

The Whistle

FHEA

VOLUME XXVI, NUMBER 2

SUMMER 2010

FHEA extends a warm welcome to  conference attendees!



The FHEA 26th Spring Meeting was held May 7, 2010 at the Pensacola Beach Hilton.

The meeting was a huge success, thanks to all of you who were able to attend.

There were 35 tabletop exhibits and 135 registrants and exhibitors. The tabletop vendor displays received very positive

in Orlando at the Peabody September 20-22nd.

With all of the hard work of our executive director and our board, this meeting promises to be one of our biggest and best. Our trade show will have 240 booths with an estimated 1200 visitors.

Our organization is based on providing education to everyone involved in the engineering healthcare environment. These upcoming meetings—the ASHE meeting in Tampa, and the annual meeting in Orlando, are perfect examples

of this educational process. Please make every effort to attend these meetings to ensure that you are keeping abreast of changes and

The President's Corner

MIKE BARROW, CHE, CHFM, PRESIDENT

comments from our participants. I would like to say thank you to all of our vendors who contributed to making this meeting successful.

Comments from the evaluation forms were very positive. A couple of suggestions for presentations for upcoming meetings were Humidity Control for Operating Rooms and Sustainability in the Healthcare Environment.

FHEA will play host to the ASHE Annual Conference in Tampa July 11-14. The Chapter Leadership Forum will start on Sunday and the final programs will finish up Wednesday July 14th. FHEA is coordinating with ASHE and will provide a hospitality suite for guests and three terrific guest outings. I would like to say thank you to the District III liaison committee, and especially Greg Hodgson, for all of their hard work in organizing these events.

The AHCA/FHEA Annual meeting will be held

developments in our profession.

Like all of my predecessors before me I would like to emphasize how important membership is to our organization. Every member can contribute by recruiting new members and supporting members. This is not just a board or District responsibility.

There are personnel working in facilities who are not even aware of the educational opportunities that FHEA provides. Work with your nursing homes and smaller facilities that are not in our loop. Let every Director bring one of their supervisors to the next meeting. Our organization is growing in leaps and bounds but we need to continue to be proactive and increase our membership.

I look forward to seeing all of you at the ASHE meeting in Tampa and the annual meeting in Orlando.

Always be optimistic and remember it's easier to smile than frown.

God Bless each of you.

May 6 Golf Scramble - Tiger Point Golf Club



26th Spring Meeting Candida

May 7 - Hosted by District 1 - Pensacola Beach, FL



Welcome New Supporting Members

The following have joined our growing ranks since our last newsletter.

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Correction from the spring issue:
Mr. Dymek's name was misspelled.

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Alethea Vitray Executive Director

Prior to 2002 RTLS (Real Time Locating Systems) in the healthcare industry were primarily used for infant security tracking, nurse call and patient wandering. Today, both the lower cost of hardware for RTLS systems along with escalating cost in healthcare are helping speed up adoption of location systems in healthcare.

RTLS, which uses RFID (radio frequency identification) technology and other types of wireless technologies, has tremendous potential for hospitals in terms of cost savings. RTLS systems help staff locate as-

Navigating through the complex healthcare environment

Hospital operations are unique in terms of the constant movement of people and the myriad of healthcare resources as part of the workflow. Unfortunately, most hospitals spend vast amounts of resources when staff is diverted to look for lost or missing equipment. Better asset management and elimination of equipment retrieval alone can contribute to significant savings.

In large hospitals the biomedical, clinical engineering and materials management departments are helping drive decisions to invest in RTLS solutions because they can make the

the needs of any specific department might be, it's important to collaborate with all departments so they can also benefit from the RTLS installation.

There is also a growing requirement to track patients in high utilization areas, such as the emergency department and in operating rooms. Tracking patients improves safety and patient satisfaction and also helps identify patients at risk of falling, wandering off or otherwise endangering themselves.

Building a business case for an RTLS solution

The decision to deploy an RTLS system is a business decision, so it must be justifiable in terms of

Selecting the Optimal RTLS Solution for your Hospital

—Michael W. Smith, HMB Enterprises, LLC

sets, improve patient flow, control temperature for certain types of equipment, and allows authorized users the capability to oversee employees and patients. Having the capability to track devices via a wireless-based RTLS helps hospitals address multiple issues like security and safety, compliance and asset utilization.

RTLS has great potential in the healthcare industry, but making the initial investment and selecting the most suitable solution for a hospital can often be challenging. Since nearly two-thirds of hospitals in the United States barely break even, a strong case to capture ROI (return on investment) must be presented. Key to making the right decision for your hospital is understanding the technologies available, then choosing the right platform based on solving business problems that can quickly lead to lower cost.

most compelling ROI case. Besides reducing cost, these departments have compliance requirements for reusable equipment and having preventive maintenance done on a regular basis. Not having an automated sys-

Wireless-based RTLS help hospitals address multiple issues like security and safety, compliance and asset utilization.

tem in place to keep track of where the asset is and when maintenance is required has always been a drain on valuable time and resources for these departments. Regardless, whatever

its economic value to the hospital. The market for RTLS systems has matured over the last ten years, and in general the cost for RTLS systems and technologies used is less expensive. With the recent passage of the healthcare reform bill, coverage will be extended to 32 million uninsured Americans, which means hospitals are going to be required to operate more efficiently. The new influx of patients into our healthcare system should make it much easier to justify an RTLS system since better asset allocation and automation of patient flow provides significant cost savings.

Understanding the fundamentals of your application to match your institution's model is the foundation to a successful RTLS system implementation. First, develop a strong ROI case by gathering as much information on the application by calculation of known losses, or

best estimates for each department. Secondly, it's important to develop a total cost of ownership for all of the RTLS systems you evaluate. This includes software cost, cost of tags, ongoing fees and installation cost. Although cost of tags might be less expensive for some RTLS systems, the cost of ongoing fees, maintenance and additional software cost for expansion (RF receivers, tags, etc.) could greatly impact the total cost of ownership. Infrastructure must match the application so the cost vs. resolution must be determined. Zone coverage might be adequate on some floors, but room level coverage might be required in other areas. Also, what are the size of items as part of the resolution, and what is the refresh rate needed?

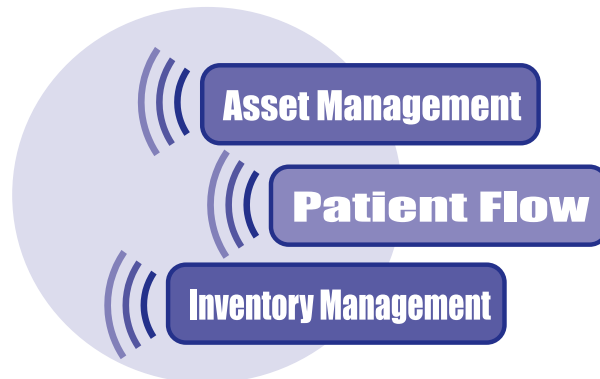
There are also numerous "time studies" reports which should also be used to develop the ROI. Even with the "soft" cost taken out (search time) you can develop a compelling case to justify implementing an RTLS system. A hospital must understand the level of coverage it needs, and the type of assets it plans on tracking, and choose a system that will grow and easily scale.

Competing wireless technologies add to the challenge

Since there are various types of systems and multiple types of technology for RTLS systems (most of which claim to deliver the highest accuracy of tracking), it becomes critical to familiarize yourself with all the systems/technology to make the best decision for your hospital. There is now considerable activity to leverage many of the new types of short range wireless communication technologies for RTLS. These competing architectures include: Infrared, Wi-Fi, Ultrasound, ZigBee, UWB and several others. Typically,

all of the components of an RTLS solution include the network, the receivers, RFID tags and the software to process the data.

Any RTLS solution selected should solve current tracking needs and be scalable enough in the future to integrate and capture data from other departments, all from within the initial RTLS system chosen.



Versus is one of the many providers of RTLS systems for healthcare and has been around since 1988. *Versus* pioneered the concept of automated patient flow in clinical environments. Their RTLS system combines invisible infrared (IR) light and the communication capabilities of RFID to provide what is considered one of the most precise locating technologies available. An IR signal is bound by walls and can be tightly focused to achieve definitive location information. IR technology also provides the accuracy necessary to precisely locate people and assets, even refined to bed-level, and most industry experts consider IR to be one of the most reliable technologies when used as part of an RTLS system in a hospital.

Wi-Fi systems, which "piggy back" on existing networks, are usually less expensive and have been the predominant technology for RTLS in hospitals. However, Wi-Fi generates increased "noise" and sometimes this impacts performance. Any asset tracking system which depends upon

an existing Wi-Fi system introduces additional data to the organization's computer network and this extra data can negatively affect network performance. Interference from other wireless systems (existing or future) must also be taken into consideration when choosing a Wi-Fi based technology.

Consider future applications and performance characteristics

Investing in an RTLS system is a complex issue with many factors to consider before choosing the solution which best fits your facility's needs. Understanding the hospital's

specific requirements in each department, educating yourself on the latest RTLS solutions, and finally speaking directly to those who have already deployed an RTLS system, are some of the best ways to ensure the system you choose will be the right one.

Simply put, for a real-time locating system to be truly useful and beneficial, the system must provide precise, reliable location data to make workflow decisions and also provide accurate data to automate workflows, nurse call, and billing functions, all of which will be critical to build a strong ROI case.

All RTLS systems have advantages and flaws, however the technology you choose should not only meet your current requirements, it must be scalable and flexible enough to meet any future tracking applications regardless of the department. Besides meeting performance criteria, the RTLS system must deliver a clear and measurable business case with an expected payback within 12-18 months.

Michael W. Smith, VP at HMB Enterprises, LLC can be reached at MSmith@HMBEnterprises.net

48th Annual Meeting & Trade Show

Monday - Wednesday, September 20-22, 2010

The Peabody Orlando

With this year's move to a larger venue, our 48th Annual Meeting will include our largest trade show ever. Take advantage of this opportunity to view the latest innovations in healthcare facility design, build, operation, maintenance and security.

MONDAY, SEPTEMBER 20, 2010

Trade Show Hours: 4:30 - 7:30 pm

- 10:00 a.m. **Exhibitor Move-In**
- 4:30 p.m. **Opening of Trade Show**
Dutch-Treat Reception
(Trade Show Floor)
- 7:30 p.m. Close Trade Show Floor

TUESDAY, SEPTEMBER 21, 2010

Trade Show Hours: 7:00 am - 2:30 pm

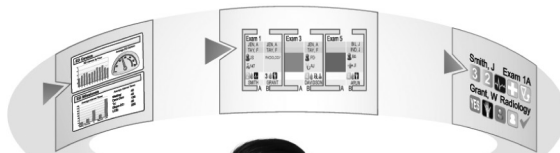
- 7:00 a.m. **Trade Show Opens**
Trade Show Continental Breakfast
- 10:30 a.m. Trade Show Cookies/Coffee
- 12:30 p.m. Door Prizes/Booth Awards
- 4:00 p.m. District Meetings

Included in the Annual Meeting Educational program are 'hot' topics requested in recent conferences.

WEDNESDAY, SEPTEMBER 22, 2010

- 7:30 a.m. Continental Breakfast (CHE Breakfast 7:15 a.m.)
- 8:30 a.m. Welcome—*Mike Barrow, CHE, CHFM, FHEA President*
- 8:40 a.m. **"Basic Building Blocks of Developing a Sustainability Program"**
—*Mark L. Smith, AIA, LEED AP, VP, Architecture Gobbell Hays Partners, Inc., and*
—*Kim Shinn, Principal & Sr. Sustainability Consultant, TLC Engineering for Architecture*
- 9:30 a.m. **"Humidity Control in the OR"**
—*SSR*
- 10:15 a.m. Coffee Break
- 10:45 a.m. **"NFPA 70E Compliance - Protective Clothing"**
—*Kevin Best, Cintas*
- 11:30 a.m. **"JCAHO Update"**
—*TBD*
- 12:15 p.m. Luncheon
- 1:30 p.m. **FHEA Annual Business Meeting**
- 2:30 p.m. Adjournment

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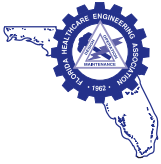
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48TH ANNUAL MEETING & TRADE SHOW - SEPT 20-22, 2010

As of press time, the following companies have secured booths in our upcoming trade show—the show will sell out soon. The majority will be participating with door prizes. Visit all of them at the Peabody Orlando!

Abatement Technologies	Exeter Architectural Products	Pevco
Abatix Corp./Fiberlock Technologies	Filter Pure Systems, Inc.	Phoenix Products Division of Ring Power
Acousti Engineering Co of Florida	Florida Detroit Diesel-Allison, Inc.	Powerex
Advanced Technologies Group, Inc.	Flow Control Technology Group	PowerLogics, Inc.
a-fabco, inc.	Follett Corporation	PQ Testing & Rentals, Inc.
Ajax Building Corporation	Florida Power & Light Company	Premier Cabinets & Fixtures Inc.
AAF International (American Air Filter)	Garratt Callahan Company	Premier Water & Energy Technology, Inc.
American Portable Air, Inc.	General Electric	Price
Amico Corporation	Getinge USA, Inc.	Primex Wireless
ANF Group	Golder Associates Inc.	ProChem
AnTrac Technologies, Inc.	Grainger Industrial Supply	Professional Service Industries, Inc. (PSI)
APG Electric	Greenheck & Tek-Air	R.C. Stevens Construction Company
ASCO Power Technologies	H. Stephen Jones and Associates, Inc.	Ring Power Corp. / Pantropic Power
ASCO Services	HDR Architecture, Inc.	RLF
ASSA ABLOY - Security Door Solutions	Heat Pipe Technology	Robins & Morton
AVI-SPL	HERO Medical LLC	Roof System Services, Inc.
Baker Barrios Architects	Hill York	Roofing Concepts Unlimited
Balfour Beatty Construction	Hill-Rom	S. I. Goldman Co., Inc.
Baltimore Aircoil Company	Hoar Construction, LLC	Safe Check
Barton Malow	Hospital Furniture Restoration	ServiceMaster Drying and Recovery
Batson-Cook Company	(HSI) Hospital Systems, Inc.	Shannon Sales - Specialty Floors
Batten & Shaw, Inc.	HSA Engineers & Scientists	SimplexGrinnel LP
Becker Pumps Corp.	Hunt Construction Group	Skanska USA Building Inc.
Belimo Americas	Hurricane Protection Industries, LLC	Smith Seckman Reid
Bernhard Communications, Inc.	IDeACOM Healthcare Comm. of FL, Inc.	SoftSwitching Technologies
Borrell Electric Co., Inc.	Industrial Engineering Company	Soprema, Inc.
Brasfield & Gorrie	Ingersoll Rand Security Technologies	Southwest Engineers
CAM Group, LLC	Interface Architectural Signage, Inc.	Spot Coolers
Carrier Corporation	InPro Corporation	Schneider Electric - Square D
CentiMark Roofing, Inc.	Intego Systems, Inc.	Stanley Access Technologies
Charles Perry Construction, Inc.	Jeron Electronic Systems, Inc.	State-Line Products
Cintas	Kaleidoscope Limited	Stevens Construction, Inc.
Coastal Mechanical Services	KHS&S Contractors	Strut Technologies
Commercial Flooring Distributors, Inc.	Kwalu	Suffolk Construction
Commercial Sales & Service, Inc.	Life Safety Enterprises	Swisslog Healthcare Solutions
Composite Cooling Solutions	Life Safety Services	Tampa Bay Trane
Comprehensive Energy Services, Inc.	Lifespan Healthcare, LLC	TekTone Sound & Signal
Construction Specialties	Link Construction Group, Inc.	TGSV Enterprises, Inc.
Crawford Tracey Corp.	Lutron Electronics	The Garland Company, Inc.
Creative Arts Unlimited, Inc.	M. J. Harris, Inc.	The Haskell Company
Creative Contractors, Inc.	Marlite/Steve Ward & Associates, Inc.	The Whiting-Turner Contracting Company
Creative Sign Designs	Mason Engineering	ThyssenKrupp Elevator Corporation
Cubix	MC2 Inc.	TLC Engineering for Architecture
Cummins Power South	McEnany Roofing, Inc.	Tracey Crawford
DATAREP, Inc.	Mechanical Services of Central	Tremco Incorporated
DeAngelis Diamond Construction	Florida, Inc.	Tri-Dim Filter Corporation
Healthcare Group	MET Laboratories, Inc.	Tropic Mechanical
Dimensions Plus	Modular Services Company	United Fire protection, Inc.
Door Control, Inc.	Medical Technology Associates, Inc	Valcort Building Services of FL
Door Solutions, Inc.	Multivista	VT Milcom, a business of VT-Group
Dorma Entrance Systems	Nalco Compay	Waco
Doster Construction Company	NORESCO	Wal-Mark Contracting Group, LLC
Doyle Electric Services, Inc.	Nortec	Watson McDaniel Company
Dynatherm Resources, Inc.	Optimum Power & Environment of FL	Whitehall Mfg/A division of Acorn Eng.
Electrical Reliability Services	Orange State Door Control	Window Interiors
Energy Air, Inc.	Original Solutions Company, Inc.	Yorkshire Sales & Marketing, Inc.
Engineered Energy Equipment, Inc.	Pall Medical	Yown's Boiler
Engineered Lining Systems	Patterson Pope, Inc.	Zander Scientific, Inc.
Enviro Team Group	PCL Construction Services, Inc.	
ETS-Lindgren	Petroleum Recovery Services	



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48th Annual Meeting and Trade Show

Monday-Wednesday, September 20-22, 2010
The Peabody Hotel Orlando

Trade Show/Annual Meeting Schedule

Monday, September 20: Trade Show 4:30-7:30pm
Tuesday, September 21: Trade Show 7am-2:30pm - plus district meetings
Wednesday, September 22: Educational Session and Annual Meeting

Avoid the rush
- make your hotel
reservations NOW!!

Look for your registration packets
for this program to arrive soon.
Make your room reservations
at the Peabody Orlando TODAY!!

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The Peabody
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