

VBA Board of Directors

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Greg Mika
434-982-7758

Vice-President:

Robert "Sonny" White
804-484-4601 10/11A

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757-886-6596

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757-388-3615

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434-982-7758

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540-332-4860

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434-200-2021

Mark Seago 09/10A
434-924-9740

Mark Skelton 10/11B
540-981-7517

Al Strickler 09/10B
804-282-6167

Rick Davis - Treasurer
757-388-2842

Frank (Chip) Hughes—Recording Secretary
434-200-7451

Lee Gilley—Newsletter Editor
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:



Summer is upon us and the VBA Annual Meeting is right around the corner while the final plans are coming together as I write this address. For this year's meeting we will be making a few changes that we hope will work out well for everyone. The first change is the days of the week for the meeting. The meeting will start on Tuesday September 14th with the golf tournament. The main meeting will start on Wednesday the 15th and wrap up on Thursday the 16th. We are hoping that this format will encourage more people to stay for the afternoon sessions on Thursday since they will then have all day Friday to travel home. This will also allow our vendor friends more time to wrap up their displays and travel home as well. The second change involves the meal at the golf tournament. For the first time we will start the golf tournament with lunch instead of ending with dinner. The third change involves a full day of activities on Wednesday in hope of lower costs for attendees while keeping the attendees engaged in group activities. The fourth change involves the door prize drawings. All pre-registered attendees will automatically be entered into the door prize drawing so you have to be pre-registered for either one day or both days to be eligible. The drawing will take place on Wednes-



www.VABIOMED.ORG

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

**September 15-16, 2010
at
The Wintergreen Resort
in
Wintergreen, VA.**

Details inside

day during the social hour. The plan is to have a board member with a microphone and a box with the eligible attendee's names goes to the booths of the participating vendors. The participating vendor will be allowed to address the attendees for approx. 20 seconds; they then will draw a name from the box, announces the winner of their door prize, and ask them to pick it up at their booth. This new door prize process may see some "Thursday only" attendees receiving a door prize upon pre-registering. So just
(Continued on page 10)



TO: Biomedical Equipment Vendors
FROM: Aldo Nichini, VBA Vendor Coordinator
DATE: May 1, 2010

SUBJECT: 2010 Virginia Biomedical Association 17th Annual Meeting

We invite you to plan now to exhibit your products and services at the **2010 Virginia Biomedical Association Annual Meeting** on September 14th - 16th at the Wintergreen Resort, in Wintergreen, Virginia. This is the VBA's 17th 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, "*VBA 2010 - Leading the Way Into a New Decade; Full of New Challenges*", will focus on improving Clinical Engineering practices, performance, customer service, employee skills, and patient safety. The 2010 meeting will find opportune vendor display time with displays located in the meeting area, a geographically central location, and exciting educational opportunities to increase attendance and improve client interaction. Two enlightening Keynote addresses are scheduled on Wednesday and Thursday mornings to jumpstart the day. We recognize the value of vendor support and are targeting biomedical professionals throughout the Commonwealth of Virginia, North Carolina, Maryland and West Virginia.

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. If you have any questions, please contact me at 410-641-9149.

Thank you for your continued support of the VBA. Please complete the enclosed vendor registration form and submit with the appropriate fee by August 20, 2010. Payments can be made on line through Paypal at 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:

If you have any educational sessions that you are interested in presenting, please contact our educational coordinator: Jeff Long – jslong@vhss.com

Hotel Information:

For hotel reservations, contact the Wintergreen Resort, Wintergreen, VA at (800) 611-6888 or email reservations@wintergreenresort.com and reference the VBA Meeting. Registrants for the VBA Annual Meeting will receive our discounted conference rates:

Single Rooms - \$119/night

1 Bedroom Condo - \$139/night

2 Bedroom Condo - \$214/night

3 Bedroom Condo - \$282/night

4 Bedroom Condo - \$340/night

5 Bedroom Condo - \$407/night

These rates apply for 2 days before and after the meeting in case anyone feels the need for some additional R&R time

Please make reservations as early as possible (**but no later than August 14th**) in order to receive the discounted rate.

We are excited about this year's theme of "*VBA 2010 - Leading the Way into a New Decade; Full of New Challenges*" and we look forward to seeing you at the Wintergreen Resort!

Sincerely,

Aldo Nichini

Aldo Nichini

VBA Vendor Co-coordinator

Please plan on joining us on Tuesday, September 14th to help kick off the meeting with our Golf Tournament at Wintergreen Resort. Please check the VBA website for the Golf Tournament information.

Visit us on the web at: www.vabiomed.org for additional information.



Virginia Biomedical Association

17th Annual Meeting & Symposium- September 15-16, 2010

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
- *6' Display table with skirting
- *Access to electrical power (ext. cord helpful) *Two chairs
- *Free link to vendor website on VBA web *Meals for two for 2 days
- *Free Half Page Advertisement in Quarterly Newsletter (color copy)
- *Free Half Page Advertisement in Meeting Program (black and white copy)
- *Price- \$595.00

GOLD LEVEL

- *Ideal location in Meeting Room
- *6' Display table with skirting
- *Access to electrical power (ext. cord helpful) *Two chairs
- *Listed in Meeting Program and Newsletter *Meals for two for 2 days
- *Price- \$395.00

****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 chip in with smaller amounts to help 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 Tournament Sponsor \$250.00- 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 that all artwork and copy for advertisements must be submitted in electronic format by August 1, 2010 to Lee Gilley, Centra Health, 434-200-3870, 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 14th. Set up can also take place from 6:30am - 8:00am September 16th. 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 Sponsor.....	[]	\$ 250.00
Academic donation.....	[]	_____
Additional Lunches.....	[]	\$ 25.00
TOTAL		\$ _____

Total Enclosed \$ _____

Thank You for Your Support!

Exhibit fee includes 2010 corporate membership, light breakfast and lunch for Thursday and Friday for two representatives from your organization. Please check the appropriate boxes indicating your selections and make check payable to: **Virginia Biomedical Association**. Please mail to:
Virginia Biomedical Association, P.O. Box 1958, Yorktown, VA 23692-9998

To use Paypal, visit us at www.vabiomed.org

VBA Tax ID 54-1719004

For additional information, please contact Aldo Nichini at 410-641-9149 anichini@atlanticgeneral.org

Seeking Nominations for VBA Biomed of the Year 2010!

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 2010 "Biomed of the Year " will be announced at the 2010 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, 2010

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

E-Mail: 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 2010!

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 2010 "Manager of the Year " will be announced at the 2010 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, 2010

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

E-Mail: 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: _____



**Virginia Biomedical Association
Annual Golf Tournament**

Location: Devils Knob at Wintergreen Resort

Date: September 14, 2010

Arrival/Tee times: 12:00 / Shot Gun start at 1:00

Cost: **\$75.00** *Per Person*

Includes: Golf and Box Lunch before tee off, Door prizes will be awarded

NAME: _____ **Phone** _____

Company/Institution : _____

Playing with :: _____

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

Make Checks payable to: Virginia Biomedical Association

Mail to: VBA **or FAX to:** 757-886-6614
Annual Golf Tournament **Att:** Kevin B
PO Box 1958
Yorktown, Va, 23692

VBA 2010 ANNUAL MEETING EVENT SCHEDULE

This schedule is subject to change. Please check "www.vabiomed.org for latest information.

Tuesday September 14, 2010														
	11	12	1	2	3	4	5	6	7	8	9	10	11	Location
Golf Tournament & Dinner														Devils Knob Golf Course
VBA Board Meeting														Shamokin Room
Vendor Set Up														Skyline

Wednesday September 15, 2010																
	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	Location (Subject to Change)
Registration																Registration
Vendor Set Up																Skyline
Continental Breakfast																Skyline
Keynote Address: Chris Nowak, CBET, of AAMI's TMC "Boosting BMET Leadership and Communication Skills"																Skyline
Exhibit Hall Open																Skyline
Newport HT50 Course - Newport Medical & Virginia Hospital & Healthcare Association																TBD
Force Triad- Covidien-Valley Lab																TBD
Slashing Medical Equipment Maintenance Costs in 2010- GMI																TBD
AGM Gas Analyzer- Sage Medical																TBD
Career Development- Medrad																TBD
Lunch Break																Skyline
Basics of Anesthesia- Mindray																TBD
AEM Technology -Encision																TBD
Biomedical Round Table -CE and IT Convergence- Hosted by AAMI(TMC)																Skyline
Happy Hour Reception with Door Prize Drawings																Skyline
Dinner																Terrace
Mountain Top Madness																The Dome

Thursday September 16, 2010														
	7	8	9	10	11	12	1	2	3	4	5	6	7	Locations (Subject to Change)
Registration														Registration
Continental Breakfast														Skyline
Exhibit Hall Open														Skyline
Newport HT50 Course -Newport Medical & Virginia Hospital & Healthcare Association														TBD
Force Triad- Covidien-Valley Lab														TBD
Microsoft Office 2010 and Windows 7- Corinne Hoisington														TBD
OR Integration- Victory Products														TBD
Nuclear Medicine 101-GMI														TBD
Lunch Break and Business Meeting														TBD
Vendor Breakdown														Skyline
RTLS- Victory Products														TBD
Hot Technologies 2010 and Social Networking- Corinne Hoisington														TBD
Radiology Management- GMI														TBD
Surgical Microscope Basics- Prescott's Inc.														TBD
														TBD

VBA

Virginia Biomedical Association

Session Summaries and presenters available at presstime for the Fall 2010 VBA Annual Meeting. Be sure to check the VBA website www.vabiomed.org frequently for information updates.

- **Boosting BMET Leadership and Communication Skills**

Chris Nowak, CBET, is a member of the TMC, and is also the new Chair of the BMET Board of Examiners. He's also the president of the Mid-America Clinical Engineering Society (MACES). Mr Nowak will be moderating a round table discussion on CE and IT convergence.

Corinne Hoisington is a full-time Professor of Information Systems Technology at Central Virginia Community College in Lynchburg, VA with over 25 years of teaching experience. Corinne also travels over 200,000 miles a year speaking to college & university professors and K12 venues in over 50 cities this year for such customers as the Microsoft Corporation, Cengage Learning, and many other universities and K12 groups. Professor Hoisington is the recipient of the Microsoft Most Valuable Professional in Computer Programming. Corinne presently has authored several books such as the Visual Basic 2010 and many video courses. Her newest projects just came out this Spring called "The Guided Tour of Windows 7", "The Guided Tour of Office 2010", and "The Guided Tour of Hot Technologies 2010".

- **Microsoft Office 2010 Moves to the Clouds & Windows 7 Operating System**

Let's kick it up to the next level with the next version of Office. See for yourself the rich and powerful new ways to deliver your best work - whether you're on a computer at work or at home, Web browser, or Smartphone with Office. Wait until the students see the new enhanced tools like the backstage area, screen clipping tool, the slicer, customizable templates, and photo editing capabilities well beyond the last version. Finally a real work environment that allows multiple people from different locations to work together at the exact same time using new collaboration capabilities.

Windows 7 is what Vista should have been!!! See tons of new features that will make teaching a technology experience such as HomeGroup, Snap, Snip, Shake, the Action Center, and Windows Movie Maker 7. You can even record the steps to a process with this new version.! Wait until you see a Windows Multi-Touch Tablet running Windows 7 live - the ultimate "way cool!"

- **Hot Technologies 2010/ Social Networking**

Warning: Only attend this session if you can handle an exciting and high energy presentation. Take a front row seat to see what is earth-shaking in the Technology World in 2010! Come see a dozen new technologies that will make your life easier. Have you used Posterous yet, or Ustream, or Qik, and many more cutting edge hot technologies that are all FREE! Expand your boundaries!

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what are we planning for this year's Annual Meeting?

We will kick off the meeting with the golf tournament at the Devils Knob Golf Course on Tuesday the 14th. The tournament will start with lunch and some practice time on the range and putting green. The final details are still being worked out at this time but we are trying to keep the cost below \$100 per golfer if at all possible. If you have never golfed at Devils Knob you are in for a real treat and if you have played at this course in the past I can bet that you are dying to play it again. DK can be a very challenging course but it also provides some of the most beautiful holes and views in the state of Virginia.

The main meeting will start on Wednesday the 15th with registration, a continental breakfast, and then a keynote address and a delicious lunch. We will have plenty of time to visit with our vendors and learn about all of the newest products as well as some great classes. We will have the very popular Newport HT50 class again this year as well as the return of Corinne Hoisington's crowd pleasing computer related classes.

Again as of this writing a lot of the details are still being worked out but we are also planning an Intro to Anesthesia class, a Microscope maintenance class, a unit specific electrosurgical unit class, a risk management class, an OR Integration class, a management class or two, a roundtable, and more. We will then have some social time with our vendors including some hors d'oeuvres, cocktails, and door prize drawings. After the social time we will move outside to the Blue Ridge Terrace for a cook out and great mountain views. The evening will wrap up with some "Mountain Top Madness" activities at the "Dome." The activities include a pool table, air hockey table, video games, a mechanical bull, yes I said a mechanical bull, and of course cocktails. So as you can see Wednesday will be filled with education, product information, networking opportunities, great food, and of course fun.

Thursday will kick off with registration, a continental breakfast, vendor time, and lead into the class sessions. Lunch on Thursday will include our annual business meeting and award presentations. The meeting will wrap up between 4:00 and 5:00 depending on the class sessions you are attending.

We have negotiated some great room and golf rates with Wintergreen that are valid for several days before and after the annual meeting so you extend your stay and spend some relaxing time in the beautiful Blue Ridge Mountains, just be sure to mention the VBA when registering or making your tee times. We have also negotiated free wireless internet access for all attendees staying at the resort so you should be given the code upon check in at the lodge.

As always we need your input to make the VBA a success. Please take some time to nominate someone for manager or biomed of the year. We also need nominations for the Board of Directors so if you would like to be on the board or want to suggest a good candidate for the board please let me or any board member know and we take it from there.

Please start making your plans now to attend the 2010 VBA Annual Meeting.

Take care, god bless, and see you at Wintergreen,

Sincerely,
Greg Mika
VBA President

Joint Commission Inspection July 2010

By: Virgil Smoot, Director,
Biomedical Services, CHKD

As I usually do, I would like to report on our latest Joint Commission inspection July 13th through July 16th. Perhaps this will benefit one of you.

In my long career I have been through many of these inspections and have found the last three to be the easier ones for Biomedical. This one was some what tougher than the last two, since they did ask for three files this time. The first day the nurse surveyor asked for a file on a breast pump in NICU and on the 3rd day she wanted to see a file on a Transonic monitor in Dialysis and a file on a treadmill in PT/OT. I never met her, but was told she was very picky and gave nursing a tough time.

On the 3rd day the Engineer flew in for one day only and did the Life Safety inspection. I was left out of this totally. I understand a few minor issues were found.

On the 4th and final day I was grouped in with all the EOC policy holders for a 1.5 hour session. The first 45 minutes was totally spent reviewing the hospitals Emergency Disaster Plan's. Our person in charge of that was grilled about everything in the plan. It was handled in a very nice way by our administrator surveyor, Jerry Dikeman. He kept saying to think outside the box and not just do the paper exercises. He recommended that we create additional performance standards that were meaningful and measurable.

He then called a 6 minute break and said he would grill biomedical upon our return. I was somewhat concerned about this statement. Upon our return he brought in a Joint Commission intern, who, during introductions indicated she loved biomed. I figured I was okay then.

One thing I have noticed in the last three inspections is that they take this opportunity to do a lot more teaching while interviewing you. This is good.

The interview with them was very easy. They asked how many work orders we do per month and how many were "no problem found". They asked the group about big changes that were coming in our EOC plans. They want to see these contain something other than the basic statements about PM Completion rates and etc. I explained some major projects and changes coming to our EOC plan. They seemed to be happy with that and basically moved on to other issues and questions for the group. I showed no documentation at this meeting.

Overall they loved our institution and said we were second to none and raved about the attitude of staff and etc. They did tour our off site surgical centers and most departments in the hospital. They seemed to focus on our NICU and Dialysis department.

The old song by Roy Clark comes to mind at this point: Thank God and Greyhound they are gone, or something like that.

See everyone at the VBA Conference.

Newport HT50 Ventilator Technical Training Class

The VBA is proud to announce that we will be holding the HT50 Technical Training class again in 2010. Due to the popular demand we will be hosting the class at our annual meeting on September 15th and 16th 2010. David Goodman with Newport Medical will be returning to present the class with his great personality and expert knowledge of the HT50 Ventilator. This is a Full Manufactures training and attendees will receive a training Certificate upon completion.

This Class will enable you to maintain the Newport HT50 Vent and will cover the following:

- ✦ Theory of Pneumatic Operation
- ✦ Theory of Electronic Operation
- ✦ Electronic Calibration
- ✦ Operation Verification Procedure
- ✦ Removal /Installation of Major Sub Assemblies

Service and Training Manuals will be provided

Newport Medical does not provide HT50 Vents or tools for the training. Each Student will need to bring an HT50 and the required tools from there facility. (Required tools for the class will be emailed to you after registering for the class) Attendees should have basic electronic skills and have adequate training to be qualified to service and repair a life support medical device.

Registration:

The VBA will keep the class size to a maximum of 25 people; therefore we will ask you to pre-register for the class. The first 25 people to register will be accepted into the class. Call Ashley Kindig to register for the class, and then if accepted, you will need to register for the VBA annual Meeting. There is no additional fee for this class. If interested please register as soon as possible.

If you have any question or would like to register contact:

Ashley Kindig at 434-654-7095



Force Triad Technical Training class

Covidien will be presenting a two day technical training class on the Force Triad. This is one of the most popular units to hit the market in the last few years. This powerful ESU offers RF energy in monopolar and bipolar modes along with tissue-fusion applications. This class will cover the ins and outs of the unit providing the biomedical technician with an abundant of knowledge. This class will be limited to the amount of people attending the class. Check the VBA website for more information on this class and how to get preregistered and reserve your spot in the Force Triad technical training class. <http://www.forcetriad.com/forcetriad/pagebuilder.aspx?webPageID=150277&websiteID=150273>



Educational Opportunities courtesy of AAMI

Videos Provide Guidance on Targeted Topics

AAMI is now offering a collection of training DVDs to help new and veteran biomed technicians navigate the ever-changing world of medical technology.

The DVDs, produced by CTI Productions, focus on numerous topics such as electronics, ultrasound, computers, clinical laboratories, general medical equipment, and the basics of human anatomy and physiology.

“These videos are excellent tools to help refresh or add to a biomed’s continued education. We have several videos in our shop from CTI,” says Dave Braeutigam, director of biomedical engineering for Baylor Health Care System.

While some videos cover the basics, other collections help technicians branch out. For example, there is one on demystifying computers, which provides information about basic components including networking and hardware components. “The video illustration helps with understanding the hardware structure of the computer,” says Jose Lara, with Baylor. “This DVD can be very useful when learning IP structure networks as this topic has a tendency to get complicated.”

Another collection focuses on instrumentation and safety issues in clinical laboratories, including topics such as quality assurance.

The anatomy and physiology collection is designed to familiarize biomed technicians with the basic human body systems and their functions, which helps in troubleshooting. “Learning about anatomy and physiology...also helps the technician when talking to a doctor so both can understand each other better,” says J.C. Newell, director of marketing and content development at CTI.

In all, there are nine video collections available covering different topics—which can be purchased individually or altogether in a comprehensive collection.

As Newell notes, the videos can be cost-effective training for budget-conscious hospitals. “You don’t have to send your technician out for ultrasound 101 training at a facility and he is gone for a week,” she says. “It really decreases man-hours lost.”

Safety in Healthcare—Complete Collection

LIST PRICE: \$630

AAMI MEMBER PRICE: \$510

ORDER CODE: SIH

LIST PRICE: \$709

AAMI MEMBER PRICE: \$574

ORDER CODE: DUS

Anatomy and Physiology

LIST PRICE: \$368

AAMI MEMBER PRICE: \$298

ORDER CODE: ANP

Demystifying Computers, Complete Collection

LIST PRICE: \$132

AAMI MEMBER PRICE: \$107

ORDER CODE: DC

Electronics Review

LIST PRICE: \$315

AAMI MEMBER PRICE: \$255

ORDER CODE: ER

General Medical Equipment, Complete Collection

LIST PRICE: \$420

AAMI MEMBER PRICE: \$340

ORDER CODE: GME

Medical Orientation Pack, 6-Part Series

LIST PRICE: \$158

AAMI MEMBER PRICE: \$128

ORDER CODE: MO

Full Collection (a package of all previously mentioned DVDs)

LIST PRICE: \$2,625

AAMI MEMBER PRICE: \$2,125

ORDER CODE: CTI

Clinical Laboratory Instrumentation, Complete Collection

LIST PRICE: \$315

AAMI MEMBER PRICE: \$255

ORDER CODE: CLI

Diagnostic Ultrasound, 5-Part Series

To order copies, call (877) 249-8226, or visit the AAMI Marketplace at <http://marketplace.aami.org>.

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- **Slashing Medical Equipment Maintenance Cost in 2010**

Patrick Lynch, CBET, CCE with GMI will present this session. The class will show a practical way to analyze maintenance cost and expand your biomedical program. This seminar will present a new and innovative way to evaluate medical equipment maintenance costs, provide a mechanism for comparing these costs to other internal and external sources. We also will embark upon a discussion of how to reduce these costs by more than ½ in many cases, while maintaining quality and uptime.

- **The Basics of Surgical Microscopes**

Corey Shellenberger from Prescott's Inc will present this education session. This class will focus on the terminology, simple cleaning and troubleshooting of various types of surgical microscopes. The class will start off with basic terminology which will discuss the various parts of the microscope; model identification; technical support buzzwords. There will be a surgical microscope on hand to demonstrating basic cleaning techniques and to help demonstrate a practical PM. This class will help Biomedical Engineers to be more confident when working with microscope as well help them when they are seeking Technical Support. All Microscopes are different, this class will not focus on one specific model. Technicians should gain knowledge and basic microscope skills by attending this session.

- **O.R. Integration; The Future is Now** by Victory Products

Scott Emerick, Northeast Regional Manager for Skytron's partner Global Device Management.

A critical look at so called smart room technologies. This course is designed to answer the questions of why we should invest in integration, what factors should be considered in construction, space planning and cord management? Is conferencing ability, digital streaming, archiving and voice control necessary, why or why not? Are there less costly alternatives? Planning for the future. The course is designed to be interactive informative and educational.

- **How Real-time Location Solutions (RTLS) What is it and how can I get it?**

Mike Picarello, Northeast Regional VP for Skytron's partner Awarepoint. Repairing, calibrating and performing preventative maintenance on thousands of medical devices is a constant challenge. Locating equipment with pinpoint precision and linking to recommended maintenance schedules, Real-time Location Solutions (RTLS) can minimize equipment out-of-service time and improve staff work environment while reducing the potential for clinical incidents.

Mike Picarello will discuss the evaluation criteria used in selecting a solution and how the installation will affect the IT department, biomedical or clinical technology functions. Mr. Picarello will also provide tangible lessons learned during the actual installation process and will highlight clinical and biomedical use cases and measurable outcomes.

- **Career Planning for Biomedical Engineering Personnel** Presented on behalf of MEDRAD Service

Myron Hartman MS, SASHE, CCE, CBET, CRES Program Coordinator, Biomedical Engineering Technology, Penn State University

As a technician or a supervisor in the field of biomedical engineering, what are the next steps you need to plan for in your career: education, training, certification or experience? Most individuals do not have written plans for their careers and they just happen by accident or being at the right place at the right time. This session will discuss what actions you need to take for planning a career in medical equipment support.

Meet Marcy Petrini ...

Strategic Plan Priority for New AAMI Board Chair

As the incoming chair of AAMI's Board of Directors, Marcy Petrini, PhD, aims to keep AAMI on the right path to its "preferred future."

"Broadly speaking, AAMI's 'preferred future' includes expanding our role as honest brokers of knowledge on medical technology and the interaction between people, things, and places to improve patients' outcomes," says Petrini, who will begin her two-year term as chair during AAMI's Annual Conference this month.

The new draft strategic plan—developed earlier this year by the Board's Strategic Planning Task Group—calls for the Board to reassess the plan yearly to review accomplished "objectives, learn about obstacles, and reassess the changes that our world brings," says Petrini, a professor of medicine at the University of Mississippi Medical Center. "I like to think of it as the horse actually driving the cart, and not the other way around,"

Draft goals in the strategic plan include:

- Recognition of AAMI in the healthcare community as the preferred resource for high quality and objective medical technology knowledge;
- Defining the profession and qualifications of clinical/biomedical technology management, including its role and value in healthcare delivery; and

Translating broad-based discussions about the future of medical technology into actions that improve patient outcomes, according to a draft of the plan.

Petrini says Board members will create a mix of short- and long-term objectives to meet as part of the plan. "Hopefully we can move these objectives along at a good, reasonable pace," she says. "The idea is that everything that we do ties in with this plan in some way."

During her tenure, Petrini—who will succeed Charles Sidebottom as chair—also intends to continue focusing on the convergence of clinical engineering (CE) and information technology (IT) as medical devices are increasingly wired to hospital networks. "I think that the biomedical professionals are the ones that need to be intimately involved with the IT interface because the biomedical professions understand patient safety," she says. "It is a different mentality."

Petrini concedes that she is a bit nervous about assuming the position of Board chair, but she is comforted in knowing that she won't be alone in pursuing these goals.

"I know that I have tremendous back up so that I am not doing this by myself," she says.

"The nice thing is everybody wants this to succeed. I feel a lot better about it after going through this process in February to formulate the plan. Each one of those objectives requires an enormous amount of work. Nevertheless, having a map is a lot better to help you get there."

Informational update provided courtesy of AAMI

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 - "2010 - A New Decade Full of New Challenges" - September 15 to 16, 2010 at the Wintergreen Resort in Wintergreen, VA. Check the VBA Website often for updates and changes.



Virginia Biomedical Association

17th Annual Meeting

“VBA 2010 - Leading the Way Into a New Decade; Full of New Challenges”

September 14th – 16th, 2010

Registration Form

Name: _____ Title: _____

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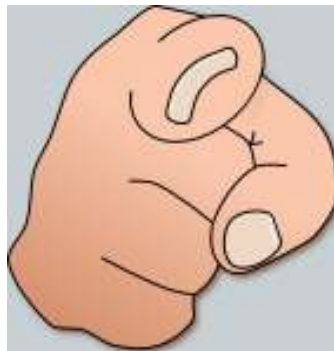
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Note: Registration fees are for the formal meeting events held on Sept 15th and 16th. Registration includes 2011 membership, and 2010 and 2011 membership for non-members. A membership application must accompany registration. Send completed registration form and a check payable to:

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

For more Information: Visit the V.B.A. web site at <http://www.vabiomed.org> for Golf Tournament Registration, Membership Application, meeting schedule, travel directions and other information - or contact Sonny White @ 804-484-4601 or White-Robert@aramark.com

The VBA Needs You



Three members of the Board are rotating off and two are finishing their first term. 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 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
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