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Midliner

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CSET members:

For those of you who missed Rock on the River, Davenport turned out to be a wonderful venue. While many were involved with making the meeting a success, some deserve extra recognition. Katie Kellenberger did an awesome job of making arrangements, along with the staff of the Radisson Quad Cities; the vendors in general, and Joe Shields in particular, for their ongoing support and sponsoring the Thursday evening mixer, and Joyce Reidel for her usual stellar job of coordinating the courses and making sure everyone could get ACE credits for their participation. Outgoing Vice-President Liz Huber, and Board members Linda Bachmann, Phyllis Videtich, and Rebecca-Clark Bash were singled out and thanked for their service, and some new blood was accepted into both elected and volunteer Society leadership positions, to help assure CSET remains viable.

In the upcoming months, please visit the new CSET website at www.csetonline.org. Re-establishing an online presence will help us get communication to members in a more timely fashion, and hopefully this website will evolve into something that can be a useful resource for techs in the central U.S. I know it is nearly a year off now, but keep your eye on the site as we approach 2009 for courses and registration information for next year's meeting in Milwaukee. (Incidentally, secondary to a conflict with AAN, the board is pondering moving the meeting dates for 2009 from April 23 and 24 to April 16 and 17; this is necessary for ABRET to consider holding oral boards in association with the meeting).

And finally, a note to students: Midliner editor Patti Baumgartner will publish your research papers, provided of course that you submit them to her (patti_baum@sbcglobal.net). What a way to add a nice little star to your resume, that you have a paper published in a tech forum.

Happy autumn,

Ed Carlson, President, CSET

2008 CSET BUSINESS MEETING

April 24, 2007
Davenport, IA

Minutes Respectfully Submitted by Michelle Sloane (CSET Secretary)

Meeting called to order at 12:25pm by President, Ed Carlson. Attendees and Vendors were thanked for coming and the meeting was successful with good attendance.

A quorum was present

Vendor Drawings –

Target gift card was given to Christin Worten

Teacup gift boxes were given to Kathleen Blusing, Barb Graves, and Linda Berry

Representatives from Weaver and Company, Froedtert, and American Home Patient were called on to give away drawing gifts –

Patti Baumgartner from Weaver gave a Neurology Book away to Sherri Kelly.

Brenda Terranova from Froedtert gave away a bag to Denise Ackerson.

American Home Patient will be mailing out their gas card to the winner.

12:30pm: Approval of 2007 Board Meeting Minutes–

Motion made by Linda Berry, seconded by Phyllis Videtich-Skowron. Motion passed @12:30pm

II. 12:34pm: Reading of Reports -

Treasurer Report: Peggy O'Neill

Last year CSET had \$14,142 at years end and so far in 2008 we are \$2500 ahead.

Nominating Chairperson: Stacey Austin

Linda Berry was nominated for board, Jason Snell will be mentored for Nominating Chairperson.

Membership Chairperson: Jaime Kurtz

Membership remains \$25.00 with student membership at \$15.00. Currently CSET has 101 members one of which is a student, 17 are new this year.

E. Vendor Coordinator: Pat Trudeau

Pat thanked all the vendors, including paying for the social.

Scholarship Chairperson: Ed Carlson for Betty Ann Becker

One Scholarship application was received this year and it was awarded to Linda Berry.

12:41pm: ABRET Update – Lynn Wolf

Credentialing in Long Term Monitoring will have its first exam from October 4-18, 2008; exam is available for anyone with R.EEG T. and one year experience in Long Term Monitoring. Handbooks are available on the website.

Lab Accreditation is now available for NIOM.

Website is useful for Candidate Handbooks, credential verification, ordering merchandise, recertification process, viewing job postings, nomination for ABRET board positions.

IV. 12:44pm: New Business –

We have no Outstanding Educator this year due to no nominations.

New CSET positions:

Shaun Brown - Vice President

Heidi Horan – Board member

Mary Meyer – Board member

Linda Berry – Board Member

Jason Snell – Nominating Chair

Sara Batson – Local Arranger for 2010

Katie Kellenberg – Training and Education Chair

Website Update – Ed Carlson is having one of his employees set up/host the website, CSE-Tonline.org. We will be posting job descriptions on the website.

Discussion on becoming for eco-friendly, we would like to stop printing paper handouts, we are looking into possibly loading all handouts onto a flash drive.

Meeting in 2010, Local Arranger will be Sara Batson. Meeting to be held in Peoria, IL. ABRET is favorable on the location for board exams to follow. Motion for agreement was made by Linda Berry, seconded by Katie Kellenberger.

Meeting in 2009, Local Arranger will be Brenda Terranova, meeting to be held in Milwaukee, WI. Meeting will be at the Radisson so far, but another hotel is being looked into.

V. 12:50pm: Motion to Adjourn –

Motion to adjourn made by made by Peggy O'Neill, seconded by Phyllis Videtich-Skowron.

Technical Tips

Trouble getting those babies to sleep for your EEG?

Swaddling is one of the oldest baby-calming techniques, it is thought to remind infants of being in the womb. This can assist in achieving sleep during EEG testing. Swaddling can also be effective for older children as well as the idea is to help the patient feel safe and snug.



But, be careful not to swaddle too snug as this will cause an opposite effect and may cause the patient to “fight” to get loose. Safety is critical with a patient swaddled.....so check with your nursing staff and risk management groups in your facility to gather the proper information regarding swaddling or the “burrito” technique. Your pediatric and neonate departments have a full array of “comfort techniques” that can be used very effectively during neurodiagnostic testing. So, don’t be shy....contact the supervisor/manager of your peds department(s) and ask them if they can meet with you to educate your department with “comfort techniques” that are used to calm the babies/toddlers. If done properly and in accordance with your facilities protocols, this technique, and others, can help achieve natural sleep and help save the EEG.....so it can be interpreted.

Time to setup a screaming baby for an EEG test30 minutes

Time to run a wake/sleep EEG for a screaming baby.....45 minutes

EEG that can be interpreted so baby doesn’t have to come back.....Priceless

Recipe for Baby Burrito:

Spread out blanket

Fold over one of the corners

Lay baby on blanket with head just above the folded corner

Wrap left side of blanket around baby and tuck under body

Take bottom of blanket and fold upwards and tuck under left fold

Take right side, and wrap around towards the left

Leah Hanson, REEG/EPT
Rhythm Link International

How and Why To Visit a Vendor

Patti Baumgartner, B. A. R. EEG/EP T., CNIM

D. O. Weaver and CO

Aurora, Colorado

Go to any END meeting and you will see that you can learn just as much in the Vendor area as you can in the lecture hall, maybe even more.

Vendors are eager to help you. Many of them are former practicing technologists who know the field, and speak in terms you understand. They will be happy to take time to explain their products, give demonstrations, or offer advice.

You should always visit the vendor area at meetings; even if you are not the one who makes decisions regarding purchasing equipment or supplies. Things change, and you may put in charge of deciding just what new equipment to purchase next year, or maybe even when you get back home.

Why should you visit even if there is no money in the budget for new equipment this year? Because all equipment is subject to failure due to normal use, and disasters happen. Water pipes break and leak all over the place--- your instrument is not exempt from water damage. Unfortunately there have even been incidents of smoke damage as a result of a fire in the building! I know of one EEG instrument that fell down a flight of stairs when trying to avoid a collision with a Code Blue Cart! When a disaster falls, that is not the time to go shopping. You should have an abundance of information regarding each manufacturer, what kind of equipment each vendor offers, what bells and whistles they have, who the local rep is, and how to reach him/her.

Times are tight, budgets are shrinking. Talk to the supply vendors to check to see which supplies each company offers. It may be more expensive for you to purchase cup electrodes from one manufacturer, paste from another, and sticky pads from yet someplace else. It doesn't hurt to have a list of your supplies with you, and then you can see which vendor offers you the most advantageous array of products.

Vendors have to pay to attend the meetings just as you do; only they pay a lot more. Vendor fees for meetings range from \$300 to over \$2,000 just to set up one six foot table! Vendors give further financial support by sponsoring a breakfast, lunch, break or even the evening social. Sometimes vendors sponsor speakers or workshops. Then there is airfare for them, hotel charges, cost of shipping their equipment to the meeting, and the occasional dinner for existing or potential customers. They make huge financial commitments to make the meeting a success and provide education for the attendees. The financial support of vendors makes the tuition for the meeting more affordable.

The vendors' only chance to talk to customers is during the scheduled breaks of 15-30 minutes in the morning and again in the afternoon. There are often ten or more vendors attending the meeting. That doesn't give you much time to visit all the vendors, or for the vendors to get a chance to talk to everyone. You need to make the most of your time and theirs.

To help make the most of the time available, you can make a list of what you want. Then visit each vendor to see if they have it! A few words of caution here, if you are shopping for something that may take a while for the vendor to explain, capital equipment or grid electrodes for instance, don't take up all of the vendor's time at break. Ask to make an appointment later in the day or at the end of the day's activities. You may even want to find out who your local representative is and schedule a time for him/her to come to your lab. Missing a lecture, or work shop is tough, but one-on-one time with the vendor can be extremely valuable.

Sometimes the vendor area is small and space is at a premium. Don't stand in front of a vendor table visiting with friends or co-workers. Leave room for others to see the products that are displayed and talk to the staff. If you see that a particular vendor is busy with customers, and you really want to talk to them, come back later. They want to take time to talk to you too, not just wave and nod.

This would be a great time to establish a list of vendors' names, addresses, and phone numbers. Ask for business cards to get their names and numbers. Use the meeting to get up-to-date list of contacts. Especially get email addresses, since this is the easiest way to communicate.

When you stop by each vendor, tell them your name and where you work. Take a minute and make a little “small talk” with them. If everyone just smiles and walks by, they may not come back next year, which can result in increased costs to you. Most of the vendors are salesmen; they love to talk, especially about their products. Take a few minutes to listen to them. They can provide a lot of details, not only about their products, but they can do a lot of trouble shooting and problem solving too. Additionally, knowing the rep’s name may help to open doors to parts or service when calling their company. The vendors can show you advanced applications for their software, the latest innovations in needle electrodes, the newest “hot” items used in END applications, and lead your search for an easy to understand article on motor evoked potentials. They even know that stuff about screen resolution and sampling rate!

Some of the vendors are teachers, nationally recognized as educators. They will gladly take time to answer technical questions. You paid a lot of money to attend the conference, don’t leave with unanswered questions. And don’t leave without asking at least one question of each vendor. As a customer, you are in the driver’s seat, don’t be shy. Consider bringing a written list of questions. Someone approaching the vendor with a written list will, most likely, get their attention. The vendors are there to help you. Tell them what you want to know, and then listen carefully to their answers. Besides, if you have a list, you probably won’t forget one of your questions

Vendors often are aware of trends in the industry. Don't be afraid to ask questions that are not about their particular equipment or products. Trends in sleep and EEG are often encountered as vendors travel to different sites. Vendors can give you a lot of insight to what procedures are on the upswing in popularity, or what diagnostic tools are gaining or losing favor.

Many times there are “freebees” on the table. Be respectful and only take one. The vendor area is not the place for you to obtain your annual supply of tape measures, pens and note pads. Along those same lines, not everything on the table is free. Vendors have lost books, electrodes, paste, and other items that were picked up because they were assumed to be free. If you are unsure, ask before you take samples.

Some of the vendor’s tables have valuable items on them, amplifiers, grid electrodes and monitors. Accidents happen, so be careful with your food and beverages. Also try to remember that the vendor’s table is not a place for you to leave your dirty dishes, coffee cup, or glass.

If you have a complaint or concern about a particular company don't present it during break time. Make an appointment with the vendor when you can sit down with him/her and work out your differences.

There is often a social gathering in the vendor area one evening after the educational sessions are over. This is a great time to meet the vendors on a more personal level. Knowing something about them makes networking more interesting. Networking with the vendors can be useful too. Ask if they would be willing help you to get speakers or funding for an upcoming regional meeting. You might want to consider using vendors for such things as job searches. Many regionally positioned vendors know a lot about who is hiring and who has available opportunities coming up in their facilities. Be careful, though, if you don't want it known that you are looking for a change. The vendor may not remember that your search for a new position was "confidential."

Vendor support is a key part of the educational meeting that you are attending. If you want to help support educational programs, you can do this easily. Support the local volunteers and your fellow technologists. Take an active part in the society and the meeting activities. Visit and thank each vendor for their support. They are human and they like to hear that they are part of the professional team. You may think that your comments don't matter that much. They do. Vendors don't need to sell something to everyone in the room to feel that their presence was a success. Appreciation and acknowledgement go a long way toward bringing the vendor back again and again.

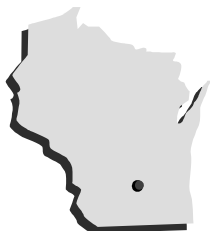
By all means, visit the vendor area, talk with the representatives, examine emerging technologies, get some free samples and/or advice and extend networking in your professional life.

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2009 CSET MEETING ANNOUNCEMENT

April 16-17, 2009



This year's CSET meeting will be in Milwaukee, Wisconsin, at the Crowne Plaza Milwaukee-Wauwatosa Hotel, www.crowneplaza.com/milwaukeewi

There will be ABRET oral board exams held on the weekend. The program includes: two days of polysomnography courses, two days of IOM courses, one day of LTM/ICU monitoring courses, and one day of basic EEG courses.

We are currently recruiting speakers. Interested persons should contact Joyce Riedel via email at www.joyce.m.riedel@healthpartners.com.

Speakers will have the registration fees waived for the day they speak.

This meeting is an excellent opportunity to fulfill CEU requirements.

The social event will be on Thursday night, April 16.

2008/9 CSET OFFICERS

President: Ed Carlson, R.EEG/EPT.

Vice-President: Elizabeth Huber, R.EEG/EPT./CNIM

Treasurer: Peggy O'Neill, R.EEG.T.

Secretary: Michelle Sloane, R.EEG.T.

Vendor Coordinator: Pat Trudeau, R.EEGT.

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