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 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 19th – 21st at the Wintergreen Resort, in Wintergreen, Virginia. This is the VBA’s 19th 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 online 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:
As of June 1st, 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

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

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

<table>
<thead>
<tr>
<th>Room Type</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Rooms</td>
<td>$109/night</td>
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<tr>
<td>2 Bedroom Condo</td>
<td>$204/night</td>
</tr>
<tr>
<td>3 Bedroom Condo</td>
<td>$269/night</td>
</tr>
<tr>
<td>4 Bedroom Condo</td>
<td>$340/night</td>
</tr>
</tbody>
</table>

1 Bedroom Condo - $129/night

Please make reservations as early as possible (but no later than August 20th) 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

Please plan on joining us on Wednesday, September 19th to help kick off the meeting with our Golf Tournament at Wintergreen Resort.
(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 for additional information.
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- TBD

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- TBD
**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. 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 19th. Set up can also take place from 6:30am - 8:00am September 20th. Due to keynote speaker commencing at 8:00am, there will be no set up between 8:00-9:00am.

### AMOUNTS DUE

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum Level</td>
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</tr>
<tr>
<td>Gold Level</td>
<td>$395.00</td>
</tr>
<tr>
<td>Meal &amp; Break Sponsor</td>
<td>$250.00</td>
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<tr>
<td>Advertisements</td>
<td>$150.00</td>
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<tr>
<td>Golf Team Sponsor</td>
<td>$325.00</td>
</tr>
<tr>
<td>Academic donation</td>
<td></td>
</tr>
<tr>
<td>Additional Lunches</td>
<td>$25.00</td>
</tr>
</tbody>
</table>

**TOTAL**

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  
VBA Tax ID 54-1719004  

For additional information, please contact Shannon Grimm, 540-689-6555, stephen.grimm.6986@vhcc.com
“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.
“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

**Wednesday September 19, 2012**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>Golf Tournament and Boxed Lunch</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>VBA Board Meeting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Vendor Set Up</td>
<td></td>
<td></td>
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<tr>
<td>11</td>
<td>Continental Breakfast</td>
<td></td>
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<tr>
<td></td>
<td>Keynote Address: Ray Laxton</td>
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<tr>
<td></td>
<td>Exhibit Hall Open</td>
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</table>

**Thursday September 20, 2012**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
<th>Notes</th>
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<tbody>
<tr>
<td>7</td>
<td>Registration</td>
<td>Skyline Foyer</td>
<td></td>
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<tr>
<td>8</td>
<td>Vendor Set Up</td>
<td>Skyline Room</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Continental Breakfast</td>
<td>TBA</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Lunch Break</td>
<td>TBA</td>
<td></td>
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<tr>
<td></td>
<td>Covidien-Force Triad (Gregory Peel)</td>
<td>Windsong</td>
<td></td>
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<tr>
<td></td>
<td>CW Optics-Laser Speckle Imaging (Nee-Yin Chou)</td>
<td>Rockfish</td>
<td></td>
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<tr>
<td></td>
<td>Newport Medical- HT 70 Ventilator (Randy Harris)</td>
<td>Shenandoah</td>
<td></td>
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<tr>
<td></td>
<td>Zoll-R Series (James Harrington)</td>
<td>Crawford South</td>
<td></td>
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<tr>
<td></td>
<td>On Power-Power Conditioning/UPS (Scott Hauth, Kevin Jones)</td>
<td>Crawford North</td>
<td></td>
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<tr>
<td></td>
<td>Lunch Break</td>
<td>TBA</td>
<td></td>
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<tr>
<td></td>
<td>Covidien-Force Triad (Gregory Peel)</td>
<td>Windsong</td>
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<tr>
<td></td>
<td>SOS Medical Imaging-Intro to servicing GE CT Scanners (Eric Smith)</td>
<td>Crawford North</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Zoll-R Series (James Harrington)</td>
<td>Crawford South</td>
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<td></td>
<td>UVA-IT Baseline for Healthcare Technology</td>
<td>Shamokin</td>
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<tr>
<td></td>
<td>Newport Medical- HT 70 Ventilator (Randy Harris)</td>
<td>Shenandoah</td>
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<tr>
<td></td>
<td>GE- OminiBed (Dan Collie)</td>
<td>Rockfish</td>
<td></td>
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<tr>
<td></td>
<td>Happy Hour Reception with Door Prize</td>
<td>Skyline Room</td>
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<tr>
<td></td>
<td>Dinner on the Patio sponsored by VBA</td>
<td>TBA</td>
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<tr>
<td></td>
<td>Unknown</td>
<td>TBA</td>
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</tbody>
</table>

**Legend:**
- **RED** - Exhibits
- **GREEN** - Classes
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) 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 19th. 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.
Annual Golf Tournament

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
   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
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   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: ________________________
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.

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.

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

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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.

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.

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

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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

VBA Website
WWW.VABIOMED.ORG