

"State of the Company"

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We are excited about 1993 and the many opportunities that await us. With the help of each one of our Associates, these opportunities can be capitalized on.

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Below: One of the newly refurbished tractor-trailers complete with SPIRIT artwork and "Greenville" location.



Photo by Pam Greenhill



ASSOCIATE OF THE MONTH

FEBRUARY 1993

Congratulations to **Melody Dyda** for being selected Southeastern's Associate of the Month for February of 1993!

Melody has been with Southeastern since April of 1987. She started working in the Purchasing Department as a Purchasing clerk and quickly became one of the group's greatest assets. Most recently, she was responsible for the setting up of vendors and new items in the computer.

She remained in Purchasing until March 1993 when she transferred to the growing Marketing Team. Director of Marketing, **Ron Carnighan**, says, "Melody's energy and experience will add both depth and value to our Marketing Team!"

One of Melody's former Purchasing co-workers said, "Melody will stop whatever she is doing in order to help you. She is very conscientious and dependable. Melody is very knowledgeable in all areas of Purchasing and people always refer to her for advice when they need problems solved. She constantly strives to keep the SPIRIT process working!"



Photo by Pam Greenhill

Melody Dyda

Congratulations again, Melody! Keep up the good work! -editor



In the News Again!

Southeastern was recently spotlighted on the front page of the Greenville Daily Reflector's Business Section. The article highlighted the closing of SEHS's purchase of a 44,000 square foot shell building in Pitt County. Above the article was a large photo of **Sammy Short, Carol Short, Daphne Manning, and Ray Manning** standing in front of the building.

"We're extremely excited about this location in Greenville," said Ray Manning, Jr. "We will be able to do a lot more for our customers in this part of eastern North Carolina that we couldn't do out of Fayetteville."

Work will begin almost immediately to complete the building's interior. In addition to purchasing the shell building and its 10-acre site, SEHS has also purchased an additional five acres in the industrial park for future expansion.

The new distribution center is set to be up and running later this year.

New Faces at SEHS!

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

Bruce Day-
Richmond Order Puller
Vincent Quarles-
Richmond Receiving
Thomas Pittman-
Fayetteville Receiving

Service Anniversaries

Congrats to the following that are celebrating their anniversary with SEHS:

APRIL 1993	# OF YEARS
Phyllis Page	8
Joy Winslow	8
Jane Fort	7
Melody Dyda	6
Lisa Webster	6
Stacey Johnson	5
Linda Penrose	3
LaSonya Dickey	2

New Softball Team Organized!

Spring is right around the corner and Southeastern is gearing up for lots of fun and excitement. What are we so fired up about? Co-ed softball! And Southeastern has several associates in training.

The "Southeastern Spirits" consist of:

Lori Atchley- Long-Term Care,
Rhonda Blankenship- SouthCare,
Wayne Bryson- Inventory Control,
Fred Coverdale- Section Puller,
Pat Davis- Physician Division,
Pam Greenhill- Marketing,
Maurice Hale- Section Puller,
Edwin Hall- Receiving,
Lawrence Hayes- Section Puller,
Tom Hester- Distribution Ctr. Mgr.,
Dawn Pariseau- Accts. Receivable,
Lisa Stephens- SouthCare,
Donald Swiney- Shipping,
Vince Tammerine- Section Puller,
Gregory Wactor- Section Puller,
Tony Webster- Traffic Coordinator

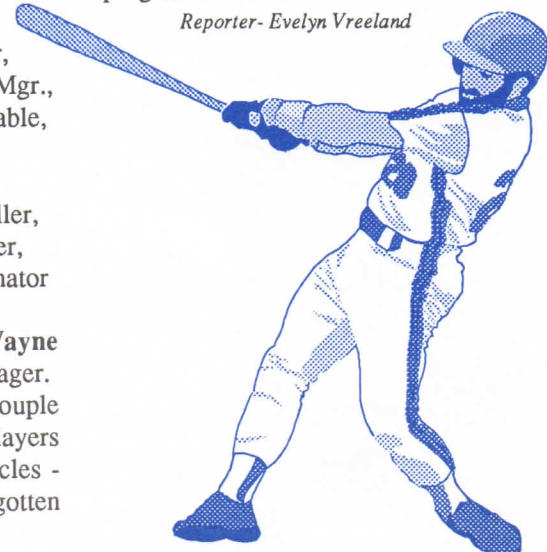
Coaching the team will be **Wayne Bryson** with **Lisa Stephens** as manager.

It was noticed that after the first couple of practices, several of the ball players seemed to show signs of sore muscles - some of which they probably had forgotten existed!

The newly formed team is on the Fayetteville City League (Co-Rec). Each team in the league must consist of an equal number of men and women. Two other teams the Spirits will be competing against are from Public Works Commission (PWC) and FAHEC.

Games are scheduled for every Wednesday night at Honeycutt Park (near FTCC) with the first game projected for April 7th. For more information on the team, contact Lisa Stephens or Wayne Bryson. Watch for continuing news in "Vital Signs" on the progress of the team!

Reporter- Evelyn Vreeland





Congratulations Glenn, John and Tom!

Three Southeastern associates were recently acclaimed for their completion of the nationally-recognized Certificate of Management. **Glenn Barnett, Tom Hester, and John Ward** were among the first group to participate in the program co-sponsored by the Fayetteville Area Chamber of Commerce and FTCC. They were honored with a reception at the Chamber on March 3, 1993.

During the reception, **Daphne Manning** praised their commitment to become better managers. She stated she has not only observed an increase in their self-confidence and their ability to handle people but also the quality of their documentation has improved. Glenn, Tom and John were excited about the program and shared thoughts about their achievement.

Glenn said the course helped strengthen our own Quality process, SPIRIT. He feels the program has been a tremendous benefit in preparing written employee evaluations and conducting performance interviews. Glenn will soon be taking his new skills to Greenville, NC where he will become manager of our new Distribution Center there.

Tom also said he has benefited from the Certificate of Management Program. He feels it has helped him better prepare for the future, to be more open-minded, and has strengthened his ability of obtaining goals by being a good team leader. Tom has applied his knowledge and skills by increasing production in an area they have had problems with by attacking it from a different angle.

John wanted to sharpen his current management skills and build new ones for the future. The course showed him the changing trends in management today. He said, "The Managing and Resolving Conflicts course helped me greatly. I learned twenty percent of a managers time is spent resolving various conflicts."

Everyone at SEHS would like to congratulate these three dedicated co-workers for their hard work and dedication to the SPIRIT Process. The Certificate of Management Program not only benefits them, but all Southeastern associates due to Glenn, Tom, and John's new knowledge and sharpened leadership skills. And after all, that is what QUALITY is all about.

Reporter - Stephanie Goodale

SEHS wins another United Way Award!

Southeastern's Second Annual United Way of Cumberland County campaign came to a close in November 1992 with contributions totaling \$16,302. That was an enormous 86% increase over the first 1991 campaign.

In recognition of this achievement, SEHS was presented with the "Paul Hodul Award" for the most improved employee campaign in Cumberland County. The award was accepted by **Daphne Manning** at the United Way awards ceremony on February 25, 1993. Previous winners of the award were PWC and Belk's. The plaque is hanging in the front lobby of the Forsythe Street building and will remain on display until a new recipient is named next year.

Special congratulations to **Pam Greenhill** (Campaign Coordinator), **Linda Dunlap** (Team Champion), **Kathy Tucker** (Facilitator), **Jean Arnold, Bonnie Bensman, Johnny Green and Janice Nettles** (Team Members) for their extraordinary success in coordinating the 1992 campaign. Congrats Southeastern!!

Reporter - Kate Endriga

Where's Anita?

Lately we have been asked by several people "Where's Anita?" Our reply usually is, "She's located somewhere between the training room and Accounts Receivable, or you can try looking in Kathy's office."

Anita Sylvis has been given a new position on the team of Corporate Information Services. Her position will be called the Accounting Team Manager. This means that she will be learning all of the Accounting Services Team Jobs. She will also be given a great task to accomplish in the next year. Her goal is for the Account Services Team to become self-managed. This is also a goal for Southeastern.

Anita began working at SEHS in August of 1986 in the Accounts Payable Department. Over the years, she grew into a very vital member of this dedicated group.

She has become somewhat of an expert on the payables side of accounting, however, she is now in the process of learning the receivables side. She has been in training for over a month.

Anita and **Joe Stephens** (AS/400 Programmer) just came back from Colorado where they were trained for additional information on the receivables side of the new computer system.

Anita is also learning how to make deposits and credit them to the correct accounts and training to become a Credit Manager. But that's not all folks...she will also be helping **Kathy Shanahan** with accounting research or any additional help she will be needing.

Anita has passed her accounts payable responsibilities on to four very reliable associates who would like to thank everyone at Southeastern for being so patient with them during this new transition.

So if you have any problems or just need some help, come back to our office or pick up your phone. We will be there to answer your questions.

Everyone at Southeastern wishes Anita GOOD LUCK, not that she really needs it, because she has always proved that she is very capable in any task she takes on!

- By Joy Walker and Accounts Payable

Below: Anita Sylvis is ready for her challenge as Southeastern's new Accounting Team Manager.



Photo by Pam Greenhill

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