



David Wilson, CBET
NCBA President

PRESIDENT'S FORUM

In just days from now, what began in January as a dream will come to fruition. The 29th annual Symposium will begin on Monday December 3rd and continue thru Wednesday of the same week. I encourage everyone to get their registration forms sent in and join us as we once again gather at the Pinehurst Resort.

Our vice president, Sonny White, has assembled an excellent layout of classes for the three days. In addition to our normal slate of medical and radiological equipment classes, this year we will offer several IT related classes. Topics such as Office 2007, Vista, Computer upgrade and repair, Website building and network security will enhance the course offerings to include something for everyone. We are also still working to get a class on sterilizers on Wednesday.

The vendor exhibit this year has been expanded to the Cardinal Ballroom. Between the original vendor area and the Cardinal expansion we have room for 106 vendor booths. All booths have been sold out for weeks! That in itself is a great testimony to the credibility of the NCBA symposium and the dedication of our vendors to this organization. Let me say thank you to our vendors for another great year.

During the Tuesday business luncheon, sponsored by Aramark, we will be making several announcements. One will be a change to the bylaws. The bylaws require the President to remain active on the Board of Directors in an ex-officio position. This allows ease of transition from one president to the next. Over the past years it has become evident that the office of Treasurer is another that takes a great deal of time to transition. The Board is proposing to the membership that the bylaws reflect that the Treasurer is to remain in an "ex-officio" status for the year following the completion of his or her term. This should eliminate most of the confusion during the transition of the books and financial records. There are more announcements to be made but you will have to attend the luncheon to hear those. You do not want to miss this meeting.

The Tuesday night dinner will once again be sponsored by GE Healthcare. In addition to the great meal, this dinner will prove to be a rewarding experience that everyone should attend.

In closing, I would like to say what a privilege it has been to serve the NCBA in this capacity. It is a responsibility that I have not taken lightly. It is an honor in which I have been extremely grateful. Your current Board of Directors has done an excellent job. What a pleasure it has been to serve with such a distinguished group of colleagues. To the Board of Directors, the vendors, the NCBA membership, and those who plan to attend this year's Symposium, thank you and I look forward to seeing you all in Pinehurst.

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2007 Board of Directors

2007 NCBA Officers

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910-609-7170 – Business
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Carolinas Healthcare System
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record@ncbiomedassoc.com

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Caldwell Community College
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Kevin Scoggin, CBET
ARAMARK Clinical Technology Svcs.
800-825-1786 – Business
BOD7@ncbiomedassoc.com

2007 Standing Committees

Rules and Bylaws:

Kevin Potts (Chair), John Noblitt,
Kevin Scoggin, Sonny White

Nominating Committee:

Gordon Radke (Chair), Helen Jones

Finance Committee:

Steve Guerrant (Chair), Kevin Potts,
Kevin Scoggin

Membership Committee:

Helen Jones (Chair), Glenn Scales

Education Committee:

David Wilson (Chair), Alan Koreneff,
Ronnie McBride

2007 Special Committees

Awards Committee:

Ronnie McBride (Chair), Steve
Guerrant

Golf Committee:

Gordon Radke (Chair), David Wilson

Historian:

Glenn Scales (Chair), Obie Godley,
Sonny Richards

Hotel Committee:

Helen Jones (Chair), Tony Bisese

Internet Committee:

Glenn Scales (Chair), Sally Goebel,
Steve Guerrant, John Noblitt

Newsletter Committee:

Kevin Potts (Chair), Glenn Scales, John
Noblitt

Public Relations Committee:

Kevin Potts (Chair), Sally Goebel, Alan
Koreneff, Kevin Scoggin, Sonny White

Scholarship Committee:

Ronnie McBride (Chair)

Vendor Coordination:

Tony Bisese (Chair), Boyd Campbell,
Alan Koreneff, Mark Renfroe, Sonny
White

NCBA News is an information service of the North Carolina Biomedical Association (NCBA). It has a distribution of about 500 and is published six (6) times per year. Articles and ads are due on or before the first day of odd numbered months. The newsletter is mailed on or about the 15th day of the odd numbered months.

While the NCBA makes every effort to assure that its content is accurate, articles are the products of individual authors and the NCBA is not responsible for the content.

NCBA News intends to disseminate information and ideas to its subscribers. While the NCBA News accurately reflects the source of the articles, the content is of variable quality and validity. The Newsletter Committee will attempt to verify all articles, but neither the Editor nor the NCBA is responsible for information.

YOUR HELP IS NEEDED!!! Articles of interest to our readers are constantly needed and frequently in short supply. If you have written any articles that may be of interest to our readers, submit it to Newsletter Editor, Glenn Scales, at editor2@ncbiomedassoc.com.

NCBA Board Minutes Friday, November 9, 2007

The Pinehurst Hotel – Pinehurst, NC

Meeting called to order at 10:00 AM

Members in attendance: Sally Goebel, Greg Johnson, Helen Jones, Alan Koreneff, Theresa Lord, Ronnie McBride, Gordon Radke, Kevin Scoggin, Sonny White, David Wilson.

Guest: Glenn Scales and Jim Tripp

Secretary report: Gordon was late getting to the meeting so the minutes were not reviewed.

Tres. Report: No report – Steve Guarrant was not present.

Membership: Glenn presented the numbers registered for Monday, Tuesday and Wednesday: 64, 74, 42 respectively.

Education: Sonny White presented that the GE wireless class will be taught by Leanne Cordisco. The anesthesia class by Drager was canceled. Sonny is also working to get the servicing sterilizers class back.

Scholarship: Ronnie McBride presented the information about the new scholarship. The board discussed the options that we have concerning funding of the scholarship. The board made some changes to the wording to the document. The board tabled the document until the planning retreat. The board will roll out the planning of scholarship at the symposium.

Rules and bylaws: There will be one by-laws change this year: We are proposing that the treasurer will stay on as an ex-officio. This will be voted on at the annual meeting at Pinehurst.

Newsletter: Glenn told the board about the setup of the upcoming newsletter. Greg Johnson and Theresa Lord will write up a short article on serving on the board.

Nominating Committee: We have 5 nominations for 6 positions open. Gordon asked all individuals interested, to send a short bio.

Symposium Planning

Hotel: Helen told the board that we currently have 186 rooms booked and our goal is 310. Wireless access for the Cardinal Ball room will be arranged to

provide our membership a computer lounge area in which they can use their laptops during the symposium.

Vendor relations: The vendor area has been sold out for a while. The Cardinal Ball room layout has been set up, and Alan is currently working on the layout for the downstairs vendor area.

Golf: Gordon announced that the golf tournament will be played on Course #5 on Wednesday December 5, 2007 at 11:00 shotgun start. Gordon is writing a letter to the vendors reminding them of the golf tournament and asking for their support. Reiter has expressed an interest in sponsoring a lunch for the golf tournament.

Old Business: The board discussed the items to be given away at the Tuesday night dinner. Theresa presented information on the bags that we need to order.

New Business: Glenn explained how the online information is set up. Glenn has been testing the shopping cart system for the website. The system should be implemented for year 2008. Motion was made for Glenn to buy a printer to be used annually at the Symposium and unanimous approval was given.

Next Meeting: December 5, 2007. 9:00A.M. Pinehurst Hotel.

Motion to Adjourn: 3:00pm.

NCBA News is accepting advertising that relates to biomedical equipment and of interest to our readers. Suggested subjects are: Positions Desired, Positions Available, Biomedical Equipment Wanted or For Sale (New or Used), or Announcements of Educational Opportunities or Service Schools in the area.

Advertising is open to all individuals, hospitals, and companies. The decision to carry a particular ad or classified will be the decision of the Editor with support of the NCBA Board. Either jpeg or tiff files of the actual size ads is required. **Corporate Members please remember what free advertisement your membership allows.** Please contact the Newsletter Editor for other pricing.

Prepayment of all advertising is required.

Classified Advertising

Except "Position Wanted" notices by members (one ad per year – limit 50 words – no charge) the following ad rates apply:

Full Page	\$250. ⁰⁰
Half Page	\$150. ⁰⁰
Quarter Page	\$100. ⁰⁰

If the ad is a single page to be included as an insert, the advertiser will pay all additional printing and handling costs. Placement of non-member ads is on a "space available basis. Advertising that is to be printed in color will include all additional costs to prepare and insert the color page.

Dollars and Sense: Treasurer's Report

By Steve Guerrant CBET, NCBA Treasurer

Account balances as of 11/09/2007:

Checking:		\$104,093
CD's:	XX205	\$28,925
	XX257	\$28,008
Scholarships:	Eddie Whisnant	\$608
	Norm Reeves	\$608

(Income highlights)

Symposium income	\$60,095
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(Expense highlights)

Miscellaneous	\$3,539
Non-personnel expenses	\$292
Stand alone schools	\$750
Travel & meetings	\$1,044



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Board Welcomes Two New Directors

Theresa Lord and Greg Johnson were appointed by the NCBA Board of Directors to complete the terms vacated by Kevin Potts and Tony Bisese after their resignation at the July 13th, 2007 Board of Directors meeting. Theresa and Greg are fulfilling positions that are in the second year of their term which will end in December 2007. Both Theresa and Greg are candidates running for election to the Board of Directors at the 2007 Symposium. Below is a short background on each of these individuals.

Theresa Lord:

Theresa has been on the Clinical Technology Services team at Cape Fear Valley in Fayetteville since October 2003 and is the Biomedical Supervisor.

Theresa began with the Biomedical field in 1994 with an enlistment in the Army as a Biomedical Equipment Technician. The decision was made with very little certainty; however, since that time, the biomedical field has provided her with a new challenge everyday and a guarantee that no two days would be alike. In other words, an ideal fit. Theresa earned her A.S. from Jefferson Community College in Watertown, NY while on active military duty. Since her term in the military, Theresa has worked for the Department of Defense as a Biomed and is now with Aramark CTS. Theresa continues to aggressively pursue her education goals, and has committed to complete her bachelor's degree in Biomedical Engineering Technology through IUPUI.

Theresa presently volunteers as a FRG Leader with the Ft Bragg Family Support Group on Ft Bragg. In her free time, Theresa enjoys doing anything that involves spending time with her son, reading, scrapbooking, travel and the beaches.

Greg Johnson, CBET, CHFM:

Greg has been in the biomedical field and has been an active member of the NCBA for over 22 years. He is a certified biomedical technician as well as a certified health facility manager as designated by the American Hospital Association. He has served previously on the NCBA board of directors and was President in 1994.

Greg established the in-house biomedical department for Catawba Valley Medical Center and was an employee for more than 17 years. After a promotion from Clinical Technology Director to Director of Facility Services at CVMC his responsibilities included Biomedical, Plant Operations, Construction and Chairman of the Environment of Care Committee.

The duties required to manage facilities provided a great knowledge base and was a positive experience, however Greg realized he preferred medical equipment to facilities. As an Entrepreneur eager to become self employed and the desire to focus on medical equipment, Greg co-founded Southeastern Biomedical Associates, Inc. He was excited to become involved with the NCBA board once again by completing the term of a vacant position on the board this year. He is eager to work to promote the mission of the NCBA and is requesting your vote at the upcoming Symposium.

Another Group of Students to the Symposium, But What Happened to the Last Group?

By John Noblitt, CBET

As I sat in my office giving this year's class advice on what classes may be most beneficial to them, I realized another year has past since a class has attended the Symposium. I'm sure some of our members are curious as to where last years students ended up. Here is a picture of last years graduating class with a list of where they went to work. Starting on the top row and moving left to right here is what I know about Caldwell Community College BMET class of 2007.

Bradley Nelson – GMI, Charlotte, NC
Rich Houser – Greenwood, SC
Chuck Braswell – Horizon MSA, NC
Dusty Fleming – Carolina's Med. Ctr. Charlotte, NC
Cody Nelson – Moses Cone, Greensboro, NC
Jesse Stumbo – Sarsted Inc. Newton, NC
Aaron Frye – Cont. studies @ UNCC
Alex Ivanov – Southeast Imaging, Kernersville, NC
Monte Oitker – Samaritan's Purse, Boone, NC
Alex Sherrard – Spartanburg, SC
Clint McCoy – Davita Inc, N. Augusta, GA
Lonnie Rouselle – Watauga Med. Ctr., Boone, NC
Paul Martin – McDowell Hospital
Mike Lonon – Sodexo, W.Va.
Tim Porter – Family Business
Josh Jett – ? SC
Josh Cox – Cont. studies @ CCCTI
Tyler Austin - ? SC
Shaun Bolick – Gaston Mem. Gastonia, NC
Paul Quickel – Class of '97 CCCTI Instructor
Sam Collins, Novant Health, Winston-Salem, NC

This year's class is very excited about attending the NCBA Symposium. They have all heard about the great experience the symposium is to someone fresh into this new career. Next year at this time I hope to bring you an update on the newest members of the NCBA, the CCC&TI class of 2008.

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Six work orders for the biomed department have just arrived.

JCAHO reports are due on Friday.

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Facility/Company : _____ Occupation/Position _____

Work Address: _____ City, State, Zip _____

Work Phone: _____ Email: _____

College or University (Students): _____ Current Curriculum: _____

Mail future NCBA information to: Home _____ Work _____ Will you attend the Tue. evening dinner? Yes _____ No _____

Refer questions to Sonny White at 336-832-1769, e-mail vp@ncbiomedassoc.com or David Wilson at 704-991-0277, e-mail pres@ncbiomedassoc.com

Mail check and registration form to:

NCBA, 7474 Creedmoor Rd, PMB 196, Raleigh, NC 27613-1665

Or pay online at:

www.ncbiomedassoc.com/bill.htm

Advance Registration Fees

- One Day \$150.⁰⁰
- Two Days \$225.⁰⁰
- Three Days \$275.⁰⁰

Adv. Student Registration Fees

- One Day \$45.⁰⁰
- Two Days \$65.⁰⁰
- Three Days \$75.⁰⁰

Monday: December 3, 2007

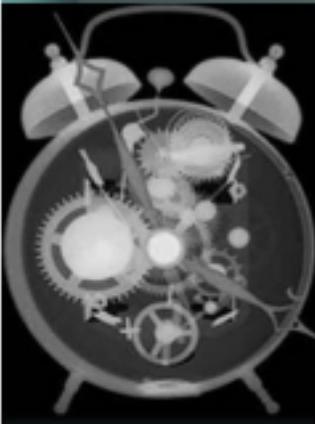
- Basics of Dialysis (AM)
- Everything Just Changed: Office 2007 (PM)
- Everything Just Changed: Windows Vista (AM)
- Introduction To Servicing the Clinical Lab (PM)
- Learning About Wireless Radio Frequency (PM)
- Network Security (PM)
- Preparing for CBET Certification (AM)
- Principles of Nuclear Medicine (PM)
- Pulse Oximetry: What's New (AM)
- The Hospital as a Focused Factory (AM)

Tuesday: December 4, 2007

- Clinical Measurement Basics
- DICOM, and PACS
- Effective Negotiations
- Evidence-Based Medical Equipment
- Learning About Wireless Radio Frequency
- Servicing Portable X-Ray Machines
- Website Building

Wednesday: December 5, 2007

- Learning About Wireless Radio Frequency (PM)
- New Technologies in Radiation Oncology (AM)
- PC Upgrade and Repair (Full Day)
- Power Quality and Protection (PM)
- Principles of Servicing Diag. Ultrasound (AM)
- Top 10 ways to Save Your Department \$\$ (PM)



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 Philips - Classic, SCP, Medio 50/65, Modular, OM200, OM1050, OM2000, Optimus 65, MCRT
Tables: Diagnost 71/72/73, Diagnost 55/56/66/76, AD5, Omega III, Picker Clinx-R, RTE
Spot Film Devices: Scopo 25,65,73,76 & GE 8535, 8835, 89

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The Process of Decision Making

By Manny Roman, CRES

PROBLEMS / OPPORTUNITIES

The first step to effective decision making is to determine if the decision you need to make is required in order to solve a problem or to take advantage of an opportunity. This will aid in the determination of the desired outcome. It serves to set the goal or objective of the decision as well as clarify the urgency which needs to be assigned.

CATEGORIES

The second step in effective decision making is to categorize the decision as to its importance and complexity. By determining the importance of the decision, you will be able to allocate the requisite amount of time and effort into ensuring confidence in the outcome. Its complexity determines which decision making process needs to be applied.

The following figure demonstrates the process of categorizing decisions according to their importance as well as the process we can use for making an effective decision.

Parameters

Most of the decisions we make are not earth shattering by their outcome. What tie do we wear today? Where should we stop to have lunch? What flavor soft drink should I have?

These decisions can be handled by using parameters. Simply this means that you establish minimum criteria or standards which are acceptable and select the first option which meets them.

You're wearing a white shirt with a dark blue suit so a red, blue, or possibly a burgundy tie will do. You want a hot, quick lunch with no concern for caloric intake or nutritional value, so the first fast food place will do. To quench your thirst with a cold drink, any flavor soft drink should do.

This may sound overly simplistic but consider the amount of time



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This may sound overly simplistic but consider the amount of time wasted making decisions where one choice is really no better than another. Couldn't the time be better spent on more worthwhile endeavors?

Policies

This area of categorizing decisions is reserved for important decisions which can be covered by written or unwritten policies and your value system. These decisions are made much easier if your policies, procedures, and especially your values are well defined.

If your value system precludes you from keeping a customer overpayment, the decision to return it is simple. If your policy is to provide training for deficiencies in knowledge and discipline deficiencies in execution, the course of action when a task is not performed properly is clear.

Analysis

This is where you place the decisions which will have a right or a wrong outcome. This is the decision to do or not do something, the go or not go decision. If you perform the action, what will be the outcome. Essentially, there is only one course of action and you are trying to decide if the outcome will be the one you desire.

Judgment

This is where you place the decisions which have multiple courses of action which you can take. Each course of action will cause a particular outcome. Here you are attempting to determine which outcome is desired thus which action to take.

An example of this type of decision may be: Do I go immediately to college which means near starvation for four years; take a job for a while and try to save more money for college; remain with my parents which means never having to grow up; or do I get married and have a bunch of kids and not go to college at all.

Synthesis

Synthesis is the process of combining separate elements to form a coherent whole. This is where you place the Big decisions. The ones which require many factors to be analyzed in order to develop a solution which is not readily apparent. This is the decision where policies, analysis, and judgments do not apply because the problem itself is illusive.



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The NCBA Wants You!!!

Each year half of the positions on the Board of Directors are selected by election at the Symposium. Nominations are now being accepted for the next general election, which will take place during the Business Lunch at this years Annual Symposium in Pinehurst, NC on Tuesday, December 4th.

Members of the Board are expected to participate in scheduled bi-monthly meetings that are sponsored by various organizations



within the state, as well as a planning retreat meeting in February. Consider being an active participant of a group of individuals who will guide our Association in celebrating our 30th anniversary and beyond.

If you are interested in running for a position on the Board, please submit your name and a brief biography to Gordon Radke at record@ncbiomedassoc.com.

Notice to Students

Students at the two North Carolina community colleges who attend the NCBA Symposium in December are members of the NCBA for the following year and receive this newsletter as a benefit. When you graduate and get that first job, we really want to hear from you so we can update our records. It also allows you to keep getting the newsletter after you move and to receive Symposium announcements and updates. Please be sure to send the Membership Secretary your new mailing address and the name of your new organization. Please update your phone numbers and e-mail address as well. E-mail any changes to memb@ncbiomedassoc.com.

No solution you can come up with seems to solve the problem. The desired outcome is not clear. This is where you must become very creative in generating a very unique solution where the outcome is not clearly defined.

An example of where synthesis may need to be utilized is: You wish to change careers because of declining demands for your present expertise. How do you determine your new, best career path while continuing to utilize the expertise you've attained and still ensure a good chance at success? The desired outcome is fuzzy, the choices are undefined, and the course of action is unclear. This calls for creative thinking!

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Schedule of the NCBA Board of Directors Meetings for 2007/2008

February 9-10, 2007, Time: 8:30 a.m.

Board of Directors Planning Retreat
Pinehurst Hotel, Pinehurst, NC

March 9, 2007, Time: 10:00 a.m.

WFU Baptist Med. Center, Winston-Salem, NC
Host – Kevin Potts, Ph: 336-716-3437

May 11, 2007, Time: 10:00 a.m.

Duke Univ. Medical Center, Durham, NC
Host – Steve Guerrant, Ph: 919-681-2525

July 13, 2007, Time: 10:00 a.m.

ARAMARK Clinical Technology Svs., Charlotte, NC
Host – Kevin Scoggin, Ph: 800-825-1786

September 4, 2007, Time: 10:00 a.m.

Caldwell Community College, Hudson, NC
Host – John Noblitt, Ph: 828-726-2263

November 9, 2007, Time: 10:00 a.m.

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December 3-4, 2007

2007 NCBA Symposium and Expo
Pinehurst Resort & Hotel, Pinehurst, NC

January 11, 2008, Time: 10:00 a.m.

Carolinas Medical Center, Charlotte, NC
Host – Gordon Radke, Ph: 704-446-0255

February 8-9, 2008, Time: 8:30 a.m.

Board of Directors Planning Retreat
Location to be determined

Board Meetings are open to the NCBA Membership.

Please plan to attend.