

# vital signs

January/February 1991, Volume 3, Issue 1

*America prays for peace*

## SEHS supports Military Families

### Families Get News of War

Nobody ever said it would be easy. Getting married is a big step. Filled with dreams, you and your spouse begin on a road filled with love, happiness, security, and hope. At least that's the way it's supposed to be.

In August of 1990, several of SEHS families were separated when President Bush called military troops into action against Iraq for their occupation of Kuwait. Families hoped Saddam Hussein's troops could leave Kuwait without being forced. Their hopes for a peaceful solution vanished on January 16, 1991.

The night air of Iraq was filled with the thunder of jet engines flying overhead. Flashes of light shot across the sky. The war had begun.

Back at home in Fayetteville, families were sitting down to eat dinner when news on the outbreak of war hit the television. Details were limited, yet very frightening at first. Everyone heard the same story, "We have no further details except to tell you that the war in the Gulf began this evening at 7:00pm Eastern Standard Time."

As the first days of the war passed, televisions all over the country stayed on almost continuously. Families were glued to their sets with hopes of getting a glimpse of their loved ones.

### Concerned Employees Take Action

A large number of SEHS employees have relatives and/or friends involved. Realizing this, SEHS went into action to offer its support to the families directly affected by the war. Different ideas were discussed by employees and management before choosing the ones to be used.

Always ready with good ideas, **Patti Tolar** (customer service) initiated one of

the more popular ideas. While sitting in church one Sunday, she thought of having a support group available to the families of SEHS with loved ones overseas. The name of the program is S.O.S. (South-eastern Office Support). This is a group headed by a committee of five employees- **Krys Furniss, Pam Greenhill, David Jacobs, Janice Nettles, and Patti Tolar.**

Once a month they organize something for the employees with family in Operation: Desert Storm. The meeting might be a potluck supper at someone's house or a night out at the movies or even a cookout for the kids. The main idea is to offer support and a little bit of fun for those interested.

Another idea was initiated by **Daphne Manning.** Employees with family in the Gulf were asked to submit their overseas addresses. A "Happy Valentine's Day" card was designed by **Pam Greenhill** and circulated for employees to sign. The card was then printed and mailed to all of the "expanded SEHS family" on active duty in Saudi Arabia.

### Proud Americans

War is never pretty. Throughout history, nations have risen up against nations for various reasons, but the facts of war remain the same. Brave men and women are called by a nation to stand up and defend. They don't ask to be ridiculed, degraded, or called names. They are simply doing their jobs as protectors of our rights as Americans.

Whether we agree or disagree with the situation in the Gulf, one thing remains crystal clear. The service men and women stationed there deserve all the support and prayer we can possibly offer.

May we make them as proud of us as we are of them! *Written by Pam Greenhill*



*Concerned Southeastern employees offer friendship, support and a little bit of fun to those with loved ones overseas*

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# Employee of the Month

Photo by Donna Vinson

DECEMBER 1990

Congratulations to **Pamela Greenhill** for being selected Southeastern's employee of the month for December 1990!

Pam has been with Southeastern since November of 1989. She started in the Pricing/Contract Department and then transferred to be our Desktop Publishing Specialist in July 1990. She has excelled in this position, using her talents to produce results everyone enjoys.

Pam's enthusiasm and cooperation sets a good example for everyone and has gained the respect of us all. It is obvious

*Pamela Greenhill*



Photo by Donna Vinson

she looks at her position as a challenge and opportunity for an exciting career and shows her appreciation through her many accomplishments. Pam is a very dedicated and loyal employee who genuinely loves her job.

Pam is well-liked by her co-workers who enjoy her creativity and sense-of-humor. She will be a great help to Southeastern in the years to come.

Congratulations Pam, and keep up the good work! *Written by Les Herod*

JANUARY 1991

Congratulations to **Lori Atchley** for being chosen as Southeastern's employee of the month for January 1991!

Lori has been with Southeastern since October of 1981. She started in the Purchasing Department where she is currently employed. She worked her way through the department learning how it all worked. All her dedication and hard work paid off in July of 1990 when she was named Purchasing's department head.

Lori is a valuable employee at Southeastern. Her responsibilities are quite



*Lori Atchley*

varied. Her main job is that of ordering for the Fayetteville and Richmond warehouses. She is also in charge of the Adult Activity orders and much more. Efficiency is a part of Lori's everyday routine.

The Purchasing Department runs much smoother with Lori involved. She is extremely knowledgeable about the way the whole department operates.

Lori never meets a stranger. Everyone she sees receives one of her famous smiles. Her distinct laughter has brightened the hallways of Southeastern on numerous occasions.

Congratulations Lori, and keep up the good work! *Written by Pamela Greenhill*

## Southeastern Veterans

A personal look at SEHS employees with ten or more years of service. Names are chosen at random.

### Les Herod- 11-year veteran

Les is a well-liked and respected member of SEHS. His wife, **Glenna** (also of SEHS), and their son Adam, have been in NC for 15 years. They live in a house beside SEHS. Les is active in church as Jr. church director and Sunday school teacher. He enjoys reading and playing basketball. Little known fact about Les: Everything he knows about computers, he taught himself by reading books, manuals, and magazines. Something to be proud of!

### Ray Timbs- 19 1/2-year veteran

Ray will celebrate his 20th anniversary at SEHS in August of 1991. All of his years at SEHS have been spent in the warehouse doing a variety of jobs. He is a quiet, polite person. Ray and his wife of 35 years, **Dulcie**, have resided in Fayetteville since 1962. He spends most of his spare time on his farm in Hoke County! *Written by Pamela Greenhill*

## "OK, stick 'em up!"

*Employees are given a lesson in personal safety*

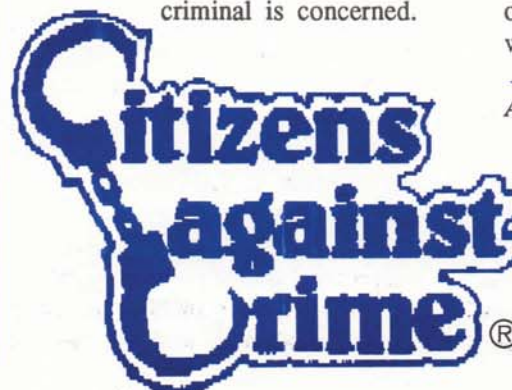
No one knew quite what to expect when **Dianna Allor** from Citizens Against Crime came to visit Southeastern's Fayetteville office. Full of spunk and energy, she captured everyone's attention. Over the period of the 1-hour seminars, she taught all of us how to avoid being victims of crimes.

There were 3 seminars open to any employee that would attend. We learned that every 2 seconds a crime is committed, making anyone a potential victim. We learned that to avoid a crime, we have to be too "risky" where the criminal is concerned.

Dianna liked to pick on the men in the group, as **Bill Maness**, **Wayne Bryson**, and **Tony Howell** will tell you. She held Bill "hostage" and asked him "What are you going to do now?" As he turned around to retaliate, a gunshot was heard and she said, "Too bad, you're dead!" (No need for concern, the bullets were blanks) Something to think about.

It's up to us as adults to be responsible enough to take care of ourselves and our families.

She had us laughing and learning at the same time. However, let's hope none of us ever have to use the methods we were taught. *Written by Pamela Greenhill*



### A Special Thank You...

The employees of Southeastern wish to express their gratitude to management for providing the opportunity to attend these educational seminars. It shows a lot of caring since this took place during company time.

*Written by Les Herod*

## Ballard Medical Products

In the late 1970's, Dale Ballard started a small research and development company in Midvale, Utah. Today known as **Ballard Medical Products**, it has grown to be one of top 100 fastest growing small public companies in America (*Inc. Magazine*, 1987).

This, Mr. Ballard's second company, went public in August 1983. He was the founder and president of the old Deseret Company from 1956 through 1976. The company was purchased by Warner-Lambert in 1976.

Some of Mr. Ballard's many inventions were the wet prep tray, the impregnated scrub brush, disposable surgeons masks, teflon coated IV catheters and many others while at Deseret.

Since going public in 1983, Ballard Medical has been a producer of disposable medical products for the healthcare industry. The company's efforts and expenditures in research and development

in fiscal 1990 have, once again, resulted in improvements to existing products and in the evolution of new ones. Sales figures of Ballard products in fiscal year 1990 were 42% higher than 1989, and net income was 50% higher.

The majority of Ballard sales are in two broad hospital areas. Critical care areas are intensive care units, emergency rooms, burn units, and respiratory therapy, which along with the operating room, are the areas of modern hospital care.

Foam Care is still the Company's principal product in the operating room, and is a major product line for the Company. Foam Care utilizes a unique foaming device which produces foam without the use of a propellant. The Foam Care formulas delivered as a foam provide the hospital with a more effective reduction in bacterial count at less cost than competing products.

Ballard's surgical scrub brush, Double

Scrub, is an important companion product to Foam Care. A new softer version of the brush was introduced in 1990. The new Double Scrub brush will hopefully enhance market acceptance of the entire Foam Care line. Other newly developed products are an alcohol hand wash and a medicated hand wash both of which should be released in fiscal 1991.

Currently, Ballard Medical has 369 full-time employees, 240 of whom are hourly production employees. The company has 57 salespeople all over the United States. All of Ballard's products are assembled at the company's premises, located in Midvale, Utah.

The company is constructing a new 120,000 square foot plant on 19.5 acres of land in Draper, Utah. The new facility will house its new executive offices and will provide space needed for current and future production.

SEHS is proud to work with such a professional company as Ballard Medical Products! *Written by Kent Cherrey & Pamela Greenhill*

## Internal Medicine Associates

Mike Winfree and Ursula Harrison were pleased to hear their account, **Internal Medicine Associates**, would be spotlighted in "vital signs". After all, this is one facility that keeps them busy!

Started in 1947 in downtown Greenville, SC, Dr. Robert Stanley probably never expected his practice to grow so quickly. For three years he worked alone until 1950, when Dr. W.R. Craig joined him, and later added Dr. C.W. Harper

*Below: Pat Gagnon (Foreman of Southeastern's John Smith warehouse) delivers Midmark exam tables to Internal Medicine Associates in Greenville, SC.*

in 1962. The practice was eventually incorporated in 1979.

Presently, Internal Medicine Associates has ten doctors and 40 employees. Eight of the doctors specialize in internal medicine, with the remaining 2 being cardiologists.

Still located in the town of its origin, Internal Medicine is now located in its brand new 18,400 square foot complex, with 31 exam rooms and 2 stress rooms.

Two special rooms in the building are a pulmonary function room and a holter monitor room.

The doctors, nurses, and other employees see over 140 patients every day. Another 85 patients a day visit the fully-equipped lab that is operated by 6 very capable technicians.

Two years ago, Internal Medicine joined the Physicians Buying Group offered through SEHS, however that is not where Southeastern's involvement ends. SEHS had a great deal of input into the construction and setup of the entire complex. Mike Kuna and Joe Czarnesky, representatives of Midmark®, helped SEHS in choosing the 30 Midmark exam tables presently being used.

Areas SEHS helped equip and design are: the entire lab, stress room, holter monitor room, pulmonary function room, and specialty sections of business office and reappointment areas. Two other investments made were a complete Nihon-Kohden® stress package and an EKG machine. In the future, there are plans for a pharmacy and 6 more exam rooms.

Like Southeastern, Internal Medicine Associates has proven that it can grow and adapt to the ever-changing world of healthcare. We hope to continue to grow together! *Written by Mike Winfree and Pam Greenhill*



*Photo submitted by Mike Winfree*

# Gaston Memorial Hospital

Gaston Memorial Hospital can be identified with one continuing, significant hallmark- progress. **Gaston Memorial Hospital** is a direct outgrowth of the old City Hospital which opened with nine beds in November of 1908. Just four short years later in 1912, the hospital had outgrown its original quarters and moved to the third floor of the Realty Building, no longer standing, on Main Avenue.



Over the next few years, the hospital weathered the bloodiest war ever fought, World War II. At the close of the war, Gaston Post 23, American Legion, initiated a drive to raise funds through public subscription to purchase the City Hospital and enlarge it to meet crucial hospital needs of the community.

The hospital's name was changed to Gaston Memorial Hospital, and a private not-for-profit corporation was formed under the NC General Statutes which still exists today. The hospital, as stated in the Certificate of Incorporation, was to be "...an adequate and perpetually useful memorial...to those Gaston County Veterans of World War II, and more particularly to those veterans who paid the supreme sacrifice by giving up their lives while serving in the armed forces during World War II."

The hospital has continued to grow to meet the community needs. Today, Gaston Memorial is a state-of-the-art facility licensed to operate 479 beds. The hospital offers only the best in quality healthcare. Situated

*Special Thanks to Joey Sanders & Linda Penrose (SEHS), and Joan Carroza, Fritz Downing, & Amy Dixon (Gaston Mem.)*

directly off Interstate 85, Gaston Memorial has one of the most beautiful campuses of any hospital in North Carolina. New construction is continually increasing the hospital's ability to serve the people of Gaston County.

Gaston Memorial has several satellite facilities that help keep the cost of healthcare down. One of them is **Gaston Ambulatory Services**. This outpatient surgical clinic handles those surgical cases that don't require overnight observation of the patient. Another satellite facility is **Courtland Terrace**, a nursing home, that will serve the elderly in Gaston County. It, and the new **Diagnostic Center**, have just recently opened.

Gaston Memorial Hospital is a very progressive hospital shown by the fact that they were the first hospital to have a "Stockless Purchasing" study conducted through Southeastern Hospital Supply. Gaston Memorial's Materials Manager, **Fred Blevins**, can see the advantage and value of the stockless concept and has made every effort to convince his administration to adopt the findings of the study.

Gaston Memorial Hospital is dedicated to "the memory of those Gaston County citizens who have given their lives in the service of their country." -editor

## White Oak Manor

Started in the mid 1960's, **White Oak Manor** has grown into an impressive chain of nursing homes. It was started as a family business, operated by brothers under the name of MGR, Inc.

Over the years, the facilities grew in size. In 1983, the name was changed to White Oak Manor. One of the brothers, **Kent Cecil**, bought the other brothers out in 1986 and the company continued to grow at a rapid pace.

Presently, White Oak Manor owns 13 facilities and manages one from its home office in Spartanburg, South Carolina. Seven of the facilities are located in North Carolina with the other seven being

in South Carolina. The chain has made additions over the last several years.

The 13 facilities owned by White Oak Manor have a combination of 1664 nurs-



ing beds with 85 under construction, 45 personal care beds and up to 267 apartments. The managed facility maintains 100 nursing beds and 60 personal care beds. Over 1400 people are employed throughout the White Oak Manor system.

White Oak Manor choose Southeastern as a supplier for a specific reason. **Oliver Cecil**, Executive Vice President of White Oak, says, "We were looking for a company such as Southeastern that could handle all of our facilities with bar code tracking and good pricing. We have been pleased with the service. Southeastern's willingness to resolve problems has been very good."

SEHS is proud to do business with a company like White Oak Manor.

*Written by Pam Greenhill. With Thanks to Cliff Christianson, and Oliver Cecil & Stephen Reynolds of White Oak*



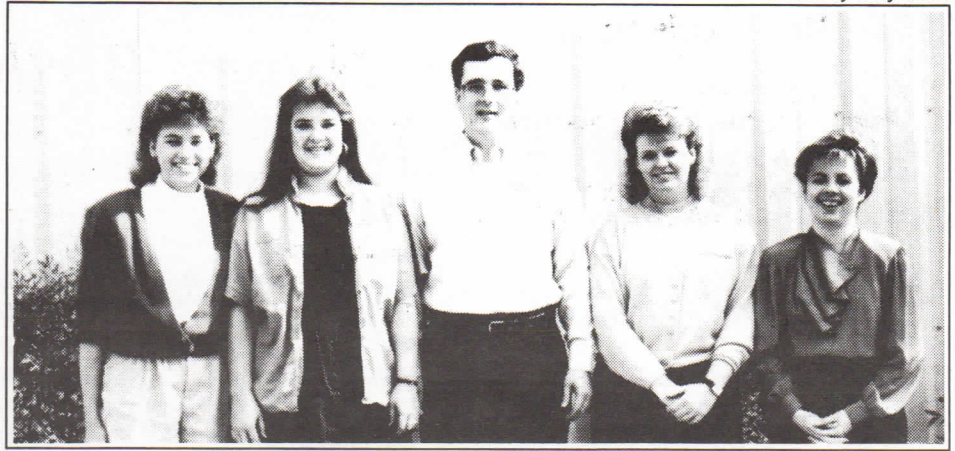
## Close-Up... Data Processing

Everyone always expects their computers to be fast, their phones to be working, their forms to be printed, and their voice messages to be accessible. And usually that's the way it is, however, it may be easy to forget who keeps it all going.

The Data Processing Department might be considered the "inner heart" of SEHS. Although small in number, the people who make up this versatile group are vital to all SEHS functions.

**Les Herod**, the MIS Director, has been with SEHS for over 11 years, all of which were spent sitting in front of a computer. He is more than just a supervisor, he is the backbone of the entire department.

Along with Les, **Joy Winslow** is responsible for many of the programs SEHS uses. She started with SEHS 5 years ago in order entry, then 2 years later became



L to R: Donna Vinson, Pam Greenhill, Les Herod, Jennifer Cain, and Joy Winslow

a full-time computer programmer. She has held the title of Department Head for the past 2½ years.

Working along with Joy and Les are **Donna Vinson** and **Jennifer Cain**. Donna, a 2½ year SEHS veteran, stays busy keeping track of the department's expenses, invoices, purchase orders, and inventory. She does tricks with her word processor most of us can only dream of.

The newest addition to this department is **Jennifer Cain**. Jennifer keys in all the drop-shipments and FBO's, maintains the printers, and services some of the minor equipment. She started at

SEHS 5 years ago in the Purchasing Dept. and worked there until August of 1990.

Finishing out the group is **Pam Greenhill**. She came to SEHS in November 1989 in the Contract Dept. until being transferred to Desktop Publisher in July 1990. She single-handedly designs all of Southeastern's forms, brochures, catalogs, letterhead, and some customer logos and designs. Pam is also the publisher of this newsletter, "vital signs."

SEHS is truly lucky to have such a group of talented, intelligent, and dedicated employees! *Written by Data Processing*

*Next Issue: Close-Up on Accounts Payable*

**Les Herod- MIS Director**

**Joy Winslow- Dept. Head**

**Jennifer Cain- system operator**

**Pam Greenhill- desktop publisher**

**Donna Vinson- operations manager**

## Happy Valentine's Day!

*Southeastern employees were asked "What's your favorite Valentine present?" (to give or receive). Here are some of the responses...*

...something tall, dark, handsome, rich and unmarried!- **Debbie Jones**

...LOVE- **Ursula Harrison**

...surprises! And Bobby is pretty good in that department. Also, a romantic evening for two is great even when it's not Valentine's Day- **Constance Bowers**

...flowers- **Mitsy Williams**

...the best Valentine's present for me would be for my father's health to improve greatly- **Phyllis Page**

...a new negligee' with a specific occasion to wear it!- **Jacqui Willingham**

...to receive roses or dinner out with my husband and to give lots of love to my family- **Cindy Ell**

...flowers (roses) and a heart-shaped box of chocolate caramels, but the best gifts would be for Larry to come home from Saudi and World Peace- **Carla Godfrey**

...lots and lots of hugs and kisses from my two "big boys"- my husband and my cocker spaniel!- **Pam Greenhill**

...romantic dinners and surprises from my husband- **Krys Furniss**

...my favorite to give is yellow roses; my favorite to receive has to be the engagement ring I got last year- **Lori Syphrit**

...I'd love to get a phone call from Ed McMahon but I'll settle for a paid weekend at a tropical island!- **Patti Tolar**

...hugs and kisses- **Ursula Mansfield**  
...to give flowers to that special lady- **Frank White**

...to give: one red rose, chocolate lips candy bar with a free night of dancing and romancing; to receive: a bouquet of daisies, a box of "Turtles" candy and an evening walking along the beach with

the one I love- **Rhonda Blankenship**

...to receive 1 yellow rose- **Willie Carroll**

...just spending time with my new husband- **Donna Vinson**

...flowers and jewelry- **LaSonya Dickey**

...an evening out with my husband-- without the child!- **Joy Winslow**

...to be with my sunshine!- **Les Herod**

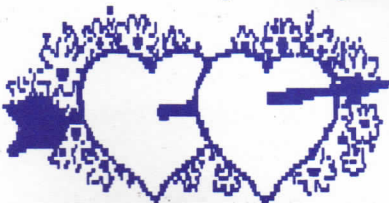
...to receive flowers, then go out dining and dancing with the man in my life, my husband- **Cindy Handley**

## Southeastern Sweatshirts!!

Orders are now being taken for Southeastern sweatshirts!! You have two choices: small SEHS logo in upper left pocket area or big SEHS logo across chest area. These will be white, 50/50 poly-cotton sweatshirts with logo printed in Southeastern blue!

Prices are very reasonable at just **\$8.50 per shirt** (to be paid in advance). Sizes available are: SM, ME, LG, XL, and XX. Expected arrival is in early March.

Place an order today with **Phyllis Page** at ext. 3123! *Written by Pamela Greenhill*



## New Arrivals.....

**Brittany Johanna Barnett-** Born on January 12 to Glenn and Linda Barnett- 6 lbs. 9 oz.

**Kasey Leigh Henry-** Born on January 21 to Cindy and Mike Henry- 7 lbs. 6oz.

## Dear Beloved...

...we congratulate the following couples on their recent weddings.

January 19, 1991- **Linda McBerry** (99 section) and **Keith Felts**.

February 24, 1991- **Lori Syphrit** (AR) and **Chuck Horne**. **Donna Vinson** (Data Processing) was one of Lori's bridesmaids.

Lori was given a bridal shower on January 30 at SEHS. Now that she has kitchen utensils, we await the arrival of those famous brownies she promised us!

*Written by Pamela Greenhill*

## Heartfelt "Thank You" from Adopted Family

When **Patti Tolar** had the idea to adopt a needy family for Christmas, she never imagined it would be such a huge success. Gifts came in from everywhere: toys, dolls, clothes, puzzles, games, lots of food, and a bicycle.

On Saturday, December 22, a SEHS truck driven by **Johnny Green** was turned into "Santa's Sleigh" to deliver Christmas gifts to **Ellen McDonald** and her five children. Employees unloaded the various presents and wished **Ellen** and her family a very Merry Christmas.

**Patti** later received a very grateful phone call from **Ms. McDonald** who said she and the children had a very happy Christmas, thanks to the wonderful people at Southeastern! *Written by Pamela Greenhill*

"O.R. Manning, Sr. Memorial Fund" donations should be sent to:

*Duke University Medical Center  
in memory of O. R. Manning, Sr.  
clo Alan G. Herosian  
DUMC Development Office  
110 Swift Avenue  
Durham, NC 27705*

# Happy Birthday!

## January Birthdays

Frank White	1/01
Ursula Harrison	1/06
Anita Sylvis	1/09
Tommy Carver	1/12
Jim Short	1/13
Harvey Campbell	1/19
Clem Doniere	1/19
David Jacobs	1/21
Sammy Short	1/21
Jim Williams	1/22
Pat Gagnon	1/24
Tony Howell	1/26
Ingrid Harrison	1/28

## February Birthdays

Lillie Walker	2/01
Linda Dunlap	2/02
Richard Gill	2/02
Kim Winters	2/02
Bill Martin	2/09
Cheri-Lynn Michaelson	2/10
Jennifer Cain	2/22
Kathy Tucker	2/22
Stephanie Jessup	2/27
Karen Johnston	2/28
Joy Stephens	2/28



## HIDDEN HEROES

Two totally different, yet very important jobs at SEHS are held down by **Ray Burris** and **Bland Haywood**.

**Ray** (known as R.B.) is in charge of Southeastern's "Suture Room", a room filled from floor to ceiling with every kind of suture imaginable (sutures are known better as "stitches"). A very organized and quiet person, R.B. maintains near perfection in his everyday routine.

You may find him working behind towering stacks of suture boxes (how he keeps them from falling, he'll never tell). R.B. keeps the sutures sorted and stocked while maintaining extreme cleanliness. Located in a somewhat "hidden" room behind Accounts Receivable, he may be difficult to find, but he is never difficult to work with.

Another of Southeastern's hidden heroes is **Bland Haywood**. He was originally hired by Mr. Manning in 1988. He has grown to be a very appreciated and needed member of the SEHS family. **Bland** is always there when you need him. He vacuums, cleans, cuts grass, and keeps all the trash picked up inside and outside of the building. We probably never realize how much we all need him until he's absent, which is rare.

Southeastern thanks you both for being such shining examples of teamwork and cooperation! *Written by Pamela Greenhill*

*Next Newsletter: SunBelt Heroes*

## Welcome to Southeastern!

**Rhonda Blankenship**  
**Richard Gill**  
**Ingrid Harrison**  
**Kathy McCreary**  
**Cheri-Lynn Michaelson**  
**Joey Osborn**  
**Rhonda Reep**  
**Cyrus Tichenor**  
**Lisa Weaver**  
**Mitsy Williams**

*New employees and birthday columns are submitted by the Personnel Department.*



## Key Distributors Visit JJHS

On November 8-9, **Ray Manning, Jr.** represented Southeastern at a 2-day forum for distributors hosted by **Johnson & Johnson Hospital Services, Inc.**

Companies responsible for distributing in excess of \$600 million of **Johnson & Johnson** business attended the event in Piscataway, New Jersey. The top distributors heard presentations on health care industry trends, distribution trends, and future technology's impact on healthcare.

The event concluded with an open forum to discuss mutual issues and opportunities. *Submitted by Management*

## Sue Ammons' overseas address:

**SGT Twana Sue Ammons**  
239-41-4526  
805th W.M.P. Co.  
519th Military Police BN  
APO New York 09657-6330

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