Another VBA annual meeting has come and gone and if you missed this one shame on you because you missed a good one. We thought last year’s meeting was a good one, as we had the highest number of attendees and vendors ever but we surpassed those numbers by a large amount. We started it all off at the Newport News Deer Run Golf Course for a fun round of golf and a great meal at the courses pavilion. The tournament was well organized and a great deal of fun and for that I would like to thank Kevin Breen as he pours his heart and soul into planning this event every year.

The main meeting kicked off on Thursday morning with a Keynote address on benchmarking by ECRI’s Jonathan Gaev. Then it was time to visit with our vendors, it is always great to see all of our returning vendor friends and to meet many new ones. We rely on the support of all of the vendors to make the VBA successful so please take some time to thank them when they come to visit your facility. Lunch on Thursday was immediately followed by a keynote address from Mary Logan, the new president of AAMI. Mary gave us her thoughts on the future of healthcare, a biomed’s place in it, as well as how AAMI can help the biomed community.

We started Friday off with an exciting keynote and calisthenics by VCU Professor Dr. Randolph T. Barker Ph.D. Dr. Baker was a presenter at the VBA MBA in a Day program for two years in a row and was very well received so we decided to see if he could still provide the same energy and stimulation that he did back then which he did and more.

(Continued on page 19)
Thursday Morning Keynote- Jonathan A. Gaev, MSE, HEM, CCE, PMP
Businessline Manager, BiomedicalBenchmark™
Health Devices Group
ECRI Institute

Biomedical Benchmarking

Jonathan started out his talk on benchmarking by explaining what exactly benchmarking is and some history of benchmarking. He made several references to benchmarking in other industries but the one that should mean the most to us is regarding a patient’s vital signs. Vital signs certainly a very important type of benchmarking and Jonathan completed the connection by making the point that benchmarking in biomed is like getting a baseline set of vital signs to compare our progress and growth. Jonathan went on to explain how benchmarking can help the biomed community prove our worth and show our growth and importance with the use of accurate data. By the end of the keynote address I think everyone had a better understanding of the importance of benchmarking and making sure that we have good data to benchmark against. I want to thank Jonathan and ECRI for provide a great keynote to kick off the 2009 annual meeting.

Submitted by: Greg Mika

17th Annual Meeting & Symposium

In Wintergreen, VA

September 14, 15, and 16, 2010
(Note this is a Tuesday, Wednesday, and Thursday)

The 17th Annual Meeting and Symposium will be what we all make of it. Volunteer for one of the many committees to put this event together. You can gain valuable experience in logistics and planning. Mark your calendars now and plan on attending to learn more about technology and trends in the field.

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Office 2007 & Windows Vista Course Review
Time: September 18th 10am-12:30pm
Central Virginia Community College
Presenter: Corinne Hoisington

Corinne provided an excellent overview of Windows Vista, Office 2007 and a preview to Office 2010. With her mix of multi-media content, class participation, and lively personality, the class was not only very informative but extremely enjoyable to be in. She covered features and tools that were available in Windows Vista as well as explained why Office 2007 contained it's radical new concept for toolbar and menu management. At the end of the session, many attendees were asking for more information and commented that they hope she returns to future VBA Meetings.

(Continued on page 6)
Thursday Lunch Keynote
Mary Logan, JD, CAE. AAMI’s new President

The AAMI Board of Directors has announced the hiring of AAMI’s new President, Mary Logan, JD, CAE on March 15, 2009

Here is a little piece of AAMI’s press release:

During an extensive, nationwide search, the Board sought an individual who would be poised to lead AAMI into a successful future with new and updated member services and programs, a strong position in medical technology management, and collaborative relationships with outside stakeholders throughout the world.

“Mary Logan is ideally suited to guide AAMI successfully through the transition from our respected long-term leader, Mike Miller,” said Chuck Sidebottom, chair of AAMI’s Board of Directors and director of corporate standards at Medtronics. Miller announced last year he would retire at the end of June after nearly 40 years of dedicated service to AAMI.

I met Mary at the AAMI meeting in Baltimore this summer and immediately got the idea that I should ask her to speak at the VBA’s annual meeting. Mary was thrilled with the opportunity and upon checking her calendar the plans were solidified for Mary to speak immediately after lunch on the first day of the meeting.

Here is a summary of Mary’s talk, which by the way is the first time that she addressed the members of a biomed society directly.

Mary started off her keynote address by outlining the three main parts of her talk.

- **First**, I’ll talk about the future of technology and your role.
- **Second**, I’ll talk about the skill set that I think you need to develop to prepare yourself for the future.
- **Third**, I’ll talk about showing your senior executives that you care about and can solve some of their biggest problems.

Mary then went to detail about these points and she included stories and thought provoking questions as she went along.

Mary then asked:

Are You Feeling Overwhelmed at this point?

Mary then discussed what AAMI can do to help biomeds and what the plans are for AAMI under her leadership. Here are some of her points:

- **We need to provide you with:**
  - Dashboards
  - Education geared to what you need to know
  - success stories on what has worked in other hospitals
  - an ear to listen to your needs and respond to them
  - a voice for your c-suite to appreciate your value
  - concrete tools that you can use to measure success and show that success to your c-suite

- **What does success look like?**
  1) Collaborative partnership between biomedical engineering and clinicians
  2) Collaborative partnership between biomedical engineering and IT (e.g., change in IP address compromising clinical data)
  3) Biomedical engineering is seen by the C-suite as a reliable group of technicians who solve their big problems: safety, cost, patient satisfaction
  4) You are part of interdisciplinary teams that plan for equipment purchases, produces a reliable inventory of medical devices, coordinates the risk management function for medical devices,

- AAMI is committed to helping you achieve that success. We care about your future and want to give you the tools you need to get there.

Mary ended her talk with this story:

- This summer, the brother of one of our staff almost died after going into cardiac arrest. He’s out of the woods and on the road to recovery, and in the process of talking about it, the staff member made this comment: “I really enjoy working for AAMI because the work of our members truly helps people. The work of our members saved my brother’s life, from the AED used to re-start his heart down to the IV pump by his bedside and the people who made sure it all worked properly.” On behalf of all of the staff, thank you for the work that you do. We are proud to be a part of it.

Submitted by: Greg Mika-VBA President
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Like her prior session on Vista and MS Office, Corinne again kept the class immersed in the topic with a mix of multi-media presentations and informational bits on some of the many free apps that were available from Google and other content providers on the web. These apps ranged from video conferencing to cell phone location systems, as well as document management and collaboration forums. The intro to Windows 7 provided attendees a peak into some of the improvements and features offered with this much anticipated release of Windows.

Submitted by Jeremy Rusher

---

Clinical Engineering’s Role for the Effective Acquisition of Refurbished Biomedical Equipment

Presenter: Photios Dalamagas—Soma Technologies

The purpose of the presentation is to suggest effective techniques that a clinical engineering department can use to protect the hospital’s interests and maximize the quality and support of the refurbished medical equipment purchased.

Clinical Engineering Department must be involved in a hospital’s purchase of refurbished medical equipment due to the technological assessment requirements and the lack of regulations and standards in the refurbished medical equipment business.

It is also to the hospital’s interests for the clinical engineering department to have good long term working relationships with medical equipment refurbishing companies because of the unique cost effective solutions these companies can provide to the hospital.

Submitted by Al Strickler
Attention all 2009 Vendors

The Virginia Biomedical Association would to thank you all for making its 16th Annual Meeting a resounding success. This would not have been possible without the help of all the vendors who participated by providing support for this event. This year we had a record number of vendors participate in the annual meeting. We had 26 Platinum Level and 31 Gold Level sponsors. On top of that we had support from 9 vendors who provided courses for all of our attendees. Meal and Break sponsorships were provided by Axess Ultrasound, Belimed, Ditec, Horizon CSA, Radon Medical, Troff Medical, US Medical Systems, and WR Systems. Another vendor that continues to support the VBA year after year is Lee Hartman & Sons who provided all the AV needs, yet again. Plans are already underway for the VBA’s 17th Annual Meeting next September. We will be having our meeting at the Wintergreen Resort in Wintergreen, VA. Please start to make plans to attend next year and many thanks from all the members of the VBA. This event is not possible without your continued support and contributions.
Friday Keynote  
Dr. Randy Barker  
“Leading, Changing and Creating With Impact in the Biomedical Environment Today”

Dr. Randy Barker, tenured professor of Management at Virginia Commonwealth University, addressed the VBA at Friday’s keynote lecture. Dr. Barker was returning to address our association from his involvement in the MBA in a DAY program that was successful at the turn of the millennium. His enthusiasm and energy were immediately felt by all those in attendance.

Dr. Barker had three goals for our listeners- 1. Understanding the leadership within us. 2. Developing ideas for personal change. And 3. Utilizing your own creativity to impact work. Individuals tend to resist change in all areas of life. People need to learn how to shake things up and keep it new. Dr. Barker demonstrated the Sigmoid Curve where we all have a cycle that starts with forming and creating habits, behavioral norming takes over, which leads to fulfillment which can then lead to stagnation. At this point, we need to reinvent ourselves to create a new Sigmoid curve to reproduce the creative process to take us to a higher level.

Here are 10 ideas that Dr. Barker provided us to assist with improving our leadership-

1. create trust in your leadership  
2. create a vision and energize your workers with anticipation  
3. lead by example  
4. enforce your metrics- make sure it is measurable and you know where you want to go  
5. commit to the task and to your people- work, work, work and then love, love, love  
6. empower people- people do not commit unless they are involved  
7. lead and then get out of the way  
8. make it meaningful for people  
9. make sure strategy, objective and vision are aligned  
10. communication is a key for effective leadership and relationship building

Thank you to Dr. Barker for bringing his dynamic speaking ability to the VBA. We hope to see more of him in the future. By the time this article is printed, his presentation should be available at www.vabiomed.org.

Submitted by Al Strickler

Upcoming Events

VBA Board of Directors - Planning Sessions / New Board Memebers—November 17,2009, 5 PM, Richmond , VA. If you are interested in sitting in on these please contact Greg Mika, VBA President for locations and times.

VBA Spring Meeting - May 14, 2010 at the Wintergreen Resort in Wintergreen, VA  
Check the VBA Website often for updates and changes.

VBA 17th Annual Meeting - September 14-16, 2010 Note this is a Tuesday through Thursday meeting. Planning in process  
Details to be announced. If you want to help or be involved in the planning o execution of this meeting contact Greg Mika or any of the VBA Board members listed on the front page.
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Newport HT50 Ventilator Technical Training Class
Presented By:

The Newport Medical Instruments technical training class on the HT50 ventilator was fantastic. Newport Medical sent their expert technical trainer David Goodman to teach the class. David really knows the HT50 inside and out. He has been the technical trainer on these vents for many years and does a great job on explaining how they work. David’s presentation was superb; he covered a lot of information and was able to keep the attendees attention throughout the class. Each attendee got to take apart their vent all the way down to the case while David explained the purpose of each piece. After the vents were all back together David carefully went through the PM and PVT with the students. At the end of the class David presented all the attendees with a Manufactures training certificate.

Submitted by Ashley Kindig

Biomedical Round Table by AAMI’s TMC

The session was moderated by Steve Campbell, SVP of Communications, Marketing, & Healthcare Technology Management for AAMI

This session was essentially an open forum to discuss AAMI’s involvement in biomed for now and future and to allow all participants to ask questions and offer comments throughout the session

Below is a brief outline of the discussion:

Introductions
TMC Overview
TMC Projects
  Benchmarking
  CE-IT initiatives
  Online Resources
  Promoting the profession
  Other
Survey Results
Group Discussion
  Is the TMC headed in the right direction?
  What issues should we tackle next?
  How can we help?
  How can we work together to advance other issues?

This session was fairly well attended, participants included both Thursday speakers Jonathan Gaev of ECRI and Mary Logan of AAMI, and found to be very informative by all. AAMI received some very good feedback as well as providing very helpful information. The VBA looks forward to more sessions like this one as well as forming a stronger bond with AAMI and ECRI.

Submitted by Greg Mika
We salute our Exhibitors

The Virginia Biomedical Association Board, on behalf of its members, would like to especially thank our exhibitors, without which this meeting would not be possible. Their continued participation and commitment to the educational program assists us in performing our jobs more efficiently and knowledgeably.

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Primex Wireless, Inc
Radon Medical/ISS Solutions
Sage Services Group
Soma Technology
Star Medical Equipment LLC
System Electronics, Inc
Universal hospital Services
US Medical Systems
Victory Products
Welch Allyn
2009 Virginia Biomedical Association completed another successful annual meeting. Each year seems to get better and better. Where would we be without our annual dose of “Virgil Reality” and the presentation of the wonderful vendor prizes? The door prizes are always a highlight of the meeting. We would like to thank the following vendors for their continued generosity and support for the VBA.

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Prize Description</th>
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<tbody>
<tr>
<td>Philips Medical</td>
<td>Sony Ultralight Head Phones</td>
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<tr>
<td>Spectrum Technologies</td>
<td>2 - Sansa MP3 Players</td>
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<tr>
<td>Pilot Medical</td>
<td>3 – Bil-Lite Sport Utility Lights</td>
</tr>
<tr>
<td>GCX</td>
<td>2 - $25.00 American Express Gift Cards</td>
</tr>
<tr>
<td>Fluke Medical</td>
<td>3 – Fluke Baseball Caps</td>
</tr>
<tr>
<td>Northfield Medical</td>
<td>$50.00 Lowes Gift card</td>
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<tr>
<td>Aramark</td>
<td>3 – Big Blue Aramark Bags</td>
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<tr>
<td>Sage Services</td>
<td>Polar Bear Cooler Bag</td>
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<tr>
<td></td>
<td>Gray jacket</td>
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<tr>
<td>Sonora Medical</td>
<td>4 – Firefly Polo Shirts</td>
</tr>
<tr>
<td></td>
<td>$50.00 Dick’s Sporting Goods Gift Card</td>
</tr>
<tr>
<td>AIV</td>
<td>Blue AIV Polo Shirt</td>
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<tr>
<td></td>
<td>$50.00 American Express Gift Card</td>
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<tr>
<td>Lee Hartman &amp; Sons</td>
<td>Sony DVD Player</td>
</tr>
<tr>
<td>Wintergreen Resort</td>
<td>2 Night Stay at Wintergreen</td>
</tr>
<tr>
<td>VBA</td>
<td>2 – VBA Baseball Caps</td>
</tr>
</tbody>
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The following Vendors offered their own drawings for prizes:

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<th>Vendor</th>
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<tbody>
<tr>
<td>Medical Equipment Corp</td>
<td>7 – multi-tool sets</td>
</tr>
<tr>
<td>Conquest Imaging</td>
<td>$25.00 Macaroni Grill Gift Card</td>
</tr>
</tbody>
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Submitted by Lis Carroll
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2009 VBA Golf Classic

The annual VBA Golf Tournament was held on The Cardinal Course at Newport News Golf Club. This years event was a huge success with a total of 11 teams and 43 golfers. There was some great golf and some not so great golf but it made no difference because everyone had fun. Remember “A BAD DAY ON THE GOLF COURSE IS STILL BETTER THAN A GOOD DAY AT WORK”. The VBA would like to thank all the vendors who golfed or sponsored teams. Teams were sponsored by Ditec, USMS, Radon, Victory Products, Aramark Healthcare, Erbe, WR Systems, Star Medical and Physio Control/Medtronic. There were other players that represented several other vendors and well as several Biomed Techs. Again thanks to all our sponsors and golfers.

There was three prizes given out one for Longest Drive on hole #13, which was won by Bob Barkley Jr. There was also two Closest to The Pin awards the winners were Mark Evans on hole #5 and John Meissner on hole #12. The first place team, with a score of 64, consisted of Bob Barkley, Bob Barkley Jr., Al Strickler and Mark Evans. The second place team, with a score of 66, consisted of Andre Corpuz, Jason Muir, Jeff Hinsen and Mark Jones. Special thanks to Sonora for donating Golf Balls for all players.

After the tournament a Dinner was served and door prizes given out, where everyone got at least a door prize. Thanks to everyone who turned out and see you next year at Wintergreen.

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sent everyone off to the class sessions. The end of lunch on Friday signaled the beginning of the business meeting, committee reports, Biomed of the Year Award, Manager of the Year Award, announcement of the newly elected board members, and Door Prize Drawings. I would now like to take a moment to thank and congratulate some very fine people.

The 2009 VBA Biomed of the Year, sponsored by the VBA is Calista “Lis” Carroll, CBET. Lis is a BMET III at the Children’s Hospital of the King’s Daughter in Norfolk.

The 2009 VBA Manager of the Year, sponsored by the VBA is Jerry Burks, CBET. Jerry is Director of Carilion Clinical Engineering for Carilion Health Systems.

The VBA BoD would like to welcome and congratulate our two new members:

Robert “Sonny” White, Front Line Manager for Aramark at St. Mary’s Hospital in Richmond

Shannon Grimm, Technology Manager for Shenandoah Shared Hospital Services at Rockingham Memorial Hospital

We would like to congratulate our 3 returning board members:

Ashley Kindig of Martha Jefferson Hospital in Charlottesville

Mark Skelton of Carilion Roanoke Community Hospital

Jeff Long of Shenandoah Shared Hospital Services at Augusta Medical Center

We would also like to thank our 2 outgoing board members for their past four years of dedicated service

Aldo Nichini, Technology Manager at Atlantic General Hospital in Berlin MD for Horizon NEA

Myself, Greg Mika, Manager of Clinical Engineering at Martha Jefferson Hospital in Charlottesville

I would like to take a moment to thank the entire VBA Board of Directors both past and present for all of their hard work and dedication in making this association one of the best in the country. For the last two years I have had the privilege to be the President of this organization and to work with a great group of individuals on the Board of Directors as well as to work for another great group of individuals, you the members and if I ever get chosen to do it again I would do so without a second of hesitation. I urge all of you to get involved in the VBA in any way that you can, that may be by nominating yourself or someone else for the BoD, nominating someone for BMET or Manager of the Year, writing an article for this newsletter, making suggestions for class sessions, volunteering to help out at one of the meetings, and more. In order for this association to support the members it must grow and it cannot grow without help, lots of help, so please “step up”.

I also want to extend a special thank you to Aldo Nichini. Aldo has been the Vice President for the past two years and in case you didn’t know it the VP is responsible to oversee the annual meeting. To say that the annual meeting is a big task would be a gross understatement but Aldo has taken the reins and put on two of the best Annual Meetings that the VBA has ever seen. I am proud to have had Aldo as the Vice President the last two years but even more proud to count him and the rest of the Board as my friends.

I hope to see all of you at Wintergreen in May for the 2010 Spring Meeting.

Be safe and God bless,
Greg Mika- President
VBA 2009 Manager of the Year

This year Jerry Burks, Director of Carilion Clinical Engineering for Carilion Health Systems in Roanoke VA, was nominated by one of his team and selected by his VBA peers to receive the VBA's 2009 MANAGER of the YEAR award. In addition to a plaque to be presented later, Jerry will receive a $500.00 cash award.

Below is an excerpt from the nomination sent in for Jerry.

“As a manager he is consistently considerate of his employees needs, while continually meeting the requirements of his employer. He is fair in listening to different points of view from his technicians and open to allowing them the autonomy to implement the necessary strategy to solve problems.

He especially excels in three areas-

*Leadership and Experience- he has over 34 years in clinical engineering and knows how to lead people and departments to accomplish stated missions and goals.

*Passion- he has passion for clinical engineering which is reflected in everything he does.

*Dedication- he does everything to the highest standard possible while achieving the highest level of excellence”

Congratulations Jerry

VBA 2009 BMET of the Year

The VBA would like to congratulate Callista Carroll (better known to most as “Lis”) on being recognized as the VBA 2009 BIOMED of the YEAR. In addition to a plaque presented later Lis will receive a $500.00 cash award from the VBA

Lis is a BMET III, CBET at Children’s Hospital of the King’s Daughter in Norfolk, VA. She was nominated by her Manager, Virgil Smoot and below is an excerpt from the nomination.

“I would like to nominate Lis for “BMET of the Year” because of her outstanding service here at CHKD. She is always first to volunteer for various fund raising event here at the hospital. In addition to being a very good technician, she also served 4 years on the VBA Board of Directors. Feedback from all of Lis’s departments is always great. Lis is also a licensed LPN which brings an extra benefit to our department and gives us extra insight to nursing. To help the shops morale she always brings in brownies and etc for birthdays and etc. She will often break out the shop crock pot for a special luncheon, how many techs do that.”

Here is a note from Lis

Thank You

What a surprise! I never imagined I would be chosen to be Virginia’s Biomedical Technician of the Year. I have found it rewarding to be a member of this fine organization from the very first ski trip in 1994. I would, especially, like to thank Virgil Smoot for having the confidence in my abilities as a Biomed technician 17 years ago when he hired me and allowing me to continue to work in such a challenging specialized hospital as Children’s Hospital of the King’s Daughters. Everyday has been an adventure. I want to offer a great BIG Thank You to the VBA’s Board of Directors for believing in me, also. Having been on the Board of Directors a couple of times, I understand the long hours and hard work they put in to make the Association as successful as it is. You all do a great job! Thanks again to my supporters. I am proud to be a member of the VBA.

Sincerely, Lis Carroll, CBET
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