recognized as one of the 2011 "Michigan 50 Companies to Watch," an awards

program sponsored by the Edward Lowe Foundation and presented by Michigan Celebrates Small Business. The company was honored at the seventh annual Michigan Celebrates Small Business event, held April 28 in Lansing, Mich.

Integrated Strategies' clients routinely achieve and sustain double-digit value creation across their supply chains. Value is measured in real price/cost reductions, revenue enhancement, asset utilization, process improvements, and employee job enrichment. "We teach people to fish, and they have fun doing it" says Trecha. Founded in 1990, Integrated Strategies has worked globally with more than 75 organizations.

Most recently, Integrated Strategies worked with the Michigan Department of Corrections to transform their supply chain operations. Teams have achieved double-digit cost reductions in food service and offender transport, saving citizens millions of dollars. Integrated Strategies also was awarded the 2010 Detroit Regional Chamber of Commerce On The RISE Innovative Product/Service Award. The On the RISE program annually recognizes companies for their achievements and contributions to the community.



Jill Keiderling and Sean Phillips on the red carpet at the Academy Awards.

Sean Phillips (BS '86) and his four-member creative team were nominated for a 2011 Oscar for Best Achievement in Visual Effects. Phillips is the visual effects supervisor at Dreamworks Animation.

He was one of the people charged with making all the scenes in the movie *Alice in Wonderland*

believable. He started pursuing computer graphics when he was in high school and has made a career working on animation projects at various filmmaking companies. Phillips did not win an Oscar but that did not diminish the moment. "I was pretty excited, and my wife could not have been more excited," he says. "We actually managed to find her a dress without too much trauma, so that was good."



Matthew Herek (BS '99, MA '01) is the assistant director of the Northwestern University Alumni Association, specifically working with young alumni. In June he celebrated his 10-year

"Chicago-versary" and says he had a great time seeing many Spartan friends during MSUs trips to Northwestern for football and basketball.

"While I never spent a day as an actual 'engineer', most days I have to use something I learned in the AES program," says Herek. "Even my statistics knowledge has come in handy when prepping for events. These days, I find myself most often returning to [former College of Engineering acting dean] Dean Van Dusen's admonition to make sure that technology is a good servant, and not a bad master. So much changes in how we communicate with alumni to keep them engaged with the university that you have to constantly be aware of how to do so in an efficient, but ethical way." 🌱

If you are an AES or Engineering Arts alumna/alumnus and have a new job, have started a new career, have received a promotion or award, or are involved in an interesting activity in your area, please let us know. We will include the info in next Alumni Update. You can complete the Keeping in Touch info on the last page of this newsletter and return as indicated, or contact Maura McDonald, chair of the Alumni Outreach Team for the AES Alumni Advisory Board at maura.f.mcdonald@gmail.com.

KEEPING IN TOUCH

NAME _____

STREET ADDRESS _____

CITY / STATE / ZIP _____ IS THIS A NEW ADDRESS? YES NO

OFFICE TELEPHONE _____ HOME TELEPHONE _____

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News of recent accomplishments, awards, or promotions (Use separate sheet if needed):

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From left to right: Mike Lamach; Tom Moore, an AES senior; Nate West, a sophomore; Christine Varley, a junior, president of SAES; Mike Spreng, a sophomore; Thomas Gartner, a sophomore; and Hannah McQuade, a freshman. See story page 1.

AES alumnus Dan McNulty and his family celebrate at the annual College of Engineering Alumni Awards Banquet.

From left: Kathleen Wilson, Dan's sister; Dan; Alex McNulty, his daughter; Mary Grobbel, sister; Marguerite Lampertius, sister; Stephen McNulty, brother; and Jim Lampertius, Dan's brother-in-law. See story page 1.

