The NEHES 2007 Spring Seminar is Friday, March 23, 2007

NEHES 2007 Spring Seminar (One day)
Four Points by Sheraton
Leominster, MA
Organizers:
New Hampshire Society of Healthcare Engineers

Seminar Chair:
Dave Dagenais, CHFM, CHSP
d.dagenais@comcast.net

Vendor Chair:
Dave Dagenais, CHFM, CHSP

Registration and Mailing:
Phil Chaput
phil.a.chaput@hitchcock.org

Education:
Steve Cutter, CHFM
steven.d.cutter@hitchcock.org

Attendees:
Watch for registration brochures in the mail, in the Q1 issue of The NEHES Newsletter, and downloadable from this website.

NEHES Board Members
Board meeting Thursday, March 22, 2007 at 7 p.m. at Four Points by Sheraton hotel

CEUs:
Information on Continuing Education Credits from ASHE for attending this seminar will be available in early 2007.

Congratulations to Ron Vachon on his Re-Election as ASHE Region 1 Director!

Ron Vachon, SASHE, the 2005-2006 NEHES President, is now serving his second two-year term as ASHE Region 1 Director, thanks to the votes of ASHE members who re-elected him to the position.

Ron is the Director of Facilities Management at St. Andrews Hospital and Healthcare, Boothbay Harbor, ME. Ron’s e-mail is rvachon@standrewshealthcare.org.

Four Serve on ASHE Committees

Editor’s Note: ASHE committee leader titles have changed from "Chair" to "Director" and from "Liaison" to "Producer."

Ron Vachon, SASHE: Member - Education; Annual Conference Planning; Producer - Facilities Management Task Force; Producer - Healthcare Construction Certification Program Task Force; Director - ASHE Finance Committee

Dana Swenson, P.E.: Member - Advocacy Management; Planning, Design & Development; Director - NFPA 99 Task Force

Bob Loraiger, P.E., CHFM: Member - Facilities Management Task Force; Chapter Relations; Vista Award Panel

Steve Cutter, CHFM: Member - Facilities Management; Healthcare Facilities Management and Construction Certification Program Task Force.

Your 2007 NEHES Leaders

(From L-R; Kevin Keating, President; Fred Leffingwell, CHFM, President-Elect; John Duraes, Treasurer, and Steve Jalowiec, P.E., Secretary)

See the complete Board and Committee Chair directory insert for all names.
What a year! It is hard to believe another year has passed and my tenure on the NEHES Board as President is just about over. It seems like just yesterday that Don Garrison asked if I would be interested in taking a position on the Board, and only a few weeks ago that the ceremonial passing of the gavel and getting my "mission accomplished" toilet seat occurred at the Awards Banquet, accompanied by feelings of relief and accomplishment.

It all happened too fast. Thank you all for making this past NEHES year a successful one. After hearing so many positive comments from vendors, members, scholarship award recipients, and others, it is more than obvious that this Board has served our membership well. I am still "jazzed" by all of the positive energy working with the current board, state chapter leaders, past presidents, and seminar and conference planners.

Hats off to your program leaders! We have forged new relationships, provided necessary education, created some pretty incredible newsletters, and modernized the website with contributions by Don Garrison and many of you. Some past presidents and (dare I say) older members, having worked diligently for years to build the chapter's coffers, expressed concern early in the year with our 2006 agenda's "cost and risk" for the track that we set out on.

Because of the great foundation that these past presidents and earlier members built, our leaders were able to exceed everyone's expectations and accomplish more than expected in this great year:

- Quality education with great attendance

Dear Fellow Board Members:

As incoming President, I would like to share some goals, new initiatives, and ideas that I have for our Society in 2007. Some of these goals are not new. They are more of a continuation of important goals established by past Presidents and Boards of Directors.

I ask for your support over the course of the next year in seeing that these goals and initiatives are implemented and, when measured, are successful.

Formal Recognition Program for Chapters

Our State Chapters are working very hard to support NEHES. They recruit new members, organize our Spring Seminars and Fall Conferences, conduct their own chapter educational programs, serve on our Board and Committees, etc. I feel strongly that they should be recognized for their efforts. I would like to design a program modeled after the ASHE Levels of Affiliation Awards. If the State Chapters meet certain criteria established by the program, they would be recognized with an award at the Annual Banquet.

Strategic Planning Committee

I would like to establish a Strategic Planning Committee in 2007. We need to take a big picture look at where our Society wants to be five years from now and how are we going to get there. Three key areas that I would like to focus on are: membership, education, and finances. The way we manage and deliver services in these three areas may be very different five years from now. The goal is to develop strategic plans for these areas.

The time to talk with the students and their families this year, I never really knew how important these awards are and how grateful the students are to receive the help. I recommend that you take the time to talk to these folks in the future.

Through volunteerism, we enjoy the depth of leadership that we have and are able to succeed as a solid chapter. As an ASHE Board member, it is satisfying to me to see that NEHES is constantly recognized nationally as an important force in our profession.

We are in good hands this upcoming year with Kevin Keating as our incoming President. Kevin is an award-winning leader and has already contributed much to NEHES. He single-handedly developed and solicited vendors for the ASHE Annual brochure and he chaired the educational program for the Fall Conference. He acted in the role of President in my absence during the NEHES Annual Meeting and during a Board meeting when I had to attend ASHE meetings and programs. I can guarantee with Kevin at the helm that we are assured of a great 2007 NEHES chapter year.

I appreciate the education this presidency has given me and all of the support and encouragement of the past, present, and future leaders of NEHES who make this great machine work so well. Thank you for the opportunity to serve you; it has been a great honor.

It has been a tremendous experience to go through all the various positions of the Board -- each with its own set of challenges -- but it has mostly been a rewarding and educational life experience. I recommend that anyone who is interested in learning, growing, and making a difference should volunteer for NEHES in some way; it is a privilege and you really do gain more from the experience than you give in time. The success of our organization depends on you and people just like you. From the bottom of my heart, thanks for everything.

Host a Chapter Leadership Meeting

We need to build stronger relationships with our chapter leaders. This would be a great opportunity to invite these leaders to our meetings and encourage their involvement in NEHES at the Board of Directors' level. I can host a meeting in Boston or I could plan a summer cookout/get together.

Have a Compliance Audit of our Society

Given the recent changes in the Massachusetts Tax Code that affects 501C Corporations, I would like to have a tax law expert evaluate our current tax compliance status.

Plans for NEHES' 50th Anniversary in 2008

I would like to appoint a planning committee to look at how we can best celebrate NEHES' 50th Anniversary in 2008.

Kevin Keating
The Healthcare Evolution (or Revolution) into Industry

By Fred Leffingwell, CHFM
Director, Facilities Planning and Management
Lawrence & Memorial Hospital
New London, CT, 2005-2006 NEHES Secretary
2006-2007 President-Elect

In the past, it has been referred to as Quality Circles, then as Continuous Quality Improvement. Well, now get ready for Lean Management. The quality process has moved away from just a group of tools used to improve how well we do things to how we manage, think, and look at the processes around us. We are moving away from the large multidisciplinary groups taking months or even years to gather data, develop new methods, and force implementation, to small, front line staff with the help of a Process Engineer. Yes, we used to know them as Time/Motion Engineers, looking for small, fast, sustainable improvements with immediate buy-in from the employees who helped develop the new process. This reminds me of the Quality Circles from 25 years ago, except for one major difference: this will now become a culture change in how we think and look at what we do and the processes around us.

The Toyota or Lean Method for eliminating waste is categorized into eight types: defects, transportation, overproduction, waiting, processing, movement, inventory, and behavior. The Method is not about making big changes; rather, it is about making small changes that can be sustained over time. The idea is not about doing things faster, but doing things right, by spending your time on tasks that add value to the product or service. It is about looking at the process, understanding the process, identifying waste in the process, and removing the waste. Most likely for most of us, this is simple logic -- looking at how to keep things moving with the least amount of effort.

When looking at a process, does the process get tied up in holding patterns because the flow isn’t right? Does your process contain standard work methods? How much time is lost looking for material or just walking back and forth to get supplies? What are the production rates and are those rates being set by demand? The Method now starts to become more than a tool, now a way of thinking and looking at each and every task and how things are done. This is asking, “why?”

Although there are many past programs that show the Lean Method reducing inventory, improving productivity, and even reducing the floor space needed, it is a difficult concept to implement. The main difficulty with the Lean Method becomes sustaining the process and believing it is more than just a tool. The primary pitfall to look for when implementing this style of management is buy-in. That buy-in comes from both upper management and the line staff. Buy-in is important due to behavioral waste. This waste can be in words, body language, tones, opinions, and attitudes.

The way to succeed is through direct observation and with the help of a Process Engineer to provide guidance to staff with buy-in. The Process Engineer will also help with understanding the root causes of problems to reduce waste. As an outside observer, they will be able to ask the big question, “why?” Also, once you have made some improvements, don’t think you are done or that this is simply trial and error. Improvements should be based on data. The new method must improve the overall work flow, not just the flow in a single department. Keep the improvement process short, usually 5 days in duration. Develop a cross-functional team. Use 1 to 2 days for pre-work and preparation to identify the problem. Use charts and pictures to show the current state and how to develop a variety of possible improvements. Do not look for the big changes that happen once and then you walk away, but instead look for small changes that can be made, accepted, established, documented, sustained, and then re-looked at.

And remember, the way to succeed is through direct observation of the process and making this method a habit, not an event.

ASHE Regional Leader Attends Leadership Institute

Joe Mona, the ASHE Regional Leader from Region 1 for 2006 (center), attended the ASHE Leadership Institute in Arizona in October as part of his award package. “This is a Leadership ‘Institute’ with progressive programs that attendees advance into from year to year. In an effort to enhance personal and professional development, ASHE offers this well organized, professionally facilitated, and extremely informative program. All sessions are very intense and commence at 7am, even on the weekend,” Joe said.

With Joe are Kevin Keating (left) and Steve Cutter, CHFM, both NEHES members. Steve is serving on several ASHE committees; Kevin is the 2007 NEHES President and the 2005 Regional Leader from Region 1.

Do You Have: A New Job, Phone Number, or E-mail Address?

If so, let us know so that you can continue to receive your copies of The NEHES Newsletter and other NEHES communications!

Please send an e-mail to Margaret Yip, myip@tufts-nemc.org with the following information:
• Your full name
• Name of your facility
• Facility’s mailing address
• Your phone number
• Your e-mail address.

Newsletter Deadlines

The deadlines for stories for the Q1 2007 issue of The NEHES Newsletter have been established:

By February 12, 2007: stories and story ideas should be sent to Debbie Sullivan, debbiesull@ncrr.com

By February 25, 2006: newsletter to be mailed

Ideas for stories, or completed stories, should be submitted to debbiesull@ncrr.com or dgarrison@fchm.org

3
Energy Efficiency – for Environmental Responsibility, Comfort, and Cost Savings

By Jack Borgschulte
Boston, MA

A healthcare facility may achieve a reputation for innovation in patient care and medical procedures. But declining reimbursements, uncertainty of revenues and cash flows, limited access to capital, and skyrocketing energy costs can threaten a facility’s ability to operate on the leading edge of technology – be it medical technology or comfort systems.

In addition to the demand for lighting, heating, ventilation, and cooling 24 hours a day, healthcare facilities consume an enormous amount of energy to accommodate other applications, including clinical equipment, sterilization, laundry, and food preparation. The healthcare industry ranks second only to the food service industry with respect to intensity of energy usage (kBTus consumed per square foot per year), according to the Office of Building Technology, State and Community Programs, Office of Energy Efficiency and Renewable Energy, U.S. Department of Energy (DOE).

Healthcare organizations spend over $6.5 billion on energy each year, according to the DOE, Energy Information Administration. Saving money on energy costs enables healthcare organizations to redirect those dollars elsewhere – to focus on improving patient care, pursuing medical advancements, or helping make the difference between a year-end profit or loss.

Impacts & Challenges

When it comes to the development of a safe, comfortable, affordable, and energy efficient healing environment, the healthcare industry is confronted with a myriad of challenges.

Heating, ventilation, and air conditioning (HVAC) systems comprise approximately 45 percent of a typical healthcare facility’s energy use, according to the Consortium for Energy Efficiency, Inc. This consumption pattern is often driven by 24-hour operating schedules, aging infrastructure, increased technology use, and stringent air circulation requirements with rates that often double or triple those of other commercial buildings.

Investing in facility infrastructure and building systems is often postponed due to clinical or IT capital related expenditures. Facility managers are forced to use a “band-aid” approach to make their systems operate. Facility managers are aware of the amount of energy that is lost due to inefficient buildings and equipment but are unable to correct this problem due to limited capital.

Alternative programs are available that can help overcome these challenges with capital. Unless financing alternatives such as energy saving performance contracts are secured, incorporating energy efficient technologies may require an upfront capital commitment.

Operational investments often compete for capital with critically important medical equipment. In order for infrastructure improvements to meet the hospital’s financial criteria, the full life cycle savings of the project must be expressed on a pro forma basis to financial officers.

Updating Existing Facilities

The typical healthcare facility is designed for long term use – often more than 50 years. Updating aging infrastructure is critical to the long-term success of many facilities. Strategies include:

- Retrofit and Renovate. Before doing a complete system overhaul, work with a reputable facility solutions firm to assess, upgrade, and enhance facility infrastructure and building systems. Consider the benefits of new systems technology like automated web-based building controls that help regulate energy consumption. System efficiency is best achieved when better design theory is complemented by modern technology.

- Performance Contracting. Performance contracting is often the best route to address specific facility infrastructure and operating problems in existing buildings. Under such agreements, healthcare organizations can partner with suppliers to implement self-funding solutions, manage the project, monitor results, and guarantee savings with no up-front capital expenditures. Compensation is tied to performance results, including long-term energy reductions and operating savings. A self-funded facility renewal program such as this enables facilities to reduce energy consumption, lower operating costs, and implement system upgrades and improvements while allowing facility owners to reallocate capital resources to other core business needs.

- Preventive Maintenance. Facility managers should benchmark facility performance and make routine comparisons to identify challenges that need to be addressed. Understanding system performance before something goes wrong will help protect a facility’s investment and ensure that its system is as energy efficient as possible. Consider maintenance contracts with seasonal tune-ups for all major HVAC systems to ensure high levels of reliability, longer service life, and improved efficiency.

Planning for New Construction

The DOE’s Commercial Building Energy Consumption Survey concluded that the energy intensity of U.S. buildings varies by 200 to 400 percent despite the year of construction. Thus, a new building won’t automatically be more energy efficient than one constructed 30 years ago. But buying efficient HVAC equipment is only part of the equation for saving energy. Facility managers need to address such additional considerations as system:

- Design. Consulting engineers should utilize design tools for energy efficiency to counter increasing energy costs. Rather than defaulting to a lowest common denominator specification, facility managers must understand the impact of total system integration and optimization.


- Controls. Controls have evolved. Rather than relying on the pneumatic controls of 40 years ago, embrace digital controls. The latest and greatest technology can significantly reduce energy consumption.

- Maintenance. Preventive maintenance equals savings. Maintenance programs targeting energy performance can save five percent to 20 percent on energy bills without a significant capital investment.

Energy Savings & Benefits

To achieve optimal efficiency and reap the overall business benefits of the investment, facility managers should incorporate the appropriate blend of facility solutions.

An integrated comfort system combines HVAC equipment, controls, service, and comprehensive turnkey solutions commissioned with applications expertise to comprise the most comfortable, reliable, energy efficient solution.

Energy savings are a great way to cut costs without eliminating services or staff. By incorporating energy efficient measures, facilities can improve their bottom line.

Consider the following industry metric extracted from the ENERGY STAR for Healthcare website: “Every dollar a nonprofit healthcare organization saves on energy is equivalent to generating new revenues of $20 for hospitals or $10 for medical offices. For-profit hospitals, medical offices, and nursing homes can boost earnings per share by a penny by reducing energy costs just 5 percent.” Because facility systems comprise a large part of building operating costs, increased energy efficiency may deliver significant advantages including:

- A new source of capital to fund additional facility expansion, improve aging infrastructure and purchase clinical equipment

- Improved operating margin to provide better access to capital

- Reduced environmental impact

These benefits not only affect the profitability of a healthcare organization, but ultimately enhance its reputation as a responsible, progressive part of the community that strives to improve the health and recovery rate of patients at any cost.
(Above) NEHES Board members held a meeting as usual during Fall Conference. Attendees included (seated) Joe Mona, Bob Loranger, Don Garrison, (middle row) Steve Jalowiec, Gary Valcourt, (standing) Fred Leffingwell, Kevin Keating, John Duraes, Dave Dagenais, Brian Salisky.

(Below) Seven students at the Massachusetts Maritime Academy in Buzzards Bay, MA received NEHES scholar-

(Above) Past Presidents breakfasted during Fall Conference in the Presidents Room at White's Conference Center. They included (seated) Joe Mona and Dawn LeBaron; (standing) Bob Loranger, Jack Gosselin, Don Garrison, and George Hawley.

(Below) Spouses and guests of NEHES Fall Conference attendees headed out each day for their own full agenda, organized by Coral Garrison. More photos on the NEHES website.

Highlights: NEHES Board of Directors 2006 Planning Retreat

Each year the NEHES Board of Directors holds its Annual Planning Retreat to set goals and plan for the coming year. The 2006 Retreat was held November 17-18, 2006 at the Hilton Garden Inn, Portland, ME, with 18 volunteer NEHES members attending. Several spouses and guests accompanied them.

President-Elect Kevin Keating and Milt Dudley led discussion through the lengthy agenda.

Board members surprised John Duraes (at far right with Gary Valcourt) on his 50th birthday November 18 with a birthday cake.
Chapter Reports

Connecticut Healthcare Engineers Society
The CHES Executive Board met twice over the summer to continue plans for re-invigorating membership and the chapter. As of today we have received 14 membership applications, 8 of which will include NEHES membership. The Connecticut hospital engineers met as part of the Connecticut Hospital Association Executive Engineers Meeting Group on September 13, 2006. The state fire marshal spoke about the differences between NFPA and the International Building Codes, which Connecticut has adopted for all new building construction.

Plans are being made for our annual chapter meeting on October 27, 2006. It will include a tour of the construction by Yankee Gas/ Northeast Utilities of Connecticut’s first liquid natural gas storage facility in Waterbury and an update from Sprague Energy regarding utility purchasing.

Preliminary planning for the NEHES 2008 Fall Conference is continuing. Work is focused on preliminary educational program ideas and high-level sponsorship. It was decided that special effort and focus would be made for a celebration of NEHES’ 50th anniversary as part of this conference. Various ideas were discussed and will be reviewed at the NEHES Board of Directors Annual Retreat in November.

Submitted by Steve Jalowiec, P.E., CHES Representative to NEHES, sjalowiec@wibyhos.org

Maine Healthcare Engineers’ Society
The Maine Healthcare Engineers’ Society (MHS) met October 20 at Mercy Hospital in Portland. The meeting was very well attended as usual. First order of business was the election of officers for the next two years. Results are:

President:
Joey Bard, Northern Maine Medical Center
Vice President:
Brian DeLong, Inland Hospital
Secretary/Treasurer:
Gary Gerow, St. Joseph’s
Representative to NEHES Board:
Milt Dudley, CHFM, CPE, Inland Hospital
Alternate representative:
Randy Hussey, Eastern Maine Medical Center

In other business:
• NFPA training opportunities were discussed
• Recent state survey results were shared
• NEHES 2006 Fall Conference attendees shared their views of what a huge success the event had been
• Discussion and call for volunteers for committees for the 2007 NEHES Fall Conference

A very informative presentation was given by Mark Coleman of Environmental Safety & Hygiene Assoc. on mold remediation, asbestos and lead abatement, and flooring selections to help provide the highest level of indoor air quality.

Finally, we would like to thank our host, Mike Connolly, for providing us with a meeting space and a great meal.

MHES September 15, 2006 Board Meeting: Present: Randy Hussey, Gary Gerow, Joey Bard.
We discussed increasing the dues starting in January 2007. Both member and vendor dues will increase. This change will be reflected in the new membership applications for 2007. We discussed getting new guest speakers. Some suggested names/topics for the upcoming year:
• Cody Stowe - Would he host and allow us to tour his new facility?
• Tim Ashe - Primex Clocks
• Fire Marshal, DHS, Building Auditors, Maintenance Software

Membership Meeting:
Randy opened up the meeting with a welcome and went around the table with introductions. He put in a plug for the Society. Milt will receive an award for being the Past President.

David Levesque quoted the last article of the bylaws regarding dues. Good for a laugh!

Tim Clark, the guest speaker, was introduced. He works for Efficiency of Maine. Some of the points he presented were:
• The Efficiency Maine Business Program is a residential, low income program. It is an educational, business program. It is administered by the Maine Public Utilities Commission and provides education and financial incentives to help companies and residents become more energy efficient, thus reducing energy costs. They are part of a statewide effort to promote efficient use of electricity and improve Maine’s environment. The program is funded by Maine electricity consumers. All non-residential and non-state owned facilities are eligible to participate. More information can be obtained through their website at www.efficiencymaine.com
• Randy also mentioned the EMMC Co-Gen Turbine Project and how that was going. The $38,000 grant that they received from Efficiency of Maine was in connection with this project.
• Randy talked about ASHE: fighting Joint Commission’s new regulations requiring computer generated Statement of Conditions. They don’t feel it is worth the effort, but that we should at least have a little more time to bring on the software part of this.

• November 16-17, the Maine Fire Marshal’s Office will be sponsoring NFPA 99 and NFPA 1 Classes. This is a great educational opportunity and a great value! (Only $40) It is a good opportunity to network with your counterparts and local fire marshals.

• David Levesque questioned the group about how other hospitals respond to fire alarms in their facilities. His present plan calls for everyone in the facility to respond to the scene with fire extinguishers in hand. Everyone shared what their hospital plan dictates.

• Joey Bard requested cell phone policies from everyone to help develop his.

• Mike Pinkham said that due to a recent experience, he learned that ambulatory out facilities are not necessarily a business occupancy, which affects corridor width requirements.

• Meeting site for October 20th is tentatively at Thayer in Auburn, November 17th in Lincoln. No site was discussed for the December 15th meeting.

Submitted by Milt Dudley, CHFM, CPE, Maine Representative to NEHES, mdudley@emh.org

Vermont Healthcare Engineering Society
On July 14 we held our regular meeting at North Country Hospital in Newport. The educational component of our meeting was a guided tour of North Country’s new wood chip burning plant.

Our tour guide, Terry Robbins, CHFM, explained the concept of design and construction of their new processor. While the technology that went into the development is amazing, the presence of good old Yankee ingenuity is obvious.

The facility receives raw wood chips by the truck load, which is dumped into a large auger driven hopper that drives it into the processor and boiler to produce steam.

The steam is then used to provide all general steam requirements and spin a turbine which produces electricity. If you haven’t seen such an operation, I would strongly suggest that you contact Terry for a tour.

On September 8 we held our annual meeting in Springfield. The educational component of the meeting was a general discussion on a wide and varied range of current issues facing our areas of responsibility. Our main focus was to discharge our fiscal requirements, part of which is election of our new officers. This year Acting President Mark Blanchard, CHFM was elected Chapter President. R. Brian Sallisky, CHFM, was elected Chapter Vice President, and Current Chapter Secretary/Treasurer Andy Hall was re-elected to his position.

(To Page 7)
Maine’s Excited — They’re Planning the NEHES 2007 Fall Conference in Portland

By Milt Dudley, CHFM, CPE
Director of Engineering
Inland Hospital
Waterville, ME,
Chairman, 2007 NEHES Fall Conference,
Maine Representative to NEHES Board

Planning and organizing for the 2007 NEHES Fall Conference September 30-October 3, 2007 is well underway. The Holiday Inn

Important NEHES and ASHE Dates

International Conference & Exhibition on Health Facility Planning, Design & Construction
San Antonio, TX

March 23, 2007
NEHES 2007 Spring Seminar
Four Points by Sheraton Hotel
Leominster, MA
Organizers: New Hampshire Society of Healthcare Engineers

Spring Seminar Chair and Vendor Chair:
Dave Dagenais, CHFM, CHSP
Phone: (603)740-2474
E-mail: d.dagenais@comcast.net

July 8-11, 2007
ASHE 44th Annual Conference & Technical Exhibition
New Orleans

September 30-October 3, 2007
NEHES 2007 Fall Conference
Holiday Inn by the Bay
Portland, ME
Organizers: Maine Healthcare Engineers Society

Fall Conference Chair:
Milt Dudley, CHFM, CPE
ndudley@emh.org

Fall Conference Vendor Chair:
Robert Lord
Phone: (207)373-2212; E-mail: blord@parkviewamc.org

Chapter Reports
(From Page 6)

On November 9, VHES held our scheduled meeting at the VA Hospital in White River Junction. The educational component of our meeting was a presentation of USP 797 design considerations by Fitzmeyer & Tocci Associates. The program was detailed and very informative. Following the design presentation, Fitzmeyer & Tocci fielded questions. VHES President Mark Blanchard presented an actual pharmacy design from his facility, Springfield Hospital, in Springfield. We later discussed alternatives to USP 797, the primary option being the use of Laminar Flow Glovebox/Isolators (LGFI). We reviewed and discussed the recent application of this technology, (LGFI) at Southwestern Vermont Medical Center. The reduced cost of this compliance option proves to be significant. Following the educational program, we conducted our business meeting. President Blanchard reports of a growing VHES website, www.vhes.org, and a healthy chapter. We look forward to expanding our membership and ask that all members seek out eligible member candidates. Mark Blanchard and Brian Sallisky will be attending the NEHES Retreat in Portland, Maine.

Our next chapter meeting is scheduled for January 12, 2007 at Gifford Medical Center, Randolph, where Theron Manning will host our group and an educational program related to alternate energy, peak shaving, energy audits and conservation.

Submitted by R. Brian Sallisky, CHFM, VHES Representative to NEHES, RBS@phin.org

by the Bay in downtown Portland will host our conference. Many volunteers have already started their pieces of the project. Key among them are Bob Lord, who has several vendors lined up already, and Don Garrison, SASHE, who has pledged support for Bob’s efforts and has also been a valuable resource with his experience and ideas. Don’s wife, Coral, who planned the 2006 spouse/guest program, has offered her help again to plan the spouse/guest program for us.

Maine is meeting this week to confirm appointments to the various committees and to establish budgets and timelines. Lists of committee members will be posted on the NEHES website. For more information, contact:
Conference Chairman:
Milt Dudley, CHFM, CPE
Director of Engineering

Inland Hospital
Waterville, ME
(207) 861-3394
E-mail: mdudley@emh.org

Vendor Partners
To get on the mailing list to receive a sponsorship/booth package, contact:
Robert Lord
Plant Operations Director
Parkview Adventist Medical Center
Brunswick, ME
Phone: (207)373-2212
E-mail: blord@parkviewamc.org

Hotel Webcam
Enjoy the beautiful views of Casco Bay from the webcam at Holiday Inn by the Bay:

http://www.innbythebay.com/view.shtml

NEHES Website is Updated Often and Gets Significant Traffic
Don’t forget to bookmark www.nehes.org under your Favorites and visit it often! News items, photos, and other information are updated frequently.

Visit the website for:
- State Chapter and NEHES Board Minutes
- Updated Membership Directory
- NEHES News
- Calendar
- Job Openings
- Important Resources for Facility Managers.

Web Manager Don Garrison, SASHE, reports that he is seeing very significant increases in the number of “hits” to the NEHES website. “For the month of August, we had 566 home page hits and 1649 page view hits. In the first 14 days of September, we had 534 home page hits and 1484 page view hits,” Don said. “For the month of October alone, we had 1364 home page hits and nearly 5000 page view hits!”

Ideas for the NEHES Website?
Contact Don at dgarrison@fch.com. Your ideas are welcomed!
New Members Come from Nine States

From California
Gary Salter
Director of Operations
Tritek Healthcare
Poway, CA
(858)842-2115; gsalter@tritektelecom.com

From Connecticut
Michael Canniff
Supervisor, Project Management
St. Vincent’s Medical Center
Bridgeport, CT
(203)576-5523; mcanniff@stvincents.org

David Giuffrida, P.E.
Director of Engineering
Middlesex Hospital
Middletown, CT
(860)344-6570; david_giuffrida@midhosp.org

Tony Grasso
Construction Manager
Saint Raphael Healthcare System
New Haven, CT
(203)789-4026; tgrasso@srrhs.org

John Lombardi
Director of Engineering
Eastern Connecticut Health Network
Hartford, CT
(860)553-3349; jlombardi@echn.org

Robert Palazzi
Chief, Design & Development
VA Connecticut Healthcare System
West Haven, CT
(203)937-3812; robert_palazzi@med.va.gov

From Florida
Dan Chisholm
President
MGI Systems
Winter Park, FL
(407)539-0251; dan.chisholm@mgisys.com

From Maine
Kevin Freeman
Director of Business Development
Pizzagalli Construction Co., Inc.
South Portland, ME
(207)874-2323; kfroeman@pizzagalli.com

Joseph Picoraro
Project Manager
Pizzagalli Construction Co., Inc.
South Portland, ME
(207)874-2323; jpicoraro@pizzagalli.com

Scott Whitaker
Sales: Maine and New Hampshire
Canfield Systems, Inc.
Scarborough, ME
(207)883-4110; scott@canfieldsystems.com

From Maryland
Kevin L. McLaughlin
Senior Life Safety Services Consultant
Safe Check East, Inc.
(866)723-8911
kevinmclaughlin@safecheckllc.com

From Massachusetts
Warren Arnold
Account Representative
Graybar Electric Co.
Boston, MA
(617)406-5024; warren.arnold@gebe.com

Eugene M. Bard
President
Bard, Rao + Athanas Consulting Engineers, LLC
Watertown, MA
(617)254-0016; emb@brplusa.com

David Bolduc, P.E.
Director, Integrated Solutions
EMCOR Solutions
Stoughton, MA
(781)886-1064
dave_bolduc@emcorgroup.com

John F. Burke
Electrical Supervisor
Dana-Farber Cancer Institute
Boston, MA
(617)582-8427
John.burke@dfci.harvard.edu

Bob Colombi
Vice President – Strategic Business Development
AZ Corporation
Franklin, MA
(800)400-2420; rcolombi@a-zcorp.com

James DiPaoli
Consulting Engineer
Rolf Jensen and Associates, Inc.
Framingham, MA
(508)620-8900; jdpiaoli@rjgroup.com

Mark Jordan
Facilities Coordinator
Cooley-Dickinson Hospital
Northampton, MA
(413)582-2313; jordan@cooley-dickinson.org

Arif R. Khan
Vice President
Southcoast Hospitals Group, Inc.
New Bedford, MA
(508)961-5217; khana@southcoast.org

Robert Lewis
Director of Business Development
Erland Construction, Inc.
Burlington, MA
(781)272-9440; rlewis@erland.com

Cathal McMullan
HVAC Supervisor
Dana-Farber Cancer Institute
Boston, MA
(617)632-3185
cathal_mcmullan@dfci.harvard.edu

William E. O’Neil
President
Industrial Steel & Boiler Services, Inc.
Chicopee, MA
(413)552-7788; info@isbservices.com

Robert R. Roy
Safety, Occupational Health and Fire Protection Office
Department of Veterans Affairs
Bedford, MA
(781)687-2712; robert.roy@med.gov

Daniel Shea
Territory Manager
Air Filter Sales, Inc.
Haverhill, MA
(978)521-1977; dshea2003@earthlink.net

From New Hampshire
David Stiger
Director – Project Management
Dartmouth-Hitchcock Medical Center
Lebanon, NH
(603)650-5741; david.stiger@hitchcock.org

James A. Wheeler
Director of Facilities
Androscoggin Valley Hospital
Berlin, NH
(603)326-5681; jAMES.WHEELER@AVHNH.ORG

From Rhode Island
Craig Allhusen
MEP/FP Coordinator
Walsh Brothers, Inc.
Providence, RI
(401)451-7134; callhusen@walshbrothers.com

Derek Manier
Special Project Manager
Shawmut Design and Construction
Providence, RI
(401)752-6547; dmanier@shawmut.com

Frank O’Connor
Director of Facilities
Roger Williams Medical Center
Providence, RI
(401)456-2357; foconnor@rwmc.org

From Vermont
Robert Piccola
Engineering Supervisor
Southwestern Vermont Health Care
Bennington, VT
(802)447-5122; picr@phim.org
2006-2007 NEHES Board Members

Members of the Board

PRESIDENT
Kevin J. Keating
Director of General Services
Shriners Hospitals for Children/Boston Burns
51 Blossom Street
Boston, Massachusetts 02114
[617] 371-4790
Fax: [617] 371-4817
E-mail: kkeating@shrinenet.org

SECRETARY
Steven Jalowiec, P.E.
Director of Engineering
Waterbury Hospital
64 Robbins Street
Waterbury, Connecticut 06721
[203] 573-7197
Fax: [203] 573-6260
E-mail: SJalowiec@wtbyhosp.org

PRESIDENT-ELECT
Fred Leffingwell, CHFM
Director, Facilities Planning & Management
Lawrence & Memorial Hospital
365 Montauk Avenue
New London, Connecticut 06320
[860] 442-0711 x2524
Fax: [860] 444-3739
E-mail: fleffingwell@lmhosp.org

TREASURER
John Duraes
Facilities Manager
St. Luke’s Hospital
101 Page Street
New Bedford, Massachusetts 02740
[508] 961-5148
Fax: [508] 961-5151
E-mail: duraesj@southcoast.org

CHAPTER REPRESENTATIVES

CONNECTICUT
Primary
Ron Hussey, CHFM
Plant Facilities Manager
Bristol Hospital
P.O. Box 977, Brewster Rd
Bristol, Connecticut 06011
[860] 585-3229
Fax: [860] 585-3939
E-mail: rhussey@bristolhospital.org

Alternate
TBD in January

MAINE
Primary
Milt Dudley, CPE, CHFM
Director of Engineering
Inland Hospital
200 Kennedy Memorial Drive
Waterville, Maine 04901
[207] 861-3394
Fax: [207] 861-3143
E-mail: mdudley@emh.org

Alternate
Mike Bradstreet
Director of Facilities
The Acadia Hospital
268 Stillwater Avenue
Bangor, Maine 04401
[207] 973-6181
Fax [207] 973-6189
E-mail: mbradstreet@emh.org
MASSACHUSETTS
Boston
Kevin Keating
Director of General Services
Shriners Hospitals for Children/Boston Burns
51 Blossom Street
Boston, Massachusetts 02114
[617] 371-4790
Fax: [617] 371-4817
E-mail: kkeating@shrinenet.org

Central Massachusetts
Gary A. Valcourt
Senior Director of Facilities
UMass Memorial Medical Center
16 Steadman St.
Chelmsford, Massachusetts 01824
[508] 334-8055
Fax: [508] 334-8172
E-mail: valcourg@ummhc.org

John Baker, CHFM
Director of Facilities Management
UMass Medical School
55 Lake Ave. North
Worcester, Massachusetts 01655
[508] 856-5538
Fax: [508] 856-6930
E-mail: john.baker@umassmed.edu

Middlemac
Joseph Mona
Director of Facility Systems
Lawrence General Hospital
1 General Street
Lawrence, Massachusetts 01842
[978] 946-8179
Fax: [978] 946-8053
E-mail: jmona@LawrenceGeneral.org

South Shore
Bob Crepeau
Facilities Manager
Charlton Memorial Hospital/Fall River Site
SouthCoast Hospitals Group
363 Highland Avenue
Fall River, Massachusetts 02720
[508] 679-7127
Fax: [508] 679-7068
E-mail: crepeaub@Southcoast.org

NEW HAMPSHIRE
Primary
Dave Dagenais, CHFM, CHSP
Plant Operations Manager/Safety Officer
Wentworth-Douglass Hospital
789 Central Ave.
Dover, New Hampshire 03820
[603] 740-2474

Alternate
John Duraes
Facilities Manager
St. Luke's Hospital
101 Page Street
New Bedford, Massachusetts 02740
[508] 961-5148
Fax: [508] 961-5151
E-mail: duraesj@southcoast.org

Alternate
Stephen Shaw
Director of Engineering
Southern New Hampshire Med. Ctr.
8 Prospect St., PO Box 2014
Nashua, New Hampshire 03061
[603] 577-2911
Fax: [603] 740-2105  
E-mail: d.dagenais@comcast.net

RHODE ISLAND  
Primary  
Donald Croteau  
Engineering Manager  
Fatima Hospital and St. Joseph Hospital  
200 High Service Ave.  
North Providence, Rhode Island 02904  
[401] 456-3394  
Fax: [401] 456-3792  
E-mail: droteau@saintjosephri.com

Alternate  
John Fisher  
Director of Support Services  
Landmark Hospital  
115 Cass Ave.  
Woonsocket, Rhode Island 02895  
[401] 769-1600 ext. 2084  
Fax: [401] 769-1600  
E-mail: jfisher@landmarkmedical.org

VERMONT  
Primary  
Brian Sallisky, CHFM  
Project Manager  
Southwestern Vermont Healthcare  
100 Hospital Drive  
Bennington, Vermont 05201  
[802] 447-5505  
Fax: [802] 447-5128  
E-mail: RBS@phin.org

Alternate  
Mark Blanchard, CHFM  
Engineering Director  
Springfield Hospital  
25 Ridgewood Road  
Springfield, Vermont 05156  
[802] 885-7651  
Fax: [802] 885-7654  
E-mail: Mblanchard@springfieldhospital.org

SEMINAR CHAIRS

SPRING SEMINAR  
Dave Dagenais, CHFM, CHSP  
Plant Operations Manager/Safety Officer  
Wentworth-Douglass Hospital  
789 Central Ave.  
Dover, New Hampshire 03820  
[603] 740-2474  
Fax: [603] 740-2105  
E-mail: d.dagenais@comcast.net

FALL CONFERENCE  
Milt Dudley, CEP, CHFM  
Director of Engineering  
Inland Hospital  
200 Kennedy Memorial Drive  
Waterville, Maine 04901  
[207] 861-3394  
Fax: [207] 861-3143  
E-mail: mdudley@emh.org

STANDING COMMITTEE CHAIRS

SCHOLARSHIP  
Mike Bradstreet  
Director of Facilities  
The Acadia Hospital  
268 Stillwater Avenue  
Bangor, Maine 04401  
[207] 973-6181  
Fax: [207] 973-6189  
E-mail: mbradstreet@emh.org

MEMBERSHIP  
Robert Loranger, P.E., CHFM  
Director, Facilities Department  
New England Medical Center  
750 Washington Street Box #834  
Boston, Massachusetts 02111  
[617] 636-5267  
Fax: [617] 636-4243  
E-mail: rloranger@tufts-nemc.org

STEERING & BY-LAWS  
Ronald D. Vachon, SASHE  
Director of Facilities Management  
St. Andrews Hospital and Healthcare  
6 St. Andrews Lane  
P.O. Box 417  
Boothbay Harbor, Maine 04538  
[207] 633-1908  
Fax: [207] 633-4209  
E-mail: rvachon@standrewshealthcare.org

NOMINATING  
Kevin J. Keating  
Director of General Services  
Shriners Hospitals for Children/Boston Burns  
51 Blossom St.  
Boston, Massachusetts 02114  
[617] 371-4790  
Fax: [617] 371-4817  
E-mail: kkeating@shrinenet.org
EDUCATION AND CAREER DEVELOPMENT
Jack Gosselin, FASHE, CHFM
Principal
Gosselin Associates
99 Anna Farm Rd.
North Stonington, Connecticut 06359
Office: [860] 204-0560
Cell: [860] 428-5575
Fax: [860] 889-2805
E-mail: jack@gosselin-associates.com

RESEARCH
Brian Sallisky, CHFM
Project Manager
Southwestern Vermont Healthcare
100 Hospital Drive
Bennington, Vermont 05201
[802] 447-5505
Fax: [802] 447-5128
E-mail: RBS@phin.org

SPECIAL COMMITTEE CHAIRS
ARCHIVES
Unassigned

ADVOCACY
Ronald D. Vachon, SASHE
Director of Facilities Management
St. Andrews Hospital and Healthcare
6 St. Andrews Lane
P.O. Box 417
Boothbay Harbor, Maine 04538
[207] 633-1908
Fax: [207] 633-4209
E-mail: rvachon@standrewshealthcare.org

ORGANIZATIONAL LIAISONS/Special Appointments
JCAHO LIAISON
Robert J. Thompson, P.E., CSHM, FPE
The Thompson Group
110 Middleton Road
Boxford, Massachusetts 01921
[978] 887-6701
Fax: [978] 887-6701 [call first]
E-mail: bobatttg@comcast.net

NFPA LIAISON
Eugene Cable, P.E., FPE
Fire Protection and Safety Engineer/Network II
Department of Veterans Affairs

AUDIT
Ronald D. Vachon, SASHE
Kevin J. Keating, President
John Duraes, Treasurer
Dave Dagenais, CHFM, CHSP, New Hampshire
Chapter Representative

ENGINEER OF YEAR NOMINATING
Joseph Mona
Director of Facility Systems
Lawrence General Hospital
1 General St.
Lawrence, Massachusetts 01842
[978] 946-8179
Fax: [978] 946-8053
E-mail: jmona@LawrenceGeneral.org

ASHE LIAISON
Ronald D. Vachon, SASHE
Director of Facilities Management
St. Andrews Hospital and Healthcare
P.O. Box 417, 6 St. Andrews Lane
Boothbay Harbor, Maine 04538
[207] 633-1908
Fax: [207] 633-4209
E-mail: rvachon@standrewshealthcare.org

EPA/DEP
Janet Bowen
EPA Region 1
One Congress St., Suite 1100 (SPN)
NEHES Board of Directors Sets 2007 Meeting Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Function</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Friday, January 5, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>Friday, February 2, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>Friday, March 2, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>Thursday, March 22, 2007</td>
<td>Leominster, MA</td>
<td>Board Meeting**</td>
<td>7:00pm</td>
</tr>
<tr>
<td>Friday, March 23, 2007</td>
<td>Leominster, MA</td>
<td>Spring Seminar**</td>
<td>8:00am</td>
</tr>
<tr>
<td>April</td>
<td></td>
<td>No Meeting</td>
<td></td>
</tr>
<tr>
<td>Friday, May 4, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>Friday, June 1, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>July</td>
<td></td>
<td>No Meeting</td>
<td></td>
</tr>
<tr>
<td>August</td>
<td></td>
<td>No Meeting</td>
<td></td>
</tr>
<tr>
<td>Friday, September 14, 2007</td>
<td>Andover, MA</td>
<td>Board Meeting*</td>
<td>8:30am</td>
</tr>
<tr>
<td>Monday, October 1, 2007</td>
<td>Portland, ME</td>
<td>Board Meeting</td>
<td>7:00am</td>
</tr>
<tr>
<td>Sunday-Wednesday</td>
<td>Portland, ME</td>
<td>Fall Conference</td>
<td>9/30/07 – 10/03/07</td>
</tr>
<tr>
<td>October 2, 2007</td>
<td>Portland, ME</td>
<td>Annual Meeting</td>
<td>4:00 pm</td>
</tr>
<tr>
<td>(all 3 Portland events at Holiday Inn by the Bay, Portland, Maine)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>November (Dates TBD)</td>
<td>Omni Hotel</td>
<td>Annual Planning Retreat***</td>
<td></td>
</tr>
<tr>
<td>December</td>
<td>New Haven, CT</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Directions: Wyndham Andover Hotel: Southbound on Interstate 93 from New Hampshire; take Exit 45 (River Road); at end of ramp turn left; at second set of lights, turn left onto Old River Road and follow to the hotel. Northbound on I-93 from Boston or I-495: take Exit 45 (River Road); at end of ramp turn left; at next light turn left onto Old River Road and follow to the hotel. (978) 975-3600; (888) 949-3300; Fax (978) 975-2664; 123 Old River Road Andover Massachusetts 01810.

**Sheraton Four Points Hotel, Leominster, Massachusetts: 99 Erdman Way, Leominster, Massachusetts, (978) 534-9000; off Route 2

***Location for 2008 Fall Conference, dates to be determined
<table>
<thead>
<tr>
<th>Partner</th>
<th>Level</th>
<th>Partner</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Filter Sales</td>
<td>Bronze</td>
<td>MCMUSA</td>
<td>Bronze</td>
</tr>
<tr>
<td>American Plant Maintenance</td>
<td>Bronze</td>
<td>Modular Services Company</td>
<td>Bronze</td>
</tr>
<tr>
<td>Aqua Laboratories, Inc.</td>
<td>Bronze</td>
<td>Northeast Door Corporation</td>
<td>Bronze</td>
</tr>
<tr>
<td>Automatic Door Systems, Inc.</td>
<td>Bronze</td>
<td>Northeast Equipment Distributors/Manitowoc</td>
<td>Bronze</td>
</tr>
<tr>
<td>Barclay Water Management, Inc.</td>
<td>Bronze</td>
<td>Ohio Medical Corporation</td>
<td>Bronze</td>
</tr>
<tr>
<td>Bay State Anesthesia</td>
<td>Bronze</td>
<td>Otis Elevator Company</td>
<td>Bronze</td>
</tr>
<tr>
<td>BCM Controls Corp.</td>
<td>Silver</td>
<td>Parris &amp; Associates</td>
<td>Platinum</td>
</tr>
<tr>
<td>Beacon Medical Products</td>
<td>Bronze</td>
<td>Phoenix Controls Corporation</td>
<td>Bronze</td>
</tr>
<tr>
<td>Belimo Aircontrols (USA) Inc</td>
<td>Silver</td>
<td>Poyant Signs Inc.</td>
<td>Bronze</td>
</tr>
<tr>
<td>BOC Gases</td>
<td>Bronze</td>
<td>Russelectric Inc.</td>
<td>Silver</td>
</tr>
<tr>
<td>Cochrane Ventilation</td>
<td>Bronze</td>
<td>RWS Engineering</td>
<td>Silver</td>
</tr>
<tr>
<td>Conservation Solutions Corp.</td>
<td>Gold</td>
<td>Secure Care Products</td>
<td>Bronze</td>
</tr>
<tr>
<td>Consigli Construction Company Inc.</td>
<td>Bronze</td>
<td>Shawmut Design and Construction</td>
<td>Bronze</td>
</tr>
<tr>
<td>Construction Specialties Inc.</td>
<td>Gold</td>
<td>Siemens Building Technologies, Inc.</td>
<td>Gold</td>
</tr>
<tr>
<td>Control Technologies</td>
<td>Silver</td>
<td>Sign System Solutions</td>
<td>Bronze</td>
</tr>
<tr>
<td>Curbell Electronics, Inc.</td>
<td>Bronze</td>
<td>SIGNET Electronic Systems, Inc.</td>
<td>Bronze</td>
</tr>
<tr>
<td>DiGiorgio Associates, Inc./Monitor Builders</td>
<td>Silver</td>
<td>Simplex Grinnell</td>
<td>Bronze</td>
</tr>
<tr>
<td>DIMA Litvak Corp &amp; Northeast Air Solutions</td>
<td>Silver</td>
<td>Smith, Seckman, Reid, Inc.</td>
<td>Silver</td>
</tr>
<tr>
<td>Door Concepts Inc/Door Control Inc (NH)</td>
<td>Bronze</td>
<td>Smithcurl Communications</td>
<td>Gold</td>
</tr>
<tr>
<td>Door Control Incorporated</td>
<td>Bronze</td>
<td>SMRT, Inc.</td>
<td>Bronze</td>
</tr>
<tr>
<td>Draka USA</td>
<td>Bronze</td>
<td>Southeastern MA Convention &amp; Visitors Bureau</td>
<td>Bronze</td>
</tr>
<tr>
<td>Dwyer Kitchens</td>
<td>Bronze</td>
<td>Spacelab Medical</td>
<td>Bronze</td>
</tr>
<tr>
<td>ENE Systems, Inc.</td>
<td>Silver</td>
<td>Square D/Sneider Electric</td>
<td>Gold</td>
</tr>
<tr>
<td>Evolve Technologies</td>
<td>Gold</td>
<td>Stonhard</td>
<td>Bronze</td>
</tr>
<tr>
<td>F.W. Webb</td>
<td>Bronze</td>
<td>TAC</td>
<td>Gold</td>
</tr>
<tr>
<td>Fitzmeyer &amp; Tucci Associates</td>
<td>Gold</td>
<td>Technology in Medicine, Inc.</td>
<td>Gold</td>
</tr>
<tr>
<td>Gale Associates Inc.</td>
<td>Bronze</td>
<td>TeleHealth Services</td>
<td>Silver</td>
</tr>
<tr>
<td>George T. Wilkinson Co., Inc.</td>
<td>Gold</td>
<td>The Whiting-Turner Contracting Company</td>
<td>Bronze</td>
</tr>
<tr>
<td>Grafton Data Systems</td>
<td>Bronze</td>
<td>ThyssenKrupp Elevator</td>
<td>Silver</td>
</tr>
<tr>
<td>HBE Corporation</td>
<td>Bronze</td>
<td>Tighe and Bond, Inc.</td>
<td>Bronze</td>
</tr>
<tr>
<td>Healthcare Television of New England, Inc.</td>
<td>Silver</td>
<td>Ultrasystems Electronics Inc (USEI)</td>
<td>Bronze</td>
</tr>
<tr>
<td>Heery International</td>
<td>Bronze</td>
<td>Victaulic</td>
<td>Bronze</td>
</tr>
<tr>
<td>InfoSort systems</td>
<td>Silver</td>
<td>Weston &amp; Sampson Engineers, Inc</td>
<td>Bronze</td>
</tr>
<tr>
<td>Infra-Red Analyzers, Inc.</td>
<td>Bronze</td>
<td>William A. Berry &amp; Son, Inc.</td>
<td>Silver</td>
</tr>
<tr>
<td>InPro Corporation</td>
<td>Bronze</td>
<td>Wm. G. Frank Medical Gas Svcs., Inc.</td>
<td>Bronze</td>
</tr>
<tr>
<td>Kinetic</td>
<td>Bronze</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lavallee/Bresinger Architects</td>
<td>Gold</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Life Safety Services, LLC</td>
<td>Bronze</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Turn this page over to see vendor booth photos, fishing trip highlights, and Golf Results.*
While 60 facility managers and vendor partners played golf, 20 of their colleagues went deep sea fishing during the 2006 NEHES Fall Conference. Steven Snedegar won the prize for the biggest fish caught (a cod). Dan Hockensmith was the prize winner for most fish caught during the outing.

Sixty golfers competed in the Golf Outing at Fall River Country Club, Fall River, MA during Fall Conference. Outing organizers were Paul Pezone and John Duraes. Winners, who received their prizes at the opening reception of the 2006 Fall Conference, were:

**First Place:** Rob Parris Jr., Bill Smith, Robby Robertson, Brian Lemay

**Second Place:** Steve, Mark, Chris, Joe (last names unknown)

**Third Place:** Kent Skiek, Dick Hubbell, Chip Simek, Mike Simek

**Long Drive:** Mark Simulis

**Straightest Drive:** Steve Staffiere

Thanks to the following persons for taking photographs for this newsletter and the NEHES website at the Fall Conference and the Annual Board Retreat:

- Don Garrison, SASHE
- Coral Garrison
- George Hawley
- Fred Leffingwell, CHFM
- Joe Mona