

Southeastern on the Move!

In case you haven't noticed yet, Southeastern's HomeCare Store has recently moved to a new location. The new HomeCare Store opened Monday, February 8th and is located at 3363 Village Drive, in the Bordeaux Shopping Center Complex. The store faces the new entrance to Cape Fear Valley Medical Center providing a quick and convenient location for its customers. The store is now open on Saturdays as well.

There have also been some personnel changes at the new store. **Glenna Herod** has been named the Manager. Glenna has been with Southeastern for 12 years and has served in various capacities. Most recently she worked in our SouthCare Division where she gained valuable experience working with the Medicare claims for the HomeCare customers.

The remainder of the HomeCare team consists of: **LaSonya Dickey** (Billings), **Phyllis Guster** (Sales), **Gene Hollis** (Sales), **Sandi Jones** (Sales), **Annette Leeworthy** (Billings), and **Ronnie McLaurin** (Service/Deliveries). The team has eagerly been anticipating the move since late 1992.

Perhaps the only drawback so far is the lack of a computer system which is predicted to be up-and-running within the next three weeks. Despite having to look up all the information in catalogs, Sandi Jones sums up her feelings about the new location as "It's great, I love it here!"

Southeastern's own **Pam Greenhill** is working closely with co-workers **Cliff Christianson**,

Below: Associates in the warehouse's Carolina Nursing Division are waiting patiently for more workspace. They will soon be moving to the Distribution Center on John Smith Road.



Photo by Pam Greenhill

Above: From Band-aids to Electric Scooters, Southeastern's new HomeCare Store has it all! Conveniently located across from the new entrance to Cape Fear Valley Medical Center, the store and its staff are ready to serve the public's home healthcare supply needs.

Linda Dunlap, and Glenna, to design the sign and logo for the HomeCare store which we will be looking forward to seeing.

HomeCare hasn't been the only SEHS department on the move recently. **Wayne Bryson**, the Receiving Department, and Distribution Center associates have been diligently setting up "Warehouse 3" and preparing room for the new Carolina Nursing Department at the Distribution Center on John Smith Road.

Carolina Nursing, whose constant expansion has left the warehouse bursting at the seams at Forsythe Street, is also expected to move within the next month or so. This area within the warehouse is specially geared towards packaging and shipping of individual items (broken cases) for SEHS's alternate care market. Items are separately marked with bar-coded stickers for easy patient billing by the facility. Preparations are well under way for the move to John Smith

Road and everyone is eagerly awaiting MORE ROOM!

The opening of the new HomeCare Store, the Carolina Nursing Division move, the future Greenville warehouse as well as Warehouse 3 opening at Forsythe Street are welcome expansions everyone seems to be looking forward to. If you haven't been aware of all the quick changes, hold on to your seat, or else yours may be the next department on the move!

Reporter - Dorle Hodges



Photo by Pam Greenhill



ASSOCIATE OF THE MONTH

DECEMBER 1992

Congratulations to **Janice Simpson** for being selected Southeastern's Associate of the Month for January of 1993!

Janice has been with Southeastern since July of 1991. She works in the UPS Receiving area of the Fayetteville warehouse. In the short time she has been with Southeastern, she has proven herself to be quite a valuable asset to the company.

One of Janice's co-workers says, "Janice is always on time and does her work with great pride and in a professional manner. She cooperates with her fellow associates and all SEHS departments. She maintains a good and positive attitude while encouraging others to do the same. I work closely with Janice and find myself relying more and more on her assistance and support."

Janice is a very well-liked member of the SEHS family. Her glowing smile and happy face brighten everyone's day. While

Photo by Pam Greenhill



Janice Simpson

making deliveries within the office, Janice seems like a ray of sunshine on a cloudy day! The joy and pride she has for a job well done show in everything she does.

Congratulations again, Janice! Keep up the good work! *-editor*



Letter of Thanks -

Letter from Inova Health Systems, to Wayne Bryson (Inventory Control) -

Dear Wayne,

On behalf of Inova Health Systems and the Novgorod Central Hospital of Novgorod, Russia, we thank you, **Garland Rouse, Mike Sposa**, and all those of Southeastern for their generous donation of supplies. According to your list, these items have a book value of \$4,694.00!

We plan to ship these materials via the Fund for Democracy upon receipt at our central warehouse. Faith Landmarks Ministry of Richmond, Virginia is generously coordinating this part of the process. I can assure you that these items will be gratefully received by the hospital personnel. Thank you for your help and generous donation.

Sincerely,

*Robert C. Schuweiller
AVP Materiel Management, IHS*

New Faces at SEHS!

Congratulations to the following people who recently joined the SEHS family -

Adam Herod-

Distribution Center Shipping

Denise Smith-

Hospital Account Services Rep

James Duncan-

Section 99 Shipping

Terry Clements-

Richmond Truck Driver

Service Anniversaries

MARCH 1993

OF YEARS

Steve Broughton 16

Jim Short 16

Welford Hart 11

Glen Carter 5

Pat Barber 5

Brinda Williams 3

Larry Batton 2

Joyce Smith 2

Ron Carnighan 1

Southeastern named "Vendor of the Quarter" by DePaul Medical Center

Letter from Frank Rollins, Director of DePaul to Jim Royal (SEHS Sales Rep) -

Dear Jim,

It is my pleasure to inform you that you have been selected Vendor of the Quarter (4th quarter) for DePaul Medical Center. Our criteria for the award states that the selection goes to someone who provides services above and beyond what is usually provided to our facility.

You were cited for all of those qualities in addition to outstanding follow-up service. You now become eligible for our Vendor of the Year. You are invited to DePaul to receive your certificate and lunch on me.

Sincerely,

Frank Rollins, Director

DePaul also described Jim's reputation at the Medical Center...

- He is here weekly.
- He returns calls.
- Dependable on shipping problems, getting answers to questions, price discrepancies, etc.
- Pleasant to work with even in a crisis situation.

- Good attitude at all times!
- Support staff - **Angela Grimes** in Customer Service is dependable and responsive, provides "on the spot customer service!"

Congratulations Jim and Angela! You are both true examples of what the word "Excellence" means. We are very proud of both of you. Keep up the good work and let us know how you do in the race for "Vendor of the Year". Way to go!

Below: Account Services Representative to DePaul Medical Center, Angela Grimes



Photo by Pam Greenhill



Kate Endriga named Service Department's new Director!

Congratulations to **Kate Endriga** for her recent promotion to the position of Director of the Service/Repair Department!

Kate joined Southeastern in August of 1992. She had recently completed a time of service in the United States Air Force in Hawaii. During her tenure in the military, she completed a degree as an electronics technician.

Kate has excellent organizational and leadership skills which will greatly enhance the effectiveness of the very busy service department.

Working with Kate is another very busy SEHS associate, **Shirley Hester**. Shirley repairs blood pressure units, feeding pumps, and much more. She assists Kate in any way possible.

Kate is married with two beautiful chil-

dren- Christopher, 2½, and Abbey, 1.

We are glad to have Kate as a member of our Southeastern Family! - editor



Photo by Pam Greenhill

Terry O'Shaughnessy joins SEHS!

We are very happy to announce that **Terry O'Shaughnessy**, formerly of Stockless Consultants, Inc., joined Southeastern in January 1993.

Terry worked for Stockless Consultants (SCI) for four years in Denver, Colorado. Before SCI, he was the MIS Director for Koley's Medical in Omaha, Nebraska, the first stockless distributor.

Stockless Programs are precisely what the name implies. The distributor takes over the role of a hospital's storeroom. The distributor then makes daily deliveries to the points of use within the hospital. Items are shipped in the lowest unit of measure directly to each floor in the hospital and pre-stickered for patient billing. This idea saves both the distributor and the hospital time and money. No more emergency shipments due to lack of supplies.

Terry's job will primarily be working with Southeastern's hospital customers in the areas of materials logistics, including presenting and implementing stockless systems for Southeastern. He will also be conducting hospital studies relating to stockless, as well as do-

ing various other studies within the hospital environment relating to the benefits of J.I.T. and other value added services that we do offer our hospital customers.

Terry's wife, Mary Kay, is a registered nurse for the Omaha School System. He has two daughters, Lindsay, 20, a senior at Regis University in Denver, and Meegan, 17, a senior at Central High School in Omaha, Nebraska.

Welcome to SEHS, Terry! We know that you will be a great asset to our Southeastern family! -editor

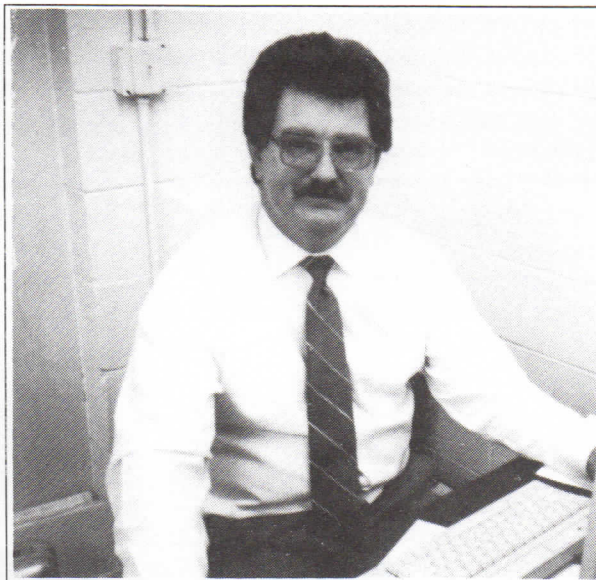


Photo by Pam Greenhill

Vendor Spotlight: Tidi Paper Co.

In 1949, a business opened its doors in Pomona, California. The company is called TIDI and was started by Jack Mauer, a graduate of California University of Technology.

The way the name of the company came about was Mr. Mauer was selling shelf paper, and when people would think of shelf paper they would think of cleanliness. So Mr. Mauer wanted a name that would represent cleanliness. He first thought of Tidy, but at that time the name was already in use, so Mr. Mauer came up with the name of TIDI Products Inc.

TIDI's first product was shelf paper. But in 1951, TIDI decided to start selling their first medical product, table paper. Today TIDI is selling disposable medical paper and gauze dressing.

In 1989, TIDI Products acquired the Medical and Dental dressings division from the Absorbent Cotton Co., of St. Louis. TIDI immediately upgraded and refurbished the equipment and machinery and moved the entire operation to Lakeland, Florida, where it is located today.

Since the acquisition, TIDI has improved the quality, packaging and product mix to fit the needs of their customers. As a result, TIDI was recognized by ABCO in 1990 as an authorized vendor of private label dressings products.

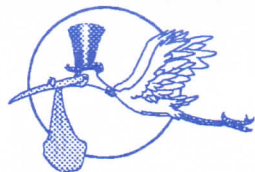
During 1993, TIDI will introduce four new dressings products. Two of these new offerings will afford SEHS the ability to provide high quality, higher margin ABCO label products in areas previously untouched by competition.

SEHS has been buying TIDI's ACCO Brand of dressings as well as the ABCO private label products since 1990. TIDI reps and marketing personnel have participated in our sales meetings and trade shows. TIDI is truly committed to becoming a business partner with Southeastern.

- Joy Walker and Ron Carnighan

Announcements

Southeastern has signed commitments with four of its customers involving the use of RSVP®, a materials management software package. The four customers are: Mullins Hospital in Mullins, SC, Marion Hospital in Marion, SC, Miller Orthopedic Clinic in Charlotte, NC and Northampton-Accomack Hospital in Nassawadox, VA.



NEW ARRIVALS!

Morgan Elizabeth Christianson- Born to Catherine and Cliff Christianson (V.P.- Long-Term Care) on February 4, 1993. She weighed in at 6 lb. 12 oz. Morgan is the couple's third child.

Anthony DaRon Dickey- Born to Tony and LaSonya Dickey (SouthCare) on February 15, 1993. He weighed in at 8 lb. 1 oz. Anthony is the couple's first child.

Weddings...

We wish to offer congratulations to **Robert Edwards** (Fayetteville Receiving) and **Debbie Gilmore**! The happy couple got married on January 2, 1993.

Happy Birthday to You!

March Birthdays

Jill Spell	3/02
Stephanie Goodale	3/03
Roy Gaines	3/04
Scott Dill	3/04
Bob Cook	3/07
Melody Dyda	3/07
Johnny Green	3/07
Linda Barnett	3/08
Garry Brookshire	3/09
Fred Coverdale	3/09
Reba Shaw	3/10
Mike Henry	3/10
Julian McDonald	3/13
Ray Manning Jr.	3/17
Edmund Buttram	3/17
Carolyn McClellan	3/19
Marian Childress	3/19



Jerome Jones	3/20
Gerald Reich	3/22
Donald Swiney	3/22
Cindy Handley	3/24
Luanne Hilburn	3/24
Pat Barber	3/38
Maurice McDonald	3/28
Pat Clingenpeel	3/30
Bruce McKenna	3/30

Where are they now?

Gene Hollis-

Transferred from the Help Desk to HomeCare Store

Glenna Herod-

Transferred from SouthCare to Manager of HomeCare Store

Kim Owens-

Transferred from Purchasing Department to SouthCare

Luanne Hilburn-

Transferred from Pricing/Contracts to Physician Account Services Rep

Farewell Betty!

SEHS celebrated **Betty Koonce** Day on January 22nd. Betty worked in A/R since May 1988. She is retiring and moving to Texas to be with her grandchildren.



Photo by Rhonda Blankenship

Southeastern Veterans

Glenna Herod - 12½-year veteran (Manager of HomeCare Store)

Glenna has been with SEHS for 12 years and has performed different duties within SEHS. She was in the SouthCare division filing Medicare claims for our HomeCare customers, and also served as an alternate telephone operator and account service rep. She has recently been named Manager of our HomeCare Store.

Glenna's husband, **Les**, is V.P. of the MIS Department, and their son, **Adam** works part-time at the Distribution Center. They certainly are a SEHS Family!

Glenna enjoys cross-stitching, collecting Precious Moments figurines and coyotes. She is also an active member of her church. -

Reporter - Krys Furniss

What's HOT?

...the warehouse! All through November, warehouse associates were shivering with anticipation. Contractors were busy measuring, hammering, and putting up air ducts. On December 11th, everyone felt the first waves of heated air on their hands and fingers. The warehouse is now a balmy 62°. We greatly appreciate the hard work and planning needed for this enormous undertaking! Reporter - Dorle Hodges

Proud Moments

KENNETH GUPTON-

Hospital Account Rep, Ken Gupton, keeps very busy with his customers, but last month he took time out for himself. One of Ken's favorite pastimes is jogging. On January 9th, he set out to run a 10K marathon in Charlotte, NC. He ran the grueling event in a record time of 52 minutes 46 seconds!

Ken says he would be more than happy to show anyone the pictures he has of himself in the event (he carries them in his wallet). Congratulations Ken and keep up the exercise! We all could use it!

SAMMY and CAROL SHORT-

Sammy's daughter, Melissa, has recently been accepted into the Pharmacology Graduate Program at UNC-Chapel Hill. She is currently a sophomore. Congratulations Melissa! We know Sammy and Carol are very proud of you!

"O.R. Manning, Sr. Memorial Fund"

donations should be sent to:

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