**President’s Note:**

With all of the changes occurring in healthcare these days’ hospitals are being forced to tighten their belts and curb unnecessary spending. The Affordable Care Act, for one, has forced changes in how vendors and hospitals procure medical equipment.

It seems that the ‘Consumable Usage Agreement’, where the vendor would place equipment at no-charge based on an agreement to use a set amount of disposables is going by the wayside……. So where is that additional capital coming from? Now the 3-5% annual budget trimming from every dept. will probably increase. This can translate into a reduced training budget for many biomed shops across the country. These cuts mean that directors and managers are looking for the best training they can get for the least amount of money. The VBA boards of directors have recognized this and have made changes to help our members get the training they need by way of the 21st Virginia Biomedical Association Annual Meeting.

This year’s meeting will once again take place at the Richmond Hilton Hotel & Spa in Short Pump. It will be a three day meeting that starts on Wednesday, September 17th with a golf outing and ends on Friday the 19th. We offer lots of great classes; it will also include many vendor booths and a great opportunity to network with fellow Healthcare Technology Management Professionals.

This year it will not cost you a bundle. In an effort to increase attendance we have done away with the Meeting Fee, there will be no charge to attend. Yes, zero, zip, zilch, nada, or however you want to say to it. The only thing that attendees will need to pay is their annual dues of $30.00, that’s it. The vendors will notice a slight increase in their fees but hopefully the increased attendances will more than make up for the change.

As I write, the planning and scheduling is well under way with many great classes as Mark Seago will discuss later in this newsletter. The theme for the 21st Annual Meeting is “High Stakes Changes in Healthcare Service.” Following along with the theme and the fact that this is our 21st Annual Meeting we will have an evening of entertainment with Casino Night on Thursday night for a little fun and excitement. As the summer heats up so does the planning and anticipation of attending the annual meeting. I hope to see you all there.

Greg Mika  
President
Welcome to the 2014 Annual Meeting of the Virginia Biomedical Association. We’re excited about our course selection this year, classes for Technicians and Managers as well. The newsletter will be out shortly with the class schedule, information about the golf outing, vendor list and more. Thanks again for your continued support because without our members and the vendors that support us we could not continue to be a technical resource for Virginia and surrounding States.

We’re pleased to have Mary Logan (AAMI President) as our guest speaker Thursday morning. She has her finger on the pulse of many possible changes coming our way as we prepare ourselves to meet these new challenges. Corinne Hoisington, Pat Lynch and John Knapp are back with interesting topics in their respective fields. John Noblit will be conducting the CBET Review Course Thursday and Friday. We’ll have an ERBE Electrosurgical troubleshooting class and a Philips Vital Signs Monitor repair class. When the schedule comes out please look it over and come join us for several days of learning, networking and fun with your fellow Bio-meds.

After a day of learning we have a Casino Night scheduled for Thursday evening in the main Ballroom. Come try your luck and have fun!

Remember that Wed. is the golf outing at The Federal Club in Glen Allen. It’s a beautiful course…. Register early and let’s play some golf.

Mark Seago – VBA Vice President and Annual Meeting Coordinator

Corrine Hoisington is returning to the VBA for more cutting edge info from Microsoft You don’t want to miss this!!

The Tech Scene of 2014

New technologies are everywhere and changing how we can engage with our world. The trends this year include: Google Glass, Internet of Things, 3-D Printers, and so much more. The "Internet of Things" is predicted that 50 to 100 billion things will be electronically connected by 2020. This Internet of Things (IoT) will fuel technology innovation by creating the means for machines to communicate many different types of information with one another. With all objects in the world connected, our jobs in the medical field and our personal lives will be transformed.

Meet the Latest Microsoft Mantra

As we move forward to Office 365 and Windows 9 (oops did I type the number 9 — intentional typo or not??), it's time to discover the full potential of each feature to create a rich experience. Sit on the edge of your seats as you see a live demo of the latest, greatest tools in Office 365, the new OneDrive, Windows 8.1 Update 2, and beyond. Find out which ultrabooks and tablets to recommend to your staff in 2014, the best Windows Store apps, and everything about the new upcoming Office Online. Bring your dreams into reality with upcoming Microsoft products!

Thank you so!
Corinne Hoisington
Central Virginia Community College
(434) 832-7682
Dear Medical Equipment and Service Vendors,

I am pleased to invite you to join the Virginia Biomedical Association for our 21st Annual Meeting, September 17th-19th, 2014 in Richmond, Virginia.

For 21 years the VBA has had continued success with creating a sense of community for biomedical, clinical engineering and imaging service professionals in the greater Virginia area. Our annual event offers avenues for developing valuable relationships, and advancing your company’s products and services. The VBA has arranged social and networking events to promote attendee and vendor interaction. A Golf Tournament will be held on Wednesday, September 17th, at The Federal Club. Also a Casino Night is planned for Thursday, September 18th, at the Hilton Richmond Hotel. Both events promise a casual atmosphere that will allow you to further build your professional relationships.

Display your products and services in our centrally located exhibit area with over 7 hours of exhibit time. There will be a limited number of exhibit spaces. Please do not wait. Reserve your space today.

Please take advantage of the multiple sponsorship opportunities available at the event to further promote your company’s brand.

For the first time, the VBA will be offering members Free Admission to the meeting to encourage higher turnout and participation!!

Meeting Registration(Online) and Information:  http://vabiomed.org/event-846519

Exhibit Space Fee $695, **Register by mail and pay by check: Use attached form**

Sponsor Opportunities: Meal & Break-$250, Casino Table(7 Tables)-$250, Golf (Team-$325, Longest Drive-$150, Closest to the pin-$150) or Academic/Scholarship donation

Hotel: Hilton Richmond Hotel & Spa/Short Pump, 12042 West Broad Street, Richmond, Virginia
(800)445-8667, or (804)-364-3600, Fax (804)-525-6098
VBA preferred rate $140-$160(Occupancy Dependent)

Golf: Federal Club 13030 Palmer Way, Glen Allen, Virginia
(804)798-4996 http://www.thefederalclub.com/
VBA Tournament Registration: http://vabiomed.org/event-905092

Advertisements: Free link to vendor website on VBA website. Company Logo and website
Advertisement in Quarterly Newsletter(black and white)
Submit Company Logo electronic high resolution image by August 1, 2014 to Lee Gilley, 434-200-3870,
lee.gilley@centrahealth.com

I look forward to seeing you in Richmond! Without vendor support our annual event would not be possible. Thank you for your continued support of the VBA.

Sincerely,

Shannon Grimm, VBA Vendor Coordinator
(540)689-6555, ssgrimm@sentara.com
Virginia Biomedical Association
Annual Golf Tournament

Location: The Federal Club
13030 Palmers Way, Glen Allen, VA 23059

Date: September 17, 2014

Arrival/Tee times: Registration 11-12 Shotgun Start 12:00

Cost: $85.00 per person $325.00 per team includes Golf

Name: ___________________________ Phone: ____________________

Sponsor ___________________________________________________________

Playing with: 1.________________________ 2.__________________________
3.________________________ 4.________________________

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 B
Seeking Nominations for VBA Biomed of the Year 2014!

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 2014 "Biomed of the Year" will be announced at the 2014 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 12, 2014
   Mail: Virginia Biomedical Association, P.O. Box 1958, Yorktown, VA 23692 or
   E-Mail: staff@vabiomed.org
   On-Line form: Biomed of the Year Nomination

Please provide the following information about your nominee:

Full Name______________________________________________________________
Position or Title__________________________________________________________

Seeking Nominations for VBA Manager of the Year 2014!

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 2014 "Manager of the Year" will be announced at the 2014 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 12, 2014
   Mail: Virginia Biomedical Association, P.O. Box 1958, Yorktown, VA 23692 or
   E-Mail: staff@vabiomed.org
   On-Line form: Biomed of the Year Nomination

Please provide the following information about your nominee:

Full Name______________________________________________________________
Position or Title__________________________________________________________
### VBA 2014 Annual Meeting Schedule

The schedule is subject to change.

Check www.vabiomed.org for latest updates

<table>
<thead>
<tr>
<th>Wednesday September 17, 2014</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Golf Tournament and Boxed Lunch</td>
<td>Richmond Country Club</td>
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<tr>
<td>VBA Board Meeting</td>
<td>Richmond Country Club</td>
</tr>
<tr>
<td>Vendor Set Up</td>
<td>Capital EFG</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Thursday September 18, 2014</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registration</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Vendor Set Up</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Continental Breakfast</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Keynote Address: Mary Logan (AMMI President)</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Exhibit Hall Open</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Medical equipment management in the DNV accredited hospital (Randy Snelling)</td>
<td>Capital A</td>
</tr>
<tr>
<td>The Tech Science of 2014 w/Corinne Hilsington</td>
<td>Capital B</td>
</tr>
<tr>
<td>Equipment Life Cycle Costs (John Knapp)</td>
<td>Capital C</td>
</tr>
<tr>
<td>CBET review (John Noblitt)</td>
<td>Capital D</td>
</tr>
<tr>
<td>RBE ESU/APC Basics for Biomedics</td>
<td>Short Pump</td>
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<tr>
<td>Fundamentals of Testing and Troubleshooting IV Pumps (Julio Castro)</td>
<td>Henrico B</td>
</tr>
<tr>
<td>Lunch Break</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Vendor Speaker (TBD)</td>
<td>Capital EFG</td>
</tr>
<tr>
<td>Facility management in the DNV accredited hospital (Randy Snelling)</td>
<td>Capital A</td>
</tr>
<tr>
<td>Meet the latest Microsoft Mantra w/Corinne Hilsington</td>
<td>Capital B</td>
</tr>
<tr>
<td>Pat Lynch</td>
<td>Capital C</td>
</tr>
<tr>
<td>CBET review (John Noblitt)</td>
<td>Capital D</td>
</tr>
<tr>
<td>RBE ESU/APC Basics for Biomedics</td>
<td>Short Pump</td>
</tr>
<tr>
<td>Don’t be Alarmed; Enhanced Alarm Management Tools (Michelle Gronlund)</td>
<td>Henrico B</td>
</tr>
<tr>
<td>Vendor Time 7pm-9pm casino night 9pm-11pm</td>
<td>Capital EFG</td>
</tr>
</tbody>
</table>
VBA 2014 Annual Meeting Schedule

The schedule is subject to change.
Check www.vabiomed.org for latest updates

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>Registration</td>
</tr>
<tr>
<td>8</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td>9</td>
<td>Exhibit Hall Open</td>
</tr>
<tr>
<td>10</td>
<td>Pat Lynch</td>
</tr>
<tr>
<td>11</td>
<td>Ultrasound Basics (Philips Wood)</td>
</tr>
<tr>
<td>12</td>
<td>CBET review (John Noblitt)</td>
</tr>
<tr>
<td>1</td>
<td>Lunch Break and Business Meeting</td>
</tr>
<tr>
<td>2</td>
<td>Vendor Breakdown</td>
</tr>
<tr>
<td>3</td>
<td>Ultrasound Basics (Philips Wood)</td>
</tr>
<tr>
<td>4</td>
<td>CBET review (John Noblitt)</td>
</tr>
</tbody>
</table>

Tim Bowers
Community Memorial Healthcenter, South Hill, VA
VBA’s 2013
Manager of the Year

Below are just two of the several nominations received for Tim Bowers. He is obviously well respected in his facility and brings his “A” game to the table every day.

Tim is the Biomed manager at a small rural hospital, and has very little resources. To spite this, Tim does an outstanding job of ensuring that our facilities equipment is always in top working order, by being very resourceful, creative, and knowledgeable. Tim is VERY pleasant, and ALWAYS displays a "Can Do" attitude. Tim demonstrates his dedication to the Biomed field by continuously seeking out opportunities for learning and additional certifications, such as attending Medivators school; which also becomes a cost savings due to keeping the maintenance "in-house" in lieu of contracted service. There are so many other reasons that Tim has earned this reward, that 250 words is not enough.

I have had the pleasure of working with Tim Bowers for the past 10 years. He is a great asset to this organization. Any challenge Tim is given, he willingly accepts. I have come to the conclusion that there is nothing that he can’t fix. He is very conscientious about the amount of money that will be spent on fixing medical equipment. Here are a few examples: 1. Several years ago we had an infant ventilator that we thought we were going to have to replace because it became non operational. Tim took the ventilator and found that the circuit board needed repairing and he was able to make the repair on site. 2. Our EKG machines get a lot of “abuse” and Tim always looks for the best solution to repair existing problems and tries to put systems in place to prevent it from occurring again. 3. Our neurologist reported artifact from our EEG machine. Tim worked closely with the technician and the neurologist to resolve this problem. Tim researched and worked with the manufacture of the equipment. 4. Our PFT machine failed to calibrate and Tim quickly resolved this issue. I have also personally worked with Tim during a hurricane. We experienced generator failure and Tim was able to quickly prioritize what medical equipment needed power and was able to get the most critical equipment in the hospital up and running again. He is a team player and a valuable member of the CMH family.

Congratulations Tim. In addition to the plaque shown in the picture Tim also received a $500.00 check from the VBA.

TIM BOWERS is presented the 2013 VBA Manager of the Year Award by Al Strickler, Awards Committee.
Vendor/Exhibitor Registration Form

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: __________________________________

<table>
<thead>
<tr>
<th>Name of Attendee(s)</th>
<th>Email</th>
<th>Title/Position</th>
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<tbody>
<tr>
<td>1.</td>
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AMOUNTS DUE

Exhibit Table Fee …………………… [ ] $ 695.00
Meal & Break Sponsor……………... [ ] $ 250.00
Golf Team Sponsor…………………. [ ] $ 325.00
Closest to the Pin Sponsor(Golf)…… [ ] $ 150.00
Longest Drive Sponsor(Golf)………[ ] $ 150.00
Casino Table Sponsor……………… [ ] $ 250.00
Academic donation………………… [ ] ________
Additional Meals (per day)………… [ ] $ 40.00

TOTAL $________________

Total Enclosed $________________

Submit with the appropriate fees by September 1, 2014
Checks payable to Virginia Biomedical Association.
Send completed form and check to:
  Virginia Biomedical Association
  P.O. Box 1958
  Yorktown, VA 23692-9998

VBA Tax ID 54-1719004
Exhibit Table Details
*Central location in Meeting Room
*Display table with skirting (6ft X 30in)
*Access to electrical power. (If needed, the Exhibitor must provide Power cords and strips. The Hotel can provide for a fee of $10 for a cord and $15 for a strip per day, to be paid by the exhibitor)
*Two chairs
*Free link to vendor website on VBA web
*Meals for two days for two representatives (light breakfast and lunch for Thursday and Friday)
  *Additional meals for Representatives are $40.00 per day.
*Company Logo and website Advertisement in Quarterly Newsletter (color copy)
*Company Logo and website Advertisement in Meeting Program (black and white copy)
*Exhibit fee includes 2014 corporate membership,
*Price- $695.00

Sponsorship Opportunities
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, or $85 per individual
  Recognition at Golf Tournament, in Meeting program and in the Quarterly Newsletter.
Academic/Scholarship donation- Any Amount
  Any amount is welcome and greatly appreciated.
Door Prizes-
  Please consider donating door prizes to be distributed during the show

Exhibit Space Setup
Set up can begin at 6pm-11:30pm on September 18th. Set up can also take place from 6:00am – 7:30am September 19th. Due to keynote speaker commencing at 8:00am, there will be no set up between 8:00-9:00am. Exhibit space will be secured during non-vendor periods.

Deliveries
Packages are not to arrive any earlier than 3 days prior to the event. There will be a $125 fee per pallet at the exhibitor’s expense (Hotel does not have a pallet jack).

All packages are to be delivered to:

Hilton Richmond Hotel & Spa/Short Pump
Attn: Event Management Department
12042 West Broad Street
Richmond, VA 23233
HOLD FOR: Virginia Biomedical Association/Greg Mika
Date of Meeting/Total Number of Boxes (ie.1 of 4)

AD COPY
Please note: All Logos, Websites, and Ad Copies must be submitted in electronic format in high resolution to insure good image quality by August 18, 2013 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.

**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.**
MEMORIES from VBA 2013

In case you weren’t there last year this was the presentation of the

VBA LIFETIME ACHIEVEMENT AWARD

The lifetime achievement award is awarded on an infrequent basis to those individuals that have made a substantial and sustained contribution to the Clinical Engineering field in the commonwealth of Virginia. This year, the BoD is proud to have a unanimous candidate for the Lifetime achievement award.

This candidate has served in the biomedical field for 46 years. With humble beginnings in military electronics, he entered the biomedical arena in Tidewater, cutting his teeth with medical equipment repair companies, eventually setting up and managing numerous biomedical departments in North Carolina and Virginia. He expanded his knowledge and management talents when he targeted the booming radiology and mobile X-ray markets in the early 1980’s, working with industry leaders like Picker, travelling the east coast in a van with mobile rental X-ray equipment.

Eventually, he settled back in Tidewater and managed the Clinical Engineering Dept at The Childrens Hospital of the Kings Daughters, where he retired after over 20 years of service. Two significant career highlights stand out for him. First, was a trip to Moscow in the 90’s to establish a 6 bed NICU in Hospital #1. The finished NICU was the most technologically advanced clinical area for pediatric patients in all of the Soviet Union. It was on the streets of Moscow, where the now infamous “Russian Hat” was procured. Many industry icons, and legends, some of whom are sitting in this room, have donned the hat, their chagrin, had their photo taken.

The second highlight of his career was his early and sustained participation in the VBA. His many elected roles on the Board of Directors and key support helped to grow the organization from the first ski trip on a rented school bus with jello shooters to the creation of bylaws and the evolution to our Annual Meeting formats that we see today.

But there is a lighter side, who in this room has not been captivated by stories about his unique family in West Virginia, especially of Uncle Earl and Aunt Edith (pronounced Edif) and their oversexed monkey. Always the life of the party, his wife of 11 years, Anne comments, that while he loves to dance and have fun, he can be very serious and is actually bashful. His ardent passion of turning junk cars into magnificent antiques keeps him busy as he is in the process of restoring a 1936 Plymouth coupe and 1966 Mustang.

By now you all know to whom I am referring. It is with great honor that the Virginia Biomedical Association presents the 2013 Lifetime achievement award to Virgil Ray Smoot.
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

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.

Next VBA BoD Meeting - September 17, 2014, 6 PM @ the Hilton @ Shortpump, Richmond, VA

VBA Annual Meeting - “2014 - September 17-19, 2014 at the Hilton Richmond Hotel @ Shortpump in Richmond, VA. Check the VBA Website often for updates and changes.

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 with nominations and upon approval from the nominee the names will be added to the ballot.