

BAY STATE UPDATE

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**BAY STATE
SCHOOL OF
TECHNOLOGY**

March 2007 Vol. 11 No. 30

HDTV and Surround Sound Calibration Seminar

Bay State is now offering a Seminar on HDTV and surround sound system calibration. The seminar is a four day session for professionals with a background in electronics or electronics related applications. It is designed to teach the technician how to use Sencore equipment to calibrate the customer's HDTV to produce the "perfect picture" and audio systems to achieve the highest quality surround sound output in accordance with the manufactures specifications.

Consumers are projected to spend billions of dollars over the next several years on expensive home entertainment systems. These systems perform best when they are calibrated for picture and sound in the home in the particular room where they will be set up. It is anticipated that retailers will be looking more and more for trained technicians and companies with trained technicians to perform this service. The school has invested in the latest calibration equipment from Sencor, which is the top of the line calibration equipment manufacturer. The seminar is scheduled for Monday, April 23, 24, 25, and 26, 2007 from 9:00 AM to 5:00 PM. Professionals interested in learning more about the seminars should contact the school admissions office at 1-888-828-3434. ■

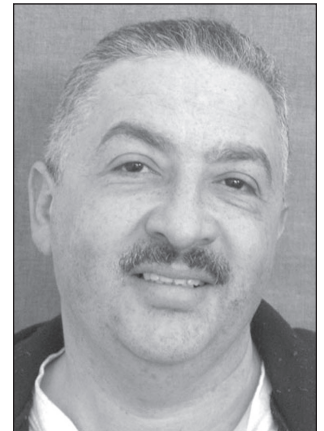
Free Info. Meeting

The school will host a free informational meeting on the subject of HDTV calibration on Monday, March 12, 2007 from 7:00 PM to 8:30 PM at the school.

Instructors will answer the following questions: What is Calibration? Why is calibration of HDTV and Audio Surround Sound Systems desirable and beneficial? What is the market for calibration services? Space is limited. Please call the school at 781-828-3434 if you plan to attend. ■

Graduate Profile:

*Introducing -
John Fernandes*



It has been a long journey for John Fernandes. As a fourteen year old boy, he came to The United States from The Cape Verde Islands in 1969. His family settled in Brockton and John attended Brockton High School, graduating in 1973. After high school, John attended Aviation Career Institute for pilot training. He became a licensed pilot in 1976.

John worked for several years for The Foxboro Company where he was an inventory manager. He was a fork lift operator at Plymouth Rubber Company, an operations manager for Media Recovery Company for six years, and a machine mechanic at Sealy Mattress for twelve years.

In the year 2003, John was laid off by Sealy Mattress because they were moving their operation to Albany, New York. He was fifty years old and without a job. He was assigned a counselor at the Employment Resource Institute (ERI), which is a part of the Massachusetts Department of Workforce Development in Cambridge. He learned that he was eligible for Federal Funding for retraining under The Trade Adjustment Act and told to visit three training facilities.

After visiting Bay State, John decided to enroll in the Major Appliances, Domestic and Commercial Refrigeration program. He began his program in June of 2004 and graduated in

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Thank You For Your Support

The faculty and staff at Bay State wish to express our heart felt thanks to the following companies who have provided the school with product to be used in our training programs. Without your generous support, we would not be able to provide our students with the extensive laboratory facilities for their hands-on training programs. Thank you:

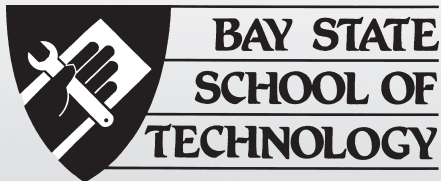
Crane Appliance

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Poirier Sales & Service

We would like to give a "Special Thank You" to our former students who have donated equipment to the school. ■



Bay State Update is a quarterly publication of Bay State School of Technology intended to inform its readers about current happenings both at the School and in the field. For further information, and for complimentary copies, contact the office.

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Friedrich Representatives Address Students

Two representatives from Friedrich Air Conditioning Corporation met with students to talk about what their company is doing and how their activity is expected to affect the service industry. Paul Drane and Walter Bowers told the students that Friedrich was stressing sales of split system units for homes and small businesses and that they anticipated a serious increase in demand for service technicians to perform installation of these units. Friedrich will be expanding their service network and looking to establish a network of installers for ductless split systems throughout the region. If you are interested in joining the Friedrich team of service professionals, please contact Walter Bowers at 800-541-6645. ■



Paul Drane and Walter Bowers of Friedrich

Experienced Techs and Retirees

The school has openings for both full time and part time assistant instructors. No teaching experience is necessary. If you have at least five years of experience in the field and think you might be interested in becoming an assistant shop instructor, call Brian Murphy at 781-828-3434. ■

Send A Friend To Bay State

If you know anyone who is unemployed or unhappy with their current job, you might be doing them a big favor by suggesting that they contact the school to learn about our programs and career opportunities as service technicians. The demand for technicians in the appliances and refrigeration & air conditioning fields continues to be greater than the number of trained people available to be hired. Referrals from current students and graduates continues to be the best source of new students for the school. ■

Graduate Fernandes...

continued from page 1

April of 2005. After graduation, he went to work for Viking Sheet Metal as an HVAC Technician. He loves the work and has even started an enterprise (on the side) with three other Bay State Graduates, (Carlos Santos, Theresa Howarth, and John Alves) When asked what he thought of the program at Bay State, John said "It's the best thing I did in life"

John resides in Brockton with his wife and sixteen year old son. We wish John continued success in his new career. ■

On-Line Basic Electricity Introduced

The On-Line Basic Electricity Seminar announced in the last News Letter was run on a pilot basis in November and December and worked out very well. Three students completed the seminar and all gave it excellent reviews. One student took the seminar in preparation for an employment exam with a transportation company, one was a business owner who wanted to be better able to run his business, and the third was a service technician who had never had training on basic electricity (especially wiring diagrams).

The next seminar is set to begin on March 31st. Individuals signing up for the seminar will be required to attend three Saturday morning hands-on training sessions over the nine week duration of the seminar while completing the bulk of the work at their own pace at home on the internet. The seminar is designed to provide a foundation in electricity that can lead to a multitude of opportunities for work and training in fields such as appliance repair, refrigeration & air conditioning, computer installation and repair, general maintenance, video and sound technology, medical equipment repair, and so on. To register call 888-828-3434 and ask for the admissions office. ■

Appliances Needed

Bay State is always in need of appliances that can be used as trainers for our students. We can always use gas and electric ranges, gas and electric clothes dryers, direct drive washing machines, dishwashers, and trash compactors. If you can make a donation, please contact Brian Murphy at 781-828-3434. ■

Job Search Tips

Looking for a job can be hard work and as time consuming as a full time job. There are some things that you can do to make the effort productive.

Network:

Don't just rely on newspaper ads and employment agencies when looking for a job. Talk to friends, relatives, former classmates, members of your church or civic organization, your barber or hair dresser, and your neighbors. Make telephone calls to companies who hire people with your skills. Use the internet. If you don't have a computer at home, go to your library or to the Department of Employment and Training office nearest to you, or come to Bay State and use the computer library lab.

Stay Focused

Do not become distracted from the principle task at hand. Your job search must be the top priority in your daily life. Treat it as your job. Be prepared to be interviewed over the phone when you make a call to an employer. Many companies are conducting screening interviews on the phone.

Be Organized

Keep a log of the employers that you call, when you called, who you spoke with, and what the response to your call meant to you. Keep track of where you mail, FAX, or E-MAIL your resume. Follow up in two or three days to verify that your resume was received and log the response to this inquiry.

Prepare for Interviews

Being prepared for your interviews involves plain common sense. First impressions are lasting impressions. Dress in your best clothes, make sure your hair is neatly combed and that you appear fresh and eager. Speak confidently and make eye contact with your interviewer. If a hand is extended at the beginning and end of the interview, respond with a firm grip (not a knuckle crusher) and make eye contact. Allow plenty of time to be ten minutes early for your appointment. Send a thank you note to the interviewer immediately.

The Resume

The resume introduces you to the prospective employer. It should be well prepared, informative, and concise. Limit the resume to a single page. Its designed to get the interview, landing the job will depend on the interview and if the resume is poorly written, there won't be an interview. ■

Where Are Our Grads Now?

GRADUATE	EMPLOYED AT
Chris Ainsworth	Image Technology • <i>Copier Tech.</i>
Jose Acuna	Logan Airport • <i>HVAC Service Tech.</i>
Donald Bienvenue	Mark's Equipment Repair • <i>Refrig. Tech.</i>
Leon Buckley	Johnson Controls • <i>HVAC Mechanic</i>
Henri Felix	International Electronics • <i>Computer Tech.</i>
Gavin Guerino	EMC2 Corporation • <i>Computer Tech.</i>
Ken Kincaid	One Hour Heating/AC • <i>HVAC Mechanic</i>
Robert Marando	Sagamore Plumbing • <i>HVAC Mechanic</i>
Jeanne Murray	Junction Comm. Services • <i>HVAC Mechanic</i>
Argnis Ortiz	Empire Engineering • <i>Refrig. Tech.</i>
Mara Pascal	Hard Rock Hotel/Casino • <i>Maint. Mechanic</i>
Gregory Paul	First Level Technology • <i>Computer Tech.</i>
Orlando Reyes	Sears – Norwood • <i>Refrig. Tech.</i>
David Zinetti	Mr. Appliance • <i>Service Tech.</i>

Congratulations to all!

Upcoming Class Schedule

CURRENTLY ENROLLING FOR:

“Full-Time Days”

Major Appliances/
Basic Electricity Starting Date: 3/21/07

Domestic Refrigeration/
Air Conditioning Starting Date: 3/21/07

Commercial Refrigeration &
Air Conditioning Starting Date: 3/21/07

Computer Installation &
Repair/Networking Starting Date: 5/15/07

Full-time day classes are scheduled Monday through Thursday From 7:30 AM to 2:30 PM.

“Part-Time Evenings”

Major Appliances/
Basic Electricity Starting Date: 4/3/07

Domestic Refrigeration/
Air Conditioning Starting Date: 8/28/07

Commercial Refrigeration/
Air Conditioning Starting Date: 8/28/07

Computer Installation &
Repair/Networking Starting Date: 5/15/07

Part-time evening classes are scheduled Tuesday, Wednesday, and Thursday evenings from 5:30 to 10:30

For more information on classes and start dates, contact the Admissions Office at (toll free) 888-828-3434. ■

Notice To Employers

Bay State School of Technology is continually graduating students from the Appliance, Computer and HVAC Programs.

Employers interested in interviewing graduates should contact Linda Lord, Director of Student Services at (781) 828-3434. ■



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