

VITAL SIGNS

The Monthly Southeastern Newsletter

Issue 3

Publisher's note

For those of you presently contributing or wishing to contribute to Vital Signs in the future, I would appreciate all submissions to be received by the **first** of the month.

Thank you and Seasons Greetings,
Allison Severance-Henry

Holiday Closings



Southeastern will be closed to business on Monday, December 26, 1988 in honor of Christmas and on Monday, January 2, 1989 in honor of New Year's Day.



December, 1988

NEW FACES

The following is a list of new employees hired in November. Welcome to Southeastern!

Russell Carr
Robin Powell
Wayne Rader
Mike Simpson

Jim Williams was recently elected an officer of Southeastern Hospital Supplies. His new title is Vice-President of Sales. Jim's almost thirty years of experience in our industry has made his presence in this company invaluable. Southeastern would like to thank Jim for his fine work and is looking forward to working with him in the coming years. Congratulations Jim!



In the spirit of Thanksgiving. . .

Southeastern held its annual Thanksgiving luncheon for its employees and invited guests here in Fayetteville on November 18, 1988. Glen Carter took this opportunity to present Jerry Parker with gifts contributed by the employees to help Jerry since he lost his possessions when his apartment burned down. Jerry was very appreciative of the gifts the employees had given him. Photographs of the luncheon are included inside.



A Lesson In A Confes- sion

The following newspaper article was written
by John Tate.

When does work become so much
fun that it is no longer work? From
experience, I can honestly relate that
my "work" has not really been work
for many years.

The significance of that statement is
that since my daily performance is
fun instead of work, I do not find it
necessary to take aspirin for head-
aches or tums for ulcers, nor any of
that garbage.

Such an attitude has not always been
mine. I think it started when:

I felt competent at doing my job well;

I received recognition from my
clients and associates for work per-
formed on time and as needed;

When I enjoyed listening to my asso-
ciates because I was not threatened;

When all of us were challenged by
the opportunities a new complex
problem presented;

When I began to reap the reward for
providing others with something bet-
ter for the price then they could get
from others;

When I began to feel I was actually
making the world a better place in
which to live;

When I found time to help others
succeed - those high and low;

When I began to feel the whole world
was made up of we, us, our - not I
and mine.

More Photo- graphs



LESS' MESS

For those of you who have yet to finish your Christmas. . .

"Shooooopppping"

from: *The Language of Love* by Gary Smalley & John Trent, Ph.D.

Suddenly, I had an idea that I knew would get me nominated for Husband of the Year. I could do something adventurous with Norma - like going shopping! Of course! My wife loves to shop. Since I had never volunteered to go with her before, this would demonstrate how much I really cared. I could arrange for a baby-sitter and then take her to one of her favorite places in the world: the mall!

I'm not sure what emotional and physiological changes ignite inside my wife upon hearing the words "the mall," but when I told her my idea, it was obvious something dramatic was happening. Her eyes lit up like a Christmas tree, and she trembled with excitement - the same reaction I'd had when someone gave me two tickets to an NFL play-off game. The next Saturday afternoon, when Norma and I went shopping together, I

ran face first into a major barrier that bars many men and women from meaningful communication. What I discovered blew open the door to understanding and relating to Norma, and steered me toward emotional word pictures for help. Here's what happened:

As we drove to the mall, Norma told me she needed to look for a new blouse. So after we parked the car and walked into the nearest clothing store, she held up a blouse and asked, "What do you think?"

"Great," I said. "Let's get it." But really, I was thinking, *Great! If she hurries up and gets this blouse, we'll be back home in plenty of time to watch the college game on TV.*

Then she picked up another blouse and said, "What do you think about this one?"

"It's great, too!" I said. "Get either one. No, get both!"

But after looking at a number of blouses on the rack, we walked out of the store empty-handed. Then we went into another store, and she did the same thing. And then into another store. And another. And another!

As we went in and out of all the shops, I became increasingly anxious. The thought even struck me, *Not only will I miss the halftime highlights, but I'll miss the entire game!*

After looking at what seemed like hundreds of blouses, I could tell I was beginning to lose it. At the rate we were going, I would miss the entire season!

And that's when it happened.

Instead of picking up a blouse at the next store we entered, she held up a dress that was our daughter's size. "What do you think about this for Kari?" she asked.

Taxed beyond any mortal's limits, my willpower cracked, and I blurted out, "What do you mean, 'What do I think about a dress for Kari?'" We're here shopping for blouses for you, not dresses for Kari!"

As if that wasn't bad enough, we left that store without buying anything, and then she asked if we could stop and have coffee! We'd already been at the mall for sixty-seven entire minutes, which beat my previous endurance record by *half an hour*. I couldn't believe it - she actually had the nerve to want to sit around and discuss the kids' lives!

That night, I began to understand a common difference between men and women. I wasn't shopping for blouses. . . I was *hunting* for blouses! I wanted to conquer the blouse, bag it, and then get back home where important things were, like my Saturday-afternoon football game!

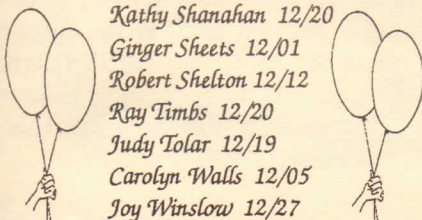
My wife, however, looked at shopping from opposite extremes. For her, it meant more than simply buying a blouse. It was a way to spend time talking together as we enjoyed several hours away from the children - and Saturday afternoon football.

Like most men, I thought a trip to the mall meant going shopping. But to my wife it meant *shooooopppping!*

Happy Birthday!

Best wishes to the following employees who are celebrating their birthday this month:

Edgar Allison 12/25
Sue Ammons 12/08
Cliff Christianson 12/20
Henry Dixon 12/13
George Hicks 12/02
Gene Hollis 12/19
Judi Joyms 12/06
Wally Kinlaw 12/17
Robert Lee 12/29
Donna McLaurin 12/10
Larry Page 12/24
Steven Reynolds 12/16
Kathy Shanahan 12/20
Ginger Sheets 12/01
Robert Shelton 12/12
Ray Timbs 12/20
Judy Tolar 12/19
Carolyn Walls 12/05
Joy Winslow 12/27



Season's Greetings from the Fayetteville warehouse employees!



ongratulations to Krys Furniss on her new position as Account Plus Coordinator and Order Entry Department Head and to Scott McAnville on his new position in sales.

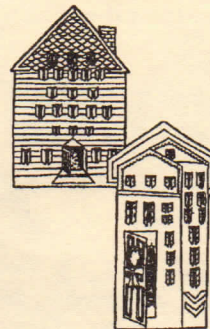
As Account Plus Coordinator, Krys' main responsibilities include: handling all of Southeastern's Account Plus customers and helping them with any problems that may arise. Account Plus is a series of computer programs designed by Southeastern programmers for nursing homes. It is a complete inventory/billing system that helps nursing homes better manage their facility.

Scott will be leaving Southeastern's home health care store and moving into the nursing home marketing area. His territory will basically consist of the eastern part of North Carolina.

Congratulations again to Krys and Scott.



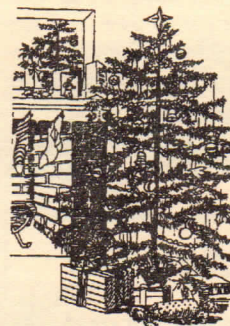
Christmas Cards



The tradition of sending cards began in England in the 1840s and has been attributed to Sir Henry Cole, director of the Victoria and Albert Commission. Cole commissioned a

painter to design a card to express his personal wishes for a Merry Christmas and Happy New Year. The result was a paneled card showing the virtues of feeding and clothing the poor, and an affluent Victorian family feasting. It was sent to a thousand friends and acquaintances - and thus established the custom we follow today.

Greenery

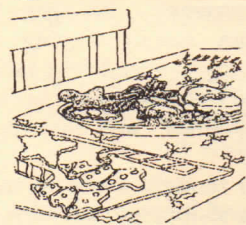


One of the first representations of a decorated Christmas tree was on an English card of the early 1870s, which showed Victorian children dancing around it. With a

few exceptions, the tree was not a common Christmas tradition until the twentieth century.

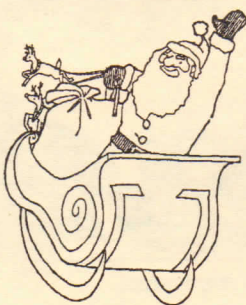
Other traditional holiday greenery includes mistletoe and holly. Maybe the most popular is the poinsettia, thought to resemble the Star of Bethlehem. Dr. Joel Roberts Poinsett, the first U.S. Ambassador to Mexico, brought it to this country in 1828. Called *Flor de la Noche Buena* (flower of the holy night), the poinsettia is revered in a Mexican legend, the story of a small boy who wanted to bring a present to the church on Christmas Eve. He was too poor to bring a gift and knelt in the snow to pray. A beautiful plant with bright red leaves grew in the spot where he knelt, and he gave this as a present to the Christ Child.

Christmas Traditions



Christmas is a time of celebration, a time of renewal, and a time to share traditional rituals with family and friends. Gift giving, decorating the tree, singing carols, and baking Christmas cookies are some of the essential ingredients for making the holidays special. Other Christmas traditions include Santa Claus, Christmas cards and greenery. The following excerpts and illustrations are from *A Little Book of Christmas* from Doubleday publishers.

Santa Claus



"Santa Claus" is an Americanization of *Sinterklass*, the Dutch version of St. Nicholas, who was a bishop in Asia Minor during

the fourth century. In his lifetime he gave many gifts anonymously and came to be known as the protector of children. Dutch settlers in America celebrated St. Nicholas' feast day on December 6, and *Sinterklaas* visited Dutch homes the night before and left presents for children.

Santa Claus as we know him today was created by Clement C. Moore. In his book *A Visit from St. Nicholas*, he described the jolly man riding through the night pulled on his sleigh by eight tiny reindeer. The plump, chubby character we now all recognize was portrayed by Thomas Nast in Christmas cartoon sketches that were printed annually in *Harper's Weekly*.

Not only is Santa Claus or Father Christmas a familiar Christmas tradition in our country, but he is also recognizable in France, Great Britain and Germany, where the tradition of reindeer going on Christmas rounds was originally inspired. Santa Claus is also familiar in Switzerland; and in Austria, he walks around and greets the children.

Happy Holidays!

