

# vital signs

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## The End of A Decade

## Southeastern Looks Back

*When we remember the eighties at Southeastern Hospital Supply Corporation, here is what we may remember the most.*

In 1980, Southeastern Hospital Supply had about twenty employees at the Fayetteville location. Now at the same location they have about one hundred and fifty employees. The total number of both locations number two hundred.

In the 1980's Southeastern had three computer systems: Burroughs B700 and B800; an IBM System 34; and an IBM System 36.

In October of 1981 Southeastern Hospital Supply opened a branch office in Richmond, Virginia. This branch office is run by Garland and Betty Rouse.

In 1982 Southeastern bought its first tractor trailer trucks. Today Southeastern has five tractor trailers, seven straight trucks, two step vans, four regular vans, and one station wagon.

In 1985 the nursing home market was extended. Cliff Christianson was promoted to become the director of Long Term Care Sales in 1988. Cliff oversees the development of Southeastern's long term care market (nursing homes). SouthCare was formed as a division of Hospitals, Inc., to perform billing services for nursing homes.

In 1986 Southeastern Hospital Supply started the Southcare Nursing Home Division. It is also called Third Party Billing.

In 1986 The physician's market was extended. Jim Williams came to Southeastern to become Vice-Presi-



**Seasons Greetings from Southeastern's physicians sales force!**  
*In October, Southeastern's physicians sales force kicked off their "Christmas In October" sales promotion. They are pictured above at a sales meeting held in Fayetteville.*

dent of Sales and to head the physician/clinic market development.

In 1987 Southeastern opened the Home Health Care Department.

In October of 1987 Mr. Bud Faircloth celebrated 25 years here at Southeastern Hospital Supply.

In July of 1988 Southeastern started the 401-K Retirement Plan.

In March of 1989 Southeastern Hospital Supply started the Eq-Flex Employee Benefit plan.

Mr. Manning received the Silver Spoon Award in April of 1989. The Silver Spoon Award honors businesspeople who started their own business.

On July 14, 1989, Mr. O.R. Manning, Sr. passed away.

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# Drug Awareness Week

For one week in October, the employees at Southeastern Hospital Supply Corporation in Fayetteville took part in the nationwide drug awareness program. Most every employee participated by wearing a red ribbon to show that they were against drugs in our society.

Written by Donna McLaurin

**Sometimes, the worst thing you can do to a drug user is the only way to help**

Drug use is a question of extremes. People who use drugs are either addicted or in danger of addiction. The results of drug addiction are poor performance, absenteeism, theft, robbery, industrial accidents, and death. And addicts often take others down with them. Loved ones, co-workers, employers. Threatening to fire an addict is the worst thing you can do. Or the best. If it gets him or her into treatment.

To find out more about drug use in the work place, please call 1-800-843-4971. That's the National Institute on Drug Abuse hot line for supervisors and managers. It's manned by trained Employee Assistance Program planners and designers, from Monday through Friday, 9:00 a.m. to 8:00 p.m. They won't tell you what to do, but they can outline the options.

*Partnership for a Drug-Free America*

## Make It a Safe Holiday Season

*Don't let hazards or accidents ruin your festivities.  
Here are some tips to help you have a safe holiday season.*

Do not burn your discarded Christmas tree or gift wrapping paper in a woodstove or fireplace. This could produce a flash fire that burns intensely and sends sparks into a room or up the chimney to ignite creosote deposits.

Never leave lighted candles unattended or place them in window sills. Use artificial boughs made from non-flammable materials when decorating real candles.

Never use more than three stan-

dard-size sets of lights per single extension cord.

Use only fireproof decorations. If small children will be near the tree, place out of their reach those decorations that resemble candy or have sharp points or removable pieces small enough to be swallowed.

Avoid using glasswool or angel hair with spray on snow — a highly combustible combination.

By Eric Miller, *Rural Living*, December

## New Year's Resolutions

"Treat my husband as an equal." *Kim Dager*

"Since I work all day and my husband all night, my resolution is to make the most of the time we get to spend together." *Melody Dyda*

"To be a better individual to myself." *Patti Albright*

"To become as proficient as possible at work and to finish college." *John M.*

"To start saving money." *Stacey Johnson*

"To do my best and try to stop worrying about things." *Cindy H.*

"To seek a handsome, wealthy individual." *Gigi W.*

"More money." *Gigi W.*

"Try to accrue more leave time." *Anita Sylvio*

"Just to be happy." *Cathy B.*

"To lead a happy life with all the people I love." *Donna M.*

"To give up chocolate for at least one day." *Amy G.*

"Total self improvement." *Constance*

"Abolish mistakes." *Grant S.*

"Quit smoking again." *Karon Lane*

"To make lots of money." *Jennifer*

"To have the best new year ever." *Heidi C.*

"To build a bigger body." *John Moore*

"To get married and lose 25 pounds." *Lori S.*

"To live in a way that would make it easier for others to believe in Jesus." *Les*

"To have a Wam Bam of a good time." *Lori A.*

"To love my wife more and become more muscular." *Barry Lane*

"To be a much better person in 1990." *Russell Carr*

"To lose about twenty pounds and grow some hair back." *Wayne B.*

"Less junk food power and more economic power." *Stephanie*

# The Office Supply Division

Southeastern Hospital Supply Corporation is pleased to announce the recent addition of Tracy McGee to its Office Supply Division. A native of Candor, New York, Tracy attended Florida State University in Tallahassee for two years, majoring in Electrical Engineering. As a member of the United States Army Reserve, she moved to the Fayetteville area in 1988 for an active tour of duty at Fort Bragg after completing similar assignments in South Carolina, Mississippi, Florida, Georgia, and Indiana. Tracy is scheduled to conclude her undergraduate studies in late 1990 at Methodist College in Fayetteville. She enjoys body building, soccer, and warm weather.

Tracy's responsibilities include purchasing and receiving Boise Cascade products into the warehouse on a daily basis, handling customer inquiries, and product quotations.

The Office Products Division, headed by Becky Church, is currently completing its first full calendar year of operation. "I'm real pleased with the progress we have had so far and I'm looking forward to continued success in the coming year", says Jim Williams, Corporate Vice-President of Sales.

In addition to the Boise Cascade office supplies product line, other major vendors include: Wilmer Service Line, which specializes in pegboard billing systems; PRO/file Systems, distributors of color coded patient chart labels and medical records equipment; and various furniture companies such as Myrtle Desk, St. Timothy Chair, and La-Z-Boy.

The Office Supply Division also features customized start-to-finish office design capabilities. Because Southeastern is serviced by many major manufactures, carpeting, wall-paper, and other office accessories are available to Southeastern customers.

Not only does the Office Supply Division help customers design their



## ***Southeastern's Office Supply Division is Growing!***

*Pictured above is Becky Church, head of the Office Supply Division, and Tracy McGee, a recent addition.*

offices, custom designed correspondence is also offered. Becky and Tracy rely on Southeastern's Desktop Publishing Division to design and create for customers customized forms such as letterhead, patient information sheets, operation records, accident reports, registration slips, and other forms of creative correspondence.

All types of printing services are available from Southeastern as well as fax machines, typewriters, copiers, and other equipment. With all of the services and products the Office Supply Division offers Southeastern's customers, this department is sure to be more successful in the new year.

*Written by the Office Supply Division*

## **Southeastern Donates A Treadmill**

Southeastern Hospital Supply Corporation recently donated a treadmill to Beaufort County Hospital's operating room. Steve Broughton, one of Southeastern's salespeople, instructed the nurses on the functions of the treadmill. It was officially donated to Beaufort at the hospital's Halloween Carnival on October 28.

## **Thanksgiving Dinner**

On November seventeenth, Southeastern Hospital Supply held its annual Thanksgiving dinner for the Fayetteville office. The food was catered by Classic Foods and the employees in Fayetteville brought all the delicious desserts. Southeastern's guests for dinner included visitors from Duke Medical Center and Rex Hospital and Cape Fear Valley Hospital.

*Written by Donna McLaurin*

## Birthday Celebrations

Listed below are the employees who will be celebrating their birthday during the winter season.

### January birthdays

Richard Crump	1/25
Clem Doniere	1/11
Pat Gagnon	1/24
Ursula Harrison	1/06
Chris Hayes	1/09
Tony Howell	1/26
David Jacobs	1/21
Shelby Johnson	1/03
Joseph Quigg	1/18
Jim Short	1/13
Sammy Short	1/21
Anita Sylvis	1/09
Frank White	1/01
Jim Williams	1/22
Lavern Young	1/31

### February birthdays

Jennifer Cain	2/22
Linda Dunlap	2/02
Earl Gray	2/20
Kim Winters	2/02
Neal Hood	2/26
Stephanie Jessup	2/27
Theresa Council	2/07
Bill Martin	2/09
Joy Stephens	2/28
Kathy Tucker	2/22
Shawn Walker	2/19

### March birthdays

Pat Barber	3/28
Linda Barnett	3/08
James Beale	3/03
Garry Brookshire	3/09
Edmund Buttram	3/17
Anna Clark	3/16
Pat Clingenpeele	3/30
Melody Dyda	3/09
Johnny Green	3/07
Mary Lynn Hays	3/12
Mike Henry	3/10
Mary Lloyd	3/20
Ray Manning, Jr.	3/17
Tracy McGee	3/20
Paul McGee	3/08
Carolyn McClellan	3/19
Bruce McKenna	3/30
Reba Shaw	3/10
Jill Spell	3/02



### Seasonal Notes

## How Did "Xmas" Come To Stand For Christmas

The use of the informal "Xmas" has often been singled out as an example of how the holiday has been commercialized and robbed of its religious content. The X in "Xmas" is actually the descendant of the Greek equivalent of *Ch*, as in "Christos", which means "Christ". The letter X has stood for Christ since at least A.D. 1100, and then the term "Xmas" was first cited in 1551. Word expert Eric Partridge points out that the scholarly abbreviation for the

word "Christianity" is "Xianity."

So many people dislike "Xmas" for its supposed crassness that its use is now virtually confined to commercial literature and banners. The *New York Times Manual of Style and Usage*, for example, offers this simple recommendation for when "Xmas" is acceptable: "Never use."

Submitted by Bobby Dalton in *Why Do Clocks Run Clockwise* by David Feldman

## The Employees' Corner

### Holiday Closings

Southeastern will close at 12:00 p.m. Friday, December 22. Business will be open Tuesday, December 26 at 8:00 a.m. Southeastern will be closed New Years Day.

### Southeastern Arrivals

Southeastern would like to welcome the following new employees:

Carla Godfrey  
Regina Gordon  
Debra Pignatore  
Gerald Reich  
Shirl Sparks  
Lori Syphrit  
Robert Taylor

### Southeastern Departures

The Richmond office would like to wish **Samantha Henry** the best of luck. Samantha's last day with Southeastern was December eighth. While Samantha has been a full-time Fashion Merchandising student at Virginia Commonwealth University, she has worked for Southeastern part-time for the past year. Now Samantha plans to dedicate all of her time to her education. Good luck Samantha!

### Food for Thought

"If people come into your place without a smile, give them one of yours."

"Team spirit is what gives so many companies an edge over their competitors."

George L. Clements

"Your best friend is the person who brings out all that is best in you."

"Consider how hard it is to change yourself and you'll understand what little chance you have of trying to change others."

Jacob M. Braude