

## VBA Board of Directors

<b>President:</b>	
Greg Mika	11/12A
434-982-7758	
<b>Vice-President:</b>	
Mark Seago	11/12B
434-924-9740	
Evan Bowling	12/13A
434-200-5033	
Barry Brandon	11/12A
434-517-3825	
Jerry Burks	12/13A
540-981-7517	
Rick Davis	11/12A
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757-388-2842	
Chris Dolinar	11/12A
757-468-1114	
Shannon Grimm	12/13B
540-437-8258	
Jeff Long	12/13B
540-332-4860	
Matt VanDonsel	12/13A
Recording Secretary	
540-339-2372	
Kevin Breen	
Membership Secretary	
757-886-6596	
Lee Gilley—Newsletter	
434-200-3870	

To contact any of the Board members please go to the VBA website at - <http://www.vabiomed.org/board.htm>

## President's Note:



*Guest Editorial for President Greg Mika is VBA VP Mark Seago.*

Welcome to the 2012 Virginia Biomedical Association (VBA) Annual Meeting being held at the beautiful Wintergreen Resort in the Blue Ridge Mountains. This year's theme "WHERE SOLUTIONS SHAPE TECHNOLOGY", a Biomed's day to day quest to expand ones knowledge and hone skills to improve support.

We are very excited about our Keynote Speakers and the training and educational sessions we've managed to secure this year. There will be a speaker Thursday and Friday morning. Thursday is Ray Laxton, the new BoD Chair for AAMI, founding member of AAMI's Technology Management Council and is the Vice President of Program Management with



[www.VABIOMED.ORG](http://www.VABIOMED.ORG)

**Plan now to attend  
The VBA's  
Annual Meeting**

**September 19-21, 2012  
at  
The Wintergreen Resort  
in  
Wintergreen, VA.**

*Details inside*

ARAMARK Healthcare Technologies. Jonathan Whitt will speak Friday, he's the Executive Director of the Region 2000 Technology Council , co-founder and CEO of NetWave Internet and a pioneer in the deployment of wireless broadband networks. We look forward to these two distinguished speakers enhancing our meeting.

Our educational sessions this year should prove to be very interesting with sev-

*(Continued on page 9)*



**TO:** Biomedical Equipment Vendors  
**FROM:** Shannon Grimm, VBA Vendor Coordinator  
**DATE:** June 1, 2012  
**SUBJECT:** 2012 Virginia Biomedical Association 19th Annual Meeting

We invite you to plan now to exhibit your products and services at the **2012 Virginia Biomedical Association Annual Meeting** on September 19<sup>th</sup> – 21<sup>st</sup> at the Wintergreen Resort, in Wintergreen, Virginia. This is the VBA's 19<sup>th</sup> Annual Meeting and we have improved opportunities to bring you, the VBA exhibitor, a worthwhile and productive event to attend and support.

This year's theme, "Where Solutions Shape Technology" will focus on Clinical Engineering best practices, performance, customer service, employee skills, and patient safety. The 2012 meeting will find opportune vendor display time with displays located in the geographically central meeting area, along with exciting educational opportunities to increase attendance and improve client interaction. Keynote addresses are scheduled on Thursday, and Friday morning to kick-off the conference each day. We recognize the value of vendor support and are targeting biomedical professionals throughout the Commonwealth of Virginia, North Carolina, Maryland and West Virginia. We are also planning a vendor's only education lecture for Thursday morning.

Forty-Five exhibit spaces, complete with 6' table, skirting and electrical access will be available for exhibitors on a first come first serve basis. Over 7 hours of vendor exhibit time is scheduled. A complete schedule of classes will be forthcoming. We have two levels of vendor support available this year. Please choose the one that best fits your company needs. Sponsorship opportunities are available for meal breaks and educational sponsorships. Please help with these sponsorships as this event is not possible without your support.

Thank you for your continued support of the VBA. If you have any questions, please contact me at (540)689-6555.

Please complete the enclosed vendor registration form and submit with the appropriate fee by September 1, 2012. Registration, sponsorships and payments can also be made on line through Paypal at [www.vabiomed.org](http://www.vabiomed.org). Checks should be made payable to the Virginia Biomedical Association and mailed to:

**Virginia Biomedical Association  
P.O. Box 1958  
Yorktown, VA 23692-9998**

## Education Sessions:

As of June 1<sup>st</sup>, we currently have one or two openings for class offerings if your company might have pertinent content to offer. If you are interested in offering a class, please contact our educational coordinator: *Evan Bowling*, [Evan.Bowling@centrahealth.com](mailto:Evan.Bowling@centrahealth.com)

### Confirmed Courses:

Covidien, Force Triad Technical Training (Certificate Course)

GE, Omni Bed (Certificate Course)

Ethicon, Harmonic Scalpel Technical Training

CW Optics, Laser Speckle Imaging

Medical Equipment Services of VA, ISO 9001 Overview

On Power, Medical Power Analysis and Resolution

## Hotel Information:

For hotel reservations, contact the  
Wintergreen Resort,  
Wintergreen, VA  
(800) 611-6888

email [reservations@wintergreenresort.com](mailto:reservations@wintergreenresort.com)

\*\*Reference the VBA Meeting. Registrants for the VBA Annual Meeting will receive our discounted conference rates:

Single Rooms - \$109/night

2 Bedroom Condo - \$204/night

4 Bedroom Condo - \$340/night

1 Bedroom Condo - \$129/night

3 Bedroom Condo - \$269/night

Please make reservations as early as possible (but no later than August 20<sup>th</sup>) in order to receive the discounted rate.

We are excited about this year's theme of "Where Solutions Shape Technology" and we look forward to seeing you at the Wintergreen Resort!

Sincerely,

*Shannon Grimm*

Shannon Grimm  
VBA Vendor Coordinator  
[stephen.grimm.6986@rhcc.com](mailto:stephen.grimm.6986@rhcc.com)

Please plan on joining us on Wednesday, September 19<sup>th</sup> to help kick off the meeting with our Golf Tournament at Wintergreen Resort.

[\(http://www.wintergreenresort.com/golf-home/\)](http://www.wintergreenresort.com/golf-home/)

Please check the VBA website for the Golf Tournament information. Visit us on the web at: [www.vabiomed.org](http://www.vabiomed.org) for additional information.





# Virginia Biomedical Association

19<sup>th</sup> Annual Meeting & Symposium- September 19-21, 2012

Wintergreen Resort, Wintergreen, VA

## Vendor/Exhibitor Registration Form

Names of those attending: \_\_\_\_\_

Position/Title: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Business Address: \_\_\_\_\_

Phone (please include ext. and /or voice mailbox): \_\_\_\_\_

Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Person to Receive correspondence: \_\_\_\_\_

Email for Person to Receive correspondence: \_\_\_\_\_

Address (if different from above): \_\_\_\_\_

Company Name for Exhibit: \_\_\_\_\_

Specific neighbor: \_\_\_\_\_ Do not place me near: \_\_\_\_\_

### ***PLATINUM LEVEL***

- \*Ideal location in Meeting Room
- \*Access to electrical power (ext. cord helpful)
- \*Free link to vendor website on VBA web
- \*Free Half Page Advertisement in Quarterly Newsletter (color copy)
- \*Free Half Page Advertisement in Meeting Program (black and white copy)
- \*Price- TBD
- \*6' Display table with skirting
- \*Two chairs
- \*Meals for two for 2 days

### ***GOLD LEVEL***

- \*Ideal location in Meeting Room
- \*Access to electrical power (ext. cord helpful)
- \*Listed in Meeting Program and Newsletter
- \*Price- TBD
- \*6' Display table with skirting
- \*Two chairs
- \*Meals for two for 2 days

**\*\*The VBA annual meeting could not be made possible without vendor support. We have reduced the amounts for meal and break sponsorships with hopes that more vendors will be able to help with smaller amounts to make this event a success. Please help support the success of the annual meeting with these sponsorships.\*\***

**The following sponsorship opportunities are available:**

**Meal & Break sponsorship \$250.00** – Recognition throughout the meeting, in the Meeting Program and in our Quarterly Newsletter.

**Advertising in Annual Meeting program \$150.00** - Full page advertisement in one of three locations- inside front, inside back and back cover (black and white copy).

**Golf (Team of 4) Sponsor \$325.00**- Recognition at Golf Tournament, in Meeting program and in the Quarterly Newsletter.

**Academic/Scholarship donation**- Any amount is welcome and greatly appreciated.

**Additional Lunches for Representatives- \$25.00** (lunch provided for up to two representatives per exhibit table)

**Door Prizes**- Please consider donating door prizes to be distributed during the show

**AD COPY- Please note:** All artwork/Logo and copy for advertisements must be submitted in electronic format by August 1, 2012 to Lee Gilley, Centra Health, 434-200-3870, [lee.gilley@centrahealth.com](mailto:lee.gilley@centrahealth.com). All ads in the Meeting Program will be black and white and ads in the Quarterly Newsletter will be color if desired.

Exhibit space will be secured during non-vendor periods. Set up can begin at 6pm on September 19<sup>th</sup>. Set up can also take place from 6:30am - 8:00am September 20<sup>th</sup>. Due to keynote speaker commencing at 8:00am, there will be no set up between 8:00-9:00am.

**AMOUNTS DUE**

Platinum Level .....	[ ]	\$ 595.00
Gold Level .....	[ ]	\$ 395.00
Meal & Break Sponsor.....	[ ]	\$ 250.00
Advertisements.....	[ ]	\$ 150.00
Golf Team Sponsor.....	[ ]	\$ 325.00
Academic donation.....	[ ]	_____
Additional Lunches.....	[ ]	\$ 25.00
<b>TOTAL</b>		<b>\$ _____</b>

Total Enclosed \$ \_\_\_\_\_

*Thank You for Your Support!*

Exhibit fee includes 2012 corporate membership, light breakfast and lunch for Wednesday and Thursday for two representatives from your organization. Please check the appropriate boxes indicating your selections and make check payable and mail to:

Virginia Biomedical Association  
P.O. Box 1958,  
Yorktown, VA 23692-9998

To use Paypal, visit us at [www.vabiomed.org](http://www.vabiomed.org)  
VBA Tax ID 54-1719004

For additional information, please contact Shannon Grimm, 540-689-6555, [stephen.grimm.6986@rhcc.com](mailto:stephen.grimm.6986@rhcc.com)

## 2012 Session Descriptions



### **“Calibration Services in a Critical Environment”**

**Presented by: Brian E. Hubler, President/CEO; Spectrum Technologies, Inc.**

This is an overview of calibration fundamentals that focuses on proper calibration practices & methods, traceability, determining specifications, and auditing. Audience members will learn about the basics of a calibration system (certified and uncertified), the traceability chain, industry accepted calibration methods and laboratory practices, and vendor auditing techniques.

### **“Application of Laser Speck Imaging for Wound Monitoring”**

**Presented by: Nee-Yin Chou; CW Optics, Inc.**

This session will include an introduction to a new optical imaging modality, laser speckle imaging (LSI), a detailed presentation on its current clinical utility in wound monitoring, a comparison with other wound assessment modalities, and a review of its advantages for providing personalized wound care management for patients with diabetic foot ulcers, pressure ulcers, and/or other types of chronic wounds. Audience participants will: \* Learn about this new, noninvasive and quantitative clinical tool for wound monitoring; \* Understand the fundamental physics and workings of this technology \* Recognize its potential in other hemodynamic assessment areas, including sublingual, retinal, and cerebral for both acute care and managed care environments.

### **“Direct Digital Imaging (Product review and Service options)”**

**Presented by: Brian Doak; Radon Medical Imaging.**

This session will cover the latest products that include wireless DR panels and Dynamic R/F DR panels. A review of expanding number of OEM providers of Direct Digital Panels & reach into private practice market at affordable price points. Also discuss the lifecycle ownership costs and identifying cost effective maintenance options.

### **“Zoll R-Series Technical Training and Overview”**

**Presented by: Jim Toma; ZOLL Medical**

Biomedical Engineering professionals who are involved with the support of ZOLL Medical R Series units are invited to attend this 6 hour technical training program (over 2 days) focused on this product. Our discussion will include an in-depth review of all of the product's parameters and functions, along with our SurePower Batteries, OneStep Electrodes, R Series Block Diagram Review, R Series Software Overview, and Report & Data Download Options. This program will also include time for students to disassemble / reassemble R Series units. A Certificate will be provided to all students attending this program.

## 2012 Session Descriptions



### **“Introduction to Servicing GE CT Scanners”**

**Presented by: Eric Smith; SOS Medical Imaging**

This session will cover an introduction to X-Ray; History of CT Scanners; Principles of CT

Safety; Operation, Servicing and PM's; Parts and Repairs; Tools and Test Equipment; Service Software and Service Keys; and your service impact/ Areas of Responsibility.

### **“ISO training”**

**Presented by: John Taylor, CEO; Medical Equipment Services of VA LLC (MESV)**

This session will cover an introduction to EIQC / Quality Team; the benefits of ISO 9001:2008 Certification; a process Approach to ISO 9001:2008; and the Eight Quality Principles. Also presented will be ISO 9001 Requirements in Plain English; ISO 9001:2008 Documentation Requirements; and how will ISO 9001 reduce costs in my organization?

### **“Covidien Force Triad Technical Service Training”**

**Presented by: Covidien**

Covidien Technical Service Training is designed to teach Biomed Equipment Technicians (BMET) and Clinical Engineers (CE) how to install, setup, operate, calibrate, and troubleshoot the Force FX™ electrosurgical generator C, and ForceTriad™ electrosurgical generator. Given specific information and guidelines for maintaining this equipment, the students will be able to perform preventive maintenance procedures and rectify equipment issues with confidence. Overall, Covidien courses allow hospitals to maximize their equipment investment by minimizing equipment down time.

### **“GE OmniBed Service Training”**

**Presented by: Dan Collie; GE**

This session will provide 2-hours of technical training on the Omni Bed which will include information on changing the belts as well as other specific maintenance procedures. Participants will receive a Certificate upon completion of the course.

# VBA 2011 ANNUAL MEETING EVENT SCHEDULE

This schedule is subject to change.

## Wednesday September 19, 2012

	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	Location
Golf Tournament and Boxed Lunch																Devil's Knob Golf Course
VBA Board Meeting																TBA
Vendor Set Up																

## Thursday September 20, 2012

	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	Location
Registration																Skyline Foyer
Vendor Set Up																Skyline Room
Continental Breakfast																TBA
Keynote Address: Ray Laxton																TBA
Exhibit Hall Open																Skyline Room
Covidien-Force Triad (Gregory Peel)																Windsong
CW Optics-Laser Speckle Imaging (Nee-Yin Chou)																Rockfish
Newport Medical- HT 70 Ventilator (Randy Harris)																Shenandoah
Zoll-R Series (James Harrington)																Crawford South
On Power-Power Conditioning/UPS (Scott Hauth, Kevin Jones)																Crawford North
Lunch Break																TBA
Covidien-Force Triad (Gregory Peel)																Windsong
SOS Medical Imaging-Intro to servicing GE CT Scanners (Eric Smith)																Crawford North
Zoll-R Series (James Harrington)																Crawford South
UVA-IT Baseline for Healthcare Technology																Shamokin
Newport Medical- HT 70 Ventilator (Randy Harris)																Shenandoah
GE- OminiBed (Dan Collie)																Rockfish
Happy Hour Reception with Door Prize																Skyline Room
Dinner on the Patio sponsored by VBA																TBA
Unknown																TBA

RED - Exhibits GREEN = Classes

# VBA 2011 ANNUAL MEETING EVENT SCHEDULE

This schedule is subject to change.

**Friday September 21, 2012**

	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	Location
Registration	Red	Red	Red	Red	Red	Red										TBA
Continental Breakfast	Red	Red	Red													
Keynote Speaker: Johnathan Whitt		Red	Red													
Exhibit Hall Open	Red	Red		Red	Red	Red	Red	Red								Skyline Room
Vendor Lecture (NEW)				Grey	Grey											Crawford Noth
Covidien-Force Triad (Gregory Peel)				Green	Green	Green										Windsong
Spectrum Technologies-Calibration Services (Brian Hubler)				Green	Green	Green										Rockfish
Zoll-R Series (James Harrington)				Green	Green	Green										Crawford South
Newport Medical- HT 70 Ventilator (Randy Harris)				Green	Green	Green										Shenandoah
Windows 8 / Tablets (Corinne Hoisington)				Green	Green	Green										Shamokin
Lunch Break and Business Meeting						Red	Red	Red								TBA
Vendor Breakdown								Red	Red	Red						Skyline Room
Windows 8 / Tablets (Corinne Hoisington)								Green	Green	Green						Shamokin
ISO 9001 (John Taylor)								Green	Green	Green						Rockfish
Newport Medical- HT 70 Ventilator (Randy Harris)								Green	Green	Green						Shenandoah
Radon-Direct Digital Imaging (Brian Doak)								Green	Green	Green						Crawford Noth
Ethicon-Harmonic Scalpel (Lisa Colman)								Green	Green	Green						Windsong

RED - Exhibits GREEN = Classes

(Continued from page 1)

eral providing Technicians with equipment repair certifications (Force-Triad ESU & HT70 Ventilator). For these classes seating is limited so go on-line ([www.vabiomed.org](http://www.vabiomed.org)) to register. We have several returning Instructors like Corinne Hoisington and John Knapp, we welcome them back. Other classes are provided by Hospira, Ethicon, GE.... We hope there's something you find interesting and will join us Sept 20 – 21. As always we start the meeting with a golf outing (Captain's Choice) on Wed the 19<sup>th</sup>. Get a team together and join us for some fun playing Devil's Knob.

A very important part of this meeting and the support we could not do without are the vendors that help make this meeting possible. Routinely we have 40 – 50 vendors set-up in the main exhibit hall, willing and able to talk to all that come, please check out their products or just stop by with questions. Hope to see you all there in September.

Mark Seago  
VP/ Meeting Coordinator

## Key Note Speakers:



### **THURSDAY MORNING:**

#### **Ray Laxton, the new chair of AAMI's Board of Directors,**

Ray was a founding member of AAMI's Technology Management Council (TMC), and is currently Vice President of Program Management with ARAMARK Healthcare Technologies.

### **FRIDAY MORNING:**

#### **Johnathan Whitt, Region 2000**

Jonathan Whitt is the Executive Director of the Region 2000 Technology Council, a position he has held since 2003. Jonathan works closely with Technology Council members, representatives from the region's schools, colleges and universities, and representatives of local, state, and federal government to assist and champion initiatives that bring value to the Council's members and the citizens of Region 2000. He has been a key player in the development of several regional technology-based economic development projects, including the creation of the Region 2000 Partnership, the Center for Advanced Engineering and Research, and the Future Focus Educational Foundation.

## Impacting Outcomes Link by Link



Data Management and Analysis

### ZOLL R Series Technical Training Program for the VBA

ZOLL Medical will be providing an R Series Technical Training Program at the

VBA Annual Meeting

Program Certificates Will Be Provided

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# ZOLL®



# VBA

## Annual Golf Tournament

Virginia Biomedical Association

**Location:** Devils Knob at Wintergreen Resort  
**Date:** September 19, 2012  
**Arrival/Tee times:** 12:00 / Shot Gun start at 1:00  
**Cost:** *\$85.00 Per Person* or *\$325.00 Golf Team Sponsor*  
**Includes:** Golf and Box Lunch before tee off, Door prizes will be awarded

Name: \_\_\_\_\_ Phone: \_\_\_\_\_  
Institution/Company: \_\_\_\_\_  
Playing with: \_\_\_\_\_  
\_\_\_\_\_

Vendors, if you would like to sponsor a team, mark here: \_\_\_\_\_

Make Checks payable to: Virginia Biomedical Association

Mail to: VBA  
Annual Golf Tournament  
PO Box 1958  
Yorktown, Va, 23692

or FAX to: 757-886-6614  
Att: Kevin Breen

## Seeking Nominations for VBA Biomed of the Year 2012!

In order to recognize individuals who have contributed significantly to the field of Biomedical Engineering, the Virginia Biomedical Association's board of directors chooses a "Biomed of the Year" at each annual meeting. This person is chosen from nominees submitted by VBA members. If you know a Biomed who deserves this recognition, please send in your nomination. The 2012 "Biomed of the Year" will be announced at the 2012 annual meeting and will receive a plaque and a check for \$500.00, as well as recognition for a job well done.

### Rules:

1. Explain in 250 words or less why your nominee should be Biomed of the Year.
2. Please include your nominee's job title, employer and work location.
3. VBA Directors and officers are not eligible for nomination.
4. Nominations must be received at least two weeks before the start of the V.B.A. annual meeting.
5. The winning nominee will be announced at the annual meeting
6. The Biomed of the Year will receive a plaque and \$500.00
7. Submit nominations by: September 10, 2012

Mail: Virginia Biomedical Association, P.O. Box 1958, Yorktown, VA 23692 or

E-Mail: [webmaster@vabiomed.org](mailto:webmaster@vabiomed.org)

On-Line form: Biomed of the Year Nomination

Please provide the following information about your nominee:

Full Name \_\_\_\_\_

Position or Title \_\_\_\_\_

Employer \_\_\_\_\_

City and State where employed : \_\_\_\_\_ Nominated By: \_\_\_\_\_

## Seeking Nominations for VBA Manager of the Year 2012!

In order to recognize Managers who have contributed significantly to the field of Biomedical Engineering, the Virginia Biomedical Association's board of directors chooses a "Manager of the Year" at each annual meeting. This person is chosen from nominees submitted by VBA members. If you know a Biomedical Manager who deserves this recognition, please send in your nomination. The 2012 "Manager of the Year" will be announced at the 2012 annual meeting and will receive a plaque and a check for \$500.00, as well as recognition for a job well done.

### Rules:

1. Explain in 250 words or less why your nominee should be Manager of the Year.
2. Please include your nominee's job title, employer and work location.
3. VBA Directors and officers are not eligible for nomination.
4. Nominations must be received by the week before the start of the V.B.A. annual meeting.
5. The winning nominee will be announced at the annual meeting
6. The Manager of the Year will receive a plaque and \$500.00
7. Submit nominations by: September 10, 2012

Mail: Virginia Biomedical Association, P.O. Box 1958, Yorktown, VA 23692 or

E-Mail: [webmaster@vabiomed.org](mailto:webmaster@vabiomed.org)

On-Line form: Biomed of the Year Nomination

Please provide the following information about your nominee:

Full Name \_\_\_\_\_

Position or Title \_\_\_\_\_

Employer \_\_\_\_\_

City and State where employed : \_\_\_\_\_ Nominated By: \_\_\_\_\_

## Upcoming Events

**VBA Board of Directors - Planning Sessions, Teleconferences—dates to be announced. If you are interested in sitting in on these please contact Greg Mika, VBA President for announced dates and times.**

**VBA Annual Meeting - “2012 - September 19-21, 2012 at the Wintergreen Resort in Wintergreen, VA. Check the VBA Website often for updates and changes.**

**VBA Winter Meeting - February -2013, Wintergreen Resort, Wintergreen, VA**



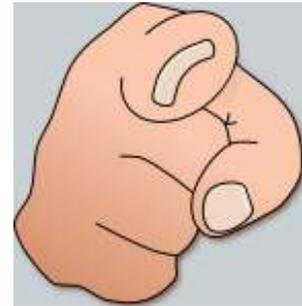
### VBA Directory & Website Note



The VBA website is the one location to keep up on the latest with your Biomedical Society. Also, you can login with your email address (the one you received this newsletter with) and update your profile information. You can also choose which information in your profile is or is not viewable to other members when they query the membership directory. Your profile is also the information that we use to keep you updated on the latest events and membership news for the VBA.

**[www.vabiomed.org](http://www.vabiomed.org)**

### **The VBA Needs You**



To Nominate Yourself or Someone you know for the VBA Board of Directors and to vote at the Annual Meeting in September

Send an e-mail to [staff@vabiomed.org](mailto:staff@vabiomed.org) with nominations and upon approval from the nominee the names will be added to the ballot.

# V. B. A. News

P.O. Box 1958  
Yorktown, VA 23692

**VBA Website**  
**WWW.VABIOMED.ORG**

The VBA website is constantly being upgraded and added to. Visit often. Check out all the links. Watch for details. Suggestions should go to :  
**Mark Freeman - Webmaster**  
@ [webmaster@vabiomed.org](mailto:webmaster@vabiomed.org)



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**Stricker Medical (800) 516-5288**

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[www.flukebiomedical.com](http://www.flukebiomedical.com)

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**Engineered by**  
**Fluke Biomedical.**



**ES5820 Electrical**  
Safety Analyzer



**Impulse 1000DF Debrillator/**  
Transcutaneous Pacer Analyzer



**TNT 12000 X-Ray**  
Test Device

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