

SOUTHERN  
MEDICAL  
ASSOCIATION



# 1988-89 YEARBOOK

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# 1988 - 1989

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# YEARBOOK

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## Southern Medical Association

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NAME

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ADDRESS

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CITY

STATE

ZIP

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TELEPHONE

TYPOGRAPHY, LAYOUT, AND CREATIVE DESIGN BY  
SMA SERVICES, INC., TYPOGRAPHY AND DESIGN DEPARTMENT

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1988 - 1989  
OFFICERS  
Southern Medical Association

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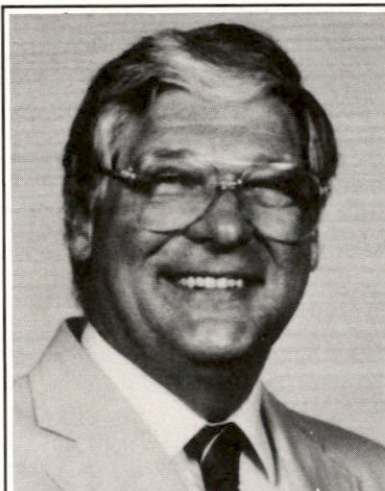
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# President



**ROGER L. MELL**

**HOME ADDRESS:**

27 Log Cabin Drive, St. Louis, Missouri 63124; Telephone: (314) 994-7150

**OFFICE ADDRESS:**

St. Luke's West-Doctor's Building, 224 South Woods Mill Road, Suite 255,  
Chesterfield, Missouri 63017; Telephone: (314) 434-3240

**BIRTHDATE:** March 19, 1933

**BIRTHPLACE:** Bonne Terre, Missouri

**WIFE:** Joan

**EDUCATION:** B.S. degree, University of Missouri, 1956

M.D. degree, Washington University School of Medicine, 1965

**SPECIALTY:** Orthopaedic Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** March 1976

**OFFICES HELD IN SMA:**

Associate Councilor from Missouri, 1976-1978

Councilor from Missouri, 1978-1986

Member of the Executive Committee of the Council, 1981-1989

Vice-Chairman of the Council, 1984-1985

Chairman of the Council, 1985-1986

Vice-President, 1986-1987

President-Elect, 1987-1988

President, 1988-1989



# President-Elect



LARRY C. SMITH

**HOME ADDRESS:**

636 Ridgewood Road, Huntington, West Virginia 25701; Telephone: (304) 525-4410

**OFFICE ADDRESS:**

2828 First Avenue, Suite 100, Huntington, West Virginia 25702; Telephone: (304) 522-4422

**BIRTHDATE:** January 3, 1931

**BIRTHPLACE:** Charlottesville, Virginia

**WIFE:** Maxine

**EDUCATION:** A.B. degree, Bridgewater College, 1951

M.S. degree, West Virginia University, 1954

M.D. degree, Medical College of Virginia, 1956

**SPECIALTY:** Psychiatry

**JOINED SOUTHERN MEDICAL ASSOCIATION:** April 1968

**OFFICES HELD IN SMA:**

Associate Councilor from West Virginia, 1972-1982

Councilor from West Virginia, 1982-1987

Member of the Executive Committee of the Council, 1984-1989

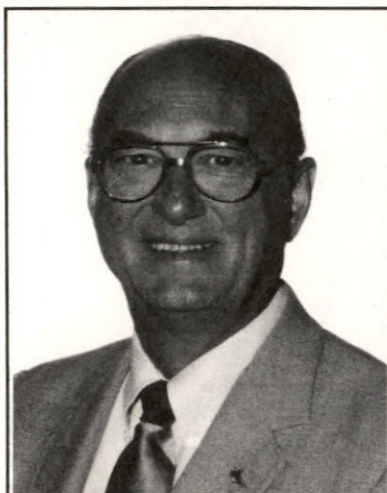
Vice-Chairman of the Council, 1985-1986

Chairman of the Council, 1986-1987

Vice-President, 1987-1988

President-Elect, 1988-1989

## Vice-President



**JIM C. BARNETT**

**HOME ADDRESS:**

New Sight Road, P.O. Box 267, Brookhaven, Mississippi 39601; Telephone: (601) 833-8685

**OFFICE ADDRESS:**

425 Highway 51 North, P.O. Box 267, Brookhaven, Mississippi 39601; Telephone: (601) 833-5611

**BIRTHDATE:** December 8, 1926

**BIRTHPLACE:** Edinburg, Mississippi

**WIFE:** Roberta

**EDUCATION:** University of Mississippi School of Medicine, 1947  
M.D. degree, Southwestern Medical College, 1949

**SPECIALTY:** Family Practice/General Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** September 1972

**OFFICES HELD IN SMA:**

Associate Councilor from Mississippi, 1982-1983

Councilor from Mississippi, 1983-1988

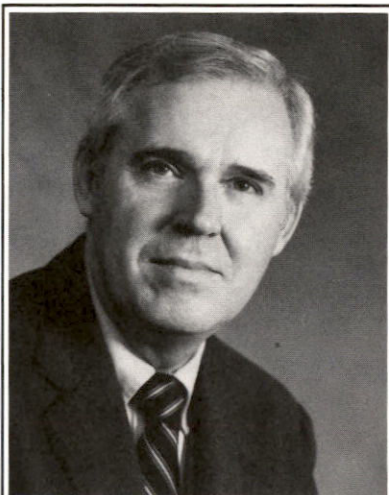
Member of the Executive Committee of the Council, 1984-1989

Vice-Chairman of the Council, 1986-1987

Chairman of the Council, 1987-1988

Vice-President, 1988-1989

## Immediate Past President



**J. LEE DOCKERY**

**HOME ADDRESS:**

3832 S.W. 84th Street, Gainesville, Florida 32608; Telephone: (904) 377-5872

**OFFICE ADDRESS:**

University of Florida College of Medicine, Box J-215, JHMHC, Gainesville, Florida 32610;  
Telephone: (904) 392-3701

**BIRTHDATE:** November 13, 1932

**BIRTHPLACE:** Amity, Arkansas

**WIFE:** Barbara

**EDUCATION:** B.S.M. degree, University of Arkansas, 1955

M.D. degree, University of Arkansas School of Medicine, 1957

**SPECIALTY:** Obstetrics/Gynecology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** January 1965

**OFFICES HELD IN SMA:**

Associate Councilor from Florida, 1975-1980

Councilor from Florida, 1980-1985

Member of the Executive Committee of the Council, 1980-1989

Vice-Chairman of the Council, 1983-1984

Chairman of the Council, 1984-1985

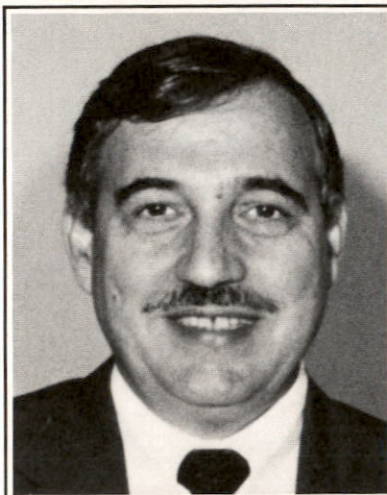
Vice-President, 1985-1986

President-Elect, 1986-1987

President, 1987-1988

Immediate Past President, 1988-1989

## Executive Vice-President



**WILLIAM J. RANIERI**

**HOME ADDRESS:**

1223 Country Club Circle, Birmingham, Alabama 35244; Telephone: (205) 987-7828

**OFFICE ADDRESS:**

35 Lakeshore Drive, P.O. Box 190088, Birmingham, Alabama 35219-0088;  
Telephone: (205) 945-1840

**BIRTHDATE:** March 5, 1940

**BIRTHPLACE:** Chicago, Illinois

**WIFE:** Barbara

**EDUCATION:** B.S. degree, Loyola University, 1961

M.B.A. degree, Loyola University, 1970

**JOINED SOUTHERN MEDICAL ASSOCIATION:** August 1980

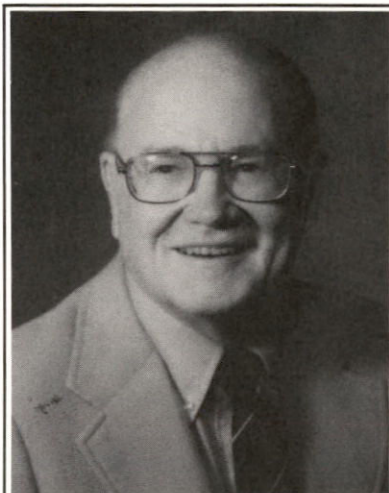
**OFFICES HELD IN SMA:**

Executive Vice-President, 1980-

Managing Editor, *Southern Medical Journal*, 1985-



# Editor - Southern Medical Journal



**JOHN B. THOMISON**

**HOME ADDRESS:**

714 Darden Place, Nashville, Tennessee 37205; Telephone: (615) 352-6173

**OFFICE ADDRESS:**

230 25th Avenue, North, Nashville, Tennessee 37203; Telephone: (615) 340-1145

**BIRTHDATE:** April 17, 1921

**BIRTHPLACE:** Chattanooga, Tennessee

**WIFE:** Elva

**EDUCATION:** B.A. degree, Vanderbilt University, 1942  
M.D. degree, Vanderbilt University, 1944

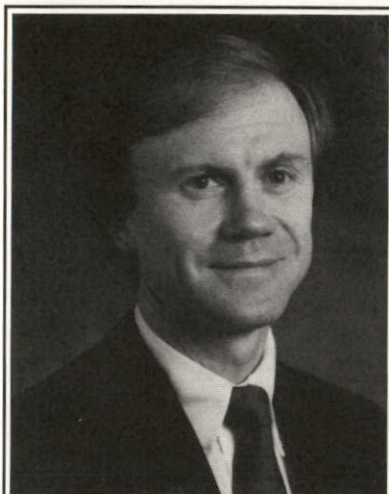
**SPECIALTY:** Pathology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** April 1962

**OFFICES HELD IN SMA:**

Editor, *Southern Medical Journal*, 1977-

## Councilor — Alabama



**ROBERT L. BALDWIN**

**HOME ADDRESS:**

4968 Spring Rock Road, Birmingham, Alabama 35223; Telephone: (205) 956-8937

**OFFICE ADDRESS:**

2700 10th Avenue, South, St. Vincent's Professional Building II, Suite 502, Birmingham, Alabama 35205-1202; Telephone: (205) 933-2951

**BIRTHDATE:** November 3, 1943

**BIRTHPLACE:** Mobile, Alabama

**WIFE:** Pat

**EDUCATION:** B.S. degree, University of Alabama, 1964

M.D. degree, University of Alabama School of Medicine, 1968

**SPECIALTY:** Otolaryngology (Otology, Neurotology)

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1974

**OFFICES HELD IN SMA:**

Secretary-Elect, Section on Otolaryngology, 1976-1977

Secretary, Section on Otolaryngology, 1977-1980

Chairman-Elect, Section on Otolaryngology, 1980-1981

Chairman, Section on Otolaryngology, 1981-1982

Associate Councilor from Alabama, 1983-1987

Councilor from Alabama, 1987-1992

Member of the Executive Committee of the Council, 1987-1988

**ASSOCIATE COUNCILORS:**

J. Max Austin, Jr., 1016 18th Street, S., Suite A, Birmingham, 35205

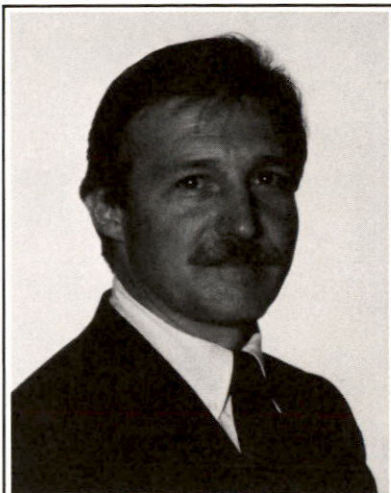
Anton Bueschen, U.A.B. Division of Urology, University Station, Birmingham, 35294

Norman B. Halpern, U.A.B. Department of Surgery, University Station, Birmingham, 35294

William D. Hughes, P.O. Box 7070, Montgomery, 36107-0070

Ernest Moore, 2660 10th Avenue, South, Birmingham, 35205

## Councilor — Arkansas



**JOHN F. REDMAN**

**HOME ADDRESS:**

14 River Ridge Circle, Little Rock, Arkansas 72207; Telephone: (501) 225-1756

**OFFICE ADDRESS:**

Professor and Chairman, Department of Urology, University of Arkansas College of Medicine,  
4301 West Markham—Slot 540, Little Rock, Arkansas 72205-7199; Telephone: (501) 686-5242

**BIRTHDATE:** November 14, 1940

**BIRTHPLACE:** Fort Smith, Arkansas

**WIFE:** Kathy

**EDUCATION:** M.D. degree, University of Arkansas School of Medicine, 1963

**SPECIALTY:** Urology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** December 1977

**OFFICES HELD IN SMA:**

Secretary-Elect, Section on Urology, 1977-1978

Secretary, Section on Urology, 1978-1981

Chairman, Section on Urology, 1981-1982

Associate Councilor from Arkansas, 1982-1984

Councilor from Arkansas, 1984-1989

Member of the Executive Committee of the Council, 1986-1989

Vice-Chairman of the Council, 1987-1988

Chairman of the Council, 1988-1989

**ASSOCIATE COUNCILORS:**

C. Lowry Barnes, 306 North Elm, Little Rock, 72205

Curry B. Bradburn, Jr., 200 Doctors Park Building, 9600 Kanis Road, Little Rock, 72205

David C. Jacks, 4303 Mulberry, Suite A, Pine Bluff, 71603

Mark T. Jansen, 201 North 26th Street, Arkadelphia, 71923

Anna C. Ridling, 1801 West 40th, Suite 6-A, Pine Bluff, 71603



## Councilor — District of Columbia



GORDON S. LETTERMAN

**OFFICE ADDRESS:**

5101 River Road, Washington, D.C. 20816-1560; Telephone: (202) 986-9335

**BIRTHDATE:** August 17, 1914

**BIRTHPLACE:** St. Louis, Missouri

**WIFE:** Elma

**EDUCATION:** M.D. degree, Washington University School of Medicine, 1941

**SPECIALTY:** Plastic and Reconstructive Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1955 (Life Member)

**OFFICES HELD IN SMA:**

Secretary-Elect, Section on Plastic and Reconstructive Surgery, 1978-1979

Secretary, Section on Plastic and Reconstructive Surgery, 1979-1982

Associate Councilor from the District of Columbia, 1979-1984

Councilor from the District of Columbia, 1984-1989

Member of the Executive Committee of the Council, 1985-1986

**ASSOCIATE COUNCILORS:**

James E. Boland, 4530 Connecticut Avenue, N.W., Washington, D.C. 20008

Albert F. Fleury, Jr., 5454 Wisconsin Avenue, Suite 1155, Washington, D.C. 20815

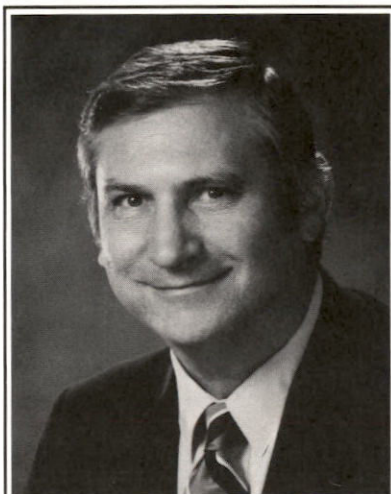
A. M. Reynolds, Jr., 5255 Loughboro Rd., Washington, D.C. 20016

Maxine Schurter, 5101 River Road, Suite 106, Washington, D.C. 20816

Carl L. Sylvester, Jr., 5038 Van Ness Street, N.W., Washington, D.C. 20016



## Councilor — Florida



**HOWARD KURZNER**

**HOME ADDRESS:**

13475 S.W. 63rd Court, Miami, Florida 33156; Telephone: (305) 666-6057

**OFFICE ADDRESS:**

Kendall Professional Building, Suite 100, 9150 S.W. 87th Avenue, Miami, Florida 33176;  
Telephone: (305) 596-4747

**BIRTHDATE:** September 7, 1929

**BIRTHPLACE:** New York City, New York

**WIFE:** Audrey

**EDUCATION:** B.S. degree, University of Arkansas, 1952

M.S. degree, University of Arkansas, 1953

M.D. degree, University of Arkansas School of Medicine, 1957

**SPECIALTY:** Orthopaedic and Traumatic Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** June 1963

**OFFICES HELD IN SMA:**

Associate Councilor from Florida, 1981-1985

Councilor from Florida, 1985-1990

Member of the Executive Committee of the Council, 1985-1986

**ASSOCIATE COUNCILORS:**

James C. Barnett, 1285 Orange Avenue, Winter Park, 32789

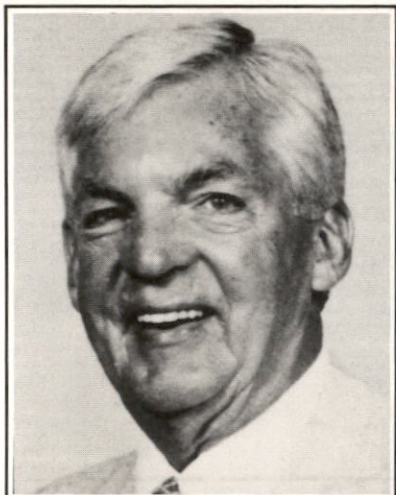
Paul Mayer, 400 University Drive, Coral Gables, 33134

T. Hunter Pryor, 8900 North Kendall Drive, Miami, 33176

Manuel Ross, 220 S.E. 45 Terrace, Ocala, 32671

Jack Yaffa, 8950 North Kendall Drive, Suite 605, Miami, 33176

## Councilor — Georgia



**E. NAPIER BURSON, JR.**

**HOME ADDRESS:**

1432 Vernon Ridge Court, Dunwoody, Georgia 30338; Telephone: (404) 396-5799

**OFFICE ADDRESS:**

5669 Peachtree Dunwoody Road, N.E., Suite 240, Atlanta, Georgia 30342;  
Telephone: (404) 255-7304

**BIRTHDATE:** May 15, 1918

**BIRTHPLACE:** Camilla, Georgia

**WIFE:** Elsa

**EDUCATION:** M.D. degree, Emory University Medical School, 1943

**SPECIALTY:** Gastroenterology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** October 1953

**OFFICES HELD IN SMA:**

Associate Councilor from Georgia, 1979-1984

Councilor from Georgia, 1984-1989

Member of the Executive Committee of the Council, 1984-1985

**ASSOCIATE COUNCILORS:**

Talmadge A. (Joe) Bowden, Jr., 3409 Wheeler Road, Augusta, 30909

Darnell L. Brawner, 2512 Habersham, Savannah, 31499

William C. Collins, 993 Johnson Ferry Road, Suite 100, Building C, Atlanta, 30342

Mark M. Lindsey, 4430 Paces Battle, N.W., Atlanta, 30327

Terrell B. Tanner, 110 Clarke Street, Oxford, 30267-1327

## Councilor — Kentucky



**KENNETH CRABTREE**

**HOME ADDRESS:**

108 Crabtree Street, Gamaliel, Kentucky 42140; Telephone: (502) 457-3911

**OFFICE ADDRESS:**

P. O. Box 98, Gamaliel, Kentucky 42140; Telephone: (502) 457-2411

**BIRTHDATE:** August 6, 1940

**BIRTHPLACE:** Macon County, Tennessee

**WIFE:** Shirley

**EDUCATION:** B.S. degree, Western Kentucky University, 1960  
M.D. degree, University of Tennessee, 1963

**SPECIALTY:** Family Practice

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1973

**OFFICES HELD IN SMA:**

Associate Councilor from Kentucky, 1979-1987

Councilor from Kentucky, 1987-1992

Member of the Executive Committee of the Council, 1988-1989

**ASSOCIATE COUNCILORS:**

Henry Bell, Jr., P.O. Box 187, Elkton, 42220

Clovis A. Crabtree, KMI Medical Center, 8521 Old Lagrange Road, Louisville, 40222-3821

James I. Salter, Jr., University Shopping Center, Richmond, 40475

L. Jack Scott, 7961 Scottsville Road, Alvaton, 42122

H. Mac Vandiviere, Department of Pediatrics, MN102, University of Kentucky, College of Medicine, Lexington, 40536



## Councilor — Louisiana



PAUL B. LANSING

**HOME ADDRESS:**

1806 Milan, New Orleans, Louisiana 70115; Telephone: (504) 897-2330

**OFFICE ADDRESS:**

3525 Prytania Street, Suite 201, New Orleans, Louisiana 70115; Telephone: (504) 895-2025

**BIRTHDATE:** July 21, 1935

**BIRTHPLACE:** New Orleans, Louisiana

**WIFE:** Julianne

**EDUCATION:** B of M.E., Georgia Tech, 1957

M.D. degree, Tulane Medical School, 1965

**SPECIALTY:** General and Thoracic Surgery—Surgical Oncology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** September 1972

**OFFICES HELD IN SMA:**

Councilor from Louisiana, 1984-1993

Member of the Executive Committee of the Council, 1985-1986

**ASSOCIATE COUNCILORS:**

George S. Ellis, Jr., 2020 Gravier Street, Suite B, New Orleans, 70112

Max Miller, 2800 Second Ave., Lake Charles, 70601

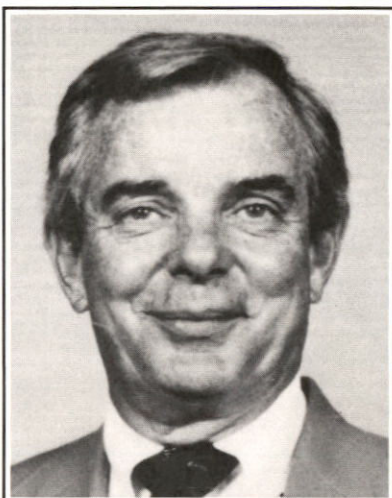
William J. Perret, Ochsner Clinic, 1514 Jefferson Highway, New Orleans, 70121

Ronald E. Shemwell, 2312 Grammont Street, Suite 300, Monroe, 71201

Donald R. Smith, 2751 Virginia Street, Shreveport, 71103



## Councilor — Maryland



**JOHN F. STRAHAN**

**HOME ADDRESS:**

103 Kenilworth Park Drive, Apt. 4A, Baltimore, Maryland 21204; Telephone: (301) 583-7933

**OFFICE ADDRESS:**

7401 Osler Drive, Suite 107, Baltimore, Maryland 21204; Telephone: (301) 821-6050

**BIRTHDATE:** February 15, 1926

**BIRTHPLACE:** Baltimore, Maryland

**EDUCATION:** Duke University, 1943-1945

M.D. degree, University of Maryland Medical School, 1949

**SPECIALTY:** Dermatology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1956

**OFFICES HELD IN SMA:**

Associate Councilor from Maryland, 1971-1986

Councilor from Maryland, 1986-1991

**ASSOCIATE COUNCILORS:**

**Albert H. Dudley, III**, 6565 North Charles Street, Suite 414, Baltimore, 21204

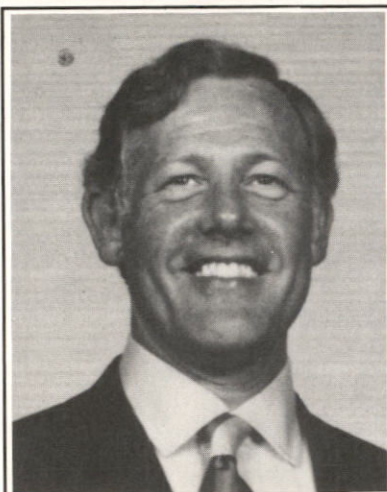
**William J. R. Dunseath**, 7401 Osler Drive, Suite 109, Baltimore, 21204

**Evan R. Farmer**, Johns Hopkins Hospital, Department of Dermatology, 600 North Wolfe Street, Baltimore, 21205

**Herbert Lee Muncie**, 326 Linwood Drive, Severna Park, 21146

**Charles E. Taylor**, Patuxent Medical Group, Two Knoll North Drive, Columbia, 21045

## Councilor — Mississippi



**J. EDWARD HILL**

**HOME ADDRESS:**

Route 2, Box 6, Hollandale, Mississippi 38748; Telephone: (601) 827-2754

**OFFICE ADDRESS:**

Highway 12 and Highway 61, Hollandale, Mississippi 38748; Telephone: (601) 827-2214

**BIRTHDATE:** February 2, 1938

**BIRTHPLACE:** Omaha, Nebraska

**WIFE:** Jean

**EDUCATION:** B.S. degree, University of Mississippi, 1960

M.D. degree, University of Mississippi, 1964

**SPECIALTY:** Family Practice

**JOINED SOUTHERN MEDICAL ASSOCIATION:** December 1970

**OFFICES HELD IN SMA:**

Associate Councilor from Mississippi, 1985-1988

Councilor from Mississippi, 1988-1993

Member of the Executive Committee of the Council, 1988-1989

**ASSOCIATE COUNCILORS:**

Terrell D. Blanton, 1080 River Oaks Drive, A-102, Jackson, 39208

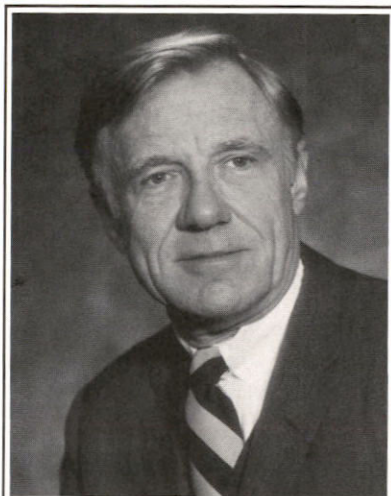
Mack Gorton, 107 Church Street, Belzoni, 39208

David L. Spencer, 1003 Eastwood, Pascagoula, 39567

James C. Waites, 307 S. 13th Avenue North, Hollandale, 38748

L. F. Wilkins, Highway 51 South, Brookhaven, 39601

# Councilor — Missouri



**HUGH E. STEPHENSON, JR.**

**HOME ADDRESS:**

5 Danforth Circle, Columbia, Missouri 65201; Telephone: (314) 442-3834

**OFFICE ADDRESS:**

University Hospital and Clinic, #1 Hospital Drive, Columbia, Missouri 65212;  
Telephone: (314) 882-7155 or (314) 882-5645

**BIRTHDATE:** June 1, 1922

**BIRTHPLACE:** Columbia, Missouri

**WIFE:** Sarah

**EDUCATION:** A. B. degree, University of Missouri, 1943

B.S. degree, University of Missouri, 1943

M.D. degree, Washington University School of Medicine, 1945

**SPECIALTY:** Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1954

**OFFICES HELD IN SMA:**

Associate Councilor from Missouri, 1986-1987

Councilor from Missouri, 1987-1991

Member of the Executive Committee of the Council, 1988-1989

**ASSOCIATE COUNCILORS:**

Albert J. Campbell, 1500 West 16th Street, Sedalia, 65301

Jerry Meyer, 302 Sunset Hill Drive, Concordia, 64020

David W. Ortals, St. Luke's West Hospital, Doctor's Building, Suite 620-S, Chesterfield, 63107

Joseph C. Parker, Jr., Department of Pathology, 2301 Holmes, Kansas City, 64108

J. Leslie Walker, 11709 Old Ballas Road, Creve Coeur, 63141



## Councilor — North Carolina



**ANGUS M. MCBRYDE, JR.**

**HOME ADDRESS:**

239 Perrin Place, Charlotte, North Carolina 28207; Telephone: (704) 372-8469

**OFFICE ADDRESS:**

Charlotte Orthopaedic Clinic, 120 Providence Road, Charlotte, North Carolina 28207;  
Telephone: (704) 377-0351

**BIRTHDATE:** February 24, 1937

**BIRTHPLACE:** Durham, North Carolina

**WIFE:** Kay

**EDUCATION:** B.S. degree, Davidson College, 1959

M.D. degree, Duke University Medical College, 1963

**SPECIALTY:** Orthopaedic Surgery

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1972

**OFFICES HELD IN SMA:**

Secretary, Section on Orthopaedic & Traumatic Surgery, 1980-1982

Chairman-Elect, Section on Orthopaedic & Traumatic Surgery, 1982-1983

Chairman, Section on Orthopaedic & Traumatic Surgery, 1983-1984

Associate Councilor from North Carolina, 1985-1986

Councilor from North Carolina, 1986-1991

Member of the Executive Committee of the Council, 1987-1988

**ASSOCIATE COUNCILORS:**

Jack W. Bonner, III, Highland Hospital, P. O. Box 1101, Asheville, 28802

James F. Gibson, 1916 Wilkins Drive, Sanford, 27330

Lowell H. Gill, 1822 Brunswick Avenue, Charlotte, 28207

Harvey C. May, Eastover Medical Park, Suite 305, 2711 Randolph Road, Charlotte, 28207

Charles P. Nicholson, Jr., 4026 Arendell Street, Morehead City, 28557

## Councilor — Oklahoma



**EDWARD J. TOMSOVIC**

**HOME ADDRESS:**

4609 South Wheeling Avenue, Tulsa, Oklahoma 74105; Telephone: (918) 749-9150

**OFFICE ADDRESS:**

The University of Oklahoma Tulsa Medical College, 2808 S. Sheridan Road, Tulsa, Oklahoma 74129; Telephone: (918) 838-4695

**BIRTHDATE:** May 16, 1922

**BIRTHPLACE:** San Francisco, California

**WIFE:** Jacqueline

**EDUCATION:** A.B. degree, University of California—Berkley, 1944

M.D. degree, University of California—San Francisco, 1946

**SPECIALTY:** Pediatrics

**JOINED SOUTHERN MEDICAL ASSOCIATION:** June, 1982

**OFFICES HELD IN SMA:**

Associate Councilor from Oklahoma, 1985-1988

Councilor from Oklahoma, 1988-1993

**ASSOCIATE COUNCILORS:**

Edward W. Allensworth, 803 North Foreman, Vinita, 74301

Mark A. Capehart, 6585 S. Yale, #500, William Medical Building, Tulsa, 74136

John I. Fishburne, Jr., 1717 Elmhurst Avenue, Oklahoma City, 73120

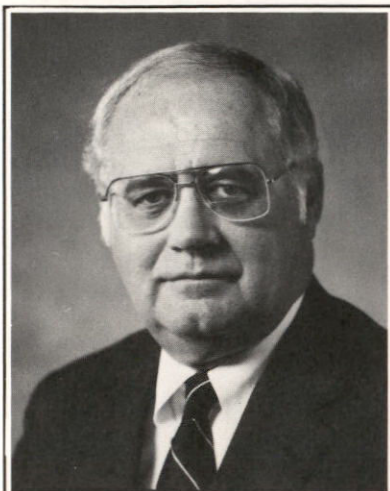
Charles J. Gebetsberger, 1013 East Cleveland, Sapulpa, 74066

W. Dean Hinz, 2103 Kyme, Ponca City, 74604

Sciences,



## Councilor — South Carolina



THOMAS C. ROWLAND, JR.

**HOME ADDRESS:**

19 Cedarwood Lane, Columbia, South Carolina 29205; Telephone: (803) 782-9523

**OFFICE ADDRESS:**

1333 Taylor Street, Columbia, South Carolina 29201; Telephone: (803) 254-1300

**BIRTHDATE:** August 23, 1934

**BIRTHPLACE:** Dawson, Georgia

**WIFE:** Isabelle

**EDUCATION:** University of South Carolina, 1955

M.D. degree, Medical University of South Carolina, 1959

**SPECIALTY:** Obstetrics-Gynecology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** August 1971

**OFFICES HELD IN SMA:**

Chairman-Elect, Section on Obstetrics, 1978-1979

Chairman, Section on Obstetrics, 1979-1980

Associate Councilor from South Carolina, 1980-1985

Councilor from South Carolina, 1985-1990

Member of the Executive Committee of the Council, 1987-1989

Vice-Chairman of the Council, 1988-1989

**ASSOCIATE COUNCILORS:**

Wayne C. Brady, 901 West Faris Road, Greenville, 29605

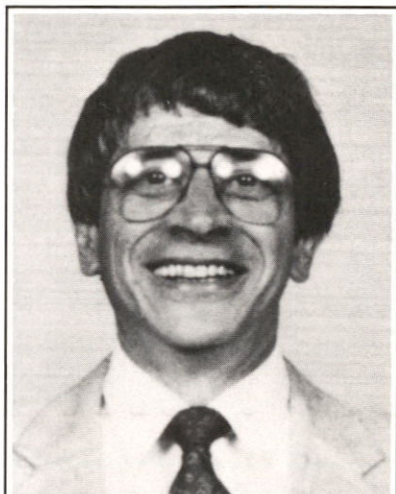
Lowery P. King, Assistant Professor of Ophthalmology, Medical University of South Carolina,  
171 Ashley Avenue, Charleston, 29425-2236

Dallas W. Lovelace, 1175 Cook Road, Suite 315, Orangeburg, 29115

J. Lorin Mason, Jr., P.O. Box 1771, Florence, 29503

W. Gordon Rodgers, Jr., P.O. Box 1984, Spartanburg, 29301

## Councilor — Tennessee



LOUIS A. CANCELLARO

**HOME ADDRESS:**

2222 Nantucket Drive, Johnson City, Tennessee 37604; Telephone: (615) 929-7290

**OFFICE ADDRESS:**

East Tennessee State University, Quillen-Dishner College of Medicine, Department of Psychiatry,  
P.O. Box 19510A, Johnson City, Tennessee 37614; Telephone: (615) 926-1171, ext. 7709

**BIRTHDATE:** October 4, 1933

**BIRTHPLACE:** New York City, New York

**WIFE:** Judy

**EDUCATION:** B.S. degree, Manhattan College, 1955

Ph.D. degree, New York University Graduate School of Arts and Sciences, 1960

M.D. degree, Duke University Medical College, 1965

**SPECIALTY:** Psychiatry

**JOINED SOUTHERN MEDICAL ASSOCIATION:** January 1973

**OFFICES HELD IN SMA:**

Secretary-Elect, Section on Neurology, Neurosurgery, & Psychiatry, 1973-1974

Secretary, Section on Neurology, Neurosurgery, & Psychiatry, 1974-1977

Chairman-Elect, Section on Neurology, Neurosurgery, & Psychiatry, 1977-1978

Chairman, Section on Neurology, Neurosurgery, & Psychiatry, 1978-1979

Associate Councilor from Tennessee, 1982-1984

Editorial Board Member, *Southern Medical Journal*, 1985-1989

Councilor from Tennessee, 1984-1992

Member of the Executive Committee of the Council, 1987-1988

**ASSOCIATE COUNCILORS:**

S. Lane Bicknell, Jackson Clinic, 616 West Forest Avenue, Jackson, 38301

Harold W. Burnette, Appalachian Urological Clinic, 401 N. Boone St., Johnson City, 37601

Ronald C. Hamdy, East Tennessee State University, Quillen-Dishner College of Medicine,  
Department of Internal Medicine, P. O. Box 21160A, Johnson City, 37614-0002

R. Bruce Shack, Department of Plastic Surgery, S-2221, Vanderbilt University Medical Center,  
Nashville, 37232

Hershel P. Wall, 848 Adams Avenue, Memphis, 38103

## Councilor — Texas



**JOSEPH T. PAINTER**

**HOME ADDRESS:**

2128 Brentwood, Houston, Texas 77019; Telephone: (713) 529-9909

**OFFICE ADDRESS:**

UT System Cancer Center, 1515 Holcombe—223, Houston, Texas 77030;  
Telephone: (713) 792-2200

**BIRTHDATE:** October 2, 1927

**BIRTHPLACE:** Austin, Texas

**WIFE:** Ann

**EDUCATION:** University of Texas, Austin

M.D. degree, University of Texas-Medical Branch, 1949

**SPECIALTY:** Internal Medicine

**JOINED SOUTHERN MEDICAL ASSOCIATION:** September 1965

**OFFICES HELD IN SMA:**

Secretary, Section on Medicine, 1968-1969

Vice-Chairman, Section on Medicine, 1969-1970

Chairman-Elect, Section on Medicine, 1970-1971

Chairman, Section on Medicine, 1971-1972

Associate Councilor from Texas, 1972-1985

Councilor from Texas, 1985-1990

Member of the Executive Committee, 1986-1987

**ASSOCIATE COUNCILORS:**

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C. B. McCall, 1515 Holcombe, Box 111, Houston, 77030

J. Patrick O'Leary, 3500 Gaston Avenue, Dallas, 75246

Abe Rodriguez, 8527 Village Drive, #200, San Antonio, 78217

James Russell Winn, 1042 Gardner Field Road, Uvalde, 78801



## Councilor — Virginia



**JOHN A. BOARD**

**HOME ADDRESS:**

1627 Pope Avenue, Richmond, Virginia 23227; Telephone: (804) 264-8581

**OFFICE ADDRESS:**

Box 34, MCV Station, Richmond, Virginia 23298; Telephone: (804) 786-9638

**BIRTHDATE:** June 30, 1931

**BIRTHPLACE:** Altavista, Virginia

**WIFE:** Anne

**EDUCATION:** B.S. degree, Randolph-Macon College, 1953  
M.D. degree, Medical College of Virginia, 1955

**SPECIALTY:** Obstetrics-Gynecology

**JOINED SOUTHERN MEDICAL ASSOCIATION:** August 1966

**OFFICES HELD IN SMA:**

- Chairman-Elect, Section on Gynecology, 1979-1980
- Chairman, Section on Gynecology, 1980-1981
- Associate Councilor from Virginia, 1974-1985
- Councilor from Virginia, 1985-1990
- Member of the Executive Committee of the Council, 1985-1986

**ASSOCIATE COUNCILORS:**

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- Kenneth E. Greer, P.O. Box 134, University of Virginia Medical Center, Charlottesville, 22908
- Robert W. Klink, P.O. Box 1290, Gloucester, 23061
- John F. Nowell, 611 South Carlin Springs Road, Suite 404, Arlington, 22204
- Louis Q. Pugsley, 8316 Arlington Boulevard, Suite 232, Fairfax, 22030



## Councilor — West Virginia



**JACK R. TRAYLOR, JR.**

**HOME ADDRESS:**

65 Derby Lane, Huntington, West Virginia 25703; Telephone: (304) 525-9380

**OFFICE ADDRESS:**

2561 Third Avenue, Huntington, West Virginia 25703; Telephone: (304) 525-9131

**BIRTHDATE:** July 26, 1950

**BIRTHPLACE:** Huntington, West Virginia

**WIFE:** Deborah

**EDUCATION:** M.D. degree, West Virginia University School of Medicine;  
Training, Akron City and Akron Children's Hospital

**SPECIALTY:** Surgery, Burns (Director Cabell Huntington Burn Unit)

**JOINED SOUTHERN MEDICAL ASSOCIATION:** 1986

**OFFICES HELD IN SMA:**

Councilor from West Virginia, 1987-1992

**ASSOCIATE COUNCILORS:**

W. Alva Deardorff, 4620 MacCorkle Avenue, S.W., Charleston, 25304

Winfield C. John, 1439 Sixth Avenue, Huntington, 25701

Memet V. Kalaycioglu, 40 Main Street, Shinnston, 26431

Donald L. Lamm, Dept. of Urology, West Virginia University School of Medicine,  
Morgantown, 26506

M. Bruce Martin, 508 Tenth Street, Huntington, 25701

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Medical College of Virginia, Virginia Commonwealth University, Box 295, MCV Station, Richmond, Virginia 23298	
<b>Richard D. Richards</b> , (Specialty: Ophthalmology; Wife: Alice) . . . . .	1990
Department of Ophthalmology, University of Maryland Hospital, Baltimore, Maryland 21201	
<b>John B. Lynch</b> , (Specialty: Plastic Surgery; Wife: Jean) . . . . .	1991
Vanderbilt University Medical Center, S-2221 Medical Center North, Nashville, Tennessee 37232	
<b>Guy T. Vise, Jr.</b> , (Specialty: Orthopaedic Surgery; Wife: Margaret) . . . . .	1992
Mississippi Methodist Rehabilitation Center, P.O. Box 4878, Fondren Station, 1350 East Woodrow Wilson, Jackson, Mississippi 39216	
<b>William W. Moore, Jr.</b> , (Specialty: Neurosurgery; Wife: Peggy) . . . . .	1993
25 Prescott Street, N.E., Suite 4439, Glenn Building, Atlanta, Georgia 30308	
<b>J. Lee Dockery</b> , (Specialty: Obstetrics/Gynecology; Wife: Barbara) . . . . .	1994
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Box 295, MCV Station, Richmond, Virginia 23298
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- Paul F. Brenner** (Obstetrics & Gynecology), Women's Hospital, 1240 N. Mission Road,  
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New Braunfels, Texas 78130
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Houston, Texas 77030
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- James R. Bonner** (Allergy & Immunology), 1917 5th Avenue, S., University Station  
Birmingham, Alabama 35294



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Angus McBryde, Jr. (1987-1990)  
Joseph T. Painter (1987-1989)  
Edward J. Tomsovic (1988-1990)  
George T. Smith (1987-1990), U.A.B. School of Medicine, Division of Continuing Medical Education, University Station, Birmingham, AL 35294  
Terrell B. Tanner (1987-1989)

## 1. STANDING COMMITTEE ON SCIENTIFIC WORK

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S. Lane Bicknell (1987-1989)  
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Alan Dimick (1987-1990), UAB, School of Medicine, Medical Education Bldg.-509, Birmingham, AL 35294  
R. Bruce Shack (1987-1989)  
Veronica K. Piziak (1988-1989)  
Thomas L. Pope, Jr. (1987-1989)

## 2. STANDING COMMITTEE ON GRANTS, LOANS AND SCHOLARSHIPS

O.W. Dehart, Chairman (1987-1989)  
John A. Board (1987-1990)  
Eugene E. Taylor (1987-1990), Taylor & Ball Orthopedic Clinic, P.A., 151 Jefferson Davis Boulevard, Suite C, Natchez, MS 39120  
E. Napier Burson, Jr. (1987-1989)  
James F. Gibson (1987-1989)  
John F. Strahan (1987-1989)  
Charles P. Nicholson (1987-1989)  
Jack R. Traylor, Jr. (1987-1990)  
John D. Bonnet (1987-1990)

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# COMMITTEE STRUCTURE

*(Continued From Previous Page)*

## 3. STANDING COMMITTEE ON PUBLICATIONS AND ADVERTISING

Edward J. Tomsovic, Chairman (1988-1990)  
Angus M. McBryde (1987-1989)  
G. Richard Holt (1987-1989), Village Oaks Medical Center, 12709  
Toepperwein Road, Suite 206, San Antonio, TX 78223  
Anton Bueschen (1988-1991)  
Mack Gorton (1987-1990)  
Kenneth Crabtree (1987-1990)  
Jerald M. Duncan (1987-1990), 858 Adams, Memphis, TN 38103  
Abe Rodriguez (1988-1991)  
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## 4. STANDING COMMITTEE ON MULTI-MEDIA PROGRAMS

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Center North, Nashville, Tennessee 37232  
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Gail Anderson (1987-1990)  
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## II. COORDINATING COMMITTEE ON MEMBERSHIP

J. Edward Hill, Chairman (1987-1990)  
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John A. Board (1987-1989)  
T. Rudolph Howell (1987-1990), 510 S. Sycamore Street, Suite H, Petersburg,  
Virginia 23803  
Hugh E. Stephenson, Jr. (1987-1990)  
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## 1. STANDING COMMITTEE ON SPECIAL AWARDS

(Members unpublished)

## 2. STANDING COMMITTEE ON SELECTIONS

John A. Board, Chairman (1988-1989)  
Louis A. Cancellaro (1988-1989)  
Robert Baldwin (1987-1989)  
Paul B. Lansing (1987-1989)  
Joseph T. Painter (1987-1989)  
Jack R. Traylor, Jr. (1988-1989)

*(Continued on Next Page)*

# COMMITTEE STRUCTURE

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*(Continued From Previous Page)*

## 3. AD HOC COMMITTEE ON YOUNG PHYSICIANS

- James C. Barnett, Chairman (1988-1989)  
Tlaloc S. Alferez (1988-1989), 3500 St. Charles Avenue, New Orleans,  
Louisiana 70115  
C. Lowry Barnes (1988-1989)  
Bob Bowman (1988-1989), 5510 Greenbriar, Houston, Texas 77005  
Dan Carr (1988-1989), 2828 1st Avenue, Suite 400, Huntington,  
West Virginia 25702  
Anthony Carter (1988-1989), 11 Woodhaven Drive, Tompkinsville,  
Kentucky 42167  
Sandra K. Dimmitt (1988-1989) 1120 S. Utica, Tulsa, Oklahoma 74301  
Tom Fehring (1988-1989)  
John McGraw (1988-1989)  
Steve Mills (1988-1989), 1012 Big Lane Drive, Brookhaven, Mississippi 39601  
Henry M. Patton (1988-1989), 5278 Adams Street, Covington, Georgia 30209  
Tom Riser (1988-1989), 2700 10th Avenue S., Birmingham, Alabama 35205  
Pramod Shah (1988-1989), VA Medical Center, 116A, Mountain Home,  
Tennessee 37684  
James W. Stands (1988-1989), 1333 Taylor Street, Columbia, South  
Carolina 29201  
Susan T. Strahan (1988-1989), Department of Psychiatry, University of  
Maryland School of Medicine, Lombard & Green Streets, Baltimore,  
Maryland 21201  
Peter A. Zedler (1988-1989), 5855 Bremono Road, Suite 605, Richmond,  
Virginia 23226

## III. COORDINATING COMMITTEE ON INSURANCE

- Paul B. Lansing, Chairman (1987-1989)  
Donald R. Smith (1988-1989)  
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John F. Strahan (1987-1990)  
Clovis Crabtree (1987-1989)  
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James C. Waites (1987-1990)  
O.W. Dehart (1987-1990)  
Thomas L. Pope, Jr. (1987-1989)

## IV. COORDINATING COMMITTEE ON PHYSICIANS' RETIREMENT

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George Ellis, Jr. (1987-1990)  
J. Lorin Mason (1987-1989)  
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David Ortvals (1988-1989)  
T. Rudolph Howell (1987-1989)  
Frank Riddick, Jr. (1987-1989), Oschner Clinic, 1514 Jefferson Highway,  
New Orleans, Louisiana 70121  
T. Hunter Pryor (1988-1989)

*(Continued on Next Page)*



# COMMITTEE STRUCTURE

*(Continued From Previous Page)*

## V. COORDINATING COMMITTEE ON ADMINISTRATION

Joaquin S. Aldrete, Chairman (1987-1989)  
Gordon S. Letterman (1987-1989)  
Maxine B. Schurter (1987-1989)  
Louis A. Cancellaro (1987-1990)  
Hugh E. Stephenson, Jr. (1987-1990)

### 1. STANDING COMMITTEE ON CONSTITUTION AND BYLAWS

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Maxine B. Schurter (1987-1990)  
Jack R. Traylor, Jr. (1987-1989)  
Paul B. Lansing (1987-1989)

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Jeffrey Callen (1987-1989), 310 East Broadway, Louisville, Kentucky 40202  
J. Leslie Walker (1987-1990)  
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### 3. STANDING COMMITTEE ON LONG RANGE PLANNING

Louis A. Cancellaro, Chairman (1987-1989)  
Thomas C. Rowland (1988-1989)  
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Douglas Rouse, Jr. (1987-1989), 117 Bedford Road, Hattiesburg, Mississippi 39402  
Thomas C. Rowland, Jr. (1987-1989)  
Maxine B. Schurter (1987-1989)



## LIVING PAST PRESIDENTS

	<i>Years Served</i>
Daniel L. Sexton, 911 South Brentwood Boulevard, St. Louis, MO 63105 . . .	1962-1963
Robert D. Moreton, 6723 Bertner Street, Houston, Tex. 77030 . . . . .	1963-1964
R. H. Kampmeier, Vanderbilt University School of Medicine, Station 17 Nashville, TN 37232 . . . . .	1964-1965
J. Garber Galbraith, 1919 Seventh Avenue South, Birmingham, AL 35294 . . . . .	1965-1966
Guy T. Vise, Sr., 2814 Poplar Springs Drive, Meridian, MS 39305-4617 . . .	1966-1967
Oscar B. Hunter, Jr., 8218 Wisconsin Avenue, Bethesda, MD 20814 . . . . .	1967-1968
J. Leonard Goldner, Duke University Medical Center, Durham, NC 27710 . . .	1969-1970
Albert C. Esposito, 420-422 Eleventh Street, Suite 100, Huntington, WV 25701 . . . . .	1970-1971
J. Hoyle Carlock, 301 Ardmoreite Building, P.O. Box 1604, Ardmore, OK 73401 . . . . .	1971-1972
George J. Carroll, Louise Obici Memorial Hospital, Suffolk, VA 23434 . . . .	1973-1974
Andrew M. Moore, 108 East Maxwell Street, Lexington, KY 40508 . . . . .	1974-1975
G. Gordon McHardy, 3638 St. Charles Avenue, New Orleans, LA 70115 . . .	1975-1976
G. Thomas Jansen, 500 South University, Suite 501, Little Rock, AR 72205 . . . . .	1976-1977
Andrew F. Giesen, Jr., 1000 Marwalt Drive, Fort Walton Beach, FL 32548 . . . . .	1977-1978
Thomas B. Dameron, Jr., Raleigh Orthopaedic Clinic, 3515 Glenwood Avenue, P.O. Box 10707, Raleigh, NC 27605 . . . . .	1978-1979
G. Baker Hubbard, Sr., 616 West Forest Avenue, Jackson, TN 38301 . . . . .	1979-1980
J. Ralph Meier, 2025 Gravier Street, P.O. Box 13037, New Orleans, LA 70185 . . . . .	1980-1981
Edwin C. Evans, 414 Baptist Professional Building, 340 Boulevard, N.E., Atlanta, GA 30312 . . . . .	1981-1982
M. Pinson Neal, Jr., Medical College of Virginia, Virginia Commonwealth University, Box 295, MCV Station, Richmond, VA 23298 . . . . .	1982-1983
Richard D. Richards, Department of Ophthalmology, University of Maryland Hospital, Baltimore, MD 21201 . . . . .	1983-1984
John B. Lynch, Vanderbilt University Medical Center, S-2221 Medical Center North, Nashville, TN 37232 . . . . .	1984-1985
Guy T. Vise, Jr., Mississippi Methodist Rehabilitation Center, P.O. Box 4878, Fondren Station, 1350 East Woodrow Wilson, Jackson, MS 39216 . . . . .	1985-1986
William W. Moore, Jr., 25 Prescott Street, N.E., Suite 4439, Glenn Building, Atlanta, GA 30308 . . . . .	1986-1987
J. Lee Dockery, University of Florida College of Medicine, Box J-215, JHMHC, Gainesville, FL 32610 . . . . .	1987-1988

## LIVING PAST COUNCILORS

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John M. Chenault, 1115 Somerville Road, Decatur, AL 35601 . . . . .	1971-1972
<i>(Filled unexpired term of Dr. Word who died in office.)</i>	
D. Joseph Judge, 1001 Leighton Avenue, Anniston, AL 36201 . . . . .	1972-1977
Margaret S. Klapper, 14300 Rock Creek Parkway, Parkway Village 7497, Little Rock, AR 72221 . . . . .	1977-1982
Joaquin S. Aldrete, Department of Surgery U.A.B., Kracke Building, Fourth Floor, University Station, Birmingham, AL 35294 . . . . .	1982-1987
ARKANSAS	
Thomas G. Johnston, P.O. Box 5000, Hillcrest Station, Little Rock, AR 72225 . .	1962-1964
<i>(Filled unexpired term of Dr. Smith who left Arkansas.)</i>	

# LIVING PAST COUNCILORS

(Continued From Previous Page)

Years Served

George F. Wynne, 113 West Cypress, Warren, AR 71671 .....	1964-1969
G. Thomas Jansen, 500 South University, Suite 501, Little Rock, AR 72205	1969-1974
David L. Barclay, Suite 614 Doctors Building, 500 S. University, Little Rock, AR 72205 .....	1974-1979
L. K. Austin, 2100 Apache Drive, #A5, Jonesboro, AR 72401-7404 .....	1979-1984

## DISTRICT OF COLUMBIA

Oscar B. Hunter, Jr., 8218 Wisconsin Avenue, Bethesda, MD 20814 ....	1959-1964
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Charles Wilson Jones, 4955 Loughboro Rd., N.W., Washington, D.C. 20016 .....	1969-1973
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<i>(Filled unexpired term of Dr. Jones who resigned.)</i>	
W. Reams Perkins, 825 New Hampshire Avenue, N.W., Washington, D.C. 20037 .....	1974-1979
Maxine Schurter, 5101 River Road, Suite 106, Washington, D.C. 20816 .	1979-1984

## FLORIDA

Andrew F. Giesen, Jr., 1000 Marwalt Drive, Fort Walton Beach, FL 35248	1970-1975
Walter C. Jones, III, 245 University Drive, Coral Gables, FL 33134 .....	1975-1980
J. Lee Dockery, University of Florida College of Medicine, Box J-215, JHMH, Gainesville, FL 32610 .....	1980-1985

## GEORGIA

Wood W. Lovell, 1001 Johnson Ferry Road, N.E., Atlanta, GA 30342 ..	1969-1974
Edwin C. Evans, 414 Baptist Professional Building, 340 Boulevard, N.E., Atlanta, GA 30312 .....	1974-1979
C. Rex Teeslink, 505 Regent Place, Augusta, GA 30909 .....	1979-1981
William W. Moore, Jr., 25 Prescott Street, N.E., Suite 4439, Glenn Building, Atlanta, GA 30308 .....	1981-1984
<i>(Filled unexpired term of C. Rex Teeslink who resigned)</i>	

## KENTUCKY

Sam A. Overstreet, 234 East Gray Street, Medical Towers South, Suite 870, Louisville, KY 40202 .....	1962-1967
Andrew M. Moore, 108 East Maxwell Street, Lexington, KY 40508 ....	1967-1972
Hiram C. Polk, Jr., Department of Surgery, University of Louisville School of Medicine, Health Sciences Center, Louisville, KY 40201 .....	1972-1977
Robert G. Overstreet, 870 Medical Towers South, Louisville, KY 40202 .	1977-1982
Charles C. Smith, Jr., 858 Medical Towers South, 234 E. Gray, Louisville, KY 40202 .....	1982-1987

## LOUISIANA

G. Gordon McHardy, 3638 St. Charles Avenue, New Orleans, LA 70115	1968-1973
J. Ralph Meier, 2025 Gravier Street, P.O. Box 13037, New Orleans, LA 70185	1973-1978
George S. Ellis, Sr., 812 Maison Blanche Building, New Orleans, LA 70112	1978-1983



# LIVING PAST COUNCILORS

(Continued From Previous Page)

## MARYLAND

Years Served

George H. Yeager, 324 Kyle Road, Crownsville, MD 21032	1966-1971
Robert T. Singleton, University of Maryland Hospital, Baltimore, MD 21201	1971-1976
Richard D. Richards, Department of Ophthalmology, University of Maryland Hospital, Baltimore, MD 21201	1976-1981
William J. R. Dunseath, 7401 Osler Drive, Baltimore, MD 21204	1981-1986

## MISSISSIPPI

Guy T. Vise, Sr., 2814 Poplar Springs Drive, Meridian, MS 39305-4617	1958-1963
Raymond F. Grenfell, 514-H East Woodrow Wilson Avenue, Jackson, MS 39216	1968-1973
James T. Thompson, 5136 Weems, Moss Point, MS 39563	1973-1975
Everett Crawford, Doctor's Clinic, P.O. Box 271, Tylertown, MS 39667	1976-1978
Guy T. Vise, Jr., Mississippi Methodist Rehabilitation Center, P.O. Box 4878, Fondren Station, Jackson, MS 39216	1978-1983
Jim C. Barnett, 425 Highway 51 North, P.O. Box 267, Brookhaven, MS 39601	1983-1988

## MISSOURI

Daniel L. Sexton, 911 South Brentwood Boulevard, St. Louis, MO 63105	1946-1951
Clinton W. Lane, 950 Francis Place, St. Louis, MO 63105	1961-1966
James Y. Griggs, 1034 South Brentwood Boulevard, No. 776, St. Louis, MO 63117	1971-1976
Robert K. Dorton, 911 South Brentwood Boulevard, St. Louis, MO 63105	1976-1978
Roger L. Mell, St. Luke's West-Doctor's Building, 224 South Woods Mill Road, Suite 255, Chesterfield, MO 63017	1978-1986
Harry S. Jonas, Jr., University of Missouri-Kansas City School of Medicine, 2411 Holmes Street, Kansas City, MO 64108	1986-1987

## NORTH CAROLINA

Lenox D. Baker, Duke University School of Medicine, Durham, NC 27710	1950-1951
(Filled unexpired term of Dr. London who resigned.)	
J. Leonard Goldner, Duke University Medical Center, Durham, NC 27710	1961-1966
Thomas B. Dameron, Jr., Raleigh Orthopaedic Clinic, 3515 Glenwood Avenue, P.O. Box 10707, Raleigh, NC 27605	1971-1976
George W. Liles, Cabarrus Surgical Clinic, P.A., 48 Ardsley Avenue, N.E., Concord, NC 28025	1976-1981
Donald E. McCollum, Division of Orthopaedic Surgery, P.O. Box 2919, Duke University Medical Center, Durham, NC 27710	1981-1986

## OKLAHOMA

Vernon D. Cushing, P.O. Box 26827, Oklahoma City, OK 73126	1958-1963
J. Hoyle Carlock, 301 Ardmoreite Building, P.O. Box 1604, Ardmore, OK 73401	1963-1968
James E. White, 6565 South Yale Avenue, Suite 1212, Tulsa, OK 74136	1973-1978
O. W. Dehart, 803 North Foreman, Vinita, OK 74301	1978-1988

## SOUTH CAROLINA

Edward J. Dennis, Department of Obstetrics-Gynecology, Richland Memorial Hospital, Columbia, SC 29202	1970-1975
Warren Y. Adkins, 171 Ashley Avenue, Charleston, SC 29425	1980-1985

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## TENNESSEE

Years Served

Benjamin F. Byrd, Jr., 2611 West End Avenue, Suite 201, Nashville, TN 37203 .....	1962-1967
G. Baker Hubbard, Sr., 616 West Forest Avenue, Jackson, TN 38301 ...	1972-1977
John B. Lynch, Vanderbilt University Medical Center, S-2221 Medical Center North, Nashville, TN 37232 .....	1977-1982
J. Patrick O'Leary, Baylor University Medical Center, 3500 Gaston Avenue, Dallas, TX 75246 .....	1982-1984

## TEXAS

Robert D. Moreton, 6723 Bertner Street, Houston, TX 77030 .....	1955-1960
Phillip W. Voltz, Jr., 8038 Wurzbach Road, P.O. Box 29429, San Antonio, TX 78229 .....	1970-1975
L. S. Thompson, Jr., P.O. Box 2220, Southland Center, Dallas, Tex. 75221	1975-1980
John A. Webb, Rt. 1, Box 86A, Iowa Park, TX 76367 .....	1980-1985

## VIRGINIA

Charles M. Caravati, 208 Gun Club Road, Richmond, VA 23221 .....	1960-1965
George J. Carroll, Louise Obici Memorial Hospital, Suffolk, VA 23434 .	1965-1970
Jerome E. Adamson, 400 W. Brambleton, Norfolk, VA 23510 .....	1970-1973
M. Pinson Neal, Jr., Medical College of Virginia, Virginia Commonwealth University, Box 295, MCV Station, Richmond, VA 23298 .....	1973-1980

## WEST VIRGINIA

Albert C. Esposito, 420-422 Eleventh Street, Suite 100, Huntington, WV 25701 .....	1962-1967
Nime K. Joseph, 1300 Market Street, Wheeling, WV 26003 .....	1967-1972
M. Bruce Martin, 508 Tenth Street, Huntington, WV 25701 .....	1972-1977
Jack Leckie, 2900 First Avenue, Huntington, WV 25702 .....	1977-1982
Larry C. Smith, 2828 First Avenue, Suite 100, Huntington, WV 25702 ..	1982-1987



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- Chairman:* **Michael S. Blaiss**, Ochsner Clinic, 1514 Jefferson Highway, New Orleans, LA 70121 504/838-3960
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- Secretary:* **Gail V. Anderson**, 2109-C DeFours Ferry Road, N.W., Atlanta, GA 30318 404/589-4017
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- Vice-Chairman:** Cyrus L. Gray, 2901 St. Isabel Street, Suite A-2, Tampa, FL 33607 813/874-3712
- Secretary:** Samuel M. Belinsky, 9145 Bois Avenue, Vienna, VA 22180 703/451-4311
- Secretary-Elect:** Samuel M. Goodrich, 750 N. Cobb Street, Milledgeville, GA 31061 912/453-8511

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- Secretary-Elect:** Veronica K. Piziak, Scott and White Clinic, Temple, TX 76508 817/774-3908

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- Vice-Chairman:** James C. Ballenger, Medical University of South Carolina, Department of Psychiatry and Behavioral Sciences, 171 Ashley Avenue, Charleston, SC 29425 803/792-2010
- Secretary:** Roy J. Ellison, Jr., 1003 Grove Road, Greenville, SC 29605-4694 803/271-8151



# SECTION OFFICERS

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## SECTION ON NEUROSURGERY

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- Vice-Chairman:** W. Craig Clark, Section of Neurosurgical Oncology, Department of Neurosurgery, University of Tennessee, 956 Court Avenue, Room A202, Memphis, TN 38163 901/528-6374
- Secretary:** Nettleton S. Payne, II, Suite 100, 993F Johnson Ferry Rd., N.W., Atlanta, GA 30342 404/256-2633

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- Secretary:** Jean E. Holt, Village Oaks Medical Center, 12709 Toepperwein Road, Suite 206, San Antonio, TX 78233-3257 512/654-8511

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### "Residents and Fellows' Conference"

- Chairman:** Thomas K. Fehring, Charlotte Orthopaedic Clinic, 120 (Section Meeting) Providence Road, Charlotte, NC 28207 704/377-0351
- Chairman:** Albert H. Dudley, III, 6565 North Charles Street, Suite 414, (Residents & Fellows' Conf.) Baltimore, MD 21204 301/339-7784

## SECTION ON OTOLARYNGOLOGY — HEAD AND NECK SURGERY

- Chairman:** Gerald S. Gussack, 1365 Clifton Road, Atlanta, GA 30322 404/321-0111
- Vice-Chairman:** Fred J. Stucker, Jr., Professor and Chairman, Department of Otolaryngology—Head & Neck Surgery, LSU School of Medicine, P.O. Box 33932, Shreveport, LA 71130
- Secretary:** Jay B. Farrior, 509 Bay Street, Tampa, FL 33606 813/253-0916
- Secretary-Elect:** Karen H. Calhoun, Dept. of Otolaryngology, E21, University of Texas Medical Branch, Galveston, TX 77550 409/761-2701

## SECTION ON PATHOLOGY

- Chairman:** Alan Levin, c/o PSLH-LAB, 1800 S.E. Tiffany Avenue, Port St. Lucie, FL 34952 407/335-4000 ext. 194
- Vice-Chairman:** Robert J. Poppiti, Jr., Mount Sinai Medical Center, 4300 Alton Road, Miami Beach, FL 33140 305/674-2277
- Secretary:** Morton J. Robinson, Mount Sinai Medical Center, Dept. of Pathology, 4300 Alton Road, Miami Beach, FL 33140 305/674-2277

## SECTION OFFICERS

(Continued From Previous Page)

### SECTION ON PEDIATRICS AND ADOLESCENT MEDICINE

**Chairman:** **Hershel P. Wall**, 848 Adams Avenue, Memphis, TN 38103  
901/528-5526

**Secretary:** **Jay P. Goldsmith**, Ochsner Clinic, 1514 Jefferson Highway, New Orleans, LA 70121 504/838-3900

### SECTION ON PLASTIC AND RECONSTRUCTIVE SURGERY

**Chairman:** **Robert A. Ersek**, 900 E. 30th Street, Austin, TX 78705  
512/479-6805

**Vice-Chairman:** **R. Bruce Shack**, Department of Plastic Surgery, Vanderbilt University Medical Center, Nashville, TN 37232 615/322-3451

**Secretary:** **Valentin Gracia**, 1001 West Rosedale, P.O. Box 2476, Ft. Worth, TX 76113 817/336-0446

### SECTION ON RADIOLOGY

**Chairman:** **John H. Romer**, Huntsville Radiology Consultants, 915 Franklin Street, Suite F, Huntsville, AL 35801 205/533-5891

**Vice-Chairman:** **Kenneth A. Bell**, Ochsner Clinic, 1514 Jefferson Highway, New Orleans, LA 70121 504/838-3489

**Secretary:** **Thomas L. Pope, Jr.**, Box 170, University of Virginia Medical Center, Department of Radiology, Charlottesville, VA 22908  
804/924-2781

### SECTION ON RHEUMATOLOGY, PHYSICAL MEDICINE AND REHABILITATION

**Chairman:** **Joe Biundo, Jr.**, Chief, Section of Rheumatology and Physical Medicine, LSU Medical Center, 1542 Tulane Avenue, New Orleans, LA 70112

**Secretary:** **Jeffrey S. Scheib**, Assistant Professor of Medicine, Louisiana State University Medical Center, School of Medicine in New Orleans, 1542 Tulane Avenue, New Orleans, LA 70112-2822  
504/568-4630

### SECTION ON SURGERY

**Chairman:** **Norman B. Halpern**, Department of Surgery, University Station, Birmingham, AL 35294 205/934-2719

**Chairman-Elect:** **Michael L. Hawkins**, Medical College of Georgia, Department of Surgery, Room BA-A406, Augusta, GA 30912 404/721-3153

**Secretary:** **Richard N. Garrison**, Department of Surgery, University of Louisville, ACB Building, Louisville, KY 40292 502/588-5675

### SECTION ON UROLOGY

**Chairman:** **William P. Fitch, III**, 8042 Wurzbach, Suite 250, San Antonio, TX 78229 512/696-8081

**Vice-Chairman:** **Peter T. Scardino**, Department of Urology, Baylor College of Medicine, 6560 Fannin Street, #1003, Houston, TX 77030  
713/798-6153 or 798-4001

**Secretary:** **Gary D. Frentz**, Tulane Medical School, Department of Urology, 1430 Tulane Avenue, New Orleans, LA 70112 504/588-5801



## Auxiliary President



MRS. DAVID C. THIBODEAUX

**NAME:** Barbara

**HOME ADDRESS:**

588 Heyward Circle, Marietta, Georgia 30064; Telephone: (404) 422-9233

**BIRTHDATE:** June 8, 1933

**BIRTHPLACE:** Watson, Louisiana

**HUSBAND:** David C.

**EDUCATION:** B.S. degree, Louisiana State University

**JOINED SOUTHERN MEDICAL ASSOCIATION AUXILIARY:** 1972

**OFFICES HELD IN SMA AUXILIARY:**

Chairman, Program and Annual Meeting, 1977-1978, 1986-1987

Councilor from Georgia, 1983-1985

Vice-President, Eastern Region, 1985-1986

Executive Committee Member, 1985-1989

First Vice-President, 1986-1987

President-Elect, 1987-1988

President, 1988-1989

## Auxiliary President-Elect



MRS. A. J. CAMPBELL

**NAME:** Janet

**HOME ADDRESS:**

1500 West 16th, Sedalia, Missouri 65301; Telephone: (816) 826-2111

**BIRTHDATE:** July 1, 1931

**BIRTHPLACE:** St. Joseph, Missouri

**HUSBAND:** Albert James

**EDUCATION:** B.S. degree, University of Missouri

**JOINED SOUTHERN MEDICAL ASSOCIATION AUXILIARY:** 1963

**OFFICES HELD IN SMA AUXILIARY:**

Corresponding Secretary, 1981-1982

Vice-President, Region II, 1982-1983

Executive Committee Member, 1982-1983; 1985-1989

Corresponding Secretary, 1983-1984

Councilor from Missouri, 1984-1985

Historian, 1984-1985

Northern Region Vice-President, 1985-1986

Treasurer, 1986-1987

First Vice-President, 1987-1988

President-Elect, 1988-1989

## SOUTHERN MEDICAL ASSOCIATION AUXILIARY OFFICERS

### **PRESIDENT:**

Mrs. David Thibodeaux, 588 Heyward Circle, Marietta, GA 30064

### **PRESIDENT-ELECT:**

Mrs. A. J. Campbell, 1500 West 16th, Sedalia, MO 65301

### **FIRST VICE-PRESIDENT:**

Mrs. Jim C. Barnett, P.O. Box 267, Brookhaven, MS 39601

### **VICE-PRESIDENT — EASTERN REGION:**

Mrs. William L. Smith, 1552 College Court, Montgomery, AL 36106

### **VICE-PRESIDENT — NORTHERN REGION:**

Mrs. M. McKendree Boyer, 25915 Woodfield Road, Damascus, MD 20872

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### **RECORDING SECRETARY:**

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Mrs. Milton F. Bryant, 3569 Dumbarton Road, N.W., Atlanta, GA 30327

### **TREASURER:**

Mrs. Winfield John, 1540 Buena Vista Drive, Huntington, WV 25704

### **HISTORIAN:**

Mrs. Edward L. J. Molz, 10624 Anglo Hill Road, Cockeysville, MD 21030

### **PARLIAMENTARIAN:**

Mrs. James H. Manning, 643 Kennesaw Avenue, N.W., Marietta, GA 30064



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*(Terms expire 1989)*

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**ARKANSAS:**

Mrs. Amail Chudy, 31 Heritage Park Circle, N. Little Rock, AR 72116

**DISTRICT OF COLUMBIA:**

Mrs. Harry C. Lynch, 3333 University Blvd., W., Apt. 701, Kensington, MD 20895

**FLORIDA:**

Mrs. Morris LeVine, 1900 Park Street, North, St. Petersburg, FL 33710

**GEORGIA:**

Mrs. William Tippins, Jr., 1772 Tamworth Court, Dunwoody, GA 30338

**LOUISIANA:**

Mrs. E. Edward McCool, 7646 Boyce Drive, Baton Rouge, LA 70809

**MARYLAND:**

Mrs. Charles Taylor, 7140 Talisman Lane, Columbia, MD 21045

**NORTH CAROLINA:**

Mrs. Robert J. Andrews, 1606 S. Live Oak Parkway, Wilmington, NC 28403

**OUT OF DISTRICT:**

Mrs. Clair J. Cavanaugh, 1320 Cleveland Street, Great Bend, KS 67530

*(Terms expire 1990)*

**KENTUCKY:**

Mrs. Ralph Herms, 2028 Impala Lane, Lexington, KY 40502

**MISSISSIPPI:**

Mrs. Joe Herrington, 5 Adams Circle, Natchez, MS 39120

**MISSOURI:**

Mrs. Jerry Meyer, 302 Sunset Hill Drive, Concordia, MO 64020

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Mrs. Charles Farmer, 3107 S. Columbia Circle, Tulsa, OK 74105

**SOUTH CAROLINA:**

Mrs. Count Pulaski, P.O. Box 207, Hampton, SC 29924

**TENNESSEE:**

Mrs. Charles A. Prater, 107 Church Street, Jellico, TN 37762

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**VIRGINIA:**

Mrs. Alonzo H. Myers, 5064 Crossbow Circle, S.W., Roanoke, VA 24014

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Mrs. Herman Fischer, 224 W. Olive Street, Bridgeport, WV 26330

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*(Terms expire 1989)*

### **ALABAMA:**

Mrs. Lamar Thomas, 3573 Rockhill Road, Birmingham, AL 35223

### **ARKANSAS:**

Mrs. C. H. Taylor, 2238 Washington, Memphis, TN 38104

### **DISTRICT OF COLUMBIA:**

Mrs. Richard DeRosa, 7639 Hartmaster Lane, McLean, VA 22101

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Mrs. Linus W. Hewit, 3305 Mullen Avenue, Tampa, FL 33609

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Mrs. Ralph A. Tillman, 248 Lester Road, Lawrenceville, GA 30245

### **LOUISIANA:**

Mrs. David Maraist, 617 Woodvale, Lafayette, LA 70503

### **MARYLAND:**

Mrs. Robert Roberts, 7501-B McKaig Road, Fredrick, MD 21701

### **NORTH CAROLINA:**

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*(Terms expire 1990)*

### **KENTUCKY:**

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### **VIRGINIA:**

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Mrs. Paul Gordon, 907 Duff Avenue, Clarksburg, WV 26301

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### LONG RANGE PLANNING:

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#### COORDINATOR:

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#### JUDGES CHAIRMAN:

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### RESOLUTIONS:

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### SOUTHERN CONNECTION EDITOR:

Mrs. William McPhee, 1205 West 76th Street, Kansas City, MO 64114



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# MINUTES FROM MEETINGS

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82nd Annual Scientific Assembly  
Southern Medical Association  
New Orleans, Louisiana  
November 6-9, 1988

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Includes all meetings held between  
November 5, 1987 and November 9, 1988

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# PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE COUNCIL

Birmingham, Alabama, March 12, 1988, 9:00 a.m.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Council of the Southern Medical Association held its meeting in the Wynfrey D Room of the Wynfrey Hotel on March 12, 1988. The meeting was called to order at 9:00 a.m. by the Chairman, Jim C. Barnett. Dr. John Redman opened the meeting with a prayer.

Members of the Executive Committee present: Jim C. Barnett, M.D., Chairman, Brookhaven, Miss.; John F. Redman, M.D., Vice-Chairman, Little Rock, Ark.; J. Lee Dockery, M.D., President, Gainesville, Fla.; Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; William W. Moore, Jr., M.D., Immediate Past-President, Atlanta, Ga.; Thomas C. Rowland, Jr., M.D., Columbia, S.C.; Angus M. McBryde, Jr., M.D., Charlotte, N.C.; and Louis A. Cancellaro, M.D., Johnson City, Tenn.

Members of the Executive Committee absent: Robert L. Baldwin, M.D., Birmingham, Ala.

Others present: Howard Kurzner, M.D., Miami, Fla.; Mr. Sydney Lavender, SMA Counsel, Birmingham, Ala.; and the following staff members from Birmingham, Ala.: Mr. William J. Ranieri, Executive Vice-President; Ms. Cynthia L. Lenoir, Director, Association Services; Mr. Timothy R. Taylor, Director, Operations; Mr. Kenneth M. Vinzant, Director, Fringe Benefit Programs; Bruce J. Bellande, Ph.D., Director, Education; Mr. Rudy Sturm, Assistant Director, Physicians' Purchasing Program and Ms. Barbara Mills, Administrative Assistant, Administration and Association Services.

## MINUTES OF PREVIOUS MEETINGS

Prior to the meeting, copies of the minutes taken at the Executive Committee Meetings on October 30, 1987 and November 3, 1987 were distributed for review.

**ACTION:**—It was moved by Dr. Smith and seconded by Dr. Mell that the first paragraph on page 8 of the November 3, 1987 Executive Committee Minutes be amended to read: "It was moved by Dr. Dockery and seconded that Dr. Redman be the designated liaison to the Auxiliary Council for 1988." The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell that the third paragraph on page 6 of the November 3, 1987 Executive Committee Minutes be amended to read: "That a 4-5 year timetable be implemented for scheduling of Long Range Planning Retreats, with the next retreat scheduled for 1991. It was also recommended that following the presentation to the Council at its Summer Meeting, the Long Range Planning Committee consider the appropriateness of extending the meeting dates to amend any alterations in the Long Range Planning it deems appropriate." The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded that the fourth paragraph of page 5 of the November 3, 1987 Executive Committee Minutes be amended to read: "Several suggestions were posed to the Chairman of Scientific Work concerning the SMA Annual Meeting by members of the Ex-

ecutive Committee for consideration." The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell that the Executive Committee Minutes of October 30, 1987 be amended on the second page, sixth paragraph to read: "It was moved by Dr. Redman and seconded by Dr. Painter to present to the Council the changes for the Committees on Insurance and Physicians' Retirement recommendations by Dr. Smith from Standing to Coordinating Committee status." The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell to approve the minutes as amended. The motion carried unanimously.

## REPORT OF THE PRESIDENT

J. Lee Dockery, M.D.

Dr. Dockery presented program plans and events for the Annual Meeting to be held in New Orleans, La. on November 6-9, 1988. A Mardi Gras theme will prevail and Drs. George S. Ellis, Sr. and George S. Ellis, Jr. will serve as Co-Chairmen for Local Arrangements.

Dr. Dockery announced that Dr. Jeane J. Kirkpatrick, Former United States Ambassador to the United Nations, will be the Opening Ceremony speaker and a tentative acceptance to speak at the President's Luncheon has been received from the present Miss America, Kaye Lani Ralfo. The President's Private Party will be held at the New Orleans Art Museum. Participants in the President's Symposium will be Dr. David Callahan, Ethicist from the Hastings Institute, Mr. Richard Lamm, former Governor of Colorado, and Dr. Robert E. Windom, Under Secretary of Health. The topic chosen for this Symposium is "Healthcare's Ethical Dilemmas."

## REPORT OF THE CHAIRMAN

Jim C. Barnett, M.D.

Dr. Barnett read a letter from SMA's Legal Counsel advising it would not be appropriate to include a review of the Southern Orthopaedic Association (SOA) audit in its Audit Report to the Council. He further stated it would be appropriate for SOA to engage its own independent auditors.

Following Dr. Barnett's update on SOA's audit review, Dr. Dockery commended Staff for their review of this audit information.

Dr. Barnett asked Dr. John Redman to present the report of the Ad Hoc Committee on Reimbursement. Dr. Redman reported the Committee held a conference call on February 10, 1988, at which time it was requested Mr. Taylor give a grid of options that may allow the flying of first class, such as frequent flyer upgrade, time of schedule of the flights prior to time of leaving, and other applicable options. A second conference call will be scheduled when all information is received and collated by the Committee.

Dr. Barnett reported the Standing Committee on Scientific Work met on February 25, 1988, to consider the possibility of a registration fee at the Annual Meeting. At this meeting it was recommended that the members be assessed a registration fee.



**ACTION:**—It was moved by Dr. Smith and seconded by Dr. Rowland to change SMA dues to \$100.00 per year without an Annual Meeting registration fee. After discussion this motion was withdrawn by Dr. Smith.

**ACTION:**—It was moved by Dr. Smith that SMA dues be increased to \$100.00 per year exclusive of Purchasing and Dial Access without an Annual Meeting registration fee.

The Motion was amended by Dr. Dockery and seconded by Dr. Rowland that SMA dues be increased to \$100.00 per year exclusive of Purchasing and Dial Access. The amendment carried.

Dr. Barnett asked for a show of hands on Dr. Smith's motion. The motion was defeated.

After discussion the following new motion was made:

**ACTION:**—It was moved by Dr. Mell and seconded that SMA accept the recommendation from the Committee on Scientific Work to accept a \$50.00 registration fee for the Annual Meeting. The motion carried with one dissenting vote.

Dr. Barnett announced the July 7-10 Summer Meeting schedule to be held at La Costa in California. Dr. Barnett requested that in an effort to conserve costs, the Councilors fly coach class and make travel plans as early as possible through the SMA Travel Agency.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri reported receipt of a communication from SMA's Legal Counsel regarding auditing SOA. In response to that legal opinion, the Council and SOA Board of Trustees asked that they receive a formal presentation on the status of SOA by the Executive Vice-President of SMA at each Board of Trustees and Council Meeting; in addition, at the Annual Meeting the president of SOA be invited to give a progress report to the SMA Executive Committee for the year. This is being done in an effort to improve communications between the two organizations.

Mr. Ranieri brought the Executive Committee up-to-date on the following SOA recent changes:

At the first opportunity to review the finance situation following the SMA Annual Meeting, SOA reviewed its financial situation and formed a Finance Committee. The Committee recommended and the Board approved the following: 1) an increase in dues from \$25.00 to \$50.00 and, 2) an increase in the registration fee for their Annual Meeting from \$250.00 to \$400.00. Also, next year the SOA will charge a spousal registration fee of \$100.00, 3) increase sponsorships for the Annual Meeting, 4) change the IRS status from 501 (c)(6) to 501 (c)(3) and 5) conduct an independent audit of SOA.

The current financial situation for 1987-88 indicates a cash flow surplus of approximately \$60,000. SOA is showing a current surplus of revenue over expenses through December of approximately \$13,000.

SOA's Annual Meeting is scheduled for August in Scotland, with over 200 participants registered.

Membership in SOA continues to expand, totaling over 2,000 members; of which 1,704 are dues paying. SOA has been growing at the rate of 9% a year and has just begun a strong membership campaign. SOA has responded to the request of the SMA Executive Committee and Council and it is very interested in becoming a viable organization. They have become the largest regional orthopaedic

association in the country in the four years that it has been in operation and its growth looks like it will continue strong in the future.

Mr. Ranieri stated legal counsel has advised SMA to keep SMA and SOA as separate as possible. As the organization gets larger, and as additional revenue is generated, it becomes difficult to make changes within a yearly budget.

Mr. Ranieri asked Mr. Timothy Taylor to report on the budget. Mr. Taylor reported SMA is behind in our financial projections. He pointed out that the *Journal* advertising and interest from insurance reserves are the two main reasons revenue is behind the predicted level.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Cancellaro that the budget be received for information and that Mr. Taylor be commended for his very excellent detailed report. The motion carried unanimously.

## REPORT OF THE COORDINATING COMMITTEE ON INSURANCE

Paul B. Lansing, M.D.

In the absence of Dr. Paul Lansing, Chairman, Dr. Rowland reported the Coordinating Committee on Insurance met in Atlanta, Ga. on February 6, 1988. He reported that the rate restructuring had not greatly affected the renewals and number of new applications received monthly and that steps have been taken to expedite claims promptly and resolve billing and service problems.

Dr. Rowland reported that program participants now total over 22,000 with approximately 2,500 new participants enrolled from April 1, 1987 to December 31, 1987. Total premium billed in September, 1987 was \$11.9 million versus \$10.8 million for April, 1987, reflecting an increase of 9.3% in the September billing period. October premium collections totaled \$10.9 million which represents 91% of the premium billed.

Insurance marketing plans include a six-month advertising campaign in the *Southern Medical Journal*, a brochure to promote the upgrade in life coverage to \$1,000,000, solicitation of residency programs, and a special brochure targeting physicians under the age of 35.

The insurance department staff is continuing work on the development and acquisition of a data management system and will present this proposal to the Committee at the June meeting.

The possibility of using area-based premiums in the future was discussed. The Committee requested that figures be prepared for presentation at the June meeting and it was requested that staff research and report to the Committee in June on a new Long-Term Disability III product for partial disabilities and an upgrade in benefits paid under the surgical schedule.

Dr. Rowland reported that the Committee voted on five individual requests regarding underwriting decisions.

**ACTION:**—It was moved by Dr. Redman and seconded by Dr. Smith to approve the report of the Coordinating Committee on Insurance. The motion carried unanimously.

## REPORT OF THE COORDINATING COMMITTEE ON PHYSICIANS' RETIREMENT

Howard Kurzner, M.D.

Dr. Howard Kurzner, Chairman, presented the report from the Coordinating Committee on Physicians' Retirement. Dr. Kurzner reported on a number of problems the Committee feels exist



within the Retirement Program. The primary concerns were: 1) the program does not appear to be growing at an acceptable rate and, 2) the Southern Medical Association is limited by the ERISA law as to the profit or expenses that can be extracted from the program. Specifically, Dr. Kurzner pointed out that the Association is allowed to only extract approximately \$90,000 from the program each year to cover actual expenses while the third-party administrator and the fund managers are able to profit from the operation of the program. Dr. Kurzner discussed in some detail possible solutions to these problems and advised the Council that the Southern Medical Association is checking into the legal aspects of the ERISA law to see if the Association's position can be improved. Possibilities include the Association assuming the marketing of the program.

In the meantime, the Committee recommended that certain changes be made to the rules applicable to the program, allowing an "Investment Only Option" for the Pension Trust Fund. Dr. Kurzner concluded by stating that the committee is not happy with the growth nor the income generated by the program. Dr. Kurzner advised that the committee will be researching these problems and will formulate some solutions to be presented to the Council at the Summer Meeting.

**ACTION:**—It was moved by Dr. Kurzner and seconded by Dr. Mell to accept the Recommendation of the Physicians' Retirement Committee to accept the "Investment Only Option" to the Pension Trust Fund. The motion carried unanimously.

**ACTION:**—It was moved by Dr. Redman and seconded by Dr. Smith that the Executive Committee accept the report of Dr. Kurzner on the Physicians' Retirement Program. The motion carried unanimously.

## **REPORT OF THE COORDINATING COMMITTEE ON ADMINISTRATION**

Joaquin S. Aldrete, M.D.

In Dr. Aldrete's absence, Mr. Tim Taylor presented the report of the Coordinating Committee on Administration. He stated the Committee requested clarification of its charge relative to reviewing personnel policies and fringe benefits for SMA Services and offered the recommendation that the Council recommend to the Board of Directors of SMA Services that it establish benefits that are comparable or equal to those of SMA employees.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Smith that the Southern Medical Association request the Board of Directors of SMA Services, Inc. to establish employee benefits comparable to those in effect from time to time for employees of the Southern Medical Association. The motion carried.

## **REPORT OF THE STANDING COMMITTEE ON LONG RANGE PLANNING**

Louis A. Cancellaro, M.D.

Dr. Cancellaro reported he is reviewing the revised Long Range Planning document and announced a meeting of the planning committee will be called during the end of May or early June, at which time the Committee will review the document as well as the executive summary.

**ACTION:**—It was moved by Dr. Redman and seconded by Dr. Dockery that the Long Range Planning Document return to the original executive summary format submitted to the Executive Committee November, 1986 at the time of the Summer Meeting. The motion carried unanimously.

## **REPORT OF THE STANDING COMMITTEE ON PUBLICATIONS AND ADVERTISING**

Thomas C. Rowland, M.D.

Dr. Rowland reported the Standing Committee on Publications and Advertising met by conference call on February 8, 1988. At that meeting it was recommended that Dr. John Thomison's contract be renewed for a period of three years beginning January 1, 1988, and ending December 31, 1990, at an annual salary of \$45,000.00. This includes a cost-of-living increase of \$5,000.00 and represents a 12.5% increase over the three-year period.

The minutes of the July 27, 1984 Executive Committee were read by Dr. Barnett relative to the position of an Assistant Editor to the *Southern Medical Journal*.

**ACTION:**—It was moved by Dr. Rowland to increase Dr. Thomison's salary to \$45,000 and approve a contract ending December 31, 1990. After discussion, this motion was withdrawn by Dr. Rowland.

Dr. Rowland advised the Executive Committee of the terms of Dr. Thomison's contract and Dr. Barnett gave a brief employment and salary history.

**ACTION:**—It was moved by Dr. Dockery that SMA renew Dr. Thomison's contract at \$45,000 for one year, to be renegotiated at the end of one year, and that SMA appoint an Associate Editor by the Summer Council Meeting of 1988.

Dr. Dockery withdrew his original motion and made the following substitute motion:

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman that the Executive Committee renew Dr. Thomison's contract for the next three years and that the contract be amended to incorporate the wording expressing the intent to secure the services of an Associate Editor in consultation with SMA legal counsel. The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman to charge the Committee to develop a description of the duties of an Associate Editor in consultation with Dr. Thomison for presentation to the Summer Council Meeting in July. The motion carried unanimously.

A cost analysis and financial impact study was conducted by staff and was designed to determine whether savings for the Association could be realized if members were given an option of receiving the Journal. The study found that with a reduction in circulation the following would likely occur; 1) lower advertising rates would have to be assessed and, 2) the total number of paid advertising pages would be reduced. When reductions in circulation and number of pages were compared with potential revenue, a net decrease of overall income would result and there would be no savings to the Association. In actuality, the Association might have to pay more in production costs.

**ACTION:**—It was moved by Dr. Rowland to accept the recommendation of the Committee on Publications and Advertising that there be no change in the Association's current policy and it is recommended that no further action be taken by the Executive Committee.

**ACTION:**—It was moved by Dr. Dockery and was seconded by Dr. Redman to amend Dr. Rowland's motion to read: The Committee on Publications and Advertising requests that there be no change in the Association's current circulation policy at this time. The motion carried unanimously.

**ACTION:**—It was moved by Dr. Redman and seconded to commend the Committee on Publica-



tions and Advertising on a job well done. The motion carried unanimously.

## REPORT OF THE DIRECTOR OF EDUCATION

Bruce Bellande, Ph.D.

Dr. Bruce Bellande reported the Call for Abstracts was issued in early February and guest speakers are being confirmed for Section Programs. The Section on Oncology has been established, officers elected and programs planned, and we are reactivating a Section on Physical Medicine and Rehabilitative Medicine. Six sections will be fully sponsored this year. To date commitments of \$50,000 for educational grant programs have been received.

An Aviation Medical Seminar is planned on November 4-6 offering 24 hours of continuing medical education for board certification. We plan to repeat the Social Security Courses in Disability Determination and will have four sponsored symposia on Smoking Cessation Techniques, additional symposiums on Geriatric Medicine Update, Use of Antimicrobials and Clinical Concerns in Primary Care, and a series of eight Workshops for Residents.

Dr. Bellande stated he was very pleased with the success of the Virgin Island cruise and also the grants received in support of the cruise.

Other Education Department activities: Involvement in establishing a Southern Medical Education Resources Consortium; establishing guidelines and by-laws for the Southern Society on Oncology; an independent study course awarding 2 hours of CME; the Planned Giving Program has received over \$5,000 in contributions and pledges as a result of our December mailing and Dial Access averages 800 calls per month and Video Access sales and rentals total 75 per month.

## REPORT OF THE DIRECTOR OF ASSOCIATION SERVICES

Ms. Cynthia L. Lenoir

Cynthia Lenoir, Director of Association Services reported that SMA has received encouraging response to the SMAAAC Attack which was initiated in San Antonio at the 1987 Annual Meeting. At that time each Councilor and Associate Councilor was asked to participate in the campaign and sign up five new members within their states.

Another membership recruitment program is the Arkansas one-on-one campaign in which we asked each member in that state to sign up one new member. A postcard has been developed for use in response to membership cancellations. Promotionally, SMA mails 900 recruitment letters each week targeting specific areas. SMA enjoys a 94% membership retention rate at present.

Early marketing reports indicate the sale of 156 of 267 exhibit booths for the 82nd Annual Scientific Assembly in New Orleans. At present we have a total of \$27,000 in sponsorship. In November a survey targeting 6,000 members is planned to determine what benefits members perceive as most desirable and determine what prompted them to join SMA. It is anticipated this information will enhance SMA marketing efforts.

One typographer has been added to the staff of SMA's Typography and Design Department to enable the continued high quality typesetting, creative design and printing services. February totals netted over \$18,000 and March is on a record pace to break the \$20,000 mark.

SMA Travel Services continues to offer members professional travel assistance for Association meetings, seminars, and personal travel. Airline and Amtrak ticket sales since inception were \$314,438.00 and \$50,000.00 in tours, cruises, hotels and car rentals, for a total of \$364,438.00.

Meeting Planning Services and Communications Resources arranged over 45 meetings, seminars and conferences during the past year. The 1987-1988 Yearbook and Annual Report are complete and were distributed at the meeting and have been mailed to members.

In a cost saving effort, the mailings of *Southern Medicine*, *Multi-Media* and *Physicians' Purchasing Program Update* were combined. A corporate identity has been developed by coordinating marketing activities and inserting ads in specific medical journals. A testimonial brochure to enhance marketing efforts has been developed also.

The SMA Auxiliary held its annual leadership conference last month in Birmingham and was attended by all the officers and 13 state Councilors. Two Auxiliary major programs are Medical Heritage and Doctors' Day. Current Auxiliary membership totals 25,988.

## REPORT OF THE DIRECTOR OF FRINGE BENEFIT PROGRAMS

Mr. Kenneth M. Vinzant

Mr. Vinzant reported the primary changes in the Insurance Program included the third-party administrators, claims operations, and the adoption of minimum premium. These changes were implemented to cut costs and improve service to our participants and staff has been successful as evidenced by reduction of expenses allowing a return of more premium dollars to the participants.

The insurance program has 22,000 participants enrolled representing approximately \$5 million in new annual premiums. \$11.9 million was billed in October of 1987 versus \$10.8 million billed in April of 1987, representing an increase of approximately 9.3% in billed premiums. Collections through December 31, 1987 equal approximately 91% of billed amount.

Mr. Vinzant also advised development of a new long term disability product is in progress. A life insurance increase to \$1,000,000 is already implemented and area based premiums, and upgrading services under evaluation. Several important recommendations will be brought to the association leadership that will help return the financial status and servicing that participants expect from the association.

The Retirement Committee met March 11, 1988 and discussed the enhancement of the program to allow expansion of benefits for various programs to be extended to those institutions that are not now participating.

## REPORT OF THE DIRECTOR OF INTERNAL OPERATIONS

Mr. Timothy Taylor

Mr. Tim Taylor reported SMA reserves at \$2.7 million and Third Party Administrator reserves at \$1.2 million for a total investment of \$3.9 million.

Mr. Taylor distributed computer printouts of new data that will enable assessment of SOA members' volume of purchases and participation by specialty for particular states.

Accounting Activities reported: Accounting meets monthly with each division Director apprising them of departmental revenues and expenditures within their departments.



Mr. Taylor also reported he is presently researching an affiliation with Maxwell-Gunter Federal Credit Union in Montgomery, Ala.

A lease agreement with GMAC has been reached to lease 3,000 square feet of their space in the SMA building beginning April 1st with anticipated renovation completion by April 15th. GMAC agreed to pay an allotment of \$3.50 per sq. ft. for 3,000 sq. ft. totaling \$10,500.00.

SMA recent purchases include an upgraded telephone system, a facsimile machine, and two copiers.

## **REPORT OF THE ASSISTANT DIRECTOR OF PHYSICIANS' PURCHASING PROGRAM**

Mr. Rudy Sturm

Mr. Sturm reported that in the two and one-half months since the Physicians' Purchasing Program was given approval to charge a \$15.00 participation fee, they have had a better than expected response. To date 66% of physicians have agreed to pay for this program.

A meeting was held with General Medical and approval was obtained to add staff as needed with General Medical paying 50% of employees' salary and benefits. The first new employee will be utilized in a telemarketing campaign to members who have paid the participation fee. A new catalog containing approximately 2,500 supply and equipment items has been printed. A sample price comparison is being conducted to determine competitiveness.

Response to a test market of IC Systems, Inc. Collection Agency was encouraging and monitoring

of the marketing is planned for six months and, if successful, marketing will begin in other states.

During the past year the cellular telephone service through Bell South Mobility has been so successful, the program has been expanded into other areas that network the entire SMA region, and hopefully within the next three months, it will be possible to offer extended coverage, based on a discount of hardware, airtime, and access charges.

Upon the recommendation of the Committee on Shared Services an agreement was signed with Jackson & Coker, a physicians' placement and recruitment company.

Dr. Mell asked for numbers on profit margins on each of these areas. It is Dr. Mell's perception these activities could be an opportunity to bring significant revenue to the association.

## **NEW BUSINESS**

It was suggested by Legal Counsel that it might be desirable to consider dividing staff salaries between SMA and SMA Services, as appropriate.

Dr. Barnett appointed a Committee of Dr. Rowland, Dr. McBryde and Dr. Baldwin to consider the allocation of staff salaries between SMA and SMA Services and report back to the Executive Committee at the Summer Meeting.

## **ADJOURNMENT**

There being no further business to come before the Executive Committee of the Council, it was moved by Dr. Redman and seconded that the meeting be adjourned.

The meeting adjourned at 2:30 p.m.

# PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE COUNCIL

Atlanta, Georgia, June 9, 1988, 12:00 p.m.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Southern Medical Association met on June 9, 1988 in the Augusta Room of the Marriott Airport Hotel at 12:10 p.m. in Atlanta, Ga. The meeting was called to order by Dr. Jim Barnett, Chairman of the SMA Council.

Members in attendance: J. Lee Dockery, M.D., President, Gainesville, Fla.; Jim C. Barnett, M.D., Chairman of the Council, Brookhaven, Miss.; William W. Moore, Jr., M.D., Immediate Past President, Atlanta, Ga.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; and John F. Redman, M.D., Little Rock, Ark.

Staff present: Mr. William J. Ranieri, Executive Vice-President; Ms. Cynthia L. Lenoir, Director, Association Services; Mr. Timothy Taylor, Director, Internal Operations; Mr. Kenneth Vinzant, Director, Fringe Benefits; Mr. Sydney Lavender, SMA Legal Counsel, and Ms. Barbara Mills, Administrative Assistant, Administration and Association Services, Birmingham, Ala.

Dr. Barnett advised that this Special Meeting of the Executive Committee was to be an informational discussion of the Insurance Program. He stated his concern that SMA has lost 900 members this year due to problems in administration of the Insurance Program. He further stated that at the Insurance Committee meeting on June 8, 1988 in Hartford, Connecticut, the Committee recommended that the administration of the Insurance Program be brought in-house.

Mr. Kenneth Vinzant stated that he is very confident he can assemble an appropriate staff to administer the Insurance Program by January 1, 1989. He also explained the duties of the in-house administrative staff.

SMA's Legal Counsel advised that Troy Hardin & Associates has agreed to: 1) A contract termination effective January 1, 1989; 2) The monthly payments which SMA would otherwise make for January, February, and March will be accelerated and paid during the balance of the year commencing in July; 3) warehousing of the software program; 4) an agreement to provide SMA with a nine-track

magnetic tape of all master files; 5) SMA will offer employment to all of Troy Hardin's employees in the Birmingham office on January 1, 1989 who are acceptable to SMA and agree to pay them the wages they are presently earning and benefits the same as SMA Services employees; 6) Troy Hardin & Associates will be available as consultants to SMA for outstanding work that is in addition to their contract obligation; 7) SMA will pay the invoice for work provided in March, 1987 in the amount of \$53,500. The above negotiations are subject to the approval of the SMA Council.

Staff recommended that SMA organize a Committee to assist in the vendor selection process.

Mr. Ranieri stated that over the past eight years SMA has not been a traditional type of association. SMA has striven to provide services to our membership that were perhaps different from other associations. As a result, SMA has accumulated a staff who really understand that their role is to be of service to its membership.

One of the problems with the Insurance Program involved the fact SMA never had a situation where we had an us-and-us situation; we always had an us-they situation. There was much dissatisfaction with World Service Life in terms of both cost and the service they performed, and there have been numerous problems with Troy Hardin. By bringing the Insurance Program in-house we will have an us-and-us situation because we will have the employees of SMA providing the service for the program participants and we will also, for the first time, have complete control of the program.

Dr. Dockery requested that the Subcommittee charged with the responsibility of evaluating the firms providing computer software invite the Vice-Chairman of the Council and the President-Elect along with the Chairman of the Insurance Committee and Chairman of the Council to the Vendor Selection Meeting.

## ADJOURNMENT

There being no further business to come before the Executive Committee, the meeting adjourned into Executive Session.



# PROCEEDINGS OF A SPECIAL EXECUTIVE COMMITTEE CONFERENCE TELEPHONE CALL

June 13, 1988, 7:00 p.m. C.D.T.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Southern Medical Association held a conference call on June 13, 1988 at 7:00 p.m. with Dr. Jim Barnett, Chairman, presiding. Dr. Barnett identified the following Executive Committee members participating in the call: Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; William W. Moore, Jr., M.D., Immediate Past-President, Atlanta, Ga.; Robert L. Baldwin, M.D., Birmingham, Ala.; John F. Redman, M.D., Little Rock, Ark.; Paul B. Lansing, M.D., New Orleans, La.; Thomas C. Rowland, Jr., M.D., Columbia, S.C.; and Louis A. Cancellaro, M.D., Johnson City, Tenn.

The following staff members participated: Mr. William J. Ranieri, Executive Vice-President; Mr. Kenneth Vinzant, Director of Fringe Benefit Programs; and Ms. Barbara C. Mills, Administrative Assistant, all of Birmingham, Ala.

Dr. Barnett stated a quorum was present and called upon Dr. Lansing, Chairman of the Insurance Committee. Dr. Lansing stated the Coordinating Committee met in Hartford, Connecticut on Friday and Saturday, June 3-4, 1988, and voted unanimously to recommend to the Council that the administration of the SMA Insurance Program be moved in-house and also voted to establish a Vendor Selection Committee which was charged with the evaluation of software and hardware to be used for the in-house administration of the Insurance Program. He stated SMA has experienced multiple problems and complaints regarding the service Troy Hardin & Associates supplied SMA.

Dr. Lansing read the following recommendations from the Coordinating Committee on Insurance:

1. That the contract for TPA services with Troy E. Hardin & Associates not be renewed following its expiration.

2. That the administrative function for the SMA Insurance Program be developed as an "in-house" program to take over from Troy E. Hardin & Associates.
3. That Sydney Lavender be authorized to negotiate with Troy E. Hardin & Associates an amended contract with Troy E. Hardin & Associates for a January 1989 take over of the administration functions with various provisions to ensure a smooth transition.
4. That a Committee be formed to approve a contract with an appropriate computer service company as soon as possible so as to be fully prepared to assume the insurance program in January, 1989.
5. That a search be begun by staff immediately for a qualified operations manager for the administration of the insurance program.

**ACTION:**—Dr. Rowland suggested that Sydney Lavender negotiate with Troy Hardin & Associates so there will be an appropriate amount of money withheld for leverage to ensure that Hardin & Associates fulfill the terms of their contract.

**ACTION:**—It was moved by Dr. Rowland and seconded by Dr. Cancellaro that SMA accept the five recommendations of the Insurance Committee stated above and further to add a sixth recommendation as follows: To charge our Attorney to continue negotiations with Hardin & Associates but to retain an appropriate amount of money to ensure that Hardin & Associates fulfill the terms of their contract. The motion carried.

Ken Vinzant, Director of SMA's Fringe Benefit Programs, will distribute an implementation schedule and will keep the Executive Committee informed as to progress.

## ADJOURNMENT

There being no further business to come before this Committee, Dr. Smith moved for adjournment at 7:47 p.m.



# PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE COUNCIL

Carlsbad, California, July 8, 1988, 9:25 a.m.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Council of the Southern Medical Association held a meeting in the Carnation Room of the La Costa Hotel & Spa in Carlsbad, California on July 8, 1988.

The meeting was called to order at 9:25 a.m. by the Chairman, Jim C. Barnett, M.D.

Members of the Executive Committee present: Jim C. Barnett, M.D., Brookhaven, Miss., Chairman; John F. Redman, M.D., Vice-Chairman, Little Rock, Ark.; J. Lee Dockery, M.D., President, Gainesville, Fla.; Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; Robert L. Baldwin, M.D., Birmingham, Ala.; Louis A. Cancellaro, M.D., Johnson City, Tenn.; Angus M. McBryde, Jr., M.D., Charlotte, N.C.; Thomas C. Rowland, Jr., M.D., Columbia, S.C.; and William W. Moore, Jr., M.D., Immediate Past-President, Atlanta, Ga.

Others present: Edward J. Tomsovic, M.D.; Tulsa, Okla.; John B. Thomson, M.D., Nashville, Tenn., and the following staff from Birmingham, Ala.: Mr. William J. Ranieri, Executive Vice-President; Ms. Cynthia L. Lenoir, Director, Association Services; Mr. Timothy R. Taylor, Director, Internal Operations; Mr. Kenneth Vinzant, Director, Fringe Benefits; Bruce J. Bellande, Ph.D., Director, Education; Mr. Sydney Lavender, SMA Legal Counsel; Ms. Linda Willingham, Administrative Assistant, Association Services, and Ms. Barbara C. Mills, Administrative Assistant, Administration and Association Services.

## MINUTES OF PREVIOUS MEETINGS

Prior to the July 8, 1988 meeting, copies of the Minutes taken during the Executive Committee meeting of March 12, 1988 were distributed for review. The following corrections were made:

Page 2, Paragraph 5: Dr. Robert E. Windom's name corrected to read Dr. Robert E. Windom.

Page 7, Paragraph 2: Action should read: It was moved by Dr. Rowland to increase Dr. Thomson's salary to \$45,000 and approve a contract ending December 31, 1990.

Page 7, Paragraph 4: Action should read: It was moved by Dr. Dockery that SMA renew Dr. Thomson's contract at \$45,000 for one year, to be renegotiated at the end of one year, and that SMA appoint an Associate Editor by the Summer Council Meeting of 1988.

Page 8, Paragraph 3: Sentence should read: An Aviation Medical Seminar is planned on November 4-6 offering 26 hours of continuing medical education for board certification.

Page 8, Paragraph 4: Sentence should read: Dr. Bellande stated he was very pleased with the success of the Virgin Island cruise and also the grants received in support of the cruise.

Page 8, Paragraph 5: Sentence should read: The Planned Giving Program has received over \$5,000 in contributions and pledges as a result of our December mailing and Dial Access averages 800 calls per month and

Video Access sales and rentals total 75 per month.

Page 10, Paragraph 4: Assessment should be inserted for assessment.

Page 10, Paragraph 7: Insert April 1 instead of April 1st. (See Appendix "A" in back pocket)

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman that the minutes of the March 12, 1988 Executive Committee be approved as amended. The motion carried.

## REPORT OF THE PRESIDENT

J. Lee Dockery, M.D.

Dr. Dockery reported that arrangements are progressing well for the Annual Meeting to be held November 6-9, 1988 in New Orleans, Louisiana. He reviewed specific details and stated he is anticipating a very interesting and exciting meeting.

## REPORT OF THE CHAIRMAN

Jim C. Barnett, M.D.

Dr. Barnett thanked the Executive Committee for their time and effort spent in Ad Hoc Committee meetings which enabled us to get through the major decisions regarding administration of the insurance program.

He stated SMA's biggest change this year was the decision to bring the Insurance Program administration in-house. He remarked that this activity is a major undertaking for the Association.

Dr. Barnett reported SMA's membership had stabilized and in May and June SMA had a substantial increase in dues paying members.

## REPORT OF THE AD HOC COMMITTEE ON REIMBURSEMENT

John F. Redman, M.D.

Dr. Redman reported that the Ad Hoc Committee on Reimbursement was charged to review the airfare portion of the reimbursement policy. The Ad Hoc Committee on Reimbursement recommended that the current reimbursement policy continue in effect unchanged. The Committee suggested including the statement "When possible, first class frequent flyer upgrades should be used. For short flights, coach travel is encouraged if it causes no inconvenience for the traveler."

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Cancellaro to accept the recommendation of the Ad Hoc Committee on Reimbursement. The motion carried.

## REPORT ON COST ALLOCATIONS STUDY

Thomas Rowland, Jr., M.D.

Dr. Rowland read a letter from Arthur Young & Company stating that Section 501(c)(3) is now limited to schools that actually have a faculty and a student body and, although the IRS has not challenged SMA's classification at this time, we do need to keep the Southern Medical Association's activities educational and promote its meetings to schools and physicians practicing in SMA's geographic area.



**RECOMMENDATION NUMBER 1.** That SMA allocate as much direct expense as legitimately possible to SMA Services on a direct expense basis rather than on an allocation basis.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that the Cost Allocations Committee's Recommendation No. 1 be amended to read: That SMA allocate as much direct expense as appropriate to SMA Services on a direct expense basis rather than on an allocation basis. The motion carried.

**RECOMMENDATION NUMBER 2.** That those individuals who are employed by SMA and SMA Services receive compensation from both organizations in a manner which equitably recognizes the amount of time that individual spends working for both organizations.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter to approve the Cost Allocations Committee Recommendation No. 2: That those individuals who are employed by SMA and SMA Services receive compensation from both organizations in a manner which equitably recognizes the amount of time that individual spends working for both organizations. The motion carried.

**RECOMMENDATION NUMBER 3.** That the Executive Vice-President, Mr. Ranieri, have his compensation so divided, but only after similar employee benefit packages have been developed for both organizations, and after the contract for Mr. Ranieri with SMA is finalized.

**ACTION:**—The Cost Allocations Committee Recommendation No. 3 was amended by Dr. Dockery, further amended by Dr. Redman, and seconded by Dr. Rowland to read: The compensation of the Executive Vice-President be divided between SMA and SMA Shared Services only after similar employee benefit packages have been developed for both organizations, and after the contract for the Executive Vice-President with SMA is finalized. The motion carried.

## REPORT ON ASSOCIATE EDITOR ACTIVITIES

Thomas Rowland, Jr., M.D.

Dr. Rowland reported a meeting was held at the SMA headquarters on March 31, 1988 for the following purposes: 1) to amend and review Dr. John Thomson's contract as Editor of the *Southern Medical Journal*; 2) review and approve a job description of the Editor; 3) discuss an appropriate Associate Editor's job description; and 4) develop a plan for recruitment and compensation for the Associate Editor. A Search Committee was formed and the position was budgeted. Dr. Thomson reported that Alan Blum, M.D., Assistant Professor of Family Medicine at Baylor was interviewed for the position.

Dr. Rowland, Dr. Thomson and Mr. Ranieri met and agreed on the following financial arrangements: 1) that SMA discontinue payment of \$3,000 each to two Assistant Editors and that these funds be transferred to the Associate Editor's salary; 2) during the first year of employment of the Associate Editor, \$5,000 be transferred from the Editor's salary to the Associate Editor and the \$4,000 balance be allocated from the general funds of SMA; and 3) in the second year of the Associate Editor's employment the entire \$9,000 be transferred from the Editor's salary. After this point, which is the end of our present Editor's contract, new contracts will be negotiated with both the Editor and Associate Editor.

Dr. Rowland introduced the following recommendations:

**RECOMMENDATION NUMBER 1.** That the Council approve the job descriptions for Editor and Associate Editor of the *Journal* and further, that an Associate Editor be employed to: (A) become familiar with the *Journal* and to relieve the Editor by assisting in the editorial process, and (B) to assume the position of Editor should something unexpected happen to the Editor or should he retire.

**ACTION:**—It was moved by Dr. Rowland, amended by Dr. Dockery and seconded by Dr. Redman to remove the (B) section of Recommendation No. 1 and amend the (A) section of Recommendation No. 1 to read as follows: To assist the Editor of the *Southern Medical Journal* in the editorial process. The motion carried.

**RECOMMENDATION NUMBER 2.** That a Search Committee for Associate Editor of the *Journal* be formed.

**ACTION:**—It was moved by Dr. Rowland, amended by Dr. Dockery and seconded by Dr. Redman that a Search Committee for Associate Editor be formed and consist of the Chairman of the Council, Vice-Chairman of the Council, Chairman of the Standing Committee on Publications and Advertising, Editor of the *Southern Medical Journal*, Executive Vice-President and Managing Director of the *Southern Medical Journal*, and the Director of Education. This Committee would approve a job description and select a final candidate, with a total budget not to exceed \$15,000 per year, to be presented to the Council at the November, 1988 Annual Meeting, if possible. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman that SMA offer the position titled Associate Editor. The motion carried.

**RECOMMENDATION NUMBER 3.** That current payments of \$3,000 per year to each of two Assistant Editors be discontinued and that these funds be allocated to the budget of the Associate Editor.

**ACTION:**—It was moved by Dr. Rowland and seconded by Dr. Redman that the current payments of \$3,000 to each of two Assistant Editors be discontinued and these funds be allocated to the budget of the Associate Editor. The motion carried.

**RECOMMENDATION NUMBER 4.** To hire Dr. Alan Blum at a salary of \$13,500 per year, plus \$1,500 for secretarial support, for a contract period of two years with option of renegotiation at that time, and that the salary be structured as previously discussed, pending the approval of the Search Committee.

**ACTION:**—It was moved by Dr. Rowland, amended by Dr. Dockery and seconded by Dr. Redman to hire Dr. Alan Blum at a salary of \$13,500 per year, plus \$1,500 for secretarial support for a contract period of two years with option of renegotiation at that time; 2) that the salary be structured as previously discussed, pending the approval of the three Search Committee members who have not yet met Dr. Blum; 3) the Executive Committee will approve his hiring on the approval of the three members who have not met Dr. Blum; and 4) that Dr. Blum be notified promptly of SMA's decision. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman that it be recorded in the minutes the Executive Committee's appreciation to Dr. Rowland and his Committee members for their excellent work and recommendations. The motion carried.



## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri reported Southern Orthopaedic Association's 5th Annual Meeting will be held in August in Edinburgh, Scotland with a record high attendance of 400 physicians. He also stated a permanent SOA Finance Committee was formed in January and the Committee recommended an increase in the annual membership registration fee of \$400 per member and \$100 for spouses.

Mr. Ranieri stated he has expressed an interest in land the City of Birmingham is presently developing for a research park, and has initiated discussions with the Mayor and the Development Board to determine if SMA would be a potential candidate for a land grant.

Mr. Ranieri presented the 1988-89 budget and executive summary of accomplishments as well as individual Division accomplishments.

At the request of the Budget Committee, additional cost cutting measures were implemented. In an attempt to secure further reductions, an annual cost savings of \$36,000 will be accomplished by using a lighter weight paper for the *Journal* and through negotiation with Administrative Consultants, Inc. \$30,000 was saved on the data processing contract for insurance administration.

**ACTION:**—It was moved by Dr. Mell and seconded by Dr. Dockery that Paragraphs 2 and 3 of the Executive Summary be deleted. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell that SMA publish one less issue of *Southern Medicine* and *Southern Connection* in the 1988-89 budget year and that SMA omit the SMA Auxiliary Leadership Conference in the 1988-89 budget year. The motion carried.

## REPORT OF ASSOCIATION SERVICES

Ms. Cynthia L. Lenoir

Ms. Lenoir reported that membership statistics indicate SMA has a total of 53,191 members. In the Associate membership category SMA has a membership of 11,737, which represents an increase of 27% over last year. Total membership of dues-paying and non dues-paying members represents a 4.4% increase. Dues-paying membership, not including life members, decreased 27%. We now stand at 23,532 dues-paying members with a retention rate of 93%. Complimentary membership this year includes the states of Alabama, Kentucky, Oklahoma and Louisiana.

Ms. Lenoir stated SMA staff has increased the membership in the Auxiliary roster to 33,630 and SOA has actively been promoting membership with a revised brochure, weekly promotional letters and personal assistance to Councilors in promoting membership to non-member orthopaedic physicians and the offering for the first time of a one-year complimentary membership to Texas physicians.

The SMAAAC Attack recruitment resulted in 322 new SMA members.

The Membership Committee met in May and will begin an active recruitment campaign for the female physician. One of the Committee's first actions will be to add a woman to the Committee.

The Annual Meeting brochure was mailed on June 6. Present figures indicate 377 registrations, 248 of whom are physicians, and a total of 266 exhibit booths have been sold.

## REPORT OF THE EDUCATION DEPARTMENT

Bruce J. Bellande, Ph.D

This year's Annual Meeting program will be one of the most comprehensive ever offered. Sixteen of nineteen Sections have agreed to offer the Resident Paper Competition opportunity. The Residents and Fellows' meeting of the SOA and the Section on Orthopaedic Surgery has attracted over 86 papers and approximately 60 will be presented in New Orleans. This year SMA will offer an Aviation Medicine Seminar and Workshop, 10 Special Symposia and 12 Postgraduate Courses. We anticipate over 50 Scientific Exhibits and 25 posters. Over \$50,000 in educational grants have been received. For 1988-89 the Education Department plans to offer two seminars, three postgraduate courses and several Specialty, Society, and Sectional meetings. SMA will offer the first Annual Meetings of the Southern Association for Oncology and the Southern Medical Educational Resources Consortium. SMA will host a joint meeting of the Emergency Medicine/Chest Section in January 1989. A repeat of the Clinical Cruise will be offered and a symposium on lung disease will be offered in June of next year. We will also offer seven of the courses in "How To Get Started in Medical Practice."

Other education information:

- Dial Access has 15,000 subscribers and averages 800 calls per month. Educational grants this past year totaled \$223,000.
- Sales and rentals for Video Access average 70 per month.
- *Southern Medical Journal* circulation averages 29,000 copies monthly.
- A Southern Medical Education Resources Consortium has been established.
- The Southern Association for Oncology selected a 14-member steering committee which met in Atlanta on June 11, 1988 and elected Dr. Painter as Chairman. The Committee voted to move forward in establishing a Southern Association for Oncology.
- SMA has received over \$100,000 in co-sponsored fees.
- The SMA Planned Giving Program mailed a second solicitation. A proposal to establish a Planned Giving Funds Development Committee has been prepared for consideration and approval.

## REPORT OF THE FRINGE BENEFITS DEPARTMENT

Mr. Kenneth Vinzant

Mr. Vinzant reported the Insurance Committee voted to bring the insurance administration in-house. He stated the Fringe Benefits staff is aware of the importance of bringing the program in-house and have gone about this selection in a business-like manner.

Mr. Vinzant added that due to government cost shifting, inflation, technological advances, welfare and AIDS costs, SMA finds it necessary to increase premium rates for major medical and major hospital plans.

Insurance Program benefits have been enhanced. It is now possible to elect a higher deductible amount to offset the cost increase. Also there is a 22% increase in surgical schedule benefits and an increase in the amount of long term disability benefits available.

The Vendor Selection Committee met in Birmingham on June 30, 1988 and selected the firm of Administrative Consultants, Inc. to work with the



staff in customizing a software package to meet SMA's specific needs.

At present staff is seeking an Operations Coordinator and will begin interviewing immediately.

#### **REPORT OF THE PHYSICIANS' PURCHASING DEPARTMENT**

Mr. William J. Ranieri

Mr. Ranieri reported the Physicians' Purchasing Program continues to grow at a spectacular rate. In January a \$15 administrative fee was initiated and we are projecting a yearly participation rate of 12,500 physicians, with sales rapidly approaching \$1,000,000 annually.

PPP has initiated a telemarketing program. At present PPP employs two full-time customer service representatives, bringing the total to five employees in the Purchasing Program.

The computer and practice management program is growing and SMA has entered into an agreement to offer personal computers at a substantial discount. Automobile pricing service continues strong.

Mr. Ranieri concluded his report by adding that a sales audit from May, 1987 through May, 1988 indicated that a total of 16,650 orders were received from SMA members, generating sales of \$3.8 million.

#### **REPORT OF INTERNAL OPERATIONS DEPARTMENT**

Mr. Timothy Taylor

Mr. Timothy Taylor reported that the Accounting Department has utilized the efforts of six clerks, and one Coordinator keeping the books on SMA, SOA, Typography & Design, Facilities Management,

Travel Services, Physicians' Purchasing Program and Fringe Benefits. Other organizations to be added include Fringe Benefits administration, the Southern Medical Consortium and the Southern Association for Oncology. This year for the first time Accounting produced financial statements on a monthly basis and met monthly with each Division Director to review areas of profit and loss.

Information Systems Department recently wrote a software editorial tracking program for the *Journal* which will be submitted to the American Society of Association Executives for award consideration.

A major activity during the coming year will be the development of an internal audit and control system for the Insurance administration.

Internal Operations will also implement and manage a 401(k) salary reduction plan.

#### **OLD BUSINESS**

Dr. Bellande stated that the Executive Committee requested additional information from other publications regarding an optional subscription policy for the SMA. The consensus of Circulation Directors of various journals is that circulation and advertising revenue are related. (The higher the circulation the more the *Journal* can assess in advertising rates). Also, a reduction in circulation may be expected to impact negatively on numbers of advertising pages.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman to continue the present *Journal* policy. The motion carried.

#### **ADJOURNMENT**

**ACTION:**—It was moved by Dr. Redman and seconded that the meeting be adjourned. The motion carried.

The meeting adjourned at 12:30 p.m.

# PROCEEDINGS OF THE COUNCIL

Carlsbad, California, July 9, 1988, 9:00 a.m.

## CALL TO ORDER AND ROLL CALL

The Council of the Southern Medical Association met in the Carnation Room of the La Costa Hotel and Spa in Carlsbad, California on July 9, 1988. The meeting was called to order at 9:00 a.m. by the Chairman, Jim C. Barnett, M.D.

Members of the Council present: Jim C. Barnett, M.D., Chairman, Brookhaven, Miss.; John F. Redman, Vice-Chairman, Little Rock, Ark.; J. Lee Dockery, M.D., President, Gainesville, Fla.; Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; William W. Moore, Jr., M.D., Immediate Past President, Atlanta, Ga.; Robert L. Baldwin, M.D., Birmingham, Ala.; Gordon S. Letterman, M.D., Washington, D.C.; Howard Kurzner, M.D., Miami, Fla.; E. Napier Burson, Jr., Atlanta, Ga.; Kenneth Crabtree, M.D., Gamaliel, Ky.; Paul B. Lansing, M.D., New Orleans, La.; John F. Strahan, M.D., Baltimore, Md.; Hugh E. Stephenson, Jr., M.D., Columbia, Mo.; Angus M. McBryde, Jr., M.D., Charlotte, N.C.; Thomas C. Rowland, Jr., M.D., Columbia, S.C.; Louis A. Cancellaro, M.D., Johnson City, Tenn.; Joseph T. Painter, M.D., Houston, Tex.; John A. Board, M.D., Richmond, Va. and Jack R. Traylor, M.D., Huntington, W. Va.

Others present: Mrs. Graham B. Milburn, President, SMA Auxiliary, San Antonio, Tex.; Joaquin S. Aldrete, M.D., Birmingham, Ala.; J. Edward Hill, M.D., Hollandale, Miss.; John B. Thomason, M.D., Nashville, Tenn.; Edward J. Tomsovic, M.D., Tulsa, Okla. and the following staff from Birmingham, Ala.; Mr. William J. Ranieri, Executive Vice-President; Ms. Cynthia L. Lenoir, Director, Association Services; Mr. Timothy R. Taylor, Director, Internal Operations; Mr. Kenneth Vinzant, Director, Fringe Benefits; Bruce J. Bellande, Ph.D., Director, Education; Mr. Sydney Lavender, SMA Legal Counsel; Ms. Linda Willingham, Administrative Assistant, Association Services, and Ms. Barbara C. Mills, Administrative Assistant, Administration and Association Services.

## MINUTES OF PREVIOUS MEETINGS

Prior to the meeting, the minutes of the October 30, 1987 Council meeting were distributed for review and approval.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Redman to approve the October 30, 1987 minutes with the following change: There being no further business to come before the membership at this time, Dr. Larry C. Smith adjourned the First Council Session of the 81st Assembly of the Southern Medical Association at 4:45 p.m. The motion carried.

## REPORT OF THE PRESIDENT

J. Lee Dockery, M.D.

Dr. Dockery presented the schedule of events and programs to be offered at the Southern Medical Association's Annual Meeting, November 6-9, 1988. He announced that Dr. Jeane Kirkpatrick will be the Opening Ceremony speaker and Kaye Lani Rae Rafko, Miss America, will be the President's

Luncheon speaker. Other confirmed arrangements include: the President's Private Party will be held at the New Orleans Museum of Art, and the President's Reception will be held at the Rivergate.

Entertainment for the President's Dinner Dance will feature Foster Brooks, Ray Stevens and two orchestras.

The President's Symposium is entitled "Health Care: Who Decides? Who Pays? Who is Responsible?" The Honorable Richard D. Lamm, former governor of Colorado and Larry Churchill, Ph.D., Professor of Social Medicine at the University of North Carolina and Dr. Robert Windom, Assistant Secretary for Health will participate. Dr. Dockery stated he is looking forward to an exciting meeting in New Orleans and expressed his appreciation to Dr. and Mrs. Barnett for the Summer Meeting at La Costa.

## REPORT OF THE CHAIRMAN

Jim C. Barnett, M.D.

Dr. Barnett welcomed the Councilors and visitors to the Summer Meeting and thanked staff for the planning involved in the meeting. He personally welcomed Mrs. Milburn to the meeting and recognized Dr. Robert Baldwin, Dr. Kenneth Crabtree, Dr. Jack Traylor and Dr. Louis Cancellaro as SMA's new Councilors. Dr. Barnett also welcomed Dr. Edward J. Tomsovic, who participated in the absence of Dr. Dehart from Oklahoma.

Dr. Barnett called upon Mrs. Milburn, SMA Auxiliary President, who expressed her appreciation for the subsidized Board meeting of the Auxiliary and the \$300.00 donation for the promotion of Doctors' Day. She reported she attended 12 state conventions and two media board meetings to increase the Auxiliary's visibility and promote membership.

Dr. Barnett reported that SMA Services, founded four years ago, is a wholly-owned subsidiary with an operating budget during 1987-88 of over \$2.5 million, and a projected profit of over \$600,000.

Dr. Barnett also reported that the Insurance Committee met in Hartford, Connecticut on June 2nd to discuss bringing the Insurance Administration in-house and at a Special Executive Committee conference call on June 13, they approved the in-house move and selected a software vendor.

Dr. Barnett presented the following recommendations from the Executive Committee session of July 8, 1988 to the Council for approval.

**RECOMMENDATION NUMBER 1.** That the contract for the Third Party Administrator services with Troy E. Hardin and Associates not be renewed following its expiration.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that the contract for the Third Party Administrator services with Troy E. Hardin and Associates not be renewed following its expiration. The motion carried.

**RECOMMENDATION NUMBER 2.** That the administrative function for the SMA Insurance Program be developed as an "in-house" program to take over from Troy E. Hardin and Associates.



**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that the administrative function for the SMA Insurance Program be developed as an "in-house" program to take over from Troy E. Hardin & Associates. The motion carried.

**RECOMMENDATION NUMBER 3.** That Sydney Lavender be authorized to negotiate with Troy E. Hardin & Associates an amended contract with Troy E. Hardin & Associates for a January 1989 takeover of the administration functions with various provisions to ensure a smooth transition.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that Sydney Lavender be authorized to negotiate with Troy E. Hardin & Associates an amended contract with Troy E. Hardin & Associates for a January 1989 takeover of the administration functions with various provisions to ensure a smooth transition. The motion carried.

**RECOMMENDATION NUMBER 4.** That a Committee be formed to approve a contract with an appropriate computer service company as soon as possible so as to be fully prepared to assume administration of the Insurance Program in January 1989.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that a Committee be formed to approve a contract with an appropriate computer service company as soon as possible so as to be fully prepared to assume administration of the Insurance Program in January 1989. The motion carried.

**RECOMMENDATION NUMBER 5.** That a search be begun by staff immediately for a qualified Operations Coordinator for the Insurance Program.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that a search be begun by staff immediately for a qualified Operations Coordinator for the Insurance Program. The motion carried.

**RECOMMENDATION NUMBER 6.** To charge the attorney of SMA to continue negotiations with Troy E. Hardin & Associates, but to retain an appropriate amount of money to ensure that Troy E. Hardin & Associates fulfill the terms of their contract.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter to charge the attorney of SMA to continue negotiations with Troy E. Hardin & Associates but to retain an appropriate amount of money to ensure that Troy E. Hardin & Associates fulfill the terms of their contract. The motion carried.

Dr. Lansing reported on the developments that have taken place since the Insurance Committee Meeting and the Executive Committee conference call meeting stating: 1) an amended contract with Hardin & Associates is being negotiated; 2) an Operations Coordinator is being sought; and 3) the Vendor Selection Committee has chosen Administrative Consultants, Inc., of Waterbury, Connecticut.

**ACTION:**—It was moved by Dr. Mell and seconded by Dr. Dockery that the Insurance Committee, in conjunction with staff and our consultants, establish a standard report format to be presented to the Council on a timely basis, with at least a semi-annual report, to fully disclose any problems that have been present in the Insurance Program, to assess the quality of underwriting and the quality of service to the membership. The motion carried.

Additional recommendations submitted by the Executive Committee to the Council for approval included:

**RECOMMENDATION NUMBER 7.** That the current reimbursement policy continue in effect

unchanged. When possible, first class frequent flyer upgrades should be used. For short flights, coach travel is encouraged if it causes no inconvenience for the traveler.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery that the current reimbursement policy continue in effect unchanged. When possible, first class frequent flyer upgrades should be used. For short flights, coach travel is encouraged if it causes no inconvenience for the traveler. The motion carried.

**RECOMMENDATION NUMBER 8.** That SMA allocate as much direct expense as appropriate to SMA Services on a direct expense basis rather than on an allocation basis.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that SMA allocate as much direct expense as appropriate to SMA Services on a direct expense basis rather than on an allocation basis. The motion carried.

**RECOMMENDATION NUMBER 9.** That those individuals who are employed by SMA and SMA Services receive compensation from both organizations in a manner which equitably recognizes the amount of time that individual spends working for both organizations.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Lansing that those individuals who are employed by SMA and SMA Services receive compensation from both organizations in a manner which equitably recognizes the amount of time that individual spends working for both organizations. The motion carried.

**RECOMMENDATION NUMBER 10.** That the compensation of the Executive Vice-President be divided between SMA and SMA Services only after similar employee benefit packages have been developed for both organizations, and after the contract for the Executive Vice-President with SMA is finalized.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that the compensation of the Executive Vice-President be divided between SMA and SMA Services only after similar employee benefit packages have been developed for both organizations, and after the contract for the Executive Vice-President with SMA is finalized. The motion carried.

**RECOMMENDATION NUMBER 11.** To contract with an Associate Editor of the *Journal* to assist the Editor in the editorial process.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter to contract with an Associate Editor of the *Journal* to assist the Editor in the editorial process. The motion carried.

**RECOMMENDATION NUMBER 12.** That a Search Committee for an Associate Editor be formed and consist of the following members: Chairman of the Council, Vice-Chairman of the Council, Chairman of the Standing Committee on Publications and Advertising, Editor of the *Southern Medical Journal*, Executive Vice-President and the Director of Education.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that a Search Committee for an Associate Editor be formed and consist of the following members: Chairman of the Council, Vice-Chairman of the Council, Chairman of the Standing Committee on Publications and Advertising, Editor of the *Southern Medical Journal*, Executive Vice-President and the Director of Education. The motion carried.

**RECOMMENDATION NUMBER 13.** That current payments of \$3,000 per year to each of two Assistant Editors be discontinued and that these



funds be allocated to the budget of the Associate Editor.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Rowland that current payments of \$3,000 per year to each of two Assistant Editors be discontinued and that these funds be allocated to the budget of the Associate Editor. The motion carried.

**RECOMMENDATION NUMBER 14.** To contract with Dr. Alan Blum as Associate Editor of the *Southern Medical Journal* at a contract fee of \$13,500 per year, plus \$1,500 for secretarial support, for a contract period of two years with option of renegotiation at that time and that the contract fee be structured as previously discussed; depending on the approval of the Search Committee.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Rowland to contract with Dr. Alan Blum as Associate Editor of the *Southern Medical Journal* at a contract fee of \$13,500 per year, plus \$1,500 for secretarial support, for a contract period of two years with option of renegotiation at that time and that the contract fee be structured as previously discussed; depending on the approval of the Search Committee. The motion carried.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri reported on SMA's investment program. He stated that over a year ago SMA's investments were transferred from an in-house function to Fiduciary Trust of New York. The Committee felt it was important to review the investment information on a regular basis and report again to the Council in November.

Mr. Ranieri reported on the Executive Summary of 1987-88 Accomplishments and Objectives, citing many major departmental accomplishments as well as SMA's operational and financial problems with the Insurance Program.

Mr. Ranieri further reported that 1988 was a strong year and while SMA experienced its first decline in net membership, he feels this will improve in the coming fiscal year.

Dr. Kurzner suggested SMA offer a booth at the Annual Meeting and give away an item in order to present an aggressive approach to marketing SMA benefits and products.

Dr. Lansing requested that the reference to non-member marketing on page 69 of the Councilor's booklets be deleted.

Mr. Ranieri stated the budget was presented to the Budget Review Committee in Atlanta on June 9, 1988 and he was charged by the Committee to develop recommendations for cost cutting to increase the budget surplus.

Mr. Ranieri asked Mr. Taylor to present an overview of SMA's budget and to explain the budget preparation. Mr. Taylor stated SMA has a total bottom line figure of \$209,018. This figure was obtained using the following cost savings: utilizing a lighter weight paper for the publication of the *Journal*, which will save approximately \$36,000 and a contract negotiation savings of \$30,000 in the Insurance administration budget.

The Executive Committee proposed several additional budget recommendations to the Council for approval.

**RECOMMENDATION NUMBER 15.** That SMA publish one less issue of *Southern Medicine* during the 1988-89 fiscal year.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that SMA publish one less

issue of *Southern Medicine* during the 1988-89 fiscal year. The motion carried.

**RECOMMENDATION NUMBER 16.** That SMA publish one less issue of *Southern Connection* in the 1988-89 budget year and that SMA omit the SMA Auxiliary Leadership Conference in the 1988-89 budget year.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that SMA publish three issues of *Southern Medicine* and two issues of *Southern Connection* in the 1988-89 budget year and that SMA omit the SMA Auxiliary Leadership Conference in the 1988-89 budget year. The motion carried.

Dr. Painter asked that a separate budget page be used to show SMA Services' operating statement and balance sheet for informational purposes and also inquired if SMA has a five-year projection based on assumptions of revenues and expenditures.

Dr. Painter complimented Mr. Taylor for his presentation of the financial information in summary format.

**ACTION:**—It was moved by Dr. Painter and seconded to approve the budget. The motion carried.

**ACTION:**—It was moved by Dr. Smith, amended by Dr. Moore and seconded by Dr. Painter that Section (D) concerning the Executive Committee on page 120 of the 1987-88 Yearbook be referred to the Bylaws Committee for refinement and definition of the duties of the Executive Committee. The motion carried.

## DISCUSSION OF THE FORMATION OF THE SOUTHERN ASSOCIATION FOR ONCOLOGY

Dr. Painter thanked each member of the Council for their assistance in appointing the individuals who agreed to serve on the Steering Committee.

Dr. Painter reported that a meeting of the Southern Association for Oncology was held in Atlanta, Ga. on June 11, 1988. It was the recommendation of that group: 1) To approve the affiliation agreement with the Southern Association for Oncology; 2) To broaden membership to include all oncologists; 3) To hold a meeting to occur during the SMA Annual Meeting in New Orleans; and 4) To designate a program Committee Chairman to develop a program in addition to, and in coordination with, a Section on Oncology.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery to approve the affiliation agreement with the Southern Association for Oncology. The motion carried.

## REPORT OF THE COORDINATING COMMITTEE ON EDUCATION

Louis A. Cancellaro, M.D.

Dr. Cancellaro complimented Dr. Rowland and Dr. Painter, Standing Committee Chairmen on Education, and Dr. Klink, Chairman of the Standing Committee on Scientific Work, for planning the program. He highlighted some of the annual meeting plans and activities.

Dr. Cancellaro asked Dr. Painter to speak on the Educational Resources Consortium. Dr. Painter reported that the Consortium was formed, the Board has been selected, and the bylaws and organizational agreements are under review. The Consortium's first formal meeting will be held in November.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery that SMA join the



Southern Medical Education Resources Consortium and appoint a four-member board. The motion carried.

The following recommendations were presented by the Committee on Education:

**RECOMMENDATION NUMBER 1.** That the concept of a voluntary contribution line for the Educational Endowment Fund be added to the annual dues notice.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery that Recommendation Number 1 be presented to the Council for consideration at its next meeting. The motion carried.

**RECOMMENDATION NUMBER 2.** To make the following changes under the Application for Loans section of the application: Items 1, 2 and 3 are to remain the same. (See Appendix "B")

Item 4 is being eliminated. Item 5 moves into the place of item 4.

Item 5: One letter from current faculty member of applicant's discipline.

Item 6: Interview letter from Councilor or his designee.

Item 7: Letter to validate applicant's graduation, date and standing.

Item 8: Sign enclosed release form, return immediately to SMA to be mailed to Financial Assistance Office at medical school of record, with our letter requesting an indication of student's financial history.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery to accept Recommendation Number 2 of the Committee on Education. The motion carried.

**RECOMMENDATION NUMBER 3.** To eliminate Item 5 of the eligibility requirements section of the residency training loan application: "be engaged in part-time clinical or laboratory research." (See Appendix "C")

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Dockery to eliminate Item 5 as stated in Recommendation Number 3. The motion carried.

Dr. Cancellaro called upon Dr. Thomison to inform the Council of the activities of the *Southern Medical Journal*. Dr. Thomison stated the *Journal* was holding its own and the computer software Editorial Tracking System will be complete after the purchase of additional communication software to enable the storage and transfer of data.

Dr. Thomison stated the savings realized by using a lighter weight paper for the *Journal* will not result in a noticeable difference in quality.

Dr. Cancellaro commended staff for their assistance throughout the year.

## REPORT OF THE COORDINATING COMMITTEE ON MEMBERSHIP

J. Edward Hill, M.D.

Dr. Hill thanked the Council for the opportunity of meeting with the Council and presented the recommendations of the Coordinating Committee on Membership.

**RECOMMENDATION NUMBER 1.** To further expand the role and responsibilities of Associate Councilors by sponsoring a membership recruitment campaign with incentives for their efforts, and to initiate the Associate Councilor membership recruitment campaign with a training session at SMA headquarters in Birmingham.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Cancellaro to further expand the role and responsibilities of Associate Councilors by sponsoring a membership recruitment campaign

with incentives for their efforts, and to initiate the Associate Councilor membership recruitment campaign with a training session at SMA headquarters in Birmingham. The motion carried.

**RECOMMENDATION NUMBER 2.** To offer an honorary membership in the Southern Medical Association to the Deans of medical schools in the SMA territory who are not presently members.

**ACTION:**—It was moved by Dr. Painter, amended by both Dr. Mell and Dr. Rowland, and seconded by Dr. Rowland that SMA invite the Deans or appropriate faculty members of medical schools in the SMA territory who are not presently members to join SMA as honorary members and have State Councilors contact the Deans.

**RECOMMENDATION NUMBER 3.** To appoint a female physician as a member of the Coordinating Committee on Membership and to recommend to Councilors that future Associate Councilor appointments should better reflect the emerging trend of the physician population.

No formal action was taken on Recommendation Number 3, however, the Committee was commended for implementation of the SMA policy.

**RECOMMENDATION NUMBER 4.** That materials highlighting the educational benefits offered by SMA be sent to the Chief's of Staff of smaller hospitals in the SMA territory to familiarize them with the Association.

**ACTION:**—It was moved by Dr. Cancellaro, amended by Dr. Dockery and seconded by Dr. Painter that materials highlighting the Educational Programs offered at SMA be sent to the Chief's of Staff of selected hospitals in the SMA territory to familiarize them with the Association. The motion carried.

**RECOMMENDATION NUMBER 5.** To send a complimentary issue of the *Southern Medical Journal* with a drop out subscription application once a year to medical libraries who do not subscribe along with a letter under separate cover to the Chief of Staff to inform him the *Journal* has been sent. This should be coordinated with the above recommendations to market SMA education activities to smaller hospitals.

**ACTION:**—It was moved by Dr. Cancellaro, amended by Dr. Dockery, and seconded by Dr. Painter to send a complimentary issue of the *Southern Medical Journal* with a drop out subscription application once a year to community hospitals who do not subscribe, along with a letter under separate cover, announcing the availability of the *Journal*. This should be coordinated with the above recommendations to market SMA activities to community hospitals. The motion carried.

**ACTION:**—It was moved by Dr. Rowland and seconded to reconsider Recommendation Number 5. The motion carried with one dissenting vote.

**ACTION:**—It was moved by Dr. Strahan and seconded that Recommendation Number 5 be tabled. The vote was tied. Dr. Barnett cast the deciding vote to table Recommendation Number 5.

**RECOMMENDATION NUMBER 6.** To offer physicians a two and three year discounted membership fee.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Lansing to refer Recommendation Number 6 to the Committee for further consideration.

## REPORT OF THE COORDINATING COMMITTEE ON INSURANCE

Paul B. Lansing, M.D.

Dr. Lansing, Chairman of the Coordinating Committee on Insurance, thanked the members of his



Committee for their interest and assistance and introduced the Committee's recommendations:

**RECOMMENDATION NUMBER 1.** To increase the maximum long term disability coverage available to Southern Medical participants from \$7,000 to \$8,000 per month.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter to increase the maximum long term disability coverage available to Southern Medical participants from \$7,000 to \$8,000 per month. The motion carried.

**RECOMMENDATION NUMBER 2.** That Southern Medical's insurance premiums be guaranteed for a period of six months instead of one year.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that Southern Medical's insurance premiums be guaranteed for a period of six months instead of one year. The motion carried.

**RECOMMENDATION NUMBER 3.** To increase medical rates 36% effective October 1, 1988.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Strahan to increase medical rates 36% effective October 1, 1988. The motion carried.

**RECOMMENDATION NUMBER 4.** That the surgical schedule dollar allowance per unit be increased from its current value of \$17.50 to \$22.00 per unit effective October 1, 1988.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that the surgical schedule dollar allowance per unit be increased from its current value of \$17.50 to \$22.00 per unit effective October 1, 1988. The motion carried.

**RECOMMENDATION NUMBER 5.** Dr. Lansing stated he was going to skip Recommendation Number 5 at the present time.

**RECOMMENDATION NUMBER 6.** To request Council to authorize the Coordinating Committee on Insurance to make decisions on Special Request reviews without the approval of the Council.

At this time Council discussed Recommendation Number 5.

**RECOMMENDATION NUMBER 5.** Special request reviews brought before the Committee included: Denials of Coverage, Surgery Schedule Complaints, Denial of Claims, and Payments on Mental Health Payments.

**ACTION:**—It was moved by Dr. Lansing, amended by Dr. Dockery and seconded by Dr. Painter, to request Council to authorize the Coordinating Committee on Insurance to make decisions on Special Request reviews. The motion carried.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that Recommendation Number 5 from the Coordinating Committee on Insurance be declared moot. The motion carried.

## **REPORT OF THE COORDINATING COMMITTEE ON PHYSICIANS' RETIREMENT**

Howard Kurzner, M.D.

Dr. Kurzner, Chairman of the Coordinating Committee on Physicians' Retirement, reported the Committee reviewed the pension and trust funds at a meeting on March 11, 1988 in Birmingham and that the Committee accepted a Retirement Program Enhancement Proposal (Investment Only Option). Dr. Kurzner described the expansion of benefits as a supplement to the Group Annuity contract and stated it does not in any way alter the master plan but will allow those members who have already

adopted custom plans to participate in the funding vehicles available to master plan participants without full commitment to the master plan.

**RECOMMENDATION NUMBER 1.** That the Investment Only option as presented by Mr. Vinzant be accepted pending legal counsel's production of the appropriate documents.

**ACTION:**—It was moved by Dr. Kurzner and seconded by Dr. Dockery that the Investment Only option as presented by Mr. Vinzant be accepted pending legal counsel's production of the appropriate documents. The motion carried.

## **REPORT OF THE COORDINATING COMMITTEE ON ADMINISTRATION**

Joaquin S. Aldrete, M.D.

Dr. Aldrete, Chairman of the Coordinating Committee on Administration, reported that the firm of Sirote, Permutt, McDermott, et al, has provided SMA with newly written plan documents for SMA's Health Insurance Plan to comply with the 1986 Tax Reform Act and updating the amount of life insurance coverage for employees. This firm has also provided SMA with a written plan document for SMA's Educational Reimbursement Plan.

Dr. Aldrete stated one of the advantages of the Employees' Pension plan was that interest earnings totaling \$67,860 were added to the plan, bringing the value of the plan to approximately \$900,000. A total of forty-five persons were participants in, or beneficiaries of, the plan at the end of the plan year, although not all of these persons had yet earned the right to receive benefits. Present plan trustees are: Mr. Ranieri, Mr. Taylor and Dr. Aldrete. Dr. Aldrete also reported that written material will be circulated to the Council soon regarding these issues.

## **REPORT OF THE STANDING COMMITTEE ON LONG RANGE PLANNING**

Louis A. Cancellaro, M.D.

Dr. Cancellaro, Chairman of the Standing Committee on Long Range Planning, stated he has requested staff to resubmit a streamlined draft of the Long Range Planning Document to cover five topics: Long Range Planning Recommendations, Objectives, Action Plan, and a column on Implementation, to be subdivided with headings. He also requested each department utilize this format for uniformity and clarity.

## **REPORT OF THE COORDINATING COMMITTEE ON SHARED SERVICES**

Robert L. Baldwin, M.D.

Dr. Robert Baldwin, Chairman of the Coordinating Committee on Shared Services, reported the Purchasing Program enjoyed continued success during the 1987-88 year.

Dr. Baldwin advised that the Physicians' Purchasing Department handled 16,650 orders totaling \$3,867,760.00.

He further advised that a participation fee of \$15.00 was initiated in January and to date just over 50% of the dues-paying physicians have paid the fee. A catalog containing approximately 2,500 items will be mailed to participants and a telemarketing campaign, utilizing one full-time employee, will generate leads for the Physicians' Purchasing Program.

Negotiations are underway with General Medical Corporation to cosponsor a field representative to sell the Physicians' Purchasing Program to private practices with special emphasis on large groups and clinics.



An agreement has been reached with the Jefferson County Medical Society for the Physicians' Purchasing Program to manage their purchasing program in a joint venture.

During 1988 a total of \$46,625.00 was received from ads placed in the Physicians' Purchasing Program *Update* publication.

Dr. Baldwin reported the following objectives for the Physicians' Purchasing Department: 1) To increase the membership base of participating physicians by 5%; 2) To increase gross sales by 10%; 3) To explore the development and implementation of a frequent buyer program in which physicians may earn awards for making their purchases; 4) To develop a system to monitor the service level; and, 5) To continue to develop new and meaningful programs and services.

Dr. Baldwin concluded his report with a special note of thanks and recognition to Mr. Rudy Sturm, Assistant Director of the Physicians' Purchasing Program.

### OLD BUSINESS

Dr. Letterman inquired if SMA could be expanded to include New Mexico and Arizona and requested an updated medical school list.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Smith that Dr. Letterman's question be officially referred to the Membership Committee and a report be provided to the Council at an appropriate future time. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Kurzner that the minutes officially reflect the knowledge and deep appreciation for the vast amount of work done by various Coordinating Committees, Committee Chairmen, Committee members and staff in providing information that permitted the Council to continue its duties in such an excellent way. The motion carried.

### ADJOURNMENT

Dr. Barnett thanked the staff for an excellent job. There being no further business to come before the Council at the present time, Dr. Barnett adjourned the meeting at 12:55 p.m.

*(Note: Copies of Appendices referred to in these minutes are on file at the SMA Headquarters Office in Birmingham, Alabama.)*

# WRITTEN REPORTS DISTRIBUTED TO THE COUNCIL PRIOR TO ITS FIRST SESSION

New Orleans, Louisiana, November 4, 1988

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

William J. Ranieri

The 1987-88 fiscal year was one of challenge for the Southern Medical Association. We were confronted with major problems in our Insurance Program which indirectly affected other areas of the Association. Despite the many problems, by the end of the fiscal year we were back on track and registering major gains in all areas of Association programming. My report will review the significant accomplishments for the period July 1, 1987 through June, 1988.

### ADMINISTRATION

As a direct result of the problems encountered in the administration of our Insurance Program, the staff was directed to search out options for improvement. After several months of investigation, staff recommended the implementation of an in-house administration of the insurance program. The recommendation was reviewed by the Coordinating Committee on Insurance and then passed on to the Council for final approval. The Council directed staff to move forward with the process and to be prepared to handle the administrative functions of the Insurance Program by January 1, 1989. These changes are currently being worked on and an implementation plan has been developed that will meet the January 1, 1989 deadline.

In other Council actions we added a new Standing Committee on Long Range Planning. The charge to this Committee is to review the accomplishments of staff as they relate to the Long Range Planning document. We will relate each year's management objectives directly to the recommendations of the long range plan. In addition, an action plan and an evaluation procedure will be added to the format to enable the Council to readily determine progress made on the long range plan.

Membership in our affiliated society continued to grow. The Southern Orthopaedic Association now has over 2,000 members. During the year plans were finalized for the development of a second affiliated society—The Southern Association for Oncology. In addition, the SMA was responsible for the development of a new consortium, the Southern Medical Education Resources Consortium. This is an organization comprised of medical schools and teaching hospitals in the South, along with the SMA.

Other highlights for the year include:

- 2,913 physician registrations for the San Antonio meeting.
- Annual operating budget exceeds \$8,000,000.
- Earned net surplus of \$278,000 for the year.
- Total number of active members in the Association exceeds 50,000.
- Participants in the Purchasing Program exceeds 4,201.
- Completed fifth fiscal year without a dues increase.

### ANNUAL SCIENTIFIC ASSEMBLY

The San Antonio Annual Meeting was one of the most successful in recent years. Registration of

physicians was just under 3,000 making it one of the most highly attended in recent years. We sold 240 exhibit booths which represented an increase of 140% over the 1980 meeting held in San Antonio. We had record sales for social functions, auxiliary functions, and for our postgraduate courses. We had eight special symposia, all sponsored by different companies. In addition, three specialty sections were sponsored. The Opening Ceremony featured the Honorable John Gavin, and the President's Luncheon included an outstanding address by John Stoessinger, Ph.D. The President's Symposium on the final day addressed the topic "Medicine As We Approach the 21st Century." All of the general sessions were filled to capacity, and the evaluations we received were outstanding.

### CONTINUING MEDICAL EDUCATION

Our CME programs continued to gain in quality and stature. We held a very successful postgraduate conference on a cruise ship and it was a sellout. Our specialty programs continued to grow and move toward financial stability.

### MULTI-MEDIA PROGRAMS

The number of subscribers to Dial Access during 1987-88 showed a slight increase in November and December but is now down approximately 2,000 subscribers from last year. To counter this trend, a program of telemarketing to members who are not Dial Access subscribers was instituted. In addition, the brochure "Dial Access Desk Reference" will again be used in the last few months of the year both to increase calls and to gain new subscribers. A brochure describing Dial Access and allowing free calls accompanies many of the membership mailings and is prominently displayed at SMA booths at state and society meetings. A new section on Allergy and Immunology is nearing completion, and revisions of Infectious Diseases, Arthritis and Rheumatism, and Gastroenterology are complete.

Our Video Access Program continued to expand. Seven of the new programs introduced this year deal with AIDS and adolescent alcoholism, topics of immediate and vital interest to practicing physicians. In addition, excellent programs on the more traditional medical subjects were introduced: laparoscopic surgery for gynecology, an update on our best-selling vasectomy program, and a new program on breast reconstruction. Significant progress was made in securing new sources of good programs through the SMA Consortium.

### SEMINARS AND REGIONAL POSTGRADUATE CONFERENCES

For the first time in 1988, SMA offered an educational clinical cruise. The Education Department developed and administered three eight-hour courses offering a total of 24 hours of CME on the cruise. Educational grants totaling \$15,000 were secured in support of the three faculty who presented the courses. SMA's Travel Department coordinated airline and other travel arrangements. A clipper cruise ship was chartered by the SMA maximizing profit opportunities from the sale of cabins.

Regional Postgraduate Conferences offering a total of 17 courses were conducted in three different



locations. These included Baltimore, Maryland, March 4-5; Tulsa, Oklahoma, April 8-9; and Miami, Florida, May 20-21, 1988. Because average attendance at the regional conferences did not achieve this year's objective, an evaluation of the marketing plan, course schedule and course content will be undertaken before the 1989 conferences are scheduled and courses developed. A plan to include courses designed for specialists and to market the conferences more aggressively will be formulated.

A new seminar entitled "Strategic Marketing and Practice Management" was developed and offered in Canada on June 24-26, 1988. The seminar presented timely information to assist physicians to enhance their practice profitability by implementing marketing and management strategies designed to expand patient load while containing costs.

#### SOUTHERN MEDICAL JOURNAL

A new computerized editorial tracking and disposition system was developed and installed this summer. The software will permit data entry of all manuscripts by title and author(s) in the editorial and publication process. Information on editors and essential chronology will be maintained by the system.

Efforts to employ a Deputy Editor for the *Journal* will begin this year. A job description was prepared and a Search Committee formulated. It is anticipated that a Deputy Editor will be employed by October, 1988.

A manuscript entry process was successfully implemented reducing typesetting expenses and enhancing productivity.

An overall rate increase for *Journal* advertising of 7 percent was implemented in January, 1988. Monthly pharmaceutical advertising averaged 30 pages per month and non-pharmaceutical ads averaged two pages. At year's end total monthly advertising averaged 32 pages. A *Journal* cost analysis study was conducted to determine methods of producing the *Journal* more effectively.

#### ASSOCIATION SERVICES

Staff has begun to collect and compile data from various sources within the industry to establish the number of physicians in each state for a comparison study between physician members within Southern Medical Association and the number of physicians within each state.

In each state in our territory we compared the number of SMA dues-paying and life members with the number of AMA office based hospital staff physicians. This information was developed for the 18 largest specialties by state. This shows us SMA's relative strength in each state. Based on this survey, the total percentage of physicians that are SMA physician members is listed below:

Alabama	40.4%
Arkansas	21.1%
D.C.	8.9%
Florida	21.8%
Georgia	42.4%
Kentucky	26.4%
Louisiana	52.7%
Maryland	11.4%
Mississippi	30.6%
Missouri	14.9%
North Carolina	21.3%
Oklahoma	13.7%
South Carolina	30.7%
Tennessee	31.3%
Texas	12.4%
Virginia	15.1%
West Virginia	17.1%

A major rewrite of the membership Master File has been completed. A file which indicates the programs, services and/or activities of each member's involvement in SMA can easily be accessed. Gender, age, specialty, and sub-specialty as well as demographics are now accessible. This rewrite gives the SMA staff a greater advantage in producing marketing strategies used to recruit new members.

#### TYPOGRAPHY & DESIGN

This department completed its fourth full year of operation. The quality of work produced continues to be of the highest standards. Outside business sales continue to increase monthly and the department registered a small profit for the second year in a row.

#### TRAVEL

The past six months marked the completion of the first year of SMA Travel Services. When the travel agency was established, the decision was made to stress service above sales. Consequently, much time is taken with physicians who call and book their travel plans with SMA Travel Services. We feel that after a year we now have a better overall view of the travel requirements and expectations of our membership and have done quite well from a statistical standpoint, with over \$1.5 million in sales in airline tickets alone. Additional sales include tours, cruises, hotel rooms, and theater tickets all over the world.

Our primary source of revenue, of course, comes from the educational seminars and the various committee and Council meetings held by the Southern Medical Association. For example, we sold \$45,000 in tickets for the clinical cruise last February and almost \$20,000 for the Emergency Physicians' meeting in January. We feel that our first year has been successful and look forward to enhancing this success during 1988-1989.

#### MARKETING SERVICES

During the past year, to enhance marketing efforts and to develop a corporate image, SMA streamlined our marketing activities to flow through one area within the Association. All marketing activities are now being handled in Association Services by the Sales and Marketing Coordinator who reviews all promotional information prior to distribution. We have recently completed a survey to approximately 2,000 SMA physician members to help us identify not only the programs and services we already offer that are beneficial to our physician members, but also new programs and services that should be offered.

#### AUXILIARY

Doctors' Day tray cards and tribute cards were available for the first time this year to be used in the promotion of Doctors' Day. Doctors' Day and Medical Heritage (Research and Romance of Medicine) were featured topics of the Auxiliary Leadership Conference. Projects continued to be featured in *Southern Connection* in order to provide information and ideas to Auxiliaries throughout the territory.

The Sixth Annual Auxiliary Leadership Conference was held in Birmingham, Alabama on February 19-21, 1988. Thirty Auxiliaries representing 13 states in the SMA territory attended the conference. Program topics included the SMAAAC Attack membership drive, the Councilor's role in promoting Doctors' Day, the Vice-Councilor's role in promoting Medical Heritage, and "Fringe Benefits" and the SMA Spouse.



*Southern Connection* continues to be a useful source of information for the Auxiliary members regarding upcoming events, projects, and meetings. A special article encouraging Auxiliaries to send SMA their home addresses was featured in one edition. Issues were mailed to the membership in March, July, and October.

#### FRINGE BENEFIT PROGRAMS

**Insurance**—Despite a number of administrative problems we did manage to achieve a number of accomplishments this past fiscal year. Over 2,500 new participants were enrolled in the SMA Insurance Program. The marketing of our insurance program was dramatically upgraded. A theme called "The Right Prescription" was developed for the marketing campaign, and ads were published in three Association publications. As a result, contact was made with over 193,000 physicians.

To support the marketing effort, we redesigned our sales and customer service literature. We revised and printed new benefit booklets, applications, and articles. In addition, we increased our visibility by attending more state, regional, and national association meetings.

**Retirement**—The SMA retirement program made some positive accomplishments. During the year, 17 new retirement plans were established with an estimated value of approximately \$1,050,000. We also established 147 new IRAs with a value of \$381,000.

#### PHYSICIANS' PURCHASING PROGRAM

Last year beginning in January we began to charge a \$15.00 annual participation fee for those members who choose to use the program. A catalog was developed containing approximately 2,500 of the most commonly used medical equipment and supply items. This catalog will only be mailed to those who pay the \$15.00 fee. After each member has had the opportunity to sign up for the purchasing program, marketing will be primarily directed to those physicians who have chosen to participate. We will market the program to non-participants on a semi-annual basis.

In 1987-88 a total of \$46,625 was received for ads placed in the *PPP Update*. This compares to a total of \$25,000 for the previous fiscal year. This accounts for about two-thirds of the cost of production and mailing of the *Update*.

#### INTERNAL OPERATIONS

Internal profit and loss statements have been expanded to identify separate activities in such a way as to show those activities which are self-supporting and those that require subsidizing. Example: Each educational seminar has its own profit and loss statement. We are able to tell which seminars have made money and which ones have lost.

Profit and loss statements are reviewed with Division Directors on an ongoing monthly schedule. Financial statements of profit and loss were generated by the fifteenth of every month and have been reviewed with each Division Director. These have also been provided to all Councilors on a regular basis via the monthly *Progress Report*.

SMA's internal organizational structure was strengthened during the year by the updating of all job descriptions throughout the entire organization.

In September, 1987 our Information Systems Department completed a total rewrite of the membership system software which now provides the information necessary to achieve our marketing goals.

Our data processing department has automated the order entry and billing functions of the purchasing program making our organization more efficient

and profitable. In January we introduced a \$15.00 annual participation fee to cover our administrative costs of providing the program to which approximately 50% of our members billed have subscribed.

A survey was conducted of SMA Alabama physician members to determine needs regarding a computer service bureau. We are now in the process of reviewing the survey results to determine financial soundness and revenue potential of such a program.

#### SUMMARY

While this past year was one of the more challenging years we have faced, we ended the year on a very positive note. Membership began to show strong gains; participation in all program areas expanded and we closed the year with a strong financial surplus which exceeded our budget expectations. We are in a strong growth position for the 1988-89 fiscal year. On behalf of the staff I would like to express our appreciation for your continued support.

#### READ AND APPROVED BY:

Mr. William J. Ranieri  
Executive Vice-President  
Southern Medical Association  
November 4, 1988

#### REPORT OF THE EDITOR OF THE SOUTHERN MEDICAL JOURNAL

John B. Thomason, M.D.

This report covers the editorial year October 1, 1987 through September 30, 1988. Addison B. Scoville, Jr., M.D. and Sam E. Stephenson, Jr., M.D. have continued as Assistant Editors. R. H. Kampmeier, M.D. continues to serve the *Journal* in the capacity of Editor Emeritus. The Editorial Board consists of Terry D. Allen, M.D., Dallas, Tex.; Randolph Batson, M.D., Troy, Ala.; Gerald S. Berenson, M.D., New Orleans, La.; Ben V. Branscomb, M.D., Birmingham, Ala.; Spencer S. Brewer, Jr., M.D., Atlanta, Ga.; Louis A. Cancellaro, M.D., Johnson City, Tenn.; Carlyle Crenshaw, Jr., M.D., Baltimore, Md.; Alvin J. Cummins, M.D., Memphis, Tenn.; Thomas B. Dameron, Jr., M.D., Raleigh, N.C.; Jean Holt, M.D., San Antonio, Tex.; M. Pinson Neal, Jr., M.D., Richmond, Va.; J. Graham Smith, Jr., M.D., Augusta, Ga. All have been diligent in fulfilling their duties of reviewing manuscripts and advising the Editor on matters relating to their various specialties and matters of editorial policy.

Following the meeting of the Executive Committee in February, 1987, a search committee was formed for employment of an Associate Editor for the *Journal*. We have been very fortunate in obtaining the services of Alan Blum, M.D., Assistant Professor and Coordinator of Patient Education and Health Promotion, Department of Family Medicine, Baylor College of Medicine in Houston, Texas. Dr. Blum is a graduate of Emory University Medical School, where he joined the Southern Medical Association as a student. Following his residency in family medicine, he became, in 1979, the first Morris Fishbein Fellow in Medical Journalism of the *Journal of the American Medical Association*. Since that time he has been Editor of the *Medical Journal of Australia*, and Editor of the *New York State Journal of Medicine*, leaving the latter position to return to a career in clinical medicine.

During the editorial year, 746 manuscripts, including 60 letters to the editor, were received, compared with 685 manuscripts, including 60 letters to



the editor, in 1986. Four hundred seventy four papers were published, including 63 letters to the editor, compared with 493, including 89 letters to the editor, in 1985. The overall rejection rate for 1987 was 48%, with a 42% rejection rate for primary articles and a 56% rejection rate for case reports. This compares with an overall rejection rate in 1986 of 40%, with 34% for primary articles and 48% for case reports.

After two years of declining numbers of manuscripts, the number of manuscripts this year increased, and was comparable to the number received in 1985. Despite this increase, a heavier hand at rejection has dropped the backlog of unpublished manuscripts below 300 for the first time in several years; it now stands at 284, something over 1/3 of them being primary articles.

Of all the papers presented at the Annual Meeting, only 50 were submitted for publication in the *Journal*; of those, 34 were accepted for publication, 15 were rejected, and 1 is still pending. The accepted articles included 25 primary articles, 7 case reports, and 2 current concepts. We do not, of course, need those papers, but it seems to me it would be to the advantage of all concerned to give the *Journal* first refusal. Though it would be counter-productive to require it, it should be encouraged more than I believe it is.

We had hoped to have completed computerization of the *Journal* around the end of last year, but problems with computerizing the membership list delayed our own computerization, so that we have only just now completed that process. As everyone becomes familiar with the process, and programming of the computer is completed, production of the *Journal* should be greatly enhanced.

Overall, this has been a good year. The *Journal* staff is superb, and the administration most supportive. Though the review process is sometimes slow, this is a problem faced by all peer-reviewed publications, and most reviews have been performed in a timely fashion, for which I am grateful to our many referees. As usual, the officers and council of the Association have been supportive and helpful, and we are fortunate in having had so many authors of superior manuscripts who have wanted to see them published in the *Journal*. Without them, of course, there would be no *Journal*.

#### READ AND APPROVED BY:

John B. Thomson, M.D., Editor  
*Southern Medical Journal*  
November 4, 1988

### REPORT OF THE COORDINATING COMMITTEE ON EDUCATION

Louis A. Cancellaro, Chairman (1987-1988)  
Joaquin Aldrete (1987-1988)  
O. W. Dehart (1987-1988)  
Robert W. Klink (1987-1989)  
Angus M. McBryde, Jr. (1987-1990)  
Joseph T. Painter (1987-1989)  
Thomas C. Rowland, Jr. (1987-1990)  
George T. Smith (1987-1990)  
Terrell B. Tanner (1987-1989)

#### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

This report highlights the many accomplishments of the Standing Committees that report to the Coordinating Committee on Education. The Standing

Committees are: Scientific Work; Grants, Loans and Scholarships; Publications and Advertising; and Multi-Media Programs. I commend the Standing Committee Chairmen and their respective members for a job well done, and extend my gratitude to them for the time and effort they have generously contributed in the achievement of the goals and objectives of the Association. Finally, I wish to recognize the diligence and dedication of the Education staff which has tirelessly and enthusiastically managed the day-to-day activities, programs, and special projects of the Association. I am indebted to the staff for their support and assistance which have made the fulfillment of my responsibilities as Chairman much more pleasant and productive.

The Coordinating Committee on Education takes pride in reporting another very successful and productive year of educational programming and services. Diversification and expansion of educational activities, recognizing the necessity of enhancing quality and initiating cost-conscious practices, summarize the current course of the Coordinating Committee on Education. With the assistance of the Education Department, the following activities have been accomplished.

- Conducted several surveys of the SMA general membership, specialty society members, residents, and institutional/corporate medicine providers and analyzed data to determine perceived educational needs.
- Developed and prioritized an education plan based on the manifest educational needs of the general membership as well as specialty segments of the Association.
- Implemented a cost-effective process utilizing appropriate budgetary cost-containment practice associated with program effectiveness evaluations.
- Implemented an Annual Strategic Marketing Plan to enhance participation in SMA's educational activities.
- Maintained the quality of the *Southern Medical Journal* and pursued greater advertising revenue.
- Expanded sponsored programming with and increased support for educational programs from industry.

Highlights of significant activities and accomplishments of the Standing Committees which were implemented by the Department of Education during 1987-88 included: conducting an educational clinical cruise in addition to conducting 3 regional postgraduate conferences offering 17 courses in three different locations; offering new practice management and marketing courses for residents and practicing physicians; expanding Dial Access and introducing a new section on Allergy and Immunology; expanding Video Access and offering several video programs by subscription; expanding Audio Access; developing a new series of home-study courses entitled "Clinical Concepts"; placing the *Southern Medical Journal's* editorial tracking system on computer and hiring an Associate Editor for the *Journal*; establishing a new affiliated society entitled the "Southern Association for Oncology" and a new Specialty Section on Oncology—SMA's 23rd section; achieving a record attendance of over 200 physicians at the 5th Annual Southern Orthopaedic Association's Annual Meeting; expanding cosponsored programs with industry and generating over \$100,000 in revenue; establishing a unique regional educational consortium composed of the SMA, medical schools and major teaching hospitals; and expanding SMA's

Educational Endowment Fund into a comprehensive Planned Giving Program.

Planning is well underway to develop program content and to procure faculty for educational programs to be offered in 1988-89. To facilitate program development, a needs assessment process was used to determine special educational needs recognizing demographic and practice-related characteristics. With that information, programs, dates and locations have been confirmed for the coming year. Other educational activities may be added in response to manifest needs.

#### **1988-1989 EDUCATIONAL CALENDAR Seminars and Postgraduate Conferences**

- February 16-19, 1989  
"How to Run a More Profitable Practice"  
Wyndham Rose Hall Beach Hotel  
Montego Bay, Jamaica
- March 16-19, 1989  
Postgraduate Conference  
Sandestin Beach Hilton  
Destin, Florida
- April 13-16, 1989  
Postgraduate Conference  
Royce Hotel  
Williamsburg, Virginia
- May 25-27, 1989  
Postgraduate Conference  
Peabody Hotel  
Memphis, Tennessee

#### **Specialty Society and Section Meetings**

- November 7-8, 1988  
1st Annual Meeting, Southern Association for  
Oncology  
New Orleans, Louisiana
- November 7-8, 1988  
1st Annual Meeting, Southern Medical Education  
Resources, Incorporated  
New Orleans, Louisiana
- January 4-8, 1989  
Symposium on Emergency and Critical Care  
Medicine  
Scottsdale Princess Hotel  
Scottsdale, Arizona
- May 3-7, 1989  
6th Annual Meeting Southern Orthopaedic  
Association  
Royal Antigua Hotel  
Antigua, West Indies

#### **SMA Special Educational Events**

- February 5-12, 1989  
2nd Annual Clinical Postgraduate Cruise  
Ultra Yacht, *Newport Clipper*  
Virgin Islands
- June 25-29, 1989  
Symposium on Lung Disease  
The Cloister  
Sea Island, Georgia

#### **Annual Scientific Assembly**

- November 6-9, 1988  
New Orleans Convention Center  
New Orleans, Louisiana

#### **"How to Get Started in Medical Practice: A Practice Management Workshop for Residents"**

- January 14-15, 1989  
Richmond, Virginia

January 28-29, 1989  
Raleigh, North Carolina

February 16-17, 1989  
Birmingham, Alabama

February 24-25, 1989  
Tampa, Florida

March 3-4, 1989  
Oklahoma City, Oklahoma

March 18-19, 1989  
Atlanta, Georgia

April 8-9, 1989  
Memphis, Tennessee

#### **CONCLUSION**

The activities and accomplishments of the Committees on Education and the Education Department, which are highlighted in this report, expanded significantly during 1987-88. New program initiatives were launched while other programs were eliminated. A management team approach was emphasized as a means to accomplish the many objectives set forth by the Department of Education. Overall this past year was a very successful one and has laid a stronger foundation for the future development and success of SMA's educational programs. Specific accomplishments of the Standing Committees this past year are summarized in the Committees' Reports which follow.

#### **STANDING COMMITTEE ON SCIENTIFIC WORK**

- Robert W. Klink, Chairman (1987-1988)  
Louis A. Cancellaro (1987-1988)  
S. Lane Bicknell (1987-1988)  
Terrell B. Tanner (1987-1990)  
Edward J. Tomsovic (1987-1989)  
DeWitt E. DeLawter (1987-1988)  
Alan Dimick (1987-1990)  
R. Bruce Shack (1987-1989)  
Thomas L. Pope, Jr. (1987-1988)

##### **Ex Officio:**

- J. Lee Dockery  
Jim C. Barnett

#### **ANNUAL MEETING**

The 82nd Annual Scientific Assembly will begin with the Opening Ceremony on Sunday morning, November 6, 1988, from 9:00-10:00 a.m. The scientific program will begin at 10:45 and includes:

- 62 half-day specialty sessions — 21 internationally known faculty — 502 scientific papers
- Joint meeting of the Sections on Dermatology and Plastic & Reconstructive Surgery will present a live patient demonstration on Vein Sclerosis
- A 1-day workshop on Aviation Medical Certification Standards and Procedures, designed for Aviation Medical Examiners and/or office staff, and physicians who are being considered for appointment as Aviation Medical Examiners
- A 3-day seminar on Aviation Medicine, designed to fulfill the FAA certification requirements of Aviation Medical Examiners
- Ten Sponsored Special Symposia
  1. Smoking Cessation: Trials, Tribulations & Techniques (Lakeside Pharmaceuticals—Division of Merrell Dow)
  2. The Geriatric Patient: Clinical Characteristics and Challenges (MSL Education Unit of The Upjohn Company)
  3. Diabetes Mellitus: Achieving Control in the Office Practice (Eli Lilly and Company)



4. An Update on Parkinson's Disease (United Parkinson Foundation)
  5. Critical Care Issues in Primary Care (Glaxo, Inc.)
  6. Physiology of Hair Loss: Managing Myths and Misconceptions (MSL Education Unit of The Upjohn Company)
  7. The Emerging Role of the New Fluoroquinolones (Miles, Inc.)
  8. Infectious Disease: Diagnosis and Treatment in the Office Practice (Eli Lilly and Company)
  9. Disability Evaluation Under Social Security: A Presentation for Treating Physicians (Social Security Administration)
  10. Mechanisms and Therapy of Aging Skin (Dermatological Division of Ortho Pharmaceutical Corporation).
- Three Sponsored Sections
    1. Family Practice (Eli Lilly)
    2. Gastroenterology (Marion Laboratories)
    3. Medicine (Eli Lilly)
  - Twelve Postgraduate Courses
    1. How to Run a More Profitable Practice
    2. Clinical Course for Pelvic Surgery
    3. Flexible Sigmoidoscopy
    4. Pediatric Emergencies
    5. Anxiety Disorders: Diagnosis, Epidemiology, and Prognosis
    6. Problems in Ophthalmology: Solutions for the Primary Care Physician
    7. Current Techniques in the Management of Hearing and Balance Disorders
    8. Orthopaedics for the Primary Care Physician
    9. Advances in Pulmonary Medicine for the Practitioner
    10. Clinical Information Management by Personal Computer
    11. The Nose, Paranasal Sinuses
    12. Male Sexual Dysfunction
  - Seven Joint Meetings of the Specialty Sessions
    1. Radiology and Emergency Medicine
    2. Dermatology and Plastic & Reconstructive Surgery
    3. Ophthalmology and Pediatrics & Adolescent Medicine
    4. Otolaryngology—Head & Neck Surgery and Pediatrics & Adolescent Medicine
    5. Plastic & Reconstructive Surgery and Surgery
    6. Family Practice, Surgery, Colon & Rectal Surgery, and Gastroenterology
    7. Otolaryngology—Head & Neck Surgery, Plastic & Reconstructive Surgery, and Radiology
  - 18 Sections will participate in the Resident-in-Training Awards Competition.

The President's Symposium will be on Wednesday morning, November 9, from 9:00-11:00 a.m. "Health Care: Who Decides? Who Pays? Who Is Responsible?" has been selected by Dr. Dockery as this year's theme. A panel of distinguished experts will convene to discuss the following topics:

"Ethical Issues in Chronic, Severe, and Catastrophic Illnesses"  
 Larry R. Churchill, Ph.D.  
 Department of Social Medicine  
 University of North Carolina  
 Chapel Hill, NC

"Economic Welfare and Social Justice"  
 Robert E. Windom, M.D.  
 Assistant Secretary of Health  
 Department of Health & Human Services  
 Hubert Humphrey Building  
 Washington, DC

"Critical Decisions in Medical Care: Birth to Death"

The Honorable Richard D. Lamm  
 University of Denver  
 Department Center for Contemporary Issues  
 University Park  
 Denver, CO

The Subcommittee on Scientific Exhibits and Awards approved 41 applications for display, and 17 poster presentations. Two hundred and fifty-five technical exhibit booths sponsored by 105 companies will be on display also.

The Southern Obstetrical and Gynecological Society will be meeting conjointly with SMA again this year. We are pleased to have the Dermatology: Clinical and Dermatopathological Seminar, the Eighteenth Annual George Papanicolaou Memorial Seminar, the Radiological Society of North America, and the Fifth Annual Residents and Fellows' Conference of the Southern Orthopaedic Association also meeting with us in New Orleans. The newly formed affiliated organizations will host their first annual meetings with SMA in New Orleans. SMA welcomes the Southern Association for Oncology and the Southern Medical Education Resources Consortium and extends best wishes for success.

Abstracts for the New Orleans meeting were published in the September issue of the *Journal*. We believe that publication of the abstracts previewing the papers to be presented will increase meeting registration and also stimulate section meeting attendance. Publication in the *Supplement* by authors can be used as a bibliographic reference. Additionally, a Program Supplement consisting of abstracts of scientific papers, posters and exhibits was printed and distributed at the Annual Meeting. All SMA members received a copy of their specialty section agenda in September which allowed them to decide which meetings and lectures they wished to attend.

In developmental areas for the Department of Education, the Annual Meeting received first priority. We have retained many of our previous sponsors and have added several new ones. Over \$50,000 in educational grants were awarded to the Association in support of the Annual Meeting Scientific sessions and symposia. For the first time this year, grants totaling \$16,800 were procured to help defray costs of publishing and printing the Scientific Program and Program Supplement.

At the Section Secretaries Conference this past December, joint section meetings and special symposiums which were proposed have been incorporated in this year's program. Moreover, a special session was conducted at which section secretaries and scientific work committee members participated in several discussion groups which addressed key issues concerning educational needs and membership. Each discussion group presented an oral report and a comprehensive list of recommendations was formulated. The findings of these discussion groups are being used to enhance educational and membership program planning and implementation. A similar session addressing different issues will be scheduled this December. Among other topics, strengthening SMA's specialty membership and increasing participation in annual

meeting specialty section programs will be presented for discussion this year.

### **STANDING COMMITTEE ON GRANTS, LOANS AND SCHOLARSHIPS**

O. W. Dehart, Chairman (1987-1988)  
John A. Board (1987-1988)  
Eugene E. Taylor (1987-1990)  
E. Napier Burson, Jr. (1987-1988)  
James F. Gibson (1987-1989)  
John F. Strahan (1987-1989)  
Charles P. Nicholson, Jr. (1987-1989)  
Jack R. Traylor, Jr. (1987-1990)  
John D. Bonnet (1987-1990)

#### **Ex Officio:**

J. Lee Dockery  
Jim C. Barnett

### **RESIDENCY TRAINING LOAN PROGRAM**

The Committee met on May 21, 1988 at the Airport Marriott in Atlanta, Georgia and reviewed sixteen (16) applications for Residency Training Loans. Motions were made to delete one application from consideration due to incompleteness, another one due to the applicant's not having completed one year of post-medical school training, and two others due to their residency training being conducted outside the SMA's territory. The remaining twelve (12) loans were approved for \$2,400 each. (See Exhibit "A").

### **RESEARCH PROJECT GRANT PROGRAM**

The Committee reviewed sixty-two (62) applications for Research Project Grants from twenty-six (26) medical schools. A total of \$60,000 is budgeted annually for this program. The Committee held to the policy of a maximum of two grants from any one medical school, if sufficient funds were available. The Committee voted to award twenty-five (25) of

the sixty-two (62) applications; however, since the Committee met, one applicant has withdrawn his application leaving the total amount granted of \$57,737. (See Exhibit "B").

The Committee moved that the following policy be adopted: Requests for special consideration of using left-over funds for transportation to present papers at medical meetings be referred to the Chairman of the Committee for a decision to be made by him on an individual basis.

### **MEDICAL SCHOOL STUDENT SCHOLARSHIP PROGRAM**

Of the forty-nine (49) medical schools solicited for scholarships in Southern Medical Association's territory, forty-one (41) have actually responded with applications being submitted by the Deans on the students' behalf. A total of \$40,500 has been awarded for the 1987-88 school year. (See Exhibit "C").

### **EDUCATIONAL ENDOWMENT FUND**

An update on funds received for the Endowment Fund is presented in Exhibit "D". The Committee recommends that the Council consider the concept of a voluntary contribution line being added to the annual membership dues billing for members to check off if they desire to make a contribution to the Educational Endowment Fund.

### **OTHER BUSINESS**

Several changes to the Residency Training Loan application and eligibility requirements section of the application form were proposed and were formally approved at the Summer Council meeting in July.

Dr. Dehart wishes to express his appreciation to Dr. James Gibson for the fine job he did in chairing the May Committee meeting in his absence while he was convalescing from back surgery.



**EXHIBIT "A"**  
**SMA RESIDENCY TRAINING LOAN RECIPIENTS**  
**1988-1989**

Name/Address	Amount of Loan	Due Date of Loan
Anthony N. Avallone, M.D. 10923 Doud Houston, TX 77035	\$2,400.00	July 1, 1989
Jerry L. Barron, M.D. 3802-3 Selwyn Farms Lane Charlotte, NC 28209	\$2,400.00	July 1, 1990
Karen R. Burton, M.D. 4545 S.W. 84th Drive Gainesville, FL 32608	\$2,400.00	July 1, 1992
Michael C. Comstock, M.D. 4064 N.W. 23rd Circle Gainesville, FL 32605	\$2,400.00	July 1, 1992
Kevin J. Jeansonne, M.D. 3021 16th Street, Apt. A Metairie, LA 70002	\$2,400.00	July 1, 1989
Richard A. McGahan, M.D. 12135 Valley Hills Houston, TX 77071	\$2,400.00	July 1, 1990
Dale R. Meyer, M.D. 2310 Sulgrave Avenue Baltimore, MD 21209	\$2,400.00	July 1, 1990
Dallas M. Miller, M.D. 4096 Amherst Way Martinez, GA 30907	\$2,400.00	July 1, 1989
Christopher S. Shumake, M.D. 530 Cedarhurst Road Jackson, MS 39206	\$2,400.00	July 1, 1989
Timothy S. Smyth, M.D. 304-13 Diamond Village Gainesville, FL 32603	\$2,400.00	July 1, 1990
Karl C. Wenner, M.D. 3216 Westfield Road Charlotte, NC 28209	\$2,400.00	July 1, 1990
John A. Yarbrough, M.D. 3111 Ramsgate Road Augusta, GA 30909	\$2,400.00	July 1, 1990

# EXHIBIT "B"

## SMA RESEARCH PROJECT GRANT—RECIPIENTS 1988

Recipient / School / Department	Title of Project	Amount of Grant Awarded
Robert J. Campbell, M.D. Baylor College of Medicine Houston, Texas <i>Urology</i>	Leydig Cell Function Following Radiotherapy for Occult Testicular Recurrence of Acute Lymphoblastic Leukemia	\$2,500
William F. Flanagan, M.D. Baylor College of Medicine Houston, Texas <i>Cell Biology</i>	Cloning of the Gene Expressing Prostate — Specific Antigen	\$2,500
Keith D. Holmes, M.D. Bowman Gray School of Medicine Winston-Salem, North Carolina <i>Otolaryngology</i>	Anterior Glottic Stenosis: One-Step Endoscopic Repair or Prevention	\$2,500
Richard Frank Loeser, Jr., M.D. Bowman Gray School of Medicine Winston-Salem, North Carolina <i>Rheumatology</i>	Further Characterization and Study of Phospholipase A2 in Rheumatoid and Osteoarthritis	\$2,500
Mark Michels, M.D. Emory University School of Medicine Atlanta, Georgia <i>Ophthalmology</i>	Retinal Light Toxicity in the Primate Model: Determination of Damage Threshold and Utility of Selective Visible Blue Attenuation	\$2,500
Robert A. Koopmans, M.S. II George Washington University School of Medicine Washington, D.C. <i>Neurology</i>	Magnetic Resonance Imaging and Multiple Sclerosis: Assessment of Disease Activity	\$2,460
Scott M. Schneider, M.S. II George Washington University School of Medicine Washington, D.C. <i>Surgery</i>	Effects of Direct Intraarterial Injection of Deferoxamine on an Axial Pattern Skin Flap in the Rat	\$1,550
Deborah Gott Keenum, M.S. II Johns Hopkins University School of Medicine Baltimore, Maryland <i>Ophthalmology</i>	Vacuum Pump Applicator and Lectin Immunohistochemical Stain for Improving Assessment of Vitamin A Status	\$1,900
Jonathon Marc Frantz, M.D. Louisiana State University School of Medicine New Orleans, Louisiana <i>Cornea, External Disease &amp; Refractive Surgery</i>	Do Fresh (Unfrozen) Epikeratophakia Grafts Elicit Allograft Reactions?	\$2,500
Pamela Gayle Hanna, M.D. University of Florida College of Medicine Gainesville, Florida <i>Anesthesiology</i>	Comparison of Central Venous Catheters for Aspiration of Venous Air Embolism	\$2,500
David Edward Milov, M.D. University of Florida College of Medicine Gainesville, Florida <i>Pediatrics</i>	Trace Elements in Sickle Cell Disease: Relationship to Disease Severity and Vitamin E Status	\$2,500
John Robert Barton, M.D. University of Kentucky College of Medicine Lexington, Kentucky <i>Obstetrics &amp; Gynecology</i>	The Use of Hydralazine vs. Nifedipine for Treatment of Hypertension in Post Partum Patients with Severe Pre-Eclampsia	\$2,450



# EXHIBIT "B" (Continued)

Recipient / School / Department	Title of Project	Amount of Grant Awarded
Ruben D. Penaranda, M.D. University of Maryland School of Medicine Baltimore, Maryland <i>Pulmonary Medicine</i>	Regulation of Beta-adrenergic Receptors in Patients with Septic Shock	\$2,500
Anil Kumar Sood, M.S. I University of North Carolina School of Medicine Chapel Hill, North Carolina <i>Surgery</i>	Distribution of Human Papillomavirus Types 6, 11, 16, and 18 in Mecklenburg County, N.C.	\$2,400
Rudolph J. Triana, M.D. University of North Carolina School of Medicine Chapel Hill, North Carolina <i>Head &amp; Neck Surgery</i>	Cochlear Microcirculation and Hearing: A Comparison of the Responsiveness of the Micro-Vasculature in the Diabetic and Non-diabetic State to Alpha-Adrenergic Stimulation	\$2,500
Geoffrey Mukasa Mukwaya, M.D. University of Oklahoma College of Medicine Oklahoma City, OK <i>Pediatric Infectious Diseases</i>	Detection and Monitoring by Gas-Liquid Chromatography of Mycobacterial Infections in Immunocompromised Hosts	\$2,500
David Paul Christenberry, M.D. University of South Alabama College of Medicine Mobile, Alabama <i>General Surgery &amp; Physiology</i>	The Effect of Hypoxemia on Intestinal Blood Flow in Term and Pre-Term Piglets	\$2,044
Roger McCoy Pitt, M.D. University of South Alabama College of Medicine Mobile, Alabama <i>General Surgery</i>	Effect of a Tungsten Supplemented-Molybdenum Free Diet in a Rat Model of Necrotizing Enterocolitis	\$2,118.20
Barry Frederick Blitz, M.S. III University of South Florida College of Medicine Tampa, Florida <i>Internal Medicine</i>	Determination of Age Defined Normal Values of Anticardiolipin Autoantibodies	\$ 525
Daniel J. Morris, M.D. University of South Florida College of Medicine Tampa, Florida <i>Hematology-Oncology</i>	<i>In Vitro</i> Testing of Leukemic Stem Cells to Cytosine Arabinoside	\$2,410
Charles W. Dunn, M.D. University of Texas Southwestern Medical School Dallas, Texas <i>Surgery</i>	The Enhancement of Function of the Monocyte-Macrophage System with MDP in Obstructive Jaundice	\$2,500
Stephen Mark Megison, M.D. University of Texas Southwestern Medical School Dallas, Texas <i>Surgery</i>	The Effects of Oxygen Free Radical Scavengers in Intestinal Ischemia	\$2,500
William E. Smoyer, M.D. University of Texas Medical School Galveston, Texas <i>Pediatrics</i>	Atrial Natriuretic Peptide Concentrations in Children with Type I Diabetes Mellitus	\$2,380
Stephen C. Yang, M.D. University of Texas Medical School Houston, Texas <i>Thoracic Surgery</i>	The Development of a Nude Mouse Model for the Propagation of Human Primary Lung Cancer via an Intrabronchial Approach	\$2,500
Antonio R. Anzueto, M.D. University of Texas Medical School San Antonio, Texas <i>Internal Medicine</i>	The Role of Oxygen-derived Free Radicals in Rat-Diaphragm Contraction	\$2,500

# EXHIBIT "C"

## SMA MEDICAL SCHOOL SCHOLARSHIP RECIPIENTS—1988

School	Scholarship Recipients	Amount of Scholarship
Baylor College of Medicine Houston, TX	Mr. Rance Raney Ms. Camille Harrison	\$500 \$500
Bowman Gray School of Medicine Winston-Salem, NC	Mr. Richard Sears Ms. Maria Sgambati	\$500 \$500
East Carolina School of Medicine Greenville, NC	Mr. Stephen James Swanger Mr. Stephen Lee Shelton	\$500 \$500
East Tennessee State Univ. Quillen-Dishner College of Medicine Johnson City, TN	Mr. Glen H. Hatcher, Jr. Mr. Harry E. Sibold	\$500 \$500
Eastern Virginia Medical School Norfolk, VA	Ms. Joan Wiss Mr. Ahn Tran	\$500 \$500
Emory University School of Medicine Atlanta, GA	Ms. Sidney Barr Mr. Timothy Shannon Harlan	\$500 \$500
George Washington University College of Medicine Washington, D.C.	Ms. Rae Michele Allain Mr. Vittorio Michelangelo Morreale	\$500 \$500
Johns Hopkins University School of Medicine Baltimore, MD	Ms. Jennifer Claire Shores Ms. Mary Ann Robertazzi	\$500 \$500
Louisiana State University School of Medicine New Orleans, LA	Mr. Sangting Tsai Mr. Christopher Stelly	\$500 \$500
Louisiana State University School of Medicine Shreveport, LA	Mr. Todd Guin Ms. Robin Morell	\$500 \$500
Marshall University School of Medicine Huntington, WV	Ms. Jennifer Beth Day Mr. Gary Wayne Procop	\$500 \$500
Medical College of Georgia School of Medicine Augusta, GA	Mr. Thomas R. Mann Mr. Philip A. Husain	\$500 \$500
Medical University of South Carolina College of Medicine Charleston, SC	Mr. Peter J. Neidenbach Mr. Russell D. Mader	\$500 \$500
Meharry Medical College School of Medicine Nashville, TN	Ms. Charlotte Carrett Mr. Oscar Glover	\$500 \$500
Mercer University School of Medicine Macon, GA	Ms. Rhonda L. Bedell Mr. Scott G. Bowerman	\$500 \$500
Morehouse School of Medicine Atlanta, GA	Ms. Regina J. Asihene Ms. Marsha Major	\$500 \$500
Oral Roberts University School of Medicine Tulsa, OK	Mr. David K. Fukuda Mr. Terry J. True	\$500 \$500
St. Louis University School of Medicine St. Louis, MO	Mr. Michael Edward Mirlitz Ms. Felicia Beth Stella	\$500 \$500



# EXHIBIT "C" (Continued)

School	Scholarship Recipients	Amount of Scholarship
Texas A & M University College of Medicine College Station, TX	Mr. Kin Wah Li Ms. Shelly Denise Frye	\$500 \$500
University of Alabama School of Medicine Birmingham, AL	Mr. Michael F. DeVenny Mr. Gregg William Taylor	\$500 \$500
University of Arkansas School of Medicine Little Rock, AR	Mr. Timothy D. Coalwell Ms. Sherilyn M. Webb	\$500 \$500
University of Florida College of Medicine Gainesville, FL	Ms. Martha Shawn Morehead Mr. Scott John Redrick	\$500 \$500
University of Kentucky College of Medicine Lexington, KY	Mr. Thomas J. Fritz Mr. Todd S. Carran	\$500 \$500
University of Louisville School of Medicine Louisville, KY	Ms. Theresa Lynn Colosi Mr. Scott T. Hedges	\$500 \$500
University of Maryland School of Medicine Baltimore, MD	Ms. Susan Brown Ms. Martha Pierce	\$500 \$500
University of Missouri School of Medicine Columbia, MO	Ms. Nancy Louise Clore Ms. Kimberly Diane Morris	\$500 \$500
University of Missouri School of Medicine Kansas City, MO	Mr. Alexander D. Park Mr. Thomas Mark Stanfield	\$500 \$500
University of North Carolina School of Medicine Chapel Hill, NC	Ms. Nancy Leith Ms. Sandra L. Carter	\$500 \$500
University of Oklahoma School of Medicine Oklahoma City, OK	Mr. Russell T. Shephard	\$500
University of South Alabama College of Medicine Mobile, AL	Ms. Robin L. Pendelton Mr. Eddy N. Duncan	\$500 \$500
University of South Carolina College of Medicine Columbia, SC	Mr. S. Wendell Holmes Mr. Elbert G. Thornton	\$500 \$500
University of South Florida College of Medicine Tampa, FL	Mr. Eugene A. Bonaroti Mr. John J. Alexander	\$500 \$500
University of Tennessee College of Medicine Memphis, TN	Ms. Jane Anne Wright Mr. Bill Keith Tolar	\$500 \$500
University of Texas Southwestern Medical School Dallas, TX	Ms. Gabrielle Theriault Mr. Paul Cauvin	\$500 \$500
University of Texas Medical School Galveston, TX	Mr. Jeffery Winkoski Ms. Heather Edgley	\$500 \$500
University of Texas Medical School Houston, TX	Ms. Kathleen G. B. Funk Mr. Abraham Thomas	\$500 \$500
University of Virginia School of Medicine Charlottesville, VA	Mr. David Mellinger Mr. Mark S. Cornett	\$500 \$500

## EXHIBIT "C" (Continued)

School	Scholarship Recipients	Amount of Scholarship
Vanderbilt University School of Medicine Nashville, TN	Mr. John David Smith Mr. Thomas Elkins Day	\$500 \$500
Virginia Commonwealth University Medical College of Virginia Richmond, VA	Mr. Robert T. Bechtel Mr. Phillip K. Hall	\$500 \$500
Washington University School of Medicine St. Louis, MO	Ms. Deborah Ann Braun Mr. Chandra Nath Prasad	\$500 \$500
West Virginia University School of Medicine Morgantown, WV	Mr. Russell F. King, II Mr. Brian P. Murphy	\$500 \$500



# **EXHIBIT "D"** **EDUCATIONAL ENDOWMENT FUND**

Previous Year's Balance of	
Contributions & Pledges	\$27,155.30

**Cash Contributions Received**

George L. Ball, M.D.	\$ 25.00
T. B. Dameron, Jr., M.D.	50.00
Emmeth A. Daniel, M.D.	100.00
O. W. Dehart, M.D.	1,000.00
Robert W. Klink, M.D.	100.00
Ralph J. Langsjoen, M.D.	50.00
Mr. W. H. B. Simpson	1,000.00
Charles C. Smith, M.D.	50.00
Toefilo Thomas, M.D.	10.00
Don L. Eyler, M.D.	100.00

Total Contributions Received	
To Date	\$29,640.30

**Amount Received on Pledges**

Edwin C. Evans, M.D.	\$ 1,000.00
Guillermo J. Gregoratti, M.D.	200.00
Larry Smith, M.D.	100.00

Total Contributions & Pledges	
Received To Date	\$30,940.30

**Balance Due**

\$ 2,000.00
800.00
400.00

## STANDING COMMITTEE ON PUBLICATIONS AND ADVERTISING

Thomas C. Rowland, Jr., Chairman (1987-1988)  
Angus M. McBryde, Jr. (1987-1989)  
G. Richard Holt (1987-1989)  
George T. Smith (1987-1988)  
Mack Gorton (1987-1990)  
Kenneth Crabtree (1987-1990)  
Jerald M. Duncan (1987-1990)  
David Ortals (1987-1988)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett  
John B. Thomison  
Mr. William J. Ranieri

In Fiscal Year 1987-88, *Southern Medical Journal's* advertising pages totaled 393, 366 of which were pharmaceutical advertisements. In Fiscal Year 1986-87, the totals were 420 and 390 respectively. In September 1988, however, a high 58.5 pages of advertising compared well to the 41.5 pages in September 1987. Additionally, the separately published Program Supplement (containing abstracts) to be distributed at the Annual Meeting was sold for the first time to a single sponsor, Key Pharmaceuticals. The sponsorship covered the entire cost of production and netted a profit for the Association.

*Southern Medical Journal's* several recent economic initiatives have resulted in significant immediate and long-range reductions in production costs. Reducing the weight of *SMJ's* body (text) paper has produced an average of \$3,700.00 per month estimated savings with little appreciable reduction in quality. That change was accompanied by a resulting \$700.00 per month projected reduction in postage costs. A further study of 2nd Class Postal Regulations and postal discounts available led to *SMJ's* reorganization of its computer-generated labels into groups which qualified *SMJ* for special price considerations. This change has netted an average of \$840.00 per month anticipated savings. Estimated net savings for *SMJ* is projected at approximately \$63,000 annually. A further arrangement with Krueger officials has secured their promise to forego the scheduled 1989 manufacturing price increase (4%). This potentially will provide a \$6,000 reduction under 1989 budget projections.

A Classified Ad direct mail program and telemarketing plan is expected to augment the growing *SMJ* section.

Increasing numbers of SMA departments are advertising in the *SMJ* including Fringe Benefits, Membership, SMA Travel. A plan to use all in-house ads for page fillers has placed Video and Dial Access and Clinical Concepts, SMA Travel, and PPP in any issue where space is available, publicizing SMA services at little cost to the departments or the magazine.

*SMJ's* conversion to the polybag method of mailing has updated the magazine's presentation, costs no more and is more durable than the previous method of using brown wrappers. Moreover, the mailer insert card, used on one side for labels and postage information, and on the other side provides excellent marketing medium for in-house programs. For example, the Education Department's Cruise ad appearing on the introductory mailer received significant response. The mailer has been sold to several SMA departments for the next months, and outside sponsors are interested.

*SMJ's* internal operations have been streamlined by the ongoing change to a computerized ad management system which will facilitate more efficient layout, production and invoicing.

A 7% advertising rate increase was effected January, 1988.

*Southern Medicine*, the Association's newsletter to members, continues to be a valuable membership building tool by offering up-to-date information on services, benefits, and educational programs provided by the Association as well as featuring news items on member accomplishments in its "Spotlight on Members" column. In July of 1987, *SMA* introduced a "combined mailing" quarterly which included *Southern Medicine*, the *Multi-Media Update*, and the *Physicians' Purchasing Program Update*. This new mailing has resulted in a savings of \$4,000.00 each quarter in mailing costs in addition to providing the member physician with an up-to-date packet of information rather than scattered mailings of information.

In July of 1988, during its Summer Meeting, the *SMA* Council moved to approve a reduction in the number of issues of *Southern Medicine* published each year to three instead of four as a direct result of cuts in the budget. During the coming year, the Winter Issue of *Southern Medicine* will be eliminated to accommodate this reduction.

Advertising information promoting *Southern Medicine* to potential advertisers continues to be sent out as requested.

*Southern Orthopaedic Association News* is a newsletter sent to approximately 2,500 members of the Association. It provides news of the members, serves to promote attendance at the meetings, and announces the officers, councilors and trustees. This year it carried an acknowledgement of the exhibitors at the annual meeting and ads from *SMA's* Fringe Benefit Programs and *Southern Medical Journal's* Classified Section.

*Southern Association for Oncology Messenger* is a newsletter for *SMA's* newest affiliate. It will serve the same functions as the *SOA News* and, it is hoped, will recoup some of its costs from advertising.

The Standing Committee on Publications and Advertising met by conference call on February 8, 1988. The following report and recommended actions were approved for referral to the Executive Committee.

- A. The Committee discussed renewing Dr. John Thomison's three-year contract as Editor of the *Southern Medical Journal*. It was agreed that Dr. Thomison's contract be recommended for renewal for a period of three years beginning January 1, 1988, and ending December 31, 1990, with a cost-of-living adjustment in the Editor's contract representing a 12.5% increase over the three-year period.
- B. A cost analysis and financial impact study concerning production costs and advertising revenue for the *Southern Medical Journal* was reviewed and discussed by the Committee. The study, which was conducted by staff, was designed to determine whether savings for the Association could be realized if members were given an option on receiving the *Journal*. The study found that should there be a reduction in circulation, the following would likely occur:

1. lower advertising rates would have to be assessed, and
2. the total number of paid advertising pages would be reduced.

When reductions in circulation and number of pages were compared with potential revenue, a net decrease of overall income could result and therefore, there would be no savings to



the Association. In actuality, the Association might have to pay more in production costs. The Committee on Publications and Advertising agreed to recommend that there be no change in the Association's current circulation policy.

At its March meeting, SMA's Executive Committee of the Council approved renewing Dr. Thomison's contract for the next three years and that the contract be amended to reflect appropriate language expressing the Association's intent to secure the services of an Associate Editor. The Publications and Advertising Committee was charged by the Executive Committee to develop a job description of the duties of an Associate Editor in consultation with Dr. Thomison for presentation to the Summer Council Meeting in July.

The Chairman of the Standing Committee on Publications and Advertising met with John B. Thomison, M.D., Editor, *Southern Medical Journal*; William J. Ranieri, Executive Vice-President, SMA; and Bruce J. Bellande, Ph.D., Director of Education, SMA.

A three-year contract effective January 1, 1988, through December 31, 1990, was presented to Dr. Thomison for his review and signature.

Dr. Thomison found the contract acceptable as presented and stated his intentions to serve as Editor for the full term of the contract. The original copy of the contract was signed by Dr. Thomison witnessed by those present.

A job description delineating the administrative and editorial job responsibilities and duties of the Editor was presented and discussed. Dr. Thomison stated that the document accurately described the job he was performing and therefore, he approved the job description as written.

The need for, as well as, duties and responsibilities of an Associate Editor were discussed. It was decided that an Associate Editor is needed for two primary reasons:

1. to become familiar with the *Southern Medical Journal* and to relieve the Editor by assisting in the editorial process, and
2. to assume the position of Editor should something unexpected happen to the Editor.

Other duties which could be performed by the Associate Editor included identifying, recruiting and engaging editorial board members and referees; coordinating special projects such as a publication of case reports, symposia and other supplemental publications; developing a long range plan for the *Journal* which might include computerization of the *Journal* editorial process and electronic publication of the *Journal*; and identifying future trends in *Journal* production and readership.

Dr. Thomison reported that Alan Blum, M.D., Associate Professor of Family Practice at Baylor College of Medicine recently wrote to him expressing his desire to submit an application. Dr. Blum has served as editor of the *Medical Journal of Australia* and the *New York State Journal of Medicine*. Dr. Blum submitted his curriculum vitae and other supporting data which were reviewed. It was Dr. Thomison's recommendation that Dr. Blum be offered the position of the Associate Editor of the *Southern Medical Journal*. Other options pertaining to the employment of an Associate Editor were presented and discussed. A plan was proposed to develop a job description for the Associate Editor, advertise the position, and formulate a search committee consisting of:

- Dr. John B. Thomison
- Dr. Thomas C. Rowland
- Dr. Jim C. Barnett

Mr. William J. Ranieri  
Dr. Bruce J. Bellande

It was recommended by Dr. Thomison that he invite Dr. Blum to meet with him, Dr. Bellande and Mr. Ranieri in Birmingham. The purpose of this meeting would be to meet Dr. Blum and have him become more familiar with Southern Medical Association and the *Journal*.

Dr. Thomison acknowledged that with the employment of an Associate Editor, and having that individual perform some of the duties currently rendered by the Editor, a reduction in the Editor's salary would be appropriate. It was agreed that this would be done and the Editor's contract would be re-negotiated during the first year of the Associate Editor's employment. It was proposed and agreed that monthly payments to each of the two Assistant Editors would be discontinued with the employment of the Associate Editor.

Dr. Alan Blum met with Dr. Thomison, Mr. Ranieri and Dr. Bellande in Birmingham, on Wednesday, April 30, 1988. The position of Associate Editor was discussed and a job description prepared.

As a result of that meeting it was agreed that the following recommendations would be proposed to SMA's Executive Committee at the Summer Meeting:

1. to contract with an Associate Editor of the *Journal* to assist the Editor in the editorial process,
2. to submit a job description to the Council for its approval,
3. to submit Dr. Alan Blum as a candidate for the position of Associate Editor of the *Journal*, and
4. to submit an annual contractual fee which included secretarial support with the understanding that current monthly payments to each of the two Associate Editors would be discontinued and that their funds be allocated to the budget of the Associate Editor. In addition, Dr. Thomison's salary would be reduced during the first year of employment of the Associate Editor with an additional reduction during the second year of the Associate Editor's contract.

The aforementioned recommendations were reviewed and approved by the Executive Committee during its 1988 Summer Meeting.

Finally, the Standing Committee on Publications and Advertising was requested to investigate the circumstances under which other medical publications offer subscriber options of request or refusal, and to determine whether or not the practice would be appropriate for the *Southern Medical Journal*. It was found that:

1. *JAMA Specialty Journals*, *American Family Physician* and *Perinatology/Neonatology* offer control groups large numbers of complimentary copies to obtain high volume circulation with which to attract advertisers.
2. Each of the aforementioned periodicals distributes more than one half their total circulation to complimentary subscribers (a major production cost), and consequently must use Requestor/Refusal Option to qualify for General 2nd Class rates. The practice is employed to fulfill postal regulations, not to reduce circulation.
3. Requestor Circulation 2nd Class rates are significantly higher than are the Special Non-Profit 2nd Class rates for which *SMJ* qualifies through its proportional allocation of membership dues to subscriptions.
4. The consensus of circulation directors interviewed substantiates that circulation numbers



and advertising revenue are directly related; higher circulation corresponds to higher advertising revenue. Reduction in circulation may be expected to impact negatively on numbers of advertising pages and ad revenue.

5. Another intangible aspect is that reducing circulation may result in reduced credibility for the publication within the sensitive advertising community.
6. Reducing circulation is never considered a purpose for offering the requestor option. Even when only the minimum 50% "request" returns are obtained, publications choose to continue mailing to 100% of the selected complimentary groups (unless directed otherwise) so as to report to advertisers high circulation and high saturation within the specialty concerned. Subscription refusals are rare and are not the desired result of the option offer.

The report of the Standing Committee was presented to the Executive Committee at the Summer Meeting. No further investigation was requested or action taken by the Executive Committee.

### STANDING COMMITTEE ON MULTI-MEDIA PROGRAMS

Joseph T. Painter, Chairman (1987-1988)  
J. Max Austin, Jr. (1987-1988)  
O. W. Dehart (1987-1988)  
Dennis K. Wentz (1987-1990)  
George A. Pankey (1987-1990)  
Terrell Blanton (1987-1990)  
Gail Anderson (1987-1990)  
Kenneth E. Greer (1987-1990)  
Clifford W. Lober (1987-1989)

#### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

Two important objectives proposed by the Multi-Media Committee have been accomplished this year:

#### 1. Southern Medical Education Resources, Inc.

A consortium consisting of the Southern Medical Association, medical schools and major teaching hospitals in SMA's territory has been established. The goal of the Consortium is to link physicians' educational needs to a network of medical education resources housed in academic health centers and teaching institutions located in sixteen southern states and the District of Columbia. The Consortium serves as a cooperative coordinating body for members to facilitate services, CME activities and products which would be physically, economically and logistically difficult for a single institution to undertake alone. A major thrust of the Consortium will be to develop and distribute multi-media educational programs and products.

Bylaws for the Consortium were prepared and approved by the Consortium's 13 member governing board. The Consortium will host its first annual meeting in conjunction with SMA's Annual Meeting and has scheduled sessions on November 7-8, 1988. A membership campaign has been developed and will be implemented this fall. A survey designed to determine medical schools interest in the Consortium is in process and will be used to enhance membership recruitment.

#### 2. Clinical Concepts

A strong need had been perceived to provide SMA members with courses to be studied at home that would provide category 1 CME credit. The first three such courses, taken from the Diabetes and Endocrinology section of Dial Access, were pub-

lished this year. Since their introduction in April 1988, 605 courses have been sold and 42 CME certificates have been issued. The magnitude of the response with only limited marketing indicates that this program is well accepted and meets an educational need of SMA members. Four additional courses are presently being prepared with the expectation that this newest addition to the Multi-Media programs has a bright and almost unlimited future.

The other Multi-Media Programs are making steady progress:

#### DIAL ACCESS

Subscribers to Dial Access averaged 15,000 this past year. On average, over 800 calls were received per month. For the first time since 1982, a new discipline has been added—Allergy and Immunology with the editor James R. Bonner, M.D., of UAB. The Infectious Diseases, Arthritis and Rheumatism, and Gastroenterology sections have been revised this year and new tape listings mailed to all subscribers. Other revisions are continuing on schedule. New sections on Emergency Medicine and Geriatrics are under consideration.

On April 13, 1988, an Editorial Board meeting was held by conference call. Participation was lively and many good ideas and suggestions were formulated which will be further developed and implemented this year. Another Editorial Board meeting will be held during the 1988 annual meeting in New Orleans. John I. Walker, M.D., Editor of the Psychotherapeutics section, has submitted his resignation and a new editor has not yet been appointed.

A. H. Robins has continued its sponsorship of the Cardiovascular section and Roche Laboratories, its support of the Infectious Diseases section. Educational grants to Dial Access totaled \$223,000 during 1987-88.

#### VIDEO ACCESS

Sales of video programs have continued at a strong rate totaling over 850 for the year. The fiscal status of the program is now approaching self-sufficiency. Eight new programs were added and one program was revised and brought up to date. Marketing of a program on adolescent alcoholism to alcohol treatment centers was successful in selling programs and also brought in several new members to SMA. A new subscription series in the areas of anesthesiology, medicine, surgery and radiology was explored this year. A review panel evaluated the quality of the tapes produced and recommended that the Video Access program serve as a marketing and distribution service for the subscription program. The Program was announced in the September issue of *Southern Medicine* and was featured in the Fall edition of the *Multi-Media Update*.

#### AUDIO ACCESS

Sales have been averaging about 35 tapes per month. The 1987 President's Symposium, "Medicine As We Approach the 21st Century and Beyond," has sold 58 programs. Two of the new video programs have accompanying audio programs, which are sold separately adding new programs to the Audio Access and at the same time integrating the two Multi-Media Programs.

Marketing for all the Multi-Media Programs is combined in the quarterly *Multi-Media Update*. It is well received and brings in a number of orders with each issue. Other SMA publications, the *Journal*, *Southern Medicine* and the *Southern Connection* are also used for marketing. Direct mail fliers are inserted in other SMA mailings as much as possible. The Multi-Media Resource Guide, a catalog of all



programs, is issued as a pocket folder with separate sheets for each program, making it possible to add new programs or delete discontinued ones as necessary.

READ AND APPROVED BY:  
Louis A. Cancellaro, M.D., Chairman  
Coordinating Committee on Education  
November 4, 1988

## REPORT OF THE COORDINATING COMMITTEE ON MEMBERSHIP

J. Edward Hill, Chairman (1987-1990)  
Louis A. Cancellaro (1987-1990)  
John F. Redman (1987-1990)  
Owen R. Tabor (1987-1989)  
Angus M. McBryde (1987-1989)  
John A. Board (1987-1989)  
T. Rudolph Howell (1987-1988)  
Hugh E. Stephenson, Jr. (1987-1988)  
Howard Kurzner (1987-1989)  
Jean E. Holt (1987-1988)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

During the past fiscal year, SMA experienced its first decrease in dues-paying members. This is the first decrease in dues-paying membership since 1978 and is a direct result of the loss of participation in the Fringe Benefit Program. Even though dues-paying membership showed a slight decline, total SMA membership increased by 4.4%. We are pleased to report that for the first two months of this fiscal year, membership is up by approximately 100 net new dues-paying members. This figure indicates that SMA can expect continued growth in total membership for this fiscal year.

Tremendous strides have been made in the recruitment of residents and medical students. We have experienced a 33% increase in the associate membership category. This is an increase of 28% over the objective of 5%.

Retention of members for the previous fiscal year continues at an excellent retention rate of 93%.

The complimentary program, now in its fifth year, continues to be a vital recruitment tool for SMA. For 1987, Texas non-member physicians received complimentary membership. Final statistics indicate that 966 Texas physicians became dues-paying members of SMA which resulted in an 8% response for this program. For 1988, the complimentary program is being offered to non-member physicians in the States of Kentucky, Missouri, Oklahoma, and Louisiana. Approximately 13,400 non-member physicians from these states will have the opportunity to participate as members in all SMA programs.

Several new pilot programs geared toward recruitment of new dues-paying members were implemented. One of these programs involved a special offer to the medical students from the University of Alabama to take advantage of "Free Associate" membership in addition to a discount on medical items available through the Physicians' Purchasing Program. Fifty-five students responded to this special offer with fourteen students becoming new members.

Another program that proved to be successful was the SMAAAC Attack. Councilors, Associate Councilors, and Auxiliary Councilors participated in the recruitment of new members for SMA. To assist the leadership, several different mailings to non-member physicians were completed. This program

proved to be a success for SMA since 313 physicians became associate and active members.

Another recruitment effort utilized a testimonial style brochure and strategic marketing to non-member physicians. Journal advertisements and direct mailings were targeted in the States of North Carolina, South Carolina, Tennessee, Alabama, and Arkansas. As a result, 55 new members joined SMA.

Auxiliary membership continues to grow. As of August 30, 1988, the SMAA membership roster is reported to be 38,815. To contribute further growth in the SMAA, an auxiliary membership brochure has been developed.

The state and specialty meetings remain a viable recruitment and retention tool. These meetings provide a vast number of opportunities for membership growth. For example, staff who attended one of the specialty meetings returned with five new dues-paying members, several new associate members, and 600 requests for membership information. Attendance at these meetings provides SMA with the opportunity to grow in recognition as being one of the leading medical associations for physician membership.

The Council approved a recommendation from the Membership Committee to further expand the role and responsibilities of Associate Councilors by continuing to utilize them in a more structured membership recruitment program and to initiate this program with a training session at the SMA Headquarters office during the 1988-89 fiscal year.

The Council also approved a recommendation to organize a Young Physicians' Committee. This committee has now been appointed and will have its first meeting this spring to focus in on programs and services of interest to younger physicians.

## STANDING COMMITTEE ON SELECTIONS

Thomas C. Rowland, Jr., Chairman (1987-1988)  
John F. Redman (1987-1988)  
Robert Baldwin (1987-1988)  
Paul B. Lansing (1987-1988)  
John Strahan (1987-1988)  
Joseph T. Painter (1987-1988)  
William D. Hughes (1987-1988)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

The chairman of this committee felt a meeting was not necessary since the appointments of President, President-Elect, Vice-President, and Chairman of the Council are all automatic successions that have previously been designated.

For the important position of Vice-Chairman of the Council, according to the By-Laws, it will have to be voted on by the entire Council during the annual meeting to take place in November, 1988, in New Orleans, Louisiana. The three Councilors who are candidates for this position and have indicated an interest in serving are Drs. John A. Board, Howard Kurzner, and Thomas C. Rowland, Jr. Therefore, the slate proposed by the Standing Committee on Selections is as follows:

President—Roger L. Mell, M.D.  
President-Elect—Larry C. Smith, M.D.  
Vice-President—Jim C. Barnett, M.D.  
Chairman of the Council—John F. Redman, M.D.  
Vice-Chairman of the Council—John A. Board, M.D.; Howard Kurzner, M.D.; and Thomas C. Rowland, Jr., M.D. — One to be elected by the Council at the Annual Meeting in November, 1988.

## AD HOC COMMITTEE ON SPECIAL AWARDS

(Members Unpublished)

The Ad Hoc Committee on Special Awards reviewed the nominations received for the 1987-1988 awards of the Southern Medical Association and selected the following recipients:

Distinguished Service Award—

Albert C. Esposito, M.D.

Huntington, West Virginia

Seale Harris Award—

Albert Lewis Hyman, M.D.

New Orleans, Louisiana

No selection was made for the Original Research Award for 1987-1988.

In addition, the Ad Hoc Committee on Special Awards made the following actions:

The Committee recommends that all future nominees be required to submit an abstract of their original research. The motion carried unanimously.

The Committee also recommends that a more favorable way (marketing plan) be developed to bring these awards (original research) to the attention of the Membership and deans of medical schools. The motion carried unanimously.

The Committee felt that the criteria for the official awards should be reviewed to eliminate any overlap regarding description of the award categories and eligibility.

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### READ AND APPROVED BY:

J. Edward Hill, M.D., Chairman

Coordinating Committee on Membership

November 4, 1988

## REPORT OF THE COORDINATING COMMITTEE ON INSURANCE

Paul B. Lansing, Chairman (1987-1989)

John A. Webb (1987-1988)

Thomas C. Rowland, Jr. (1987-1988)

John F. Strahan (1987-1990)

Clovis Crabtree (1987-1988)

E. Napier Burson, Jr. (1987-1989)

James C. Waites (1987-1990)

O. W. Dehart (1987-1990)

Thomas L. Pope, Jr. (1987-1989)

### Ex Officio:

J. Lee Dockery

Jim C. Barnett

Howard Kurzner

During 1987, a number of significant changes were made in the Southern Medical Association's Insurance Program in an effort to improve service

to program participants. These changes included the assumption by the Association of the responsibility for the marketing of the program, the responsibility for the management of the program's advance premium deposits, improvement of the underwriting process and the completion of an extensive review of the pricing structure of all programs. Further changes made in 1988 were part of a continuing effort to upgrade the service offered under the program.

The most significant change in 1988 involved the decision to move the program's administrative responsibilities from a third party firm to the SMA headquarters. Beginning January 1, 1989, all administrative duties will be handled by SMA employees. This change was implemented under the direction of the Coordinating Committee on Insurance and was part of a long range plan aimed at enabling the Association to provide an unequalled insurance program to the Association's membership. The recommendation was approved by the SMA Council at its summer meeting.

In reviewing the overall operation of the SMA Insurance Program during the course of 1988, the Insurance Committee also made several other changes in order to ensure the program's financial integrity in the coming years. A rate adjustment was implemented effective with the October, 1988 premium statements. Coverage improvements were instituted including increasing the available benefits under the term life plan from \$500,000 to \$1,000,000, increasing available long term disability benefits from \$7,000 to \$8,000 per month, and increasing benefit payments under the surgical schedule by 28%.

In spite of these significant changes, the program remains popular and competitive. Currently, approximately 400 new applicants per month seek enrollment in the program. A recent staff study indicated that approximately 70% of these applications are from physicians and their employees under 40 years of age. These facts lend credibility to another recent staff study showing that the program continues to remain competitive in benefits, services and rates with other association-type programs available to physicians. The Coordinating Committee on Insurance, the staff and the SMA leadership are eagerly anticipating the assumption of the responsibility for administrative duties related to the program on January 1, 1989.

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### READ AND APPROVED BY:

Paul B. Lansing, M.D., Chairman

Coordinating Committee on Insurance

November 4, 1988



# EXHIBIT "A"

## SMA INSURANCE PROGRAM

Summary of Activity  
3/31/87 - 3/31/88

Coverages	3/31/87 Certificates	3/31/88 Certificates
Life	13,343	17,136
AD & D	3,824	4,532
Disability	6,124	5,363
Major Hospital	2,941	2,241
Major Medical	9,208	9,399
Office Overhead	2,332	2,023
Survivor Income	165	139
Hospital Indemnity	837	747
Total	38,774	41,580

Coverages	Net Premiums	Net Premiums
Life	\$ 4,084,599	\$ 3,936,292
AD & D	199,572	166,961
Disability	3,096,175	2,784,114
Major Hospital	3,121,641	2,964,396
Major Medical	9,530,128	12,868,711
Office Overhead	908,307	844,822
Survivor Income	152,342	123,789
Hospital Indemnity	94,030	79,492
Total	\$21,186,794	\$23,768,577

In-Force Coverage Analysis	3/31/87	3/31/88
Total Number of Insureds	18,231	16,750

\*Statistics included in the above report were provided by Troy Hardin & Associates and reflect annual billing totals for the previous year.

## **REPORT OF THE COORDINATING COMMITTEE ON PHYSICIANS' RETIREMENT PROGRAM**

Howard Kurzner, Chairman (1987-1990)  
William J. R. Dunseath (1987-1988)  
Dallas W. Lovelace (1987-1988)  
George Ellis, Jr. (1987-1990)  
J. Lorin Mason (1987-1988)  
James C. Barnett (1987-1990)  
J. Leslie Walker (1987-1988)  
T. Rudolph Howell (1987-1989)  
Frank Riddick, Jr. (1987-1989)

### **Ex Officio:**

J. Lee Dockery  
Jim C. Barnett  
Paul Lansing

1988 was a fairly quiet year for the SMA Retirement Program. With a good return on fixed assets at CIGNA, both with the Pension Trust Fund and with the IRA, the program is in a moderately stable position. However, participation continues to be a problem with just slightly over 400 members out of a possible 55,000 involved with the Pension Trust and about 2,000 members involved with the IRA. A second, and more serious problem, is that the SMA benefits only slightly financially even though the Association is involved with approximately \$120 million in the program.

During 1988, the Coordinating Committee on Physicians' Retirement reviewed the program thoroughly in an effort to increase member benefits and participation while at the same time allowing the

Association to increase its financial benefits. The Committee studied a number of methods intended to correct these problems. Additionally, the Chairman of the Committee on Physicians' Retirement, Dr. Howard Kurzner, sought and obtained from the CIGNA Corporation a market value figure so that the Committee would have an approximation of the cost of moving the retirement funds should a more beneficial program be found. Such flexibility has now been gained so that the funds in the Association's program could be moved within thirty days if required.

A recent amendment brought before the Committee and later approved by the Council allows participants to actually move partial funds into the Retirement Program without requiring total participation. During 1989, the amendment should serve to greatly improve participation in the program. Also, advice was obtained by the Committee from the Association's legal counsel that would allow the SMA's profit making subsidiary, SMA Services Incorporated, to increase the Association's revenue derived from the IRA and Pension Trust Fund. These program improvements will be discussed in detail at the Committee's next meeting in New Orleans, Louisiana.

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### **READ AND APPROVED BY:**

Howard Kurzner, M.D., Chairman  
Coordinating Committee on  
Physicians' Retirement Program  
November 4, 1988



# **APPENDIX "A"** **ACCOUNT STATUS** **May 31, 1988**

I. Individual Retirement Annuity	
Year to Date Contributions	\$ 3,668,046
Year to Date Assets	48,693,727

## II. Retirement Program

Investment Account	Assets
Guaranteed Long-Term	56,115,923
Guaranteed Short-Term	4,608,921
Actively Managed Fixed Income Account (SA-10)	673,018
Intermediate Term Fixed Income Account (SA-30)	39,023
Domestic Equity Account	1,335,485
Emerging Growth Account	472,207
International Equity Account	2,087,442
	<u>\$65,332,019</u>

## **APPENDIX "B"** **NEW RETIREMENT PROGRAM CONTRIBUTIONS**

Month	1987	1988
January	\$ 262,528	\$ 470,535
February	517,420	188,267
March	398,113	513,511
April	926,837	1,334,593
May	1,062,117	307,934*
June	1,167,254	
July	244,638	
August	328,613	
September	262,241	
October	170,847	
November	159,290	
December	297,064	
Total	<u>\$5,796,962</u>	

Total Pension & Profit Sharing Plans: 372

\* Year To Date: 11% behind prior year

Number of new plans year to date: 8

## **APPENDIX "C"** **NEW IRA CONTRIBUTIONS**

Month	1987	1988
January	\$ 570,687	\$1,159,150
February	1,133,979	532,858
March	553,766	686,807
April	1,189,524	865,364
May	250,091	594,109*
June	269,653	
July	724,078	
August	325,499	
September	230,303	
October	307,937	
November	466,691	
December	104,473	
Total	<u>\$6,126,681</u>	

Total Number of IRAs: 4,133

\* Year To Date: 4% ahead of prior year

Number of new IRA's year to date: 61

## **APPENDIX "D"** **ANALYSIS OF IRA CONTRIBUTIONS** **JANUARY 1 - MAY 31**

	1987	1988	% Change
Prior Tax Year	\$1,411,722	\$ 583,021	- 59%
Current Tax Year	800,533	723,855	- 10%
Roll-Overs and Transfers	1,485,792	2,531,412	+ 70%
TOTAL	<u>\$3,698,047</u>	<u>\$3,838,288</u>	+ 4%

## REPORT OF THE COORDINATING COMMITTEE ON ADMINISTRATION

Joaquin S. Aldrete, Chairman (1987-1988)  
Gordon S. Letterman (1987-1989)  
Maxine B. Schurter (1987-1989)  
Louis A. Cancellaro (1987-1990)  
Hugh E. Stephenson, Jr. (1987-1990)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

The Coordinating Committee on Administration has received the reports on the activities of the following standing committees:

## STANDING COMMITTEE ON CONSTITUTION AND BYLAWS

Gordon S. Letterman, Chairman (1987-1988)  
Maxine B. Schurter (1987-1989)  
Jack R. Traylor, Jr., (1987-1989)  
Paul B. Lansing (1987-1989)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

The Standing Committee on Constitution and Bylaws held a conference call meeting on September 28, 1988 and moved to propose the following change to Section 5(D) of the Bylaws of the Southern Medical Association:

### PROPOSED BYLAWS CHANGE:

The Bylaws currently read:

There shall be an Executive Committee of the Council to represent the Association and Council between the annual meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the annual meeting may be acted upon by the Executive Committee of the Council.

The proposed change would read:

There shall be an Executive Committee of the Council to represent the Association and Council between Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council.

## STANDING COMMITTEE ON EMPLOYEES' PENSION PLAN AND PERSONNEL

Joaquin S. Aldrete, Chairman (1987-1988)  
Robert L. Baldwin (1987-1989)  
L. F. Wilkins (1987-1990)  
Jeffrey Callen (1987-1989)  
J. Leslie Walker (1987-1990)  
Mr. William J. Ranieri

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

The past year has seen several improvements in the staff fringe benefits package.

At virtually no increase in cost to the Association, SMA was able to increase employer provided life and AD&D coverage from \$10,000 for first-year employees to \$15,000 and from \$25,000 to \$35,000 for employees having more than one year of service. For management level employees, the max-

imum coverage was increased to \$50,000 from \$25,000.

We are also in the process of offering optional supplemental term life coverage for the employees and their dependents at very low rates. This program will cost the Association nothing but will be payroll deducted.

The firm of Sirote, Permutt, McDermott, Slepian, Friend, Friedman, Held & Apolinsky, P.C. provided us with newly written plan documents for our life insurance, health insurance and educational reimbursement plans keeping them in compliance with newly enacted laws.

An employer contribution of \$106,522 was made during the year to the Employee's Profit Sharing Pension Plan in keeping with the 10% guideline established by the Council in November, 1983. The current value of the plan assets is \$880,295 which includes interest earnings and amounts rolled over by employees from the old defined benefit plan in 1984.

Other action presented to the Council by this committee during the year was to request approval of an equivalent benefits package for employees of SMA's wholly owned subsidiary. The approval granted will allow employees of SMA Services, Inc. to participate in a 401(K) tax sheltered program which is equivalent to the 403(b) tax sheltered annuity program available only to non-profit organizations.

## STANDING COMMITTEE ON LONG RANGE PLANNING

Louis A. Cancellaro, Chairman (1987-1988)  
John F. Redman (1987-1988)  
Angus M. McBryde (1987-1988)  
Paul Lansing (1987-1988)  
Joseph T. Painter (1987-1988)  
Larry C. Smith (1987-1988)

### Ex Officio:

J. Lee Dockery  
Jim C. Barnett

The Standing Committee on Long Range Planning held two meetings this past year. The meetings were held to review the Long Range Planning document and to relate the past year's accomplishments to the planning recommendations. The Committee decided to revise the original planning recommendations since there was a great deal of duplication contained in the documents. They also requested that the recommendations be regrouped along administrative lines of the Association as follows:

- Administration
- Education
- Association Services
- Fringe Benefits
- Internal Operations
- Shared Services

Once the recommendations are regrouped and revised, it is the intention of the Committee to present them for approval to the Council. After Council approval, the recommendations then will be placed in a format with the current year's objectives. In addition to the current objectives, columns will be included for an implementation and procedure schedule, as well as a column to evaluate progress.

The Committee also recommended that the Long Range Planning document be the primary reference document for planning and evaluation and that it be expanded to include an implementation and evaluation review. The Committee also



recommended that the document format be placed into a computerized form.

Finally, the Committee recommended that the Long Range Planning Retreats be maintained on a five year cycle if budgetary constraints can be met.

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**READ AND APPROVED BY:**

Joaquin S. Aldrete, Chairman  
Coordinating Committee on Administration  
November 4, 1988

**REPORT OF THE COORDINATING  
COMMITTEE ON SHARED SERVICES**

Robert L. Baldwin, Chairman (1987-1989)

Mark A. Capehart (1987-1989)

Jack W. Bonner, III (1987-1989)

Mark T. Jansen (1987-1990)

J. Lorin Mason, Jr. (1987-1990)

John McGraw (1987-1990)

Douglas Rouse, Jr. (1987-1988)

Thomas C. Rowland, Jr. (1987-1988)

Maxine B. Schurter (1987-1988)

**Ex Officio:**

J. Lee Dockery

Jim C. Barnett

The Physicians' Purchasing Program enjoyed continued success during the 1987-1988 fiscal year. Both total sales and total orders increased in the program this year. Total sales yielded \$3,867,760, and the total number of orders was 16,650. The number of members placing one order was 1,711, and the number of Southern Medical Association members as repeat customers was 2,490. There was a 50% increase in the sale of medical supplies due mainly to the catalog that was produced containing over 2,500 medical supply items. There was a 19% increase in sales for the first six months of 1988 compared to the previous year. So, in spite of increasingly heavy competition from other purchasing programs, we have continued to show steady growth and are beginning to realize a profit back to the Association. In fact, a total of \$12,750 of the profits have been donated to Southern Medical Association to help subsidize programs within the Education Department. We are also positioned strongly for another year of growth as we continue to emphasize our strong points relating to:

- 1) Quality
- 2) Service
- 3) Price

In January, we began to charge a \$15 fee for participation by our members in this program. A catalog was developed containing approximately 2,500 of the most commonly used medical equipment and supply items. This catalog will only be mailed to those who pay the \$15 fee. After each member has had the opportunity to sign up for the purchasing program, marketing will be directed only to those members who pay the fee, which will be a substantial cost savings to the program.

We will market the program to non-participants on a semi-annual basis. 8,902 physicians, to date, have paid the \$15 fee giving us a 53% participation rate, thus far.

A telemarketing campaign was begun during the past year. In May, we started calling all new par-

ticipants of the purchasing program explaining how the program works. The phone call is then followed up by a letter and information packet. In July, 1988, a full-time telemarketing person was hired. One responsibility of this person is to generate leads for the Physicians' Purchasing Program. These leads will then be followed-up by a purchasing program staff member.

With the addition of medical supplies to our catalog of items available, we expect increasing sales. Negotiations are underway with General Medical Corporation to co-sponsor a field representative to sell the concept of group purchasing to private practices, with special emphasis on large groups and clinics. We hope to test the program first in Alabama so we can analyze its acceptance. If it proves to be successful, then it will be expanded to cover other states within the region.

We also continue to test the waters for co-sponsorship of the purchasing program with State Medical Societies. We have reached an agreement with Jefferson County Medical Society, a 1,600-plus member society that includes the Birmingham area. We will take over the management of their purchasing program in a joint venture. We hope this will give us the expertise that will enhance our ability to approach larger societies at a state level.

We have continued to work closely with the manufacturers of items we offer so that we may secure even lower prices, based on increased volume, and also to increase revenues from paid advertising in the *Update*. In 1988, a total of \$46,625 was received for ads placed in the *Physicians' Purchasing Program Update*. This is compared to a total of \$24,670 for the previous fiscal year. This revenue accounts for two-thirds of the cost of production and mailing of the *Update* publication.

One of our objectives for the past fiscal year was not met. We had projected an increase in sales of 15% but only realized an increase of 2%. One reason for the decrease was due to the fact that one of the endorsed computer companies was sold, and sales went down considerably. We expect this to be only a temporary situation.

Our objectives for the coming fiscal year are approached with eager anticipation. We hope to increase our membership base of participating physicians by 5%. We hope to increase gross sales by at least 10%. We plan to explore the development and implementation of a frequent buyer program in which physicians may earn awards for making their purchase through the program. We plan to develop a system to monitor the service level of the program with the intent of providing better service to our membership. We will strive to continue to develop new and meaningful programs and services to offer participants in the Physicians' Purchasing Program.

This concludes the Report for the Coordinating Committee on Shared Services for the fiscal year of 1987-1988. Delivered at the Summer Meeting in Carlsbad, California in July, 1988.

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**READ AND APPROVED BY:**

Robert L. Baldwin, M.D.  
Coordinating Committee on Shared Services  
November 4, 1988



# PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE COUNCIL

New Orleans, Louisiana, November 4, 1988, 9:00 a.m.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Council of the Southern Medical Association met in the Rosella Room of the Sheraton New Orleans Hotel & Towers in New Orleans, Louisiana, on November 4, 1988. The meeting was called to order at 9:00 a.m. by the Chairman, Jim C. Barnett, M.D.

Members of the Executive Committee present: Jim C. Barnett, M.D., Chairman, Brookhaven, Miss.; John F. Redman, M.D., Vice-Chairman, Little Rock, Ark.; J. Lee Dockery, M.D., President, Gainesville, Fla.; Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W.Va.; William W. Moore, Jr., M.D., Immediate Past President, Atlanta, Ga.; Louis Cancellaro, M.D., Johnson City, Tenn.; Angus McBryde, Jr., M.D., Charlotte, N.C.; and Thomas C. Rowland, Jr., M.D., Columbia, S.C. There were no members absent.

Also present were the following SMA staff members from Birmingham, Alabama: Mr. William J. Ranieri, Executive Vice-President; Mr. Timothy Taylor, Director, Operations; Ms. Cynthia Lenoir, Director, Association Services; Bruce Bellande, Ph.D., Director, Education; Mr. Kenneth Vinzant, Director, Fringe Benefits; Mr. Rudy Sturm, Assistant Director, Physicians' Purchasing Program; and Nancy Baulos, Staff Assistant/Conference Planner.

## MINUTES OF PREVIOUS MEETINGS

Prior to the November 4, 1988 meeting, a copy of the Minutes taken during the Executive Committee meetings of March 12, 1988, and July 8, 1988, were distributed for review and approval.

**ACTION:**—It was moved and seconded that the Minutes of the Executive Committee taken on March 12, 1988, and July 8, 1988, be approved. The motion carried unanimously.

## REPORT OF THE PRESIDENT

J. Lee Dockery, M.D.

Dr. Dockery presented an update on the schedule of events, programs, speakers, and entertainment to be offered during the New Orleans meeting and announced that SMA has the highest registration for the Annual Meeting in the history of the Association.

## REPORT OF THE CHAIRMAN

Jim C. Barnett, M.D.

Dr. Barnett announced that over the past few months the final stages of bringing the Insurance Program in-house by January have been implemented. The Standing Committee on Long Range Planning was also asked to review and make recommendations on the Long Range Plan and to rate each year's objectives to this plan.

Dr. Barnett stated that the Southern Orthopaedic Association now has over 2,000 members, and its recent annual meeting in Scotland had over 400 attendees. He also announced that plans have been finalized for a second affiliated society to be called the Southern Association for Oncology, and for the development of the Southern Medical Educational

Resources Consortium, comprised of the teaching hospitals and the medical schools.

## REPORT OF THE STANDING COMMITTEE ON LONG RANGE PLANNING

Louis A. Cancellaro, M.D., Chairman

Dr. Cancellaro briefly reviewed a handout which was distributed prior to the meeting containing a synthesis of the results from the Long Range Planning meeting held in October. He stated that the financing and implementation for these items will be discussed during the upcoming meeting of the Council.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri briefly discussed the progress of the development of a new research park near the SMA Headquarters Office in Birmingham, Alabama, its potential effect on the Association and possible actions SMA may take regarding the development. He added the development company would like to make a presentation to the Executive Committee during its midwinter meeting.

**ACTION:**—It was moved by Dr. Mell, seconded by Dr. Smith, and amended by Dr. Dockery that the presentation regarding the development of a new research park first be received by the President, Chairman, and Executive Vice-President, and if deemed a viable proposal, be presented to the Executive Committee during its Mid-Winter Board meeting. The motion carried.

Mr. Ranieri announced that the new Southern Association for Oncology and Southern Medical Education Resources, Inc. have been formed, and both organizations will hold their first meeting during this SMA Annual Assembly. He reported that the Southern Orthopaedic Association continues to have strong growth, both in its financial condition as well as in membership and briefly reviewed its budget. He reported that SOA recently raised its dues to \$50 and is approaching a total of 2,600 members. Over 200 physicians attended its Fifth Annual Meeting in Scotland, and all signs show it was one of the best meetings for SOA to date. The program for the Sixth Annual Meeting in Antigua is underway, and registrations are already being received.

Mr. Ranieri also reported that the Steering Committee for the Southern Association for Oncology will hold a meeting on Monday, November 7 at which time it will nominate its Board. This meeting will be followed by the Association's first sponsored meeting. He also reviewed the SAO budget and stated dues for the new organization are \$25, and its current membership is 201, with 150 of those being founding members.

Mr. Ranieri added that Southern Medical Education Resources, Inc. will also hold its Board of Directors meeting and first general meeting in New Orleans. He reviewed the initial budget and purpose of the Consortium, and announced that three



teaching hospitals and 13 medical schools have already applied for membership.

Tim Taylor briefly reviewed the SMA budget for its last quarter which was distributed prior to the meeting. He also presented a five-year budget projection and the budget for the New Orleans Annual Meeting for the Executive Committee's review. He stated that the five-year projection includes the additional revenue which will be received from the Annual Meeting registration fee to be charged by SMA beginning with its 1989 meeting. Mr. Ranieri stated that the Audit Committee will be presenting a full report on the ongoing IRS audit during the Council meeting.

Mr. Ranieri announced that SMA Services will be sponsoring several SMA activities in the future, such as the President's Reception, Opening Ceremony, and Hospitality Center, either solely or in conjunction with other groups.

It was suggested that free registration be considered for members who participate at a certain level in the purchasing program, and staff was advised to look into that possibility.

Mr. Ranieri also reported that once again a car will be given away during the Annual Meeting with each physician registered getting one free chance to win. He added that this year additional tickets will also be available for purchase at \$50 each with all proceeds going to the SMA endowment fund.

## REPORT OF THE DIRECTOR OF ASSOCIATION SERVICES

Ms. Cynthia Lenoir

Ms. Lenoir announced that SMA has committed itself to future Annual Meeting sites through the year 1993 as follows: 1989 - Washington, D.C.; 1990 - Nashville, Tennessee; 1991 - Atlanta, Georgia; 1992 - San Antonio, Texas; and 1993 - New Orleans, Louisiana. She displayed a map indicating the sites for SMA's past, future and proposed annual meetings, and presented the following recommendations for future annual meetings, briefly reviewing the advantages and disadvantages of each: 1994 - Orlando or Baltimore; and 1995 - San Francisco, San Diego, Dallas, St. Louis and Las Vegas. She stated that staff recommendations are based on a combination of facilities available, city size, and potential draw for the meeting.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell to approve Orlando as the site for the 1994 Annual Meeting. The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Smith that the Executive Committee recommend that the Council consider St. Louis as the meeting site for 1995. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Redman that the Executive Committee recommend that the Council consider Baltimore as the meeting site for 1996. The motion carried.

Ms. Lenoir reported that as of September 30, SMA has 23,775 dues-paying members, indicating an increase in the first quarter of about 300 members. Associate membership has gone up 39% since January, retention remains strong at 93%, and total membership now stands at 56,883.

She stated the Texas complimentary program yielded 942 new members, for an 8% response rate, and the 1988 complimentary states of Kentucky, Missouri, Oklahoma, and Louisiana are currently being billed. She announced the complimentary states for 1989 will be Virginia, West Virginia, and the District of Columbia.

Ms. Lenoir stated the Auxiliary file has been

increased from 8,000 to 38,815 names, and a new membership brochure has been developed for that group.

She announced that the Southern Orthopaedic Association remains strong with 2,591 total members, including 223 new members added since July.

Ms. Lenoir briefly reviewed the membership marketing strategies currently being used, including (1) a new awareness campaign; (2) telemarketing; (3) recruitment letters by specialty and state; and (4) a cooperative effort with the Physicians' Purchasing Program through Bell South Mobility.

Additional marketing currently being done for the Association includes (1) soliciting sponsorships for the SOA Residents and Fellows' Conference for which \$6,000 has already been received; (2) developing brochures for the new Oncology Association and Educational Resources Consortium; (3) working with the Physicians' Purchasing Program to develop a new brochure and direct mail campaign to family physicians; and (4) a new membership recruitment brochure.

She also stated that 22 Associate Councilors participated in the recent SMAAAC Attack, and a total of 26 dues-paying members, 115 resident members, and 162 student members were received from that promotion. Plans are already in the works to continue this program in 1989.

She reported that 255 exhibits have been sold for the Annual Meeting, and total sponsorships have been received in the amount of \$91,000, not including the sponsorship received from SMA Services.

Ms. Lenoir also reviewed several new activities taking place in the exhibit hall this year. She stated that special invitations were sent to 900 residents at Charity Hospital and 300 residents at Ochsner Clinic promoting the Annual Meeting and the Association.

She added that auxiliary registration for the meeting is high, and 609 tickets have already been sold for various Auxiliary functions. In addition, the Auxiliary also plans to hold its Boutique again, and 16 exhibitors have been secured for that endeavor.

Ms. Lenoir also announced that during the year ten states have used the Auxiliary's \$300 allotment for Doctors' Day, and she briefly reviewed some of the uses. She announced that red carnation stickers and certificates are also available through SMA for use by state and county auxiliaries.

Ms. Lenoir reported the Typography & Design Department recently began marketing its own catalog, and over 100 physicians have already responded with interest. She was also pleased to report that this department reached its sales goal over six times during the past year. This department also ended its first quarter with a profit and is exhibiting for the first time here in New Orleans.

She stated that SMA Travel Services had a small profit during the first quarter. It also sold approximately 500 airline tickets for the New Orleans meeting in addition to its revenue from local businesses and other sources.

Ms. Lenoir reported that meeting services have grown over the past few years, and these activities should increase even more due to the addition of SAO, SMER, Young Physicians, and an expanded educational program.

*Southern Medicine's* visibility has been increased by highlighting more member accomplishments, and the newsletter continues to be an important marketing tool.



## REPORT OF THE DIRECTOR OF EDUCATION

Bruce J. Bellande, Ph.D.

Dr. Bellande reported that over 15,000 subscribers have been maintained in the Dial Access program, and over 10,000 calls were received during the past year for an average of 800 a month. A new miniseries in Allergy & Immunology has been added, and two new sections are planned during the next year. SMA currently has three sponsors supporting the Dial Access program.

He stated that Video Access has been developing steadily, with sales and rentals totaling over 850 during the past year. Thirteen new programs were offered during the year, and a subscription series is now available. In addition, a library of over 300 tapes is currently available through a new program with Medicom International.

He added that over 700 Clinical Concepts books were sold in the first series, and the Audio Access program sold 70 programs last year and distributed 360 monographs.

Dr. Bellande reported that SMA has now served over 12,000 members through one or more of its media programs, and an additional 16,000 members through other educational activities, representing a 68% membership participation rate.

He stated the *Journal* has experienced a good year, and circulation is now approximately 30,000 copies per month. By going to a lighter weight of paper and reorganizing its mailing system, SMA has also saved approximately \$68,000 in paper and mailing expenses.

A Planned Giving Program has been initiated with an advisory committee to review the total fund raising program and policies, and to serve as a liaison to the Council.

Dr. Bellande announced that the major thrust during the coming year will be to determine the educational needs of the physicians. An organizational committee within each section will be established which will identify the educational needs of that specialty so that appropriate programs can be developed for them in the future. In addition, SMA will also be working during the coming year to enhance the quality of and participation in Annual Meeting events.

He stated plans are already underway for the 1989 educational schedule which to-date includes: three postgraduate courses, seven resident workshops, two seminars, the Emergency Medicine meeting, the SOA Annual Meeting, a second Clinical Cruise, an AIDS Symposium in March, and a Lung Disease Symposium in June.

## REPORT OF THE DIRECTOR OF FRINGE BENEFIT PROGRAMS

Mr. Kenneth Vinzant

Mr. Vinzant briefly reviewed the developments in the insurance program over the last two years. He stated the Long Range Plan originally called for bringing the program in-house within a 5-year period, but that has been accelerated and a January 1, 1989 take-over will be in effect for everything other than claim-paying activities. The new layout for the headquarters office has been completed, computer terminals have been purchased, and the additional personnel have been hired, including a Coordinator with over 16 years experience in the insurance industry.

He reported that even with the changes the program remains stable and competitive, with an average enrollment of 247 participants per month. Utilization of the program also remains high. Collec-

tions are running 87% of the billed premium (with 90% the goal).

He added that the marketing and administrative staff is excited about the future of the program since this will be the first time the Association will have full and complete control of the program.

## REPORT OF THE ASSISTANT DIRECTOR OF PHYSICIANS' PURCHASING

Mr. Rudy Sturm

Mr. Sturm reported that this is the second year SMA has promoted a medical students program with the University of Alabama, and SMA hopes to expand this service to other schools in the future.

He announced that the number of physicians that have paid the \$15 participation fee is averaging 53%. With this new method, SMA hopes to concentrate more on the physicians who are actually using the program, although mailings will continue to be sent to the entire membership on a semi-annual basis and to new members every month.

Mr. Sturm also announced that Jackson and Coker has been named the official physician recruiter by SMA, and a mailing has been done to that effect. Additional services offered through this program include temporary coverage and assistance in buying and selling a practice.

He announced a new contract with CBM Computer Center now allows SMA to offer for the first time computer hardware only at discounted prices. As of June, \$35,000 in sales had been generated even before SMA announced the addition of CBM. He added that SMA averages between 20 and 30 calls a day now as a response to recent mailings advertising the new program.

In July, a telemarketing campaign was begun to contact new participants. Although still a new marketing effort, many new orders have been received through the program.

Mr. Sturm stated a change in the distribution process of our medical equipment and supplies is currently under consideration to allow greater price competition in that area. The possibility of establishing a bidding system in each state to allow SMA to have a local supplier in that state is also being developed, and a recommendation will be made at a later date to the committee.

## REPORT OF THE DIRECTOR OF OPERATIONS

Mr. Timothy Taylor

Mr. Taylor reported the Accounting Department has been busy with Annual Meeting registration as well as IRS audit demands. He stated that financial statements are prepared monthly and then reviewed carefully with each department director.

New bookkeeping systems for the Educational Resources Consortium and the Southern Association for Oncology have been set up and first quarter financial statements prepared for both organizations.

He announced that the Information Systems Department has completed a *Journal* editorial tracking system that is now in use by the Birmingham and Nashville office, as well as a *Journal* advertising billing system. The Southern Association for Oncology has also been included in the membership billing system. Projects now in the works include a Typography & Design invoicing system, a classified ads billing system, PPP data base functions, and a video subscription data base procedure. In addition, this department is also working



on a proposal for providing a service bureau for physician practices.

Mr. Taylor reported that documents have been filed with the IRS for a 401K plan for employees with Mr. Ranieri, Mr. Taylor, and Dr. Robert Baldwin acting as trustees. He stated this would be a salary reduction plan at no cost to the Association. He also added that by selecting a different insurer offering a group plan rating, SMA has been able to increase its life insurance benefits for new employees to \$15,000 and for those with a year of service or more to \$35,000 at no additional cost to the Association.

A supplementary life insurance program has also been implemented that 32 employees have already joined. He also stated that representatives from Fiduciary Trust Company have updated SMA on its investments with a return of 10.6% on the general fund and 11.6% on the premium stabilization fund. This is about 8.6% at book value.

#### **ADJOURNMENT**

There being no further business to come before the Executive Committee at this time, Dr. Barnett adjourned the meeting into Executive Session.

# PROCEEDINGS OF THE COUNCIL

New Orleans, Louisiana, November 4, 1988, 1:30 p.m.

## CALL TO ORDER AND ROLL CALL

The Council of the Southern Medical Association met in the St. Charles "B" Room of the Sheraton Hotel on November 4, 1988. The meeting was called to order at 1:30 p.m. by the Chairman Jim C. Barnett, M.D.

Members of the Council present: Jim C. Barnett, M.D., Chairman, Brookhaven, Miss.; John F. Redman, M.D., Vice-Chairman, Little Rock, Ark.; J. Lee Dockery, M.D., President, Gainesville, Fla.; Roger L. Mell, M.D., President-Elect, Chesterfield, Mo.; Larry C. Smith, M.D., Vice-President, Huntington, W. Va.; William W. Moore, Jr., Immediate Past-President, Atlanta, Ga.; Robert L. Baldwin, M.D., Birmingham, Ala.; Gordon S. Letterman, M.D., Washington, D.C.; Howard Kurzner, M.D., Miami, Fla.; E. Napier Burson, Jr., M.D., Atlanta, Ga.; Kenneth Crabtree, M.D., Gamaliel, Ky.; Paul B. Lansing, M.D., New Orleans, La.; John F. Strahan, M.D., Baltimore, Md.; Hugh E. Stephenson, Jr., M.D., Columbia, Mo.; Angus M. McBryde, Jr., M.D., Charlotte, N.C.; O. W. Dehart, M.D., Vinita, Ok.; Thomas C. Rowland, Jr., M.D., Columbia, S.C.; Louis A. Cancellaro, M.D., Johnson City, Tenn.; Joseph T. Painter, M.D., Houston, Tex.; John A. Board, M.D., Richmond, Va.; and Jack R. Traylor, M.D., Huntington, W. Va.

Councilors-Elect present: Edward J. Tomsovic, M.D., Tulsa, Ok. and J. Edward Hill, M.D., Hollandale, Miss.

Others present: George S. Ellis, Sr., M.D., New Orleans, La.; George S. Ellis, Jr., M.D., New Orleans, La.; Robert W. Klink, M.D., Gloucester, Va.; John B. Thomason, M.D., Nashville, Tenn.; Mrs. Graham B. Milburn, San Antonio, Tex.; and the following staff members from Birmingham, Ala.: Mr. William J. Ranieri, Executive Vice-President; Ms. Cynthia L. Lenoir, Director, Association Services; Mr. Timothy R. Taylor, Director, Internal Operations; Bruce J. Bellande, Ph.D., Director, Education; Mr. Kenneth Vinzant, Director, Fringe Benefits; Mr. Rudy Sturm, Assistant Director, Physicians' Purchasing Program and Ms. Barbara C. Mills, Administrative Assistant, Administration and Association Services.

## MINUTES OF PREVIOUS MEETINGS

Prior to the meeting, copies of minutes taken at the Executive Committee of the Council, June 9, 1988; Executive Committee of the Council, Conference Call, June 13, 1988; Executive Committee of the Council, July 8, 1988 and the Council, July 9, 1988 were distributed for review and approval.

**ACTION:**—It was moved by Dr. Redman and seconded to approve the minutes of the Executive Committee of the Council, June 9, 1988; Executive Committee of the Council, Conference Call, June 13, 1988; Executive Committee of the Council, July 8, 1988 and the Council of July 9, 1988. The motion carried.

Dr. Barnett introduced Dr. Paul Lansing, the reappointed Councilor from Louisiana; Dr. J. Edward Hill, the new Councilor from Mississippi and Dr. Edward J. Tomsovic, the new Councilor from

Oklahoma. He also introduced Mrs. Joan Milburn, President of the SMA Auxiliary, who gave a brief report on her activities of the past year.

## REPORT OF THE PRESIDENT

J. Lee Dockery, M.D.

Dr. Dockery reviewed the social, educational and entertainment functions of the Annual Meeting. He introduced, and gave special recognition to Drs. George S. Ellis, Sr. and George S. Ellis, Jr., Co-Chairmen of Local Arrangements for the 82nd Annual Meeting. Dr. Dockery also thanked the Council for the opportunity to serve as its President during the past year.

## REPORT OF THE CHAIRMAN

Jim C. Barnett, M.D.

Dr. Barnett expressed his personal appreciation to all who served on various committees and thanked the staff for their support during the past year.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri reported 1988 had been a very busy year for SMA both in growth and finances and that SMA Services had a major turnaround this year and showed a profit.

Mr. Ranieri cited the growth of the organization, stating: 1) that Southern Association for Oncology has over 200 members; one-half are new members to SMA, and over 60% joined as charter members and 2) Southern Medical Education Resources, Inc., an institutional based organization, made up of teaching hospital members and SMA, was organized and chartered this past year.

Mr. Ranieri called upon Mr. Taylor, who presented a slide program indicating SMA's financial progress and distributed copies of SMA's financial statement.

Dr. Painter commended Mr. Ranieri and Mr. Taylor for their financial projections.

## REPORT OF THE AUDIT COMMITTEE

Edwin C. Evans, M.D., Chairman

Dr. Evans reported the Audit Committee made the following recommendations:

### Recommendation No. 1

That the Council approve the audits of SMA and SMA Services for 1987-1988 ending on June 30, 1988, including the provision for possible income taxes of \$150,000.

**ACTION:**—It was moved by Dr. Painter and seconded by Dr. Cancellaro that the Council approve the audits of SMA and SMA Services for 1987-1988 ending on June 30, 1988, including the provision for possible income taxes of \$150,000. The motion carried.

### Recommendation No. 2

That the Council commend staff, especially Mr. Ranieri, Mr. Taylor and Mr. Casey for their continued competency, efficiency, and effectiveness in the financial involvement of the Association.



**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that the Council commend staff, especially Mr. Ranieri, Mr. Taylor and Mr. Casey for their continued competency, efficiency, and effectiveness in the financial involvement of the Association. The motion carried.

Dr. Barnett commended Dr. Evans for his Chairmanship of the Audit Committee.

## **REPORT OF THE COORDINATING COMMITTEE ON EDUCATION**

Louis A. Cancellaro, M.D.

Dr. Cancellaro stated that the educational programs are beginning to turn a profit and all courses and monographs have been very successful. He extended thanks to the Educational staff at SMA for its assistance. Dr. Cancellaro introduced Dr. Klink, Chairman of the Standing Committee on Scientific Work, who stated he enjoyed coordinating this year's program and looks forward to the next year in Washington, D.C.

Dr. Cancellaro also called upon Dr. John Thomson, Editor of the *Southern Medical Journal*, who stated the number of papers contributed to the *Journal* continues to decrease, and asked all Councilors to urge the special session presenters to submit papers to the *Journal*.

## **REPORT OF THE COORDINATING COMMITTEE ON ADMINISTRATION**

Joaquin S. Aldrete, M.D.

In the absence of Dr. Aldrete, Chairman, Dr. Barnett asked Dr. Letterman to give the report of the Standing Committee on Constitution and Bylaws.

Dr. Letterman advised that the Committee was charged this year to change Section 5 (D) of the By-Laws and made the following recommendation:

### **Recommendation**

That Section 5(D) of the Bylaws be changed to read as follows: "There shall be an Executive Committee of the Council to represent the Association and Council between Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council."

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that Section 5(D) of the Bylaws be changed to read as follows: "There shall be an Executive Committee of the Council to represent the Association and Council between Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council." The motion carried.

## **REPORT OF THE STANDING COMMITTEE ON LONG RANGE PLANNING**

Louis A. Cancellaro, Chairman

Dr. Cancellaro stated the Committee reviewed the 37 recommendations from the Long Range Planning retreat. In reviewing the recommendations, duplications and overlapping material were reduced or eliminated to a total of 29 recommendations, which fall under the headings of Administration, Education, Association Services, Fringe Benefits, Internal Operations and Shared Services. Prior to the meeting, the new format was distributed to the Council outlining the changes.

## **Recommendation**

That the Council approve the Long Range Planning document format, with two revisions, as distributed.

**ACTION:**—It was moved by Dr. Smith and seconded by Dr. Painter that the Long Range Planning document format, with two revisions, as presented, be approved. The motion carried unanimously.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Smith that the minutes reflect the Council's commendation of approval for the work of the Long Range Planning Committee. The motion carried.

## **REPORT OF THE COMMITTEE ON SHARED SERVICES**

Robert L. Baldwin, M.D.

Dr. Baldwin presented highlights from his written report listed in the Officers' Notebook and stated Shared Services enjoyed continued success this year. He stated the Physicians' Purchasing Program, in spite of increasingly heavy competition, has continued to show steady growth and is beginning to realize a profit.

## **REPORT OF THE COORDINATING COMMITTEE ON INSURANCE**

Paul B. Lansing, M.D.

Dr. Lansing thanked each member of the Coordinating Committee on Insurance for their committee activities during the past year.

A contract has been finalized with Administrative Consultants, Inc. of Waterbury, Connecticut to cover SMA's insurance support system for the in-house administration of the program to begin January 1, 1989.

Dr. Lansing submitted the following recommendations:

### **Recommendation No. 1**

That the rating structure for the disability plans be changed from a 10-year age bracket to a 5-year age bracket.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that the rating structure for the disability plans be changed from a 10-year age bracket to a 5-year age bracket. The motion carried.

### **Recommendation No. 2**

That a quarterly billing option for the SMA Insurance Program be offered beginning with the April 1, 1989 billing.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that a quarterly billing option for the SMA Insurance Program, be offered beginning with the April 1989 billing. The motion carried.

### **Recommendation No. 3**

That a regional geographic rating structure for the medical insurance plans be developed by Connecticut General, based on regional claims experience to take effect with the April, 1989 billing.

**ACTION:**—It was moved by Dr. Lansing, amended and seconded by Dr. Dockery, that a regional geographic rating structure for the medical insurance plans be developed by Connecticut General, with the approval of Southern Medical Association, based on regional claims experience to take effect with the April, 1989 billing. The motion carried.

### **Recommendation No. 4**

That an overall increase in the medical insurance rates of 17% be allocated into the regional rating distribution effective with the April, 1989 billing.



**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Redman that an overall increase in the medical insurance rates of 17% be allocated into the regional rating distribution effective with the April, 1989 billing. The motion carried.

For the information of the Council, ten special requests from members or employees regarding underwriting or claims decisions by the carrier and a synopsis of the action of the Committee were distributed.

## **COORDINATING COMMITTEE ON PHYSICIANS' RETIREMENT**

Howard Kurzner, M.D.

Dr. Kurzner presented the following recommendations to the Council, stating that action need only be taken on Recommendation No. 4.

### **Recommendation No. 1**

That the Committee approve a recommendation for the SMA staff to renegotiate the current contract with International Benefit Services in an effort to improve the Association's income from this program.

### **Recommendation No. 2**

The Committee approved a recommendation for the SMA staff to investigate the possibility of bringing the marketing and administration of the Retirement Program in-house to the SMA's headquarters.

### **Recommendation No. 3**

The Committee approved that the SMA staff investigate other equally competent administrators to handle the program at a lower cost.

### **Recommendation No. 4**

To accept a recommendation from CIGNA to add an additional retirement plan to the program.

**ACTION:**—It was moved by Dr. Kurzner and seconded by Dr. Painter to accept a recommendation from CIGNA to add an additional retirement plan to the program. The motion carried.

## **REPORT OF THE COORDINATING COMMITTEE ON MEMBERSHIP**

J. Edward Hill, M.D.

Dr. Hill presented the following recommendations made by the Coordinating Committee on Membership:

### **Recommendation No. 1**

That a new dues-paying member have the opportunity to give a complimentary membership for one year to a colleague of his choosing and that the recipient receive a reduced or waived registration fee for the following annual meeting.

**ACTION:**—It was moved by Dr. Painter, amended and seconded by Dr. Dockery that the Membership Committee be encouraged to develop recommendations that can be considered and approved by the Executive Committee at its next meeting. The amendment carried with one dissenting vote.

Dr. Hill stated that Jean Holt, M.D., of San Antonio, Texas has been appointed to the Coordinating Committee on Membership.

### **Recommendation No. 2**

The Committee recommended a mailing be conducted to non-members, to promote complimentary membership, in the SMA territory to physicians under the age of 50 and who are Doctor-Doctor couples, in order to identify physicians married to physicians.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Painter that a mailing be conducted to non-members, to promote complimentary membership, in the SMA territory to physicians under the age of 50 and who are Doctor-Doctor couples, in order to identify physicians married to physicians. The motion carried.

Dr. Hill stated he had a list of 29 deans in the SMA territory who are not SMA members. He also stated that the Membership Committee was previously given the authority to try to reach these deans through one-to-one contact between Councilors in their respective states and to offer the deans either a dues-paying membership or an SMA honorary membership for one year.

### **Recommendation No. 3**

Dr. Hill brought up the following Recommendation which had previously been returned to the Committee:

That a complimentary issue of the *Journal* be mailed one-time to 800 non-subscribing medical libraries in the SMA territory.

**ACTION:**—It was moved by Dr. Dockery and seconded to send a complimentary issue of the *Journal* to each of the non-subscribing medical libraries in the SMA territory with a drop out subscription card. The motion carried.

### **Recommendation No. 4**

The Committee reviewed the possibility of expanding the SMA territory into Arizona and New Mexico. The Committee recommended that this be referred to the Long Range Planning Committee, but in the interim market SMA programs and services to those states on an Associate Membership basis.

**ACTION:**—It was moved by Dr. Dockery, amended by Dr. Cancellaro and seconded by Dr. Strahan to refer to the Long Range Planning Committee the concept of incorporating Arizona and New Mexico and expanding SMA into adjacent states. The motion carried.

**ACTION:**—It was moved by Dr. Lansing and seconded by Dr. Painter that the Council approve the marketing of SMA programs and services in Arizona and New Mexico on a complimentary associate membership basis.

**ACTION:**—It was moved by Dr. Painter that the Council approve the development of the program with the complimentary members program for one year in the two states the Committee has recommended.

**ACTION:**—It was moved by Dr. Burson that this question be tabled until the February meeting and a report received from the Long Range Planning Committee concerning the first issue. The motion carried.

**ACTION:**—It was moved by Dr. Dockery and seconded to give complimentary membership for one year to deans who are M.D.'s in the SMA territory who are not members of SMA. The motion carried.

## **REPORT OF THE AD HOC COMMITTEE ON SPECIAL AWARDS**

Larry C. Smith, M.D.

Dr. Smith stated the Committee met by conference call on September 27, 1988, to review the nominations received for the three awards presented annually by the Association. He reported the following recommendations:

### **Recommendation No. 1**

That the SMA Distinguished Service Award, in recognition of outstanding contributions to the advancement of medical science and/or the Association, be presented to Dr. Albert C. Esposito, an eye physician and surgeon, from Huntington, West Virginia.

**ACTION:**—It was moved by Dr. Smith and seconded by Dr. Painter that the SMA Distinguished Service Award in recognition of outstanding contributions to the advancement of medical



science and/or the Association be presented to Dr. Albert C. Esposito. The motion carried.

#### **Recommendation No. 2**

That the Seale Harris Award, in recognition for important research accomplishments in the broad field of metabolism, endocrinology, nutrition, or for research which contributes to a better understanding of the chemical changes occurring in disease, be awarded to Dr. Albert L. Hyman of New Orleans, Louisiana.

**ACTION:**—It was moved by Dr. Smith and seconded by Dr. Cancellaro that the Seale Harris Award, in recognition for important research accomplishments in the broad field of metabolism, endocrinology, nutrition, or for research which contributes to a better understanding of the chemical changes occurring in disease, be awarded to Dr. Albert L. Hyman of New Orleans, Louisiana. The motion carried.

#### **Recommendation No. 3**

That the Original Research Award not be awarded this year due to a lack of outstanding research from any of the submitted nominees.

### **REPORT OF THE STANDING COMMITTEE ON SELECTIONS**

Thomas C. Rowland, Jr., M.D.

Dr. Rowland presented the following slate of officers for 1988-89:

President—Roger L. Mell, M.D.  
President-Elect—Larry C. Smith, M.D.  
Vice-President—Jim C. Barnett, M.D.  
Chairman of the Council—John F. Redman, M.D.  
Nominations from the floor were called for, however, none was received.

**ACTION:**—It was moved by Dr. Cancellaro and seconded to approve the elections by the Council. The motion carried.

A secret ballot was held and Thomas C. Rowland, M.D., of Columbia, South Carolina was elected Vice-Chairman of the Council (one year term).

William W. Moore, Jr., M.D., SMA's Immediate Past President was elected Trustee.

### **NEW BUSINESS**

Ollie Dehart, M.D. proposed that the Council honor John Thomson, M.D. by publishing a book of editorials previously printed in past issues of the *Southern Medical Journal*.

### **ADJOURNMENT**

There being no further business to come before the Council at this time, Dr. Jim C. Barnett adjourned the Council Session of the 82nd Scientific Assembly of the Southern Medical Association at 4:30 p.m.

# PROCEEDINGS OF THE FIRST GENERAL SESSION

New Orleans, Louisiana, November 5, 1988, 11:00 a.m.

## CALL TO ORDER

The First General Session of the 82nd Annual Scientific Assembly of the Southern Medical Association was held in the Aurora Room of the Sheraton New Orleans Hotel with approximately 100 members in attendance. J. Lee Dockery, M.D., President of the Association, called the meeting to order at 11:00 a.m.

Dr. Dockery welcomed those attending and announced that the Association now has over 56,000 members and 38,000 Auxiliary members. He also reviewed the upcoming activities during the scientific assembly and recognized the past presidents of the Association in attendance.

## REPORT OF THE COUNCIL

Jim C. Barnett

Dr. Jim C. Barnett, Chairman of the Council, Brookhaven, Mississippi, gave a brief slide presentation summarizing the activities of the Association over the past year.

Dr. Barnett also reviewed the purpose of the Association and its leadership and staff for the current year. He also briefly reviewed the responsibilities of each staff division, including Education, Association Services, Operations, Fringe Benefits, and Physicians' Purchasing.

Dr. Barnett then presented a chart indicating the growth of membership since the organization of SMA in 1906. He reported membership in 1988 stands at approximately 55,000. He also presented a chart indicating Annual Meeting attendance and announced that this year's meeting is expected to have the highest registration in SMA's history.

In summary, Dr. Barnett reported that the Association has continued to grow with an annual operating budget of \$8 million and a net surplus of \$278,000 for this year. He also stated SMA has completed its fifth year without a dues increase to its members.

## REPORT OF THE PRESIDENT

J. Lee Dockery

Dr. Dockery announced the officers elected previously at the Council Meeting:

**CHAIRMAN OF THE COUNCIL:** John F. Redman, M.D., Little Rock, Arkansas.

**VICE-CHAIRMAN OF THE COUNCIL:** Thomas C. Rowland, Jr., M.D., Columbia, South Carolina.

**EXECUTIVE COMMITTEE MEMBERS:** J. Edward Hill, M.D., Hollandale, Mississippi; Hugh E. Stephenson, Jr., M.D., Columbia, Missouri; and Kenneth Crabtree, M.D., Gamaliel, Kentucky.

**BOARD OF TRUSTEES:** J. Lee Dockery, M.D., Gainesville, Florida.

Dr. Dockery stated that Section 5(D) of the Bylaws of the Association currently reads as follows:

There shall be an Executive Committee of the Council to represent the Association and Council between the annual meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the annual meeting may be acted upon by the Executive Committee of the Council.

Dr. Dockery then presented the following proposed change to Section 5(D) of the Bylaws:

There shall be an Executive Committee of the Council to represent the Association and Council between Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council.

**ACTION:**—It was moved and seconded to approve the change to Section 5(D) of the SMA Bylaws to read as follows:

There shall be an Executive Committee of the Council to represent the Association and Council between Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council.

The motion carried.

Dr. Dockery then announced the location of this year's Auxiliary Boutique and stated that all proceeds from the Boutique will go to SMA's Planned Giving Program.

He also announced SMA has 255 technical and scientific exhibits sponsoring the annual meeting and encouraged everyone to visit those exhibits whenever possible.

## REPORT OF THE STANDING COMMITTEE ON SELECTIONS AND ELECTION OF OFFICERS

J. Lee Dockery

Dr. Dockery reviewed the Report of the Standing Committee on Selections and presented the following nominations for the elective offices of the Association:

**PRESIDENT-ELECT:** Larry C. Smith, M.D., Huntington, West Virginia.

**VICE-PRESIDENT:** Jim C. Barnett, M.D., Brookhaven, Mississippi.

Dr. Dockery then called for nominations from the floor, however, none were received.

**ACTION:**—It was moved and seconded that the nominations be closed, and a vote was taken for each of the nominees presented by the Standing Committee on Selections. The nominees were approved as presented.

## OLD BUSINESS

Dr. Dockery presented a proposal that was discussed during the 1987 Annual Meeting in San Antonio and then laid on the table for one year to establish a new Section on Oncology for the Southern Medical Association. He stated the new Section will represent physicians engaged in the practice of, and the training for, any of the multidisciplinary oncologic areas of medicine. The addition of the new Section would be reflected by a change in Article V, Section 2 of the Constitution to read as follows:



SECTION 2. Scientific Sections. The scientific Sections of this Association shall be: Section on Allergy, Section on Anesthesiology, Section on Colon and Rectal Surgery, Section on Dermatology, Section on Gastroenterology, Section on Family Practice, Section on Gynecology, Section on Medicine, Section on Neurology, Neurosurgery, and Psychiatry, Section on Obstetrics, *Section on Oncology*, Section on Ophthalmology, Section on Otolaryngology, Section on Pathology, Section on Pediatrics, Section on Plastic and Reconstructive Surgery, Section on Radiology, Section on Surgery, Section on Urology, and such other Sections as the Association may from time to time create or provide for.

Dr. Dockery added that all requirements listed under the SMA Bylaws have been met, and the organization of the new Section has been formalized.

**ACTION:**—It was moved and seconded to approve the establishment of a new Section on Oncology and to change Article V, Section 2 of the Constitution of the Southern Medical Association to reflect this new addition. The motion carried.

### **ADJOURNMENT**

There being no further business to come before the membership at this time, Dr. Dockery adjourned the First General Session of the 82nd Annual Scientific Assembly of the Southern Medical Association at 11:25 a.m.

# PROCEEDINGS OF THE BOARD OF TRUSTEES

New Orleans, Louisiana, November 6, 1988, 12:00 p.m.

## CALL TO ORDER AND ROLL CALL

In lieu of a formal meeting of the Board of Trustees, a combined luncheon meeting of the Past Councilors and Board of Trustees was held at the Sheraton New Orleans Hotel on November 6, 1988.

Members of the Board of Trustees present: Edwin C. Evans, M.D., Atlanta, GA; M. Pinson Neal, Jr., Richmond, VA; Richard D. Richards, Baltimore, MD; John B. Lynch, Nashville, TN; Guy T. Vise, Jr., Jackson, MS; and William W. Moore, Jr., Atlanta, GA.

The meeting was chaired by Dr. Daniel L. Sexton, the senior surviving past president of SMA (1962-1963).

## REPORT OF THE PRESIDENT

J. Lee Dockery

Dr. Sexton called upon Dr. Dockery, who gave a brief report on the activities of the Annual Meeting in progress.

## REPORT TO THE BOARD OF TRUSTEES

Dr. Edwin C. Evans gave a brief report of the Audit Committee and Dr. Jim C. Barnett, Chairman of the Council, gave a brief report of the current activities of the Association.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri and members of his staff reported on activities of the SMA Insurance Program and current happenings regarding the home office property.

## ADJOURNMENT

All reports were received but no actions were taken. The meeting was adjourned at approximately 1:30 p.m.



# PROCEEDINGS OF THE EDITORIAL BOARD

New Orleans, Louisiana, November 8, 1988, 7:30 a.m.

## CALL TO ORDER AND ROLL CALL

The Editorial Board of the *Southern Medical Journal* met in the Estherwood Room of the Sheraton Hotel and Towers, November 8, 1988, immediately after a breakfast at 7:30 a.m.

Members of the Editorial Board present were John B. Thomison, Editor, Nashville, Tenn.; Alan Blum, Associate Editor, Houston, Tex.; Addison B. Scoville, Jr., Assistant Editor, Nashville, Tenn.; Sam E. Stephenson, Jr., Assistant Editor, Jacksonville, Fla.; Ben V. Branscomb, Birmingham, Ala.; Gerald S. Berenson, New Orleans, La.; Louis A. Cancellaro, Johnson City, Tenn.; Alvin J. Cummins, Memphis, Tenn.; Jean Holt, San Antonio, Tex.; M. Pinson Neal, Jr., Richmond, Va.; and J. Graham Smith, Jr., Augusta, Ga.

Members absent were R. H. Kampmeier, Editor Emeritus, Nashville, Tenn.; Terry D. Allen, Dallas, Tex.; Randolph Batson, Troy, Ala.; Spencer S. Brewer, Jr., Atlanta, Ga.; Carlyle Crenshaw, Jr., Baltimore, Md.; and Thomas B. Dameron, Jr., Raleigh, NC.

Also attending were the following SMA staff members from Birmingham: Mr. William J. Ranieri, Executive Vice-President; Bruce J. Bellande, PhD, Director, Department of Education; Mrs. Jeanette Stone, Assistant Director, Department of Education; and Mrs. Rose Marie Morgan, *Journal* Management Coordinator, as well as Mrs. Emma Tsai, Secretary to the Editor, Nashville, Tenn.

The meeting was called to order by the Editor at 7:50 a.m. Copies of the Editor's Report to the Council were distributed for review and discussion. (Refer to PROCEEDINGS OF THE COUNCIL, New Orleans, La., November 4, 1988, Reports of Officers, Report of the Editor.)

## REPORT OF THE EDITOR

John B. Thomison

Dr. Thomison welcomed the Board members and introduced Dr. Alan Blum (Assistant Professor and Coordinator of Patient Education and Health Promotion, Department of Family Medicine, Baylor College of Medicine in Houston), recently employed as Associate Editor of the *Journal*. Dr. Thomison stated that the Publications Committee has determined that there is now no further role for Assistant Editors, since they have now been supplanted by Dr. Blum, and that the Council had abolished the position. He also stated that he was seeking a motion from the

Editorial Board to recommend to the Council that Dr. Blum's title be changed to Deputy Editor.

**ACTION:**—It was moved and seconded that the Executive Committee of the Council be asked to change Dr. Blum's title from Associate Editor to Deputy Editor. The motion carried unanimously.

Dr. Thomison announced that the computerized manuscript tracking system is now in place and functioning, and he asked Dr. Bellande to describe the system briefly. Mr. Ranieri expressed pride in the in-house development of the system, stating that SMA plans to market the perfected system to other journals. Dr. Blum recommended that in the future, an index might be developed as an addition to the tracking system.

Dr. Thomison invited comments on the composition of the Editorial Board and its possible expansion. There has not been a neurologist on the Board since the death of Dr. Bruce Schoenberg, who also filled the important position of epidemiologist, and whose position with the National Institutes of Health had additional benefits for the *Journal*. Dr. Cancellaro pointed out that a neurologist-member affiliated with a large medical center or the NIH would indeed have a vast number of colleagues to call upon for assistance in reviewing manuscripts. Dr. Blum suggested that the *Journal* also needs a statistician, citing as an example the individual who evaluates the statistical accuracy of manuscripts for the AMA, on a piecework basis. Dr. Thomison commented that although he is most comfortable with the current size of the Board, he believes the *Journal* would be well served by also adding a member in general internal medicine and one in otolaryngology. Dr. Holt informed Dr. Thomison that Dr. Richard Mabry, who is well known in the field of otolaryngology, has expressed interest in being appointed. Dr. Thomison said that he will write Dr. Mabry.

Dr. Blum expressed his desire to conduct a workshop on writing for publication, not only to instruct and cultivate new authors, but also to allow Editorial Board members and others involved in scientific publication to vent pet peeves and exchange ideas. The consensus was that the course should first be held in conjunction with SMA's annual meeting, thus making it convenient especially for residents to attend.

## ADJOURNMENT

After thanking all those present for their continuing efforts on behalf of the *Journal*, Dr. Thomison adjourned the meeting at 8:45 a.m.

# PROCEEDINGS OF THE EXECUTIVE COMMITTEE OF THE COUNCIL

New Orleans, Louisiana, November 8, 1988, 2:30 p.m.

## CALL TO ORDER AND ROLL CALL

The Executive Committee of the Council of the Southern Medical Association met in the St. Charles "A" Room of the Sheraton Hotel, New Orleans, Louisiana on November 8, 1988. The meeting was called to order at 2:30 p.m. by the Chairman, John F. Redman, M.D.

Members of the Executive Committee present: John F. Redman, M.D., Chairman, Little Rock, Ark.; Thomas C. Rowland, M.D., Vice-Chairman, Columbia, S.C.; Roger L. Mell, M.D., President, Chesterfield, Mo.; Larry C. Smith, M.D., President-Elect, Huntington, W. Va.; Jim C. Barnett, M.D., Vice-President, Brookhaven, Miss.; J. Lee Dockery, M.D., Immediate Past-President, Gainesville, Fla.; J. Edward Hill, M.D., Hollandale, Miss. and Kenneth Crabtree, M.D., Gamaliel, Ky.

Member of the Executive Committee absent: Hugh E. Stephenson, M.D., Columbia, Mo.

Also present: Louis A. Cancellaro, M.D., Johnson City, Tenn. Staff present from Birmingham, Ala.: Mr. William J. Ranieri, Executive Vice-President; Mr. Timothy R. Taylor, Director, Internal Operations; Ms. Cynthia L. Lenoir, Director, Association Services; Bruce J. Bellande, Ph.D., Director, Education; Mr. Kenneth Vinzant, Director, Fringe Benefit Programs and Ms. Barbara Mills, Administrative Assistant, Administration and Association Services.

## REPORT OF THE CHAIRMAN

John F. Redman, M.D.

Dr. Redman welcomed Drs. Kenneth Crabtree, Hugh E. Stephenson, Jr., and J. Edward Hill as new members of the Executive Committee and asked the Councilors to submit their committee recommendations within the next week.

Dr. Redman thanked the Executive Committee for extending him the honor of serving as Chairman of the Council. He stated that his goals will be to perpetuate the momentum and the excitement of SMA, to search the ranks of the membership to place the right people in the right jobs, to insist on SMA's maintaining its course of being a vehicle to advance medical education, and to streamline the setting of goals and objectives so they are clearly interpretable by the Council in keeping with SMA's long range planning document.

Dr. Redman also announced the Southern Medical Association Mid-Winter Meeting is tentatively scheduled for March 1989 in Birmingham and the Summer Meeting is scheduled on July 20-23 at Chatham Bars Inn, Chatham Bars, Massachusetts.

## REPORT OF THE PRESIDENT

Roger L. Mell, M.D.

Dr. Mell reported that the Southern Medical Association Annual Meeting will be held November 5-8, 1989 at the Convention Center in Washington, D.C. The theme of the meeting will be "A Taste of America" and Dr. William Cooper will be Chairman of Local Arrangements.

## REPORT OF THE EXECUTIVE VICE-PRESIDENT

Mr. William J. Ranieri

Mr. Ranieri reported that preliminary evaluations of this year's Annual Meeting were excellent, the exhibitors were pleased, and the educational and social events were successful.

Dr. Dockery stated his appreciation to Dr. Barnett, the Council, and the SMA staff for their efforts in making the 1988 Annual Meeting so memorable.

Dr. Redman expressed his appreciation to Dr. Dockery for his leadership during his tenure on the Executive Committee.

## REPORT OF THE COORDINATING COMMITTEE ON EDUCATION

Louis A. Cancellaro, M.D.

Dr. Cancellaro reported that the Committee had added several new members and will meet on an interim basis. He also reviewed the structure of the Section Officers duties and presented the following committee recommendations:

### Recommendation No. 1

To raise the current amount of \$100,000 allocated for Grants and Loans to \$150,000.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Crabtree to increase the current amount of \$100,000 for Grants and Loans to \$150,000. The motion carried.

### Recommendation No. 2

To raise student scholarships from \$500 per person to \$750 per person, which will be \$1,500 per school, based on the Dean's recommendations.

**ACTION:**—It was moved by Dr. Dockery, amended by Dr. Rowland, and seconded, to approve the awarding of four \$500 scholarships per medical school to be awarded at the discretion of the Deans. The motion carried unanimously.

### Recommendation No. 3

The Editorial Board recommended a change in the title for the Associate Editor of the *Southern Medical Journal* to Deputy Editor.

**ACTION:**—It was moved by Dr. Hill and seconded by Dr. Rowland to change the title of the Associate Editor of the *Southern Medical Journal* to Deputy Editor. The motion carried.

Dr. Redman thanked Dr. Cancellaro and his Committee for their work on the Coordinating Committee on Education.

## OLD BUSINESS

Mr. Ranieri distributed copies of the current SMA investment policy and stated Fiduciary Trust has been investing our funds for the past two and one-half years. Because of the size of our investment portfolio they will not handle stock investments for us. Fiduciary Trust recommended that SMA become involved in government bonds from foreign countries. Fiduciary Trust recommended that SMA take 10% to 20% of its portfolio and invest in the international bond market.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Rowland that SMA authorize Fidu-



ciary Trust to invest up to a maximum of 10% in foreign government bonds. The motion carried unanimously.

Dr. Cancellaro was asked to format the Long Range Planning document to include dates for easy reference and also to have the document published in a manual for distribution.

### NEW BUSINESS

Dr. Mell requested that Dr. Thomison bring the history of SMA up-to-date and Dr. Dockery asked that staff supervise the chronicling and compilation of the history.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Mell that Dr. Thomison be appointed the SMA Historian and authorize staff to assist him in this project. The motion carried.

Dr. Redman requested that Dr. Rowland assume the responsibility of Advisor to the SMA Auxiliary.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Smith that Dr. Rowland function as Liaison to the SMA Auxiliary. The motion carried.

Dr. Barnett suggested a public relations concept for SMA and Dr. Dockery supported this suggestion. Mr. Ranieri stated SMA's marketing department could begin developing a full-time public relations concept. Dr. Redman asked Mr. Ranieri to

report on a public relations concept at the March, 1989 meeting.

Dr. Dockery suggested it would be appropriate to have a portrait made of the SMA President and the Chairman of the Council and displayed in the headquarters office and in the *Southern Medical Journal*. The portrait of the Chairman of the Council should be kept until that individual completes the presidency. At that time, as a sign of appreciation, the portrait should then be presented to the President at the same time the gavel is presented. In this way, only one new portrait need be taken each year.

**ACTION:**—It was moved by Dr. Dockery and seconded by Dr. Crabtree to have a portrait made of the SMA President and Chairman of the Council and displayed in the headquarters office and in the *Southern Medical Journal*. The portrait of the Chairman of the Council should be kept until that individual completes the presidency. At that time, as a sign of appreciation, the portrait should then be presented to the President at the same time the gavel is presented. The motion carried.

### ADJOURNMENT

**ACTION:**—It was moved by Dr. Barnett and seconded by Dr. Rowland to adjourn the Executive Committee meeting at 3:30 p.m.

# SOUTHERN MEDICAL ASSOCIATION AUXILIARY PRE-CONVENTION BOARD MEETING

New Orleans, La., November 6, 1988, 1:30 p.m.

The Pre-Convention Board Meeting of the Southern Medical Association Auxiliary was held in St. Charles "B" Room, Sheraton Hotel and Towers, New Orleans, Louisiana, Sunday, November 6, 1988. The meeting was called to order by the President, Mrs. Graham B. Milburn, San Antonio, Texas, at 1:30 p.m.

The invocation was given by Mrs. Dor W. Brown, Jr. (Virginia), Corresponding Secretary. The Pledge of Allegiance was led by Mrs. Edward E. Louis (Dixie), President, Texas Medical Association Auxiliary.

Roll call of Officers, Committee Chairmen, State Councilors and Vice-Councilors was conducted by Mrs. William J. Gutch, Recording Secretary. A registration sheet was signed by the following:

## OFFICERS AND CHAIRMEN

President—Joan Milburn  
President-Elect—Barbara Thibodeaux  
First Vice-President—Janet Campbell  
Regional Vice-Presidents  
    Eastern—Priscilla Gerber  
    Western—Roberta Barnett  
    Northern—Mary Veurink  
Recording Secretary—Wanda Gutch  
Corresponding Secretary—Virginia Brown  
Treasurer—Anne Hubbard  
Historian—Opal McBride  
Parliamentarian—Eileen Martin  
Archives—Janie Smith  
Bylaws—Pat Scofield  
Convention—Marilyn Canale  
Doctors' Day Information—Virginia Elrod  
Medical Heritage Coordinator—Betty Molz  
Medical Heritage Judges—Ebba Dunn  
Memorial—Mary Kay McPhee  
Nominating—Virginia Hopper  
Resolutions—Martha Hughes  
*Southern Connection* Editor—Emily Shelton  
Long Range Planning—Kay Reardon

## COUNCILORS

Alabama—Wyness Shepard  
Arkansas—Ann Chudy  
Florida—Marilyn LeVine  
Georgia—Barbara Tipples  
Louisiana—Sancy McCool  
Maryland—Mildred Taylor  
North Carolina—Mary Leila Andrews  
Out of District—Jean Cavanaugh  
Mississippi—Barbara Blanton  
Missouri—Gayle Vilmer  
Oklahoma—Sheri Farmer  
South Carolina—Bebe Mason  
Tennessee—Wanda Gutch  
Virginia—Nicki Bazaco  
West Virginia—Jeanny Kalaycioglu

## VICE-COUNCILORS

Alabama—Janie Smith  
Arkansas—Ramona Taylor  
Florida—Jane Hewit  
Georgia—Wilma R. Tillman  
Louisiana—Christy Maraist  
Missouri—Jan Meyer  
Oklahoma—Jacque Tomsovic  
South Carolina—Pat Pulaski  
Tennessee—Nancy Prater

Texas—Kris Anne Vogelpohl

Virginia—Dottie Myers

Twelve members and guests also registered.

Mrs. Milburn introduced Special Guests: Mrs. Albert J. Strauss, Jr., President, American Medical Association Auxiliary and Mrs. Hazel Lewis, Executive Director, AMA Auxiliary.

A welcome to New Orleans was given by Mrs. Thomas Canale (Marilyn), Chairman, Annual Meeting Committee. Then Mrs. John M. Hopper (Virginia), Immediate Past President, Southern Medical Association Auxiliary, introduced the nine Past Presidents in attendance:

Mrs. George D. Feldner (Alma) 1953-54 LA  
Mrs. Louis K. Hundley (Jeane) 1954-55 AR  
Mrs. Gordon W. Peek (Louise) 1959-60 LA  
Mrs. Linus W. Hewit (Jane) 1976-77 FL  
Mrs. M. Bruce Martin (Eileen) 1977-78 WV  
Mrs. Charles A. Prater (Nancy) 1980-81 TN  
Mrs. William D. Hughes (Martha) 1982-83 AL  
Mrs. William J. Reardon (Kay) 1983-84 VA  
Mrs. Frank Morgan (Margaret Ann) 1985-86 AR  
Mrs. William B. Shelton, Jr. (Emily), Editor, *Southern Connection*, introduced State Presidents and the Immediate Past Presidents. Present were: Mrs. William C. Collins (Jan), GA; Mrs. Robert Tucker (Jackie), LA; Mrs. Gary Dyer (Eileen), MO; and Mrs. Edward E. Louis (Dixie), TX. Mrs. Gutch announced that the Minutes of the 1987 Post-Convention Board Meeting had been approved by the Reading Committee and were printed. She moved that the minutes be accepted as printed. Motion passed.

The Memorial Service was conducted by Mrs. William McPhee (Mary Kay) who gave thoughts on "the act of remembrance; the value of a woman's life and the reaches of our humanity."

A Resolution of Sympathy was presented to Mrs. George Feldner of New Orleans by Mrs. William D. Hughes, Resolutions Chairman. Dr. Feldner passed away in March 1988, and the Feldner Trophy for Doctors' Day was given in his honor in 1954 by Mrs. Feldner. The Resolution, done in calligraphy by Mrs. Hughes, was presented to Mrs. Feldner, who expressed her appreciation to the Auxiliary and the Resolutions Committee for this treasured remembrance. Margaret Countess of New Orleans served as Mrs. Feldner's hostess for this occasion. A copy of this Resolution will be placed in the Archives.

Officers, Councilors and Committee Chairmen gave their reports. Mrs. Reardon, Long Range Planning Committee Chairman, recommended that the Auxiliary consider terminating the annual \$300 allotted per state for Doctors' Day since several states had not requested the funds. It was decided to continue the fund through 1988-1989 since many states were already making plans to use the money. Mary Veurink moved that the Auxiliary continue to offer each state \$300 to promote and enhance Doctors' Day. Motion carried. Her other recommendation had been approved by the Executive Committee. She also announced that the Fall 1988 issue of the *Southern Connection* was deleted due to budgetary cuts through SMA. The winter Leadership Conference has been deferred to a later date for the same reason.



Mrs. A. J. Campbell, Membership Committee Chairman, announced the total membership increase this year by region:

Eastern: 767  
Western: 523  
Northern: 256  
Out of District: 256  
Total: 1669

Reports were distributed at the meeting.

Mrs. Milburn thanked Linda Willingham, Barbara Bedford and the other SMA staff members for their computer work on Spouse name and address mailout. The number has gone from 8,000 in 1987 to 38,800 in 1988.

Mrs. J. Edward Hill asked that Cynthia Lenoir, SMA Director, Association Services, give a report

on SMA meetings. Ms. Lenoir announced the upcoming Annual Scientific Assemblies of SMA will be November 5-8, 1989, Washington, D.C. and October 14-17, 1990, Opryland Hotel, Nashville, TN.

Mrs. Canale announced the special events planned for the Auxiliary, the Tours that were sold out and the Boutique and Hospitality Room locations.

The meeting was adjourned at 4:00 p.m.

Mrs. William J. Gutch, Recording Secretary  
Reading Committee:

Mrs. Graham Milburn  
Mrs. David Thibodeaux  
Mrs. Bruce Martin

# SOUTHERN MEDICAL ASSOCIATION AUXILIARY GENERAL SESSION

New Orleans, Louisiana, November 7, 1988, 8:00 a.m.

The General Session of the 64th Annual Meeting of the Southern Medical Association Auxiliary met in the Grand Ballroom "D" of the Sheraton Hotel and Towers, New Orleans, Louisiana, November 7, 1988 at 8:00 a.m., with Mrs. Graham B. Milburn, President, San Antonio, Texas presiding.

The Invocation was given by Mrs. Frank E. Morgan, Past President, SMA Auxiliary, 1985-1986.

The Pledge of Allegiance to the Flag of the United States of America was led by Mrs. T. H. Fields, Past President, Louisiana State Medical Association Auxiliary.

Mrs. Milburn introduced persons at the Head Table:

Mrs. Frank E. Morgan;

Dr. John F. Redman, Councilor, Arkansas and Special Advisor to the Auxiliary. Dr. Redman gave statistics on SMA membership and challenged the help of the Auxiliary.

Mrs. Charles Taylor, Councilor, Columbia, Maryland who gave a response on her past association with the Auxiliary in New Orleans.

Mrs. David Thibodeaux, President-Elect;

Dr. J. Lee Dockery, President of SMA. Dr. Dockery reported on the increased membership of the SMA and the Auxiliary's contribution. He also introduced Hazel Lewis' husband, Lester Levinthal, Chicago, Illinois.

Dr. Jim Barnett, Chairman of the Council, SMA, who said that "the Auxiliary is the Southern Medical."

Mrs. Robert Tucker, President, Louisiana State Medical Association Auxiliary who gave us a welcome to New Orleans.

Dr. Roger Mell, SMA President-Elect, who promised his continued support of the SMA Auxiliary; and

Mrs. T. H. Fields.

Mrs. Milburn introduced special guests: Mrs. Albert J. Strauss, Jr., President, American Medical Association Auxiliary; Hazel Lewis, Executive Director, AMA Auxiliary; and the wives of the SMA officers who were present.

Madame Marilyn Canale, dressed in her Creole costume, introduced the guest speaker, Madame Marie, Cajun Humorist, who was a treasure of Cajun humor with her rollicking stories and jargon heard only in Louisiana.

Roll Call of Officers, Committee Chairmen and Members, Councilors and Vice-Councilors was conducted by the Recording Secretary. A correction of the Minutes of the November 2, 1987 General Session, page 2, was corrected as follows: The Guy Smith Kirby Trophy was presented to the Richmond County Medical Society, Georgia. The following is added for the record: Rotating Membership Trophy, Missouri and Team Membership Plaque, Louisiana. Mrs. Gutch moved that the Minutes be approved as corrected. Motion carried.

Mrs. M. Bruce Martin, Parliamentarian, read the Meeting Rules of Order. Mrs. Milburn announced a quorum.

Mrs. Thomas Canale (Marilyn), Annual Meeting Committee Chairman, gave the Convention Credentials report: Boutique sales - \$8,228.84, Pre-Registration - 1,581, Registration on Site - 162, total

1,743, Tour registration - 791 and the Doctors' Day Luncheon was sold out at 630.

Recognition of Past SMAA Presidents was conducted by Mrs. Louis K. Hundley, (1954-1955), Arkansas. Introduced were:

Mrs. Jordan Kelling, (1964-1965), Missouri

Mrs. Gordon W. Peek, (1969-1970), Louisiana

Mrs. James H. Manning, (1974-1975), Georgia

Mrs. Linus W. Hewitt, (1976-1977), Florida

Mrs. M. Bruce Martin, (1977-1978), West Virginia

Mrs. Charles A. Prater, (1980-1981), Tennessee

Mrs. William D. Hughes, (1982-1983), Alabama

Mrs. William J. Reardon, (1983-1984), Virginia

Mrs. J. Edward Hill, (1984-1985), Mississippi

Mrs. Frank Morgan, (1985-1986), Arkansas

Mrs. John M. Hopper, (1986-1987), Louisiana

Mrs. Albert J. Strauss, President, American Medical Association Auxiliary brought greetings from the AMAA and personal greetings as a fellow Southerner and a member of SMAA. She said that SMA Auxiliary's emphasis on Doctors' Day and Medical Heritage is a noble purpose because we need to love, enjoy and see one another in a different aspect outside the hard issues of our times. Mrs. Strauss also said that it is wonderful that we take an account and make note of the great causes of individual physicians. She commended the Auxiliary on the purposes of the organization on the social level. Attending SMAA in New Orleans this year had special meaning because she and Dr. Strauss were celebrating their 25th wedding anniversary and New Orleans was the scene of their honeymoon. She thanked the Auxiliary for giving her this special opportunity.

The President asked if there were any objections to proceeding with the election of the Nominating Committee, so all could participate in the election, including those wishing to leave a little early for a tour. There were no objections.

Mrs. Milburn appointed to the Tellers Committee Mrs. Terrell Blanton, Mrs. M. W. Haisten and Mrs. Steven Vilmer. The Parliamentarian announced the rules of eligibility to serve on the Nominating Committee. The following were nominated for the Nominating Committee:

Mrs. William R. McPhee (Mary Kay)

Mrs. William J. Reardon (Kay)

Mrs. M. V. Kalaycioglu (Jeanny)

Mrs. M. McKendree Boyer (Helen)

Mrs. Graham B. Milburn (Joan)

Mrs. Gordon W. Peek (Louise)

Mrs. William C. Tippins, Jr. (Barbara)

Mrs. John M. Hopper, Chairman of the 1987-1988 Nominating Committee, submitted the following slate of officers for the SMA Auxiliary:

President-Elect: Mrs. A. J. Campbell (Janet), MO  
First Vice-President: Mrs. Jim C. Barnett (Roberta), MS

Vice-President, Eastern Region: Mrs. William L. Smith (Janie), AL

Vice-President, Northern Region: Mrs. M. McKendree Boyer, (Helen), MD

Vice-President, Western Region: Mrs. William B. Shelton, Jr., (Emily), TX

Recording Secretary: Mrs. Samuel Belinsky (Julia), VA



Treasurer: Mrs. Winfield John (Pat), WV  
The Nominating Committee was composed of: Mrs. John Hopper, Chairman; Mrs. Charles Prater; Mrs. Jerry Meyer; Mrs. Edward Molz and Mrs. Bruce Martin. Mrs. Milburn asked for other nominations from the floor. Hearing none, the Chair declared the nominations closed. Mrs. Hopper moved that the slate as presented by the Nominating Committee be accepted. Motion carried.

Mrs. Bruce Elrod, Doctors' Day Information Chairman and Mrs. Robert Andrews, standing in for Mrs. Charles Hoffman, Doctors' Day Judges Chairman, presented the following awards:

Best Statewide Observance: North Carolina.  
Honorable mention: Texas

Best Observance by a County Auxiliary of more than 50 members: Muscogee, Georgia. Honorable Mention: Richmond, Georgia.

Best Observance by a County Auxiliary of less than 50 members: Tangipahoa Parish, Louisiana. Honorable mention: Jones, Mississippi.

Best Exhibit at the Annual Meeting of the SMA Auxiliary was a tie: North Carolina and Texas.

The Feldner Trophy Award: Tangipahoa Parish, Louisiana.

The Guy Smith Kirby Trophy Award: Singing River, Mississippi.

Special Award given to a County participating for the first time: Lexington, South Carolina.

Mrs. Edward Molz, standing in for Mrs. Milton F. Bryant, Medical Heritage Coordinator and Mrs. J. E. Dunn, Jr. presented the following exhibit awards:

Best Statewide: Medical and Chirurgical Faculty of Maryland.

Best County of more than 150 members: Orleans Parish, Louisiana

Best County with 75-150 members: Calcasieu Parish, Louisiana.

Best County with less than 75 members: Fayette, West Virginia.

Most Outstanding from County or State, Dr. and Mrs. Milford O. Rouse Plaque: State of Alabama

Special Certificate: Cole County, Missouri  
Redbook: Jefferson Parish, Louisiana

State and County Scrapbooks: 1st place, St. Louis Metropolitan, Missouri; 2nd place, Richmond Academy, Virginia; 3rd place, Walker-Catossa-Dade, Georgia.

Installation of Officers was conducted by Dr. and Mrs. James H. Manning. Dr. Manning sang original parodies of popular songs accompanied at the piano by Mrs. Jean Galloway, Marietta, GA., for each officer, as they were installed. In tune with Barbara Thibodeaux's theme for the year, *Southern Harmony*, (a pleasing arrangement of parts), Mrs.

Manning said that we must harmonize with Barbara this year. Dr. Manning presented to Barbara a baton and a pitchpipe, to the other officers a pitchpipe, then had Barbara conduct the "choir" of Officers.

Mrs. Graham Milburn presented to Mrs. David Thibodeaux the President's gavel and pin. In her acceptance speech, Mrs. Thibodeaux summarized her reason for selecting the theme "Southern Harmony." She said that harmony denoted many synonyms: Unity, working and getting along well together, each in our own capacity. "That is the SMAA," she said. She introduced her family and special friends.

Mrs. Milburn recognized Mrs. Thibodeaux's home state of Georgia, represented by Mrs. William C. Collins, Georgia Medical Association Auxiliary President, who presented a gift to Mrs. Thibodeaux and directed a "choir" which sang to Barbara. Dr. Joseph Bailey, President of Georgia Medical Society, read a letter from George Bush written to Mrs. Thibodeaux. Dr. Roger Mell brought greetings from the SMA Council.

Mrs. Milburn then recognized the state of Missouri, represented by Mrs. Steven E. Vilmer, Missouri Medical Society Auxiliary President, who presented a gift to Mrs. A. J. Campbell, 1988-1989 President-Elect, Missouri.

Courtesy Resolutions were read by Mrs. William D. Hughes, Chairman, Resolutions.

Mrs. Louis Hundley expressed appreciation to Mrs. Milburn for her Serendipitous leadership of the Auxiliary. Mrs. Edward F. Louis, President, Texas Medical Association Auxiliary, presented to Mrs. Milburn a token of appreciation from her home state for her year as SMA Auxiliary President.

Mrs. Milburn announced the Tellers' Report—Nominating Committee Election:

Mrs. Graham Milburn	..... Texas,
	(later elected as Chairman)
Mrs. William McPhee	..... Missouri
Mrs. William Tippins, Jr.	..... Georgia
Mrs. William Reardon	..... Virginia
Mrs. M. V. Kalaycioglu	..... West Virginia

Alternates:

Mrs. M. McKendree Boyer	..... Maryland
Mrs. Gordon Peek	..... Louisiana
Mrs. Canale encouraged us to visit the Boutique.	

Mrs. Milburn announced that pictures of the new Officers would be taken following the meeting.

There being no further business, the meeting was adjourned at 4:00 p.m.

Mrs. William J. Gutch, Recording Secretary  
Reading Committee:  
Mrs. Graham Milburn  
Mrs. David Thibodeaux  
Mrs. Bruce Martin

## SOUTHERN MEDICAL ASSOCIATION AUXILIARY POSTCONVENTION BOARD MEETING

New Orleans, Louisiana, November 8, 1988, 8:30 a.m.

The Postconvention Board Meeting was held in the St. Charles "B" Room of the Sheraton Hotel, New Orleans, Louisiana, November 8, 1988 at 8:30 a.m. Mrs. David Thibodeaux, Marietta, Georgia, President of the Southern Medical Association Auxiliary, presided.

Mrs. William C. Collins, President of the Auxiliary to the Medical Association of Georgia, gave the invocation.

The Pledge of Allegiance was led by Mrs. J. Bricker Burns, President of the Cobb County Medical Auxiliary, Georgia.

Mrs. Thibodeaux introduced persons at the head table: Dr. Roger L. Mell, Chesterfield, Missouri, President of the Southern Medical Association 1988-1989 and Dr. Thomas C. Rowland, Jr., of Columbia, South Carolina, special advisor to the Southern Medical Association Auxiliary. Dr. Mell spoke to the auxiliary briefly on the role of the auxiliary members in promoting the Southern Medical Association and to make known the advantages, opportunities and benefits of Southern membership.

Roll call of officers, committee chairmen, councilors, vice-councilors, state presidents and presidents-elect was conducted by Mrs. Samuel M. Belinsky, Recording Secretary, Vienna, Virginia.

Mrs. M. Bruce Martin, of Huntington, West Virginia, past president, 1977-1978 introduced the thirteen other past presidents in attendance: Mrs. Louis K. Hundley, Little Rock, Ark., 1954-1955, Mrs. Jordan Kelling, Waverly, Mo., 1964-1965, Mrs. Gordon W. Peek, Baton Rouge, La., 1969-1970, Mrs. James H. Manning, Marietta, Ga., 1974-1975, Mrs. Linus W. Hewitt, Tampa, Fla., 1976-1977, Mrs. M. Bruce Martin, Huntington, W.V., 1977-1978, Mrs. Charles A. Prater, Jellico, Tenn., 1980-1981, Mrs. William D. Hughes, Montgomery, Al., 1982-1983, Mrs. William J. Reardon, McLean, Va., 1983-1984, Mrs. J. Edward Hill, Hollandale, Miss., 1984-1985, Mrs. Frank Morgan, North Little Rock, Ark., 1985-1986, Mrs. John M. Hopper, Baton Rouge, La., 1986-1987, and Mrs. Graham B. Milburn, San Antonio, Tex., 1987-1988.

Mrs. James H. Manning, Parliamentarian, gave the meeting rules of order.

Mrs. Thibodeaux introduced Mrs. A. J. Campbell, President-Elect, and turned the orientation session over to her. She stated that since the leadership conference was temporarily postponed this year, the orientation session was for the benefit of the councilors and vice-councilors present and to inform them of the four areas of interest of the SMA Auxiliary.

Doctors' Day Information Chairman, Mrs. Charles Veurink gave a review of the Doctors' Day information and requested each councilor to report to her some of the projects that had been done in their state.

Mrs. Campbell then introduced Mrs. Hampton Hubbard, Medical Heritage Coordinator, who gave a review of the past, present, and future of preserving our medical heritage. She added this is the responsibility of each vice-councilor to promote in her own state.

Mrs. William McPhee, editor of the *Southern Connection*, requested everyone to send in all Auxiliary news and any other community and state news to her. She stated this publication will be printed and mailed twice this year and will be going out to 38,000 members.

Mrs. Jim Barnett, First Vice-President and Membership Chairman, gave a talk on membership and its meaning. A question and answer period followed all the above presentations.

Mrs. Campbell then gave an overview of all the above in summary and how SMAA is growing and committed to all vital parts of this organization.

HARMONY — Southern Style, was led by Mrs. Robert J. Andrews. Mrs. Jim Barnett wrote the words to a familiar tune and several members sang a special tribute to our new president, Mrs. Thibodeaux. This of course was not on the agenda because it was a surprise.

Mrs. William J. Reardon, Convention Chairman for 1989, invited one and all to join her in Washington, D.C. next year, November 5-8, 1989 for an exciting program.

Mrs. John Hopper asked the past presidents since 1974 to send in a short paragraph, highlighting their year in office, for the 1989 convention which will be the Auxiliary's 65th meeting.

Members elected to the nominating committee were announced as follows: Mrs. Graham B. Milburn, Chairman, Mrs. William J. Reardon, Mrs. William McPhee, Mrs. M. V. Kalaycioglu and Mrs. William J. Tippins, Jr. Alternates are Mrs. M. McKendree Boyer, and Mrs. Gordon W. Peek. Nominations were requested to be sent to any one of these people.

Mrs. Thomas Canale, Convention Chairman, gave a final report and Mrs. Thibodeaux thanked her for a job well done. Mrs. Thibodeaux also thanked the Louisiana delegation for all their help and the Georgia delegation for their untiring support.

There was a surprise visit from a fortune teller who predicted a very "harmonious" year ahead for SMAA and a great celebration next year at our nation's capitol.

The meeting closed with a benediction led by the President, Mrs. Thibodeaux.

Mrs. Samuel M. Belinsky, Recording Secretary  
Reading Committee:  
Mrs. David Thibodeaux  
Mrs. A. J. Campbell  
Mrs. James H. Manning



## SOUTHERN MEDICAL ASSOCIATION AUXILIARY COURTESY RESOLUTIONS

### COURTESY RESOLUTION

Whereas, The city of New Orleans has repeated the gracious invitation to meet in the founding city of the Southern Medical Association Auxiliary; and

Whereas, the convention chairman, Mrs. Thomas Canale, her co-chairman, Mrs. John Jackson, and a host of other Louisianians have planned and plotted a most outstanding program for Auxiliary members to enjoy; and

Whereas, Mrs. Graham Milburn, President of the Southern Medical Association Auxiliary, and her dedicated Board have conducted business in an orderly manner; and

Whereas, The purpose of the Auxiliary has been exemplified in the bounty of food, flowers, and fellowship, as well as the promotion of our ongoing projects of Doctors' Day and Medical Heritage; therefore be it

Resolved, That the 64th annual convention of the Southern Medical Association Auxiliary be entered in the Archives as an outstanding success; and be it further

Resolved, That the Assembly give a rising vote of thanks in appreciation for all the many courtesies extended at this meeting.

### RESOLUTION FOR MRS. FELDNER

Whereas, Mrs. George D. Feldner served as President of the Southern Medical Association Auxiliary in the years 1953-1954; and

Whereas, Mrs. Feldner presented to the Auxiliary a cup in honor of her twenty-fifth wedding anniversary to Dr. George Feldner; and

Whereas, the George D. Feldner Trophy is awarded to the county submitting the best overall Doctors' Day observance regardless of size; and

Whereas, the Auxiliary was greatly saddened by the death of Dr. Feldner and extends heartfelt sympathy to Mrs. Feldner and the family; therefore be it

Resolved, that a copy of this resolution be sent to the Feldner family and a copy be placed on file in the Archives of Southern Medical Association Auxiliary in Birmingham, Alabama.

Mrs. William J. Hughes  
Resolutions Chairman

# ATTENDANCE AT SECTION SESSIONS

82nd ANNUAL MEETING / NEW ORLEANS, LOUISIANA / NOVEMBER 6-9, 1988

Section	1984		1985		1986		1987		1988	
	Meeting	Social	Meeting	Social	Meeting	Social	Meeting	Social	Meeting	Social
Allergy and Immunology . . . . .	22	—	30	15	45	—	65	50	47	25
Anesthesiology . . . . .	30	—	22	—	45	—	30	—	42	—
Chest Diseases . . . . .	31	—	25	—	38	—	49	—	30	—
Colon and Rectal Surgery . . . . .	23	—	33	—	26	—	30	—	41	—
Dermatology . . . . .	136	150	103	121	143	200	87	70	150	—
Emergency Medicine . . . . .	42	18	27	—	40	—	*	*	40	—
Family Practice . . . . .	90	—	40	—	95	—	190	200	113	—
Gastroenterology . . . . .	50	60	75	60	82	60	35	36	27	—
Gynecology . . . . .	74	—	58	—	80	—	66	—	68	—
Medicine . . . . .	60	—	25	—	60	—	110	—	62	—
Neurology and Psychiatry . . . . .	44	—	50	—	40	—	45	—	51	—
Neurosurgery . . . . .	*	—	*	—	*	—	27	—	18	—
Obstetrics . . . . .	41	—	40	—	62	—	48	—	39	—
Oncology . . . . .	*	—	*	—	*	—	*	—	56	—
Ophthalmology . . . . .	25	—	25	—	*	—	24	—	26	—
Orthopaedic and Traumatic Surgery . . . . . (SOA Residents & Fellows' Conference)	69	—	65	—	50	—	100	100	63	—
Otolaryngology—Head & Neck Surgery . . . . .	40	—	27	50	38	40	36	25	38	—
Pathology . . . . .	32	—	29	—	165	—	38	20	36	—
Pediatrics and Adolescent Medicine . . . . .	32	15	25	—	47	10	33	—	34	—
Plastic and Reconstructive Surgery . . . . .	42	40	33	35	80	22	60	40	46	75
Radiology . . . . .	70	50	20	—	32	35	42	15	33	28
Surgery . . . . .	78	—	50	—	85	—	65	—	78	—
Urology . . . . .	41	68	22	—	26	—	42	47	60	111

These attendance figures are turned in by the Section Secretaries at the conclusion of an annual meeting. The figures represent the Section's largest attendance. If the figure given for a Section seems unusually high, it may be due to the fact that the count was taken during a joint meeting of two or more Sections.

\*These Sections did not meet.



# ANNUAL MEETING REGISTRATION RECORD

Date	Location	Host Physicians	Other Physicians	Total Physicians	Students	Para- medical Personnel	Technical Exhibitors	Guests	Total
1906-1915	No Record of Attendance								
1916-Nov. 13-16	Atlanta	299	1,247	1,476	55	—	103	233	1,867
1917-Nov. 12-15	Memphis	143	1,025	1,168	46	—	78	184	1,476
1918-	No Meeting—Influenza Pandemic								
1919-Nov. 10-13	Asheville	71	912	983	—	54	85	148	1,270
1920-Nov. 15-18	Louisville	230	872	1,102	114	40	149	171	1,576
1921-Nov. 14-17	Hot Springs	81	993	1,074	—	39	90	241	1,444
1922-Nov. 13-16	Chattanooga	107	1,230	1,337	—	26	129	289	1,781
1923-Nov. 12-15	Washington	333	1,363	1,696	214	26	143	495	2,574
1924-Nov. 24-27	New Orleans	352	1,559	1,911	169	15	120	510	2,725
1925-Nov. 9-12	Dallas	310	1,732	2,042	144	19	151	513	2,869
1926-Nov. 15-18	Atlanta	327	1,557	1,884	139	27	174	445	2,669
1927-Nov. 14-17	Memphis	275	1,728	2,003	251	24	212	438	2,928
1928-Nov. 12-15	Asheville	70	1,221	1,291	—	20	154	379	1,844
1929-Nov. 19-22	Miami	163	1,180	1,343	—	19	84	572	2,018
1930-Nov. 11-15	Louisville	258	1,232	1,490	224	21	144	356	2,235
1931-Nov. 18-20	New Orleans	423	1,266	1,689	231	33	154	462	2,569
1932-Nov. 15-18	Birmingham	276	971	1,247	—	32	104	239	1,622
1933-Nov. 14-17	Richmond	264	1,319	1,583	279	61	141	407	2,471
1934-Nov. 13-16	San Antonio	304	1,641	1,945	—	27	141	739	2,852
1935-Nov. 19-22	St. Louis	695	1,999	2,694	690	18	279	614	4,295
1936-Nov. 17-20	Baltimore	847	2,365	3,212	660	51	375	581	4,879
1937-Nov. 30-Dec. 3	New Orleans	573	2,238	2,811	736	177	370	1,328	5,422
1938-Nov. 15-18	Oklahoma City	353	1,914	2,267	262	389	342	778	4,038
1939-Nov. 21-24	Memphis	385	1,837	2,222	412	595	300	734	4,263
1940-Nov. 12-15	Louisville	436	1,639	2,075	412	667	361	629	4,144
1941-Nov. 10-13	St. Louis	762	1,944	2,706	683	378	498	774	5,039
1942-Nov. 10-12	Richmond	353	1,130	1,383	337	136	187	392	2,435
1943-Nov. 16-18	Cincinnati	305	1,410	1,715	94	176	255	520	2,760
1944-Nov. 13-16	St. Louis	559	1,557	2,116	441	461	431	762	4,211
1945-Nov. 12-15	Cincinnati	207	1,270	1,477	88	52	269	545	2,431
1946-Nov. 4-7	Miami	443	1,648	2,091	—	135	241	1,074	3,541
1947-Nov. 24-26	Baltimore	949	1,718	2,667	332	407	445	674	4,525
1948-Nov. 25-28	Miami	508	1,087	1,595	27	115	308	629	2,674
1949-Nov. 14-17	Cincinnati	248	1,235	1,483	32	143	264	490	2,412
1950-Nov. 13-17	St. Louis	726	1,391	2,117	472	92	323	644	3,648
1951-Nov. 5-8	Dallas	478	1,575	2,053	160	—	190	850	3,253
1952-Nov. 10-13	Miami	582	1,591	2,173	34	177	246	1,107	3,737

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# ANNUAL MEETING REGISTRATION RECORD

(continued from previous page)

Date	Location	Host Physicians	Other Physicians	Total Physicians	Students	Para- medical Personnel	Technical Exhibitors	Guests	Total
1953-Oct. 26-29	Atlanta	566	1,781	2,347	266	195	325	900	4,033
1954-Nov. 8-11	St. Louis	687	1,614	2,201	614	336	391	772	4,314
1955-Nov. 14-17	Houston	807	1,579	2,386	*	*	676	951	4,013
1956-Nov. 12-15	Washington	1,083	2,090	3,173	314	*	982	969	5,438
1957-Nov. 11-14	Miami Beach	1,061	2,174	3,235	177	*	721	1,870	6,003
1958-Nov. 3-6	New Orleans	1,256	2,331	3,587	454	*	753	1,327	6,121
1959-Nov. 16-19	Atlanta	685	1,972	2,657	205	*	554	799	4,215
1960-Oct. 31-Nov. 3	St. Louis	628	1,400	2,028	305	*	636	735	3,964
1961-Nov. 6-9	Dallas	854	1,868	2,722	121	*	603	939	4,385
1962-Nov. 12-15	Miami Beach	768	2,255	3,023	99	115	620	1,231	5,088
1963-Nov. 18-21	New Orleans	793	2,712	3,505	545	112	593	1,875	6,630
1964-Nov. 16-19	Memphis	612	1,564	2,176	204	83	418	816	3,697
1965-Nov. 1-4	Houston	564	1,649	2,213	47	68	626	825	3,779
1966-Nov. 14-17	Washington	855	1,570	2,425	65	96	666	669	3,921
1967-Nov. 13-16	Miami Beach	**	**	2,487	55	78	555	607	3,782
1968-Nov. 18-21	New Orleans	672	2,390	3,062	440	177	726	1,314	5,719
1969-Nov. 10-13	Atlanta	452	2,339	2,791	187	78	753	1,224	5,033
1970-Nov. 16-19	Dallas	474	1,819	2,293	82	82	622	1,066	4,145
1971-Nov. 1-4	Miami Beach	526	1,606	2,132	57	119	658	1,256	4,222
1972-Nov. 13-16	New Orleans	785	2,514	3,299	448	178	667	1,387	5,979
1973-Nov. 11-14	San Antonio	**	**	2,347	97	183	628	1,842	4,097
1974-Nov. 17-20	Atlanta	388	2,372	2,760	78	140	451	690	4,119
1975-Nov. 16-19	Miami Beach	**	**	1,979	55	116	466	709	3,325
1976-Nov. 7-10	New Orleans	**	**	2,364	468	154	293	910	4,189
1977-Nov. 6-9	Dallas	**	**	1,332	46	50	410	447	2,285
1978-Nov. 11-14	Atlanta	**	**	2,504	65	98	411	1,177	4,255
1979-Nov. 4-7	Las Vegas	**	**	2,142	7	116	334	1,229	3,828
1980-Nov. 16-19	San Antonio	**	**	2,367	25	90	363	832	3,677
1981-Nov. 15-18	New Orleans	**	**	2,376	74	92	419	1,264	4,225
1982-Oct. 30-Nov. 2	Atlanta	**	**	2,614	17	112	473	1,405	4,621
1983-Nov. 6-9	Baltimore	**	**	2,697	31	105	498	1,480	4,811
1984-Nov. 4-7	New Orleans	**	**	2,627	35	81	470	1,619	4,832
1985-Nov. 17-20	Orlando	**	**	2,618	41	82	522	1,585	4,848
1986-Nov. 8-11	Atlanta	**	**	3,141	5	45	493	1,880	5,564
1987-Nov. 1-4	San Antonio	**	**	2,913	61	48	559	1,540	5,121
1988-Nov. 6-9	New Orleans	**	**	4,093	157	117	692	2,360	7,419

\*Breakdown not available; included in figure under "Technical Exhibitors."

\*\*Breakdown not available; see "Total Physicians."



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CONSTITUTION  
AND BYLAWS  
Southern Medical Association

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# CONSTITUTION

## ARTICLE I—NAME

The name and title of this organization shall be the SOUTHERN MEDICAL ASSOCIATION (a non-profit organization) chartered under the laws of the State of Alabama, and its domicile shall be in Birmingham, Alabama.

## ARTICLE II—PURPOSE

The purposes of the Southern Medical Association shall be to develop and foster the art and science of medicine by:

- developing and promoting initiatives in medical education
- providing practice-related services to enhance the ability of the members of the Association to serve their patients
- providing activities which encourage membership and collegial interaction among the members of the Association

The Association shall not at any time take active part in any political or sectarian questions or take concerted action for securing legislative enactments.

## ARTICLE III—MEMBERSHIP

**SECTION 1. Active Members.** The membership of this Association shall be by invitation to physicians who are eligible to be members of the following state medical societies: Alabama, Arkansas, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia, who are sponsored by the respective state Councilor, to invited medical officers of the United States Army, Navy, Air Force, Public Health Service and Veterans Administration on active duty, and to invited members of the Puerto Rico Medical Association who are citizens of the United States of America.

**SECTION 2. Associate and Emeritus Members.** This Association may have such classes of associate and emeritus membership as may be provided for in the BYLAWS of this CONSTITUTION.

## ARTICLE IV—OFFICERS

**SECTION 1. Officers of the Association.** The officers of the Association shall be a President, President-Elect, Vice-President, Trustees, Councilors, an Executive Vice-President, an Editor of the SOUTHERN MEDICAL JOURNAL, and Section Officers.

**SECTION 2. Elected Officers. (A) General Officers.** The President-Elect and Vice-President of the Association shall be elected annually at the first general session of an annual meeting. All elections shall be made by the type of ballot (secret, voice, or raising of hands) as the majority of those members present may desire. A majority of the votes shall be necessary for election. If no one receives a majority of the votes cast the member receiving the smallest number of votes shall be dropped and the balloting shall be repeated. A list of nominees for President-

Elect and Vice-President shall be submitted to the Council by the Committee on Selections. The submission of such a list does not preclude nominations from the floor. The results of these nominations along with the report of the Council shall be submitted to the membership as the final order of business at the last general session of an annual meeting.

**(B) Trustees.** The Trustees shall be six in number and shall be elected by the Council, one each year, to serve for a period of six years. The oldest member in point of service shall be the Chairman.

**(C) Section Officers.** The officers of each Section shall consist of a Chairman, Vice-Chairman, and Secretary, and when so desired by the members of the Section, a Chairman-Elect as an additional officer or in place of the Vice-Chairman, elected annually by the members of the respective Sections at a regular session of the Section during an annual meeting. Section Officers assume office at the end of the annual meeting during which they were elected and should be members of the Association.

**SECTION 3. Appointed Officers. (A) Administrative Officers.** An Executive Vice-President, and an Editor of the SOUTHERN MEDICAL JOURNAL shall be selected by the Council, with salaries, duties, and tenure of office to be determined by the Council.

**(B) Councilors.** The Councilors shall be appointed by the President, one from each of the states enumerated in ARTICLE III—MEMBERSHIP, SECTION 1. Active Members, and shall serve for five years, and shall not be eligible for reappointment, the Councilor terms expiring with the close of annual meetings. This Section shall become effective as of 1933, the Councilor terms to expire as follows: **Group 1:** (1933) Louisiana, Mississippi, Oklahoma; **Group 2:** (1934) Arkansas, District of Columbia, Georgia; **Group 3:** (1935) Florida, South Carolina, Texas, Virginia; **Group 4:** (1936) Maryland, Missouri, North Carolina; **Group 5:** (1937) Alabama, Kentucky, Tennessee, West Virginia. In the event a vacancy occurs on the Council the President in office at the time the vacancy occurs shall appoint a successor to fill the unexpired term. The successor may be eligible to be appointed to serve a full term as Councilor, succeeding himself. Collectively, the Council shall be the governing body of the Association. It shall have jurisdiction over all questions involving the rights and standings of members, whether in relation to other members or to this Association. All matters brought before the general sessions or Sections shall be referred to the Council for consideration.

## ARTICLE V—SCIENTIFIC ACTIVITIES

**SECTION 1. Annual Meetings.** The Association shall hold an annual meeting during which there shall be not less than two general sessions, one of which may be devoted to the business of the Association and restricted exclusively to the membership when so determined by the Council or by the Executive Committee of the Council or upon a petition filed by not less than twenty-five members of the Association; there may be meetings of the Executive Committee of the Council and the Council, scientific Section sessions, technical and scientific exhibits, and such general programs as may be arranged by



the Section Officers in cooperation with the Committee on Scientific Work. All expenses of an annual meeting shall be borne by the Association. The time and place for holding each annual meeting shall be fixed by the Council.

**SECTION 2. Scientific Sections.** The scientific Sections of this Association shall be: Section on Allergy, Section on Anesthesiology, Section on Colon and Rectal Surgery, Section on Dermatology, Section on Gastroenterology, Section on Family Practice, Section on Gynecology, Section on Medicine, Section on Neurology, Neurosurgery, and Psychiatry, Section on Obstetrics, Section on Oncology, Section on Ophthalmology, Section on Otolaryngology, Section on Pathology, Section on Pediatrics, Section on Plastic and Reconstructive Surgery, Section on Radiology, Section on Surgery, Section on Urology, and such other Sections as the Association may from time to time create or provide for.

**SECTION 3. Publications.** The Association shall own and publish the **SOUTHERN MEDICAL JOURNAL** which shall be the official organ of the Association and other such publications which may be provided for by the Association. The Association may designate such ownerships of publications as deemed advisable.

#### **ARTICLE VI—SEAL**

The Association shall have a common seal, with power to break, change, or renew the same at pleasure.

#### **ARTICLE VII—AMENDMENTS**

The Association may at any annual meeting amend any Article of this CONSTITUTION by a two-thirds affirmative vote of the members present and voting at general session of that meeting, provided the amendment has been presented in writing and laid on the table at the previous annual meeting.

# BYLAWS

## CHAPTER 1—MEMBERSHIP

**SECTION 1. Active Members.** Physicians who satisfy requirements as set forth in **ARTICLE III—MEMBERSHIP, SECTION 1. Active Members**, of the CONSTITUTION and who are eligible to vote and hold office in their respective state or district societies shall be active members. Also, physicians who serve as full-time faculty members of accredited medical schools located within the Association's territory as defined in **ARTICLE III—MEMBERSHIP, SECTION 1. Active members**; of the CONSTITUTION, shall be active members. These members shall have full privileges of Association membership; including the right to hold office and vote and receive the **SOUTHERN MEDICAL JOURNAL**. Active members shall pay full dues to the Association, either annually or by payment of a life membership fee. Active members may be excused from the payment of Association dues for one of the following reasons: financial hardship or extended illness, postgraduate training, defined as that period during which a member participates in an organized training course within a hospital, being retired from active practice, or on temporary service as full-time commissioned medical officers in the reserve Armed Forces. Active members excused from the payment of Association dues shall have the right to vote and hold office, but shall not receive the **SOUTHERN MEDICAL JOURNAL**, except by personal subscription. Nothing in this or following Sections shall be construed to be retroactive to affect previously classified honorary members.

**SECTION 2. Associate Members.** The Association may have five classes of associate members:

**Class 1.** A member who has moved from the territory of the Association;

**Class 2.** A physician from outside the territory of the Association;

**Class 3.** An intern or resident not yet a member of a state medical society and medical students of the medical schools in the member states.

**Class 4.** An individual not holding a degree of Doctor of Medicine, but who is on the teaching staff of a medical school or engaged in research, practice or promotion of a science allied to medicine and holding a degree in a subject commonly referred to as a basic science or in dentistry. Each applicant for this Class of Membership must be reviewed individually by the Councilor of the respective applicant's state of origin, and then submitted to the council for its action.

**Class 5.** A layman who has rendered meritorious service to the profession or to humanity.

To be eligible for associate membership, under Classes 2, 3, and 4, a person must satisfy the requirements as set forth in **CHAPTER 1—MEMBERSHIP, SECTION 1. Active Members**, except eligible for membership in a state or district society in the case of Classes 3 and 4, and holding the degree of Doctor of Medicine in the case of medical students. Associate members under Classes 4 and 5 shall be recommended for membership by the Council.

Under Classes 1, 2, and 3 individuals may be accepted for associate membership by the Executive Vice-President, their eligibility under the provisions of this Section have been determined. Associate members shall not hold office nor be entitled to vote. Associate members under Classes 1, 2, and 4 shall pay regular annual dues and shall receive the **SOUTHERN MEDICAL JOURNAL**. Associate members under Classes 3 and 5 shall not pay dues, not receive the **SOUTHERN MEDICAL JOURNAL** except by personal subscription.

**SECTION 3. Emeritus Members.** An active member in good standing who is over 70 years of age and who has been a member for a period of twenty-five years is eligible for emeritus membership. Emeritus members shall not pay dues but shall enjoy all privileges of the Association, but shall not hold office.

**SECTION 4. Application for Membership.** Application for membership in this Association shall be made in writing. The Association reserves the right to accept or reject any application for membership.

**SECTION 5. Termination of Membership.** Any member who is under sentence of suspension or expulsion from his state or local society shall automatically forfeit his membership in this Association. The Association may at any annual meeting on recommendation of the Council suspend or expel any member of the Association by a majority vote of those present at the last general session of that meeting.

## CHAPTER 2—DUTIES OF OFFICERS

**SECTION 1. President.** The President shall preside, or designate who shall preside, at all general sessions of an annual meeting and all functions at which the Association is host. He shall appoint all committees not otherwise arranged for, and may deliver an annual address at the general session to be held at a time and place decided upon by the Executive Committee of the Council. In meetings of the Council he shall cast a deciding vote in case of a tie. He shall perform such other duties as the definition of his office requires. The program for the general scientific sessions shall be formulated by the Committee on Scientific Work in consultation with the President and the Executive Committee of the Council. The President shall have authority to create commissions or committees for scientific investigations of special interest and importance to the profession and the public. He should receive and dispose of these reports in the proper channels. Any expenses incurred in such an operation must be approved by the Executive Committee of the Council. The president shall appoint, on nomination by the respective Councilor, five Associate Councilors from each state or district. After consultation with any host society of Annual Meetings, he shall appoint members of the Association to carry out duties of local arrangements.

**SECTION 2. President-Elect.** The President-Elect shall assist the President in the discharge of his duties and keep himself informed on the affairs of the Association. In the event of the death of the President-Elect, his successor shall be elected by the vote of the Council after receiving nominations from the Committee on Selections.



**SECTION 3. Vice-President.** The Vice-President shall assist the President in the discharge of his duties and in the event of his death, resignation, or removal, shall succeed him. He shall also perform such other duties as may be assigned to him under the CONSTITUTION and BYLAWS.

**SECTION 4. Board of Trustees.** The Board of Trustees shall serve as the Auditing Committee to review the financial audit and shall convene before or at the annual meeting for this purpose. They shall also submit an Annual Audit Report to the Executive Vice-President, Chairman of the Council, and President. Any action authorized to be done by the Trustees within the limitations of this Section shall be binding if done by a majority thereof.

**SECTION 5. Council.**

**(A) Composition of the Council.** The Council shall be composed of the seventeen Councilors and the following officers: President, President-Elect, Vice-President, and Immediate Past President.

**(B) Conveyances.** All conveyances of real property of the Association shall be authorized by the affirmative vote of two-thirds of the Council, and deeds or conveyances of real property shall be executed on behalf of the Association by any two of the following Officers of the Association: the President, the President-Elect, the Vice-President, or the Chairman of the Council.

**(C) Meetings.** The Council shall hold sessions as seem necessary during or immediately preceding an annual meeting of the Association, and at such other time as necessity may require, subject to the call of the Chairman or on petition of three Councilors. In the event of any regularly appointed Councilor being unable to attend the annual meeting, the Chairman of the Council shall appoint an alternate to serve for that meeting. At each annual meeting a Chairman and Vice-Chairman for the succeeding year shall be elected. Through its Chairman, the Council shall make an annual report to the Association at the last general session of an annual meeting. The Vice-Chairman shall act as Parliamentarian for all meetings of the Council.

**(D) Executive Committee.** There shall be an Executive Committee of the Council to represent the Association and Council between the Council meetings to consider special matters as would come before the Council and report its findings and conclusions to the Council. Any matters of such urgency that they should not wait over until the Council meeting may be acted upon by the Executive Committee of the Council. The Executive Committee of the Council shall consist of nine or ten members: The Chairman and Vice-Chairman of the Council, who shall serve as Chairman and Vice-Chairman of the Executive Committee of the Council, the Immediate Past President, President, President-Elect, and Vice-President of the Association, and three (or four) additional Councilors, appointed by the Chairman in rotation alphabetically by name one (or two) from each of the classes not represented by the Chairman and Vice-Chairman such that each Councilor shall serve at least one year on the Executive Committee. At the Annual Meeting, the Council will elect a Vice-Chairman in the following manner: Prior to the annual meeting, the Chairman of the Selections Committee shall contact all of the eligible candidates from the Class of Councilors completing their third year to ascertain their willingness to serve in the capacity of Vice-Chairman. At the annual meeting such Councilors' names will be presented to the Council. Voting on those names shall be done by the Council by secret ballot. The votes will be counted by the

President of the Association, the Chairman of the Council, and the Chairman of the Committee on Selections. Votes in absentia shall not be permitted. The person receiving the highest number of votes will become Vice-Chairman. The President shall withhold his vote and cast it only in case of a tie between the candidates receiving the most votes. The Executive Committee of the Council may meet as often and at such places as the Chairman or four members of the Executive Committee of the Council may decide, except that one meeting each year must be held in Birmingham. This Committee will be the Advisory Committee to the Auxiliary of the Association. Expenses of this Committee in attending meetings on behalf of the Association shall be borne by the Association. The Executive Committee of the Council shall serve as Finance Coordinator of Committee Chairmen's Budgets and work with the Executive Vice-President in Budget Studies, and in the development and supervision of the annual budget, and shall consider all unappropriated or un-budgeted expenses before such items are considered by the Council. The financial and investment policy shall be reviewed and revised annually as appropriate.

**(E) Associate Councilors.** Five Associate Councilors shall be appointed from each state by the President. It shall be the duty of the Associate Councilors to stimulate interest in all activities of the Southern Medical Association and assist their respective Councilor in any way requested.

**SECTION 6. Executive Vice-President.** The Executive Vice-President shall be the chief administrative officer of the Association. His special areas of responsibility shall be:

**(A) Supervision of Employees.** He shall employ and direct all staff personnel (full and part-time) including the assignment of duties of such employees except the employees under the direct supervision of the Editor.

**(B) Promotion and Records.** With the cooperation of the Council and all other officers, he shall seek at all times to expand the membership and interests of the Association. He shall keep or cause to be kept, the official minutes of the transactions of the Association as the Council may direct, and not otherwise provided. He shall conduct the official correspondence and shall be the custodian of all official records and papers of the Association.

**(C) Director of Finance and Budgetary Control.** As chief finance officer of the Association, he shall receive all funds, including bequests and donations, and deposit the same to the credit of the Treasurer or to other officially designated funds or accounts. He shall direct the general bookkeeping and accounting system and shall render an annual financial report to the Council. He shall prepare and recommend an annual budget to the Council. Said budget, when amended and adopted by the Council, shall determine the expenditure of funds during the ensuing fiscal year, and shall not be amended without the approval of the Council. All expenses of the Association shall be paid by check signed by the Executive Vice-President. He shall secure an annual audit of the books of account by a certified public accountant, approved by the Council, which audit report shall be transmitted to the Council as a part of his financial report. He shall be bonded in favor of the Association in an amount determined by the Council, with the premium cost of such bond to be paid by the Association.

**(D) Managing Editor of the Journal.** He shall act as Managing Editor of the SOUTHERN MEDICAL



**JOURNAL** and other publications of the Association.

(E) **Production of Revenue.** He shall plan and direct all activities related to the production of revenue for the Association, including the business management of the **SOUTHERN MEDICAL JOURNAL** and other publications, establishing and maintaining advertising policies, subject to the prior approval of the Editor or any committee or agency so designated by the Council, securing advertising, executing and enforcing contracts for printing, and supervising production of the **SOUTHERN MEDICAL JOURNAL**.

(F) **Director of Technical Exhibits.** He shall plan and direct the technical exhibits for the annual sessions in accordance with basic policy established by the Council or Executive Committee of the Council.

(G) **Director of Scientific Exhibits.** He shall plan and direct the scientific exhibits for the annual sessions. All proposed exhibits shall be approved by the Editor or such other committee or agency designated by the Council in order to secure professional and educational evaluation prior to the sessions.

(H) **Physical Facilities for Annual Sessions.** He shall review invitations for annual meeting sites and secure necessary facilities for holding the annual sessions, shall execute necessary contracts and agreements for proper and adequate space, and shall advise the Executive Committee of the Council and the Council with respect to the availability of adequate facilities for the annual sessions.

(I) **Delegation of Authority.** He may designate staff employees by appropriate titles and may delegate to them any portions of the above responsibilities.

**SECTION 7. Treasurer.** The offices of the Executive Vice-President and Treasurer may be combined and vested in the same person at the discretion of the Council. If the offices be separate, the Treasurer shall be selected by the Council which shall determine his salary, duties, and tenure of office. He shall give bond in an amount determined by the Council, with the premium of said bond to be paid by the Association. He shall receive all funds from the Executive Vice-President and deposit the same in a bank or banks located in the domicile of the Association. Such depositories shall be designated by and with the consent of the Committee on Finance and the Council. He shall sign all checks drawn on the Association for sums provided for in the annual budget.

**SECTION 8. Editor.** The Editor shall have the following areas of responsibility:

(A) He shall be responsible for the non-advertising portion of the **SOUTHERN MEDICAL JOURNAL**, and other publications of the Association, including the preparation of editorials, the selection and editing of scientific articles, and the general format with approval of the Executive Vice-President.

(B) He may appoint, or recommend the employment of, assistant or associate editors and/or an Editorial Board with the consent of the Council.

(C) He will review, or cause to be reviewed, any books which in his discretion merit the publication of a review in the **SOUTHERN MEDICAL JOURNAL**.

(D) With the consent of the Executive Vice-President he shall establish practical mechanics for handling manuscripts and other materials for publication.

(E) He may, with the consent of the Council, employ necessary secretarial assistance.

## **SECTION 9. Section Officers.**

(A) **Chairman.** The Chairman shall preside at the meetings of the Section and shall perform such duties as may be provided by the rules of the Section. He shall be responsible for selecting and inviting the Section's official guest speaker and shall cooperate with the Secretary in arranging the Section program for an annual meeting.

(B) **Vice-Chairman.** The Vice-Chairman shall assist the Chairman in his duties and preside over the Section meetings in the absence of the Chairman.

(C) **Secretary.** The Secretary shall arrange the Section program for an annual meeting in cooperation with the Chairman and in accordance with rules and regulations set forth in the Association's CONSTITUTION and BYLAWS. The Secretary shall be the official correspondent with reference to the program with the headquarters office, maintain the Section's official records, consult with the Executive Vice-President to determine if the prospective nominees for Section officers are eligible to hold office prior to their nomination, and shall be responsible for collecting papers presented at an annual meeting and forwarding them, along with the list of newly elected Section officers, to the headquarters office. The Secretary shall attend the annual Section Secretaries' Conference to be held each winter, as soon as practical after the annual meeting, for the purpose of formulating the general schedule of scientific sessions for the annual meeting in cooperation with the Committee on Scientific Work. The Association shall reimburse the Section Secretary for expenses incurred in attending the Section Secretaries' Conference. The Chairman and Secretary of the Sections may be invited to meet with the President and the Committee on Scientific Work immediately preceding or during each annual meeting.

(D) **Secretary-Elect.** The Secretary-Elect shall make himself acquainted with the duties of the Secretary and attend the Section Secretaries' Conference.

(E) **Steering Committee.** Each scientific Section shall have a formal Steering Committee made up of the current Chairman, Vice-Chairman, Secretary, the Chairman-Elect, if this office is utilized by the Section, and the three immediate past Chairmen. The duties of the Section Steering Committee shall include: aid in planning the work of the Section; evaluation of papers read before the Section for possible publication; serve as a Section nominating committee; fill vacancies that occur among Section officers and perform such other duties from time to time as they appear necessary.

## **CHAPTER 3—COMMITTEE STRUCTURE**

**SECTION 1. Coordinating Committees.** There shall be six Coordinating Committees to be known as the Coordinating Committee on Education, the Coordinating Committee on Membership, the Coordinating Committee on Insurance, the Coordinating Committee on Physicians' Retirement Program, the Coordinating Committee on Shared Services, and the Coordinating Committee on Administration. The chairman of each Coordinating Committee shall be appointed by the Chairman of the Council annually, but no person shall be eligible to serve more than five consecutive years. Each of the Coordinating Committees shall have from three to nine members appointed annually by the Chairman of the Council. The Chairman of each Standing Committee and each Ad Hoc Committee shall be made a member of the appropriate Coordinating Committee, but no person



shall be eligible to serve for more than six consecutive years as a committee member, except the Chairman. No person shall serve more than eight years as combined member and chairman. The Chairman of the Council is charged to provide continuity of these committees when making appointments. The President and the Chairman of the Council shall be ex officio members of all Coordinating Committees. Each Coordinating Committee shall report in writing each year to the Executive Committee its activities and budget.

It shall be the duty of:

**(A) the Coordinating Committee on Education** to coordinate the activities of the Committee on Scientific Work, the Committee on Grants, Loans, and Scholarships, the Committee on Publications and Advertising, the Committee on Multi-Media Programs, and such Ad Hoc Committees as shall be annually assigned to it.

**(A-1) Committee on Scientific Work.** This Committee shall be vested with the responsibility for the formulation and content of the scientific activities of the Annual Meeting. The Committee shall include in its scope of activities the following: (a) the format and content of the scientific sessions of the annual meeting; (b) the development and assignment of a scientific theme or themes for the annual meeting in cooperation with the Section Secretaries; (c) the design and nature of postgraduate courses, workshops, specialty and multi-disciplinary programs for the Annual Meeting; (d) the Committee shall maintain liaison with: 1. medical school faculties and students in the site of the Annual Meeting; 2. specialty and subspecialty organizations; 3. allied health science organizations, and cooperate with them, in developing and design of scientific programs and continuing education activities; (e) the Committee shall be responsible for the selection and judging of scientific exhibits shown at the Annual Meeting; (f) the Committee shall be responsible for monitoring and evaluating scientific activities of the Annual Meeting; (g) the Committee shall serve as an advisory group to the Section Secretaries in developing their Section specialty programs and coordinating and assisting the Secretaries in arranging combined Section meetings.

**(A-2) Committee on Grants, Loans, and Scholarships.** It shall be the duty of this Committee to formulate and recommend policies and criteria for awarding grants, loans, and scholarships. It shall review all applications and determine the recipients of the grants, loans, and scholarships available through the Association at a meeting to be held annually after the deadline for receiving applications. The Committee may be composed of members who are representative of the specialties of medicine at the discretion of the Chairman of the Council.

**(A-3) Committee on Publications and Advertising.** This Committee shall review all items advertised in any publication of the Association and has the prerogative of rejecting any items of questionable merit. This Committee is responsible for supervising all publications of the Southern Medical Association acting in both a regulatory and advisory capacity. The Editor(s) and the Executive Vice-President shall serve as ex officio members of the Committee, which will consist of three members appointed from the Editorial Board by the Editor.

**(A-4) Committee on Multi-Media Programs.** Its duties shall be: (a) *Dial Access.* As availability and needs arise, new programs shall be selected and negotiated with authors, editors, and sponsors. All

existing programs shall be reviewed on a regular basis, so that material presented is current. Minor or major changes shall be made as necessary to maintain the newest and best material. The Dial Access Ready Reference Catalog shall be maintained and updated whenever necessary. (b) *Video Access.* Production facilities, marketing methods, and scientific material for videocassette programs shall be reviewed on an annual basis.

**(B) the Coordinating Committee on Membership** to coordinate the activities of the Committee on Special Awards, Committee on Selections, and such Ad Hoc Committees as shall be annually assigned to it.

**(B-1) Committee on Special Awards.** A confidential Committee on Special Awards consisting of five members with the Vice-President as Chairman, shall be appointed by the President to evaluate the contributions of the various candidates for special awards. If suitable candidates are selected by the Committee, it shall submit the names of not more than three such members to the Council for each award. The Council may elect one for each respective award and presentation of awards will take place at the Second General Session of that annual meeting.

**(B-2) Committee on Selections.** It shall be the duty of this Committee to seek, receive, and consider names for all elected officers with the exception of the Section Officers. The members of this Committee shall consist of one Councilor representing each group of Councilors (total of five), as defined in Article IV, Section 3 of the Constitution, and two members at large who may be, but are not necessarily, Councilors. The Chairman shall be appointed by the President from one of the above. The Chairman of this Committee must be made known to the general membership so that nominations for elective officers can be submitted to him at least thirty days prior to the first annual meeting of the Council. A list of nominees shall be submitted to the Council as described in the CONSTITUTION, ARTICLE IV—OFFICERS, SECTION 2. Elected Officers. The appointment to this Committee will be on an annual basis, but no person shall be eligible to serve more than two consecutive annual terms.

**(C) the Coordinating Committee on Insurance** to periodically review the insurance program of the Association and to work in liaison with the administrator and/or underwriters, to ensure the success of the program, and to see that the interests of participants are adequately protected.

**(D) the Coordinating Committee on Physicians' Retirement Program** to periodically review the Physicians' Retirement Program of the Association and to work in liaison with the SMA Staff.

**(E) the Coordinating Committee on Shared Services** to coordinate the activities of such Ad Hoc Committees as shall be annually assigned to it.

**(F) the Coordinating Committee on Administration** to coordinate the activities of the Committee on Constitution and Bylaws, the Committee on the Employees' Pension Plan and Personnel, the Committee on History, the Committee on Long Range Planning and such Ad Hoc Committees as shall be annually assigned to it.

**(F-1) Committee on Constitution and Bylaws.** It will be the duty of this Committee to periodically review the CONSTITUTION and BYLAWS, to receive suggestions from members of the Association relative to any changes which should be made,



and to bring the suggested changes before the Coordinating Committee on Administration for approval and recommendations to the Council.

**(F-2) Committee on the Employees' Pension Plan and Personnel.** It shall be the duty of this Committee to regularly review, at least annually, the Employees' Pension Plan and suggest any changes which might improve employee benefits. Any problems which arise relative to personnel employed by the Association should be reviewed as they arise and settled as soon as possible.

**(F-3) Committee on History.** It will be the duty of this Committee to add to the existing history items of interest relative to the accomplishments of members of the Association or such other items of interest as it deems necessary.

**(F-4) Committee on Long Range Planning.** It will be the duty of this Committee to select the time, location, and agenda of periodic study sessions for the Council and invited guests. These sessions are to be spent considering past, present, or future problems of the Southern Medical Association. Recommendations are to be given to the Coordinating Committee on Administration for approval and presentation to the Council.

**SECTION 2. Standing Committees.** There shall be ten Standing Committees to be known as the Committee on Scientific Work, Committee on Grants, Loans, and Scholarships, Committee on Publications and Advertising, Committee on Multi-Media Programs, Committee on Selections, Committee on Special Awards, Committee on Constitution and Bylaws, Committee on the Employees' Pension Plan and Personnel, Committee on History, and Committee on Long Range Planning. The duties of such Standing Committee are as set forth in Section 1 above. Each Standing Committee shall have from three to nine members who may be Councilors, Associate Councilors, or members of the Association, but shall not be members of the Executive Committee. The members of each Standing Committee and the Chairman of each Standing Committee shall be appointed annually by the Chairman of the Council. The members of each Standing Committee shall be appointed annually by the Chairman of the Council, but no person shall be eligible to serve more than six consecutive years as a committee member, except the Chairman. No person shall serve more than eight years as combined member and chairman. The Chairman of the Council is charged to provide continuity of these committees when making appointments. The President and Chairman of the Council shall be ex officio members of each Standing Committee. Each Standing Committee shall report in writing each year to the designated Coordinating Committee for such Standing Committee its activities and budget.

**SECTION 3. Ad Hoc Committees.** Ad Hoc Committees as deemed necessary or desirable by the President or Chairman of the Council, may be appointed annually by the President or the Chairman of the Council to undertake such activities or to discharge such duties as shall be designated for such Committee.

#### CHAPTER 4—SCIENTIFIC ACTIVITIES

**SECTION 1. Annual Meetings-General Sessions.** During each annual meeting there shall be not less than two general sessions presided over by the President, unless he designates an alternate. One of these, which may be at a luncheon on the first or second day of the annual meeting, may be utilized as

a business meeting at which pertinent business affairs of the Association such as proposed amendments to the CONSTITUTION and BYLAWS, may be presented. Another general session may be held at a time and place designated by the Executive Committee of the Council, at which time the order of business may include the President's address, the report of the Council including proposed amendments to the CONSTITUTION and BYLAWS and the Council's report as Nominating Committee for the Association, the election of officers and installation of the new President, and the presentation of special awards.

**SECTION 2. Annual Meetings-Scientific Section Sessions.** The Scientific Sections of the Association shall hold such sessions as may be arranged by the Section Secretaries with the approval of the Committee on Scientific Work. All scientific activities, meetings, and exhibits at the annual meetings are available to physicians, members, and non-members of the Association, who are eligible for membership in their local and state medical societies. Residents, interns, medical students, technicians, and nurses are urged to attend. All persons attending must be properly registered before being admitted to the annual meeting. Except by special order, papers and discussions as set forth in the official program shall be followed from day to day until it has been completed, and all papers omitted will be recalled in regular order. No address or paper before the Association, or any of its Sections, except the address of the President, the official guest speakers of the Sections, and speakers on special programs, shall exceed fifteen minutes in presentation. The opening discussions shall be limited to five minutes and succeeding discussions shall not exceed three minutes each. No member or guest may discuss any paper more than one time. The closing discussion is not to exceed five minutes. An essayist, other than an official guest speaker, may not appear before the same Section two years consecutively, unless the second presentation is a continuation of the first, nor may any essayist, other than an official guest speaker, appear before more than one Section at an annual meeting. All papers read before the Association or any of its Sections shall become the property of the Association. Each paper shall be deposited with the Secretary of the Section when read.

New Sections may be created by vote of the Council after receiving petition from thirty active members of the Association representing that specialty or subspecialty and representing twelve of the states or District of Columbia in the Southern Medical Association territory. Recommendations to terminate or abolish a scientific Section may be made by the Council when that Section's participation, interest, and attendance has become ineffectual over a period of two years. A letter to this effect will be addressed to the current or most recent Chairman representing that Section to the effect that this recommendation has been made. If there is no response from that Section or if the response is considered inadequate, the Section involved may then be abolished or terminated by vote of the Council at the next annual meeting.

#### CHAPTER 5—AWARDS

**SECTION 1. Distinguished Service Award.** There shall be a Distinguished Service Award of the Association which may be awarded annually to any member of the Association in recognition of outstanding contributions to the advancement of medical science and/or the Association. Any member of



the Association shall be eligible to receive the award and nominations may be made by any member of the Association.

**SECTION 2. Seale Harris Award.** There shall be a Seale Harris Award which may be awarded annually to any member of the Association as recognition for important research accomplishment in the broad field of metabolism, endocrinology, nutrition, or for research which contributes to a better understanding of the chemical changes occurring in disease. Any member of the Association shall be eligible to receive the award and nominations may be made by any member of the Association.

**SECTION 3. Original Research Award.** There shall be an Original Research Award of the Association, consisting of a medal and a cash prize, which may be awarded annually in recognition of original research in clinical medicine or the basic science as applied to medicine. Any member of the Association shall be eligible to receive the award and nominations may be made by any member of the Association.

**SECTION 4. Determination of Awards.** These awards will be determined by a confidential Standing Committee appointed by the President to evaluate the contributions of the various candidates for special awards. The Committee shall submit the names of not more than three persons to the Council for each award. The Council may elect one for each respective award and presentation of awards will take place at the Second General Session of that annual meeting.

#### **CHAPTER 6—DUES**

**SECTION 1. Annual Membership Dues.** Effective July 1, 1984, the dues of this Association shall be \$75 per year, payable annually in advance, membership to begin on date of application. The life membership fee shall be actuarially computed and submitted to the Council for approval.

**SECTION 2. Non-Payment of Dues.** Any member whose dues shall remain unpaid for three months shall be automatically suspended at the end of the three months, provided that on a full payment of his arrearage he shall be automatically reinstated as a member in good standing from the date of suspension.

#### **CHAPTER 7—SOUTHERN MEDICAL ASSOCIATION AUXILIARY**

There shall be an Auxiliary to the Southern Medical Association which will function under the jurisdiction of the Council. The Executive Committee of the Council will be the Advisory Committee to the Auxiliary. Financial support to the Auxiliary may be granted at the discretion of the Council. The fiscal year will coincide with that of the Association. See **BYLAWS, CHAPTER 8—Fiscal Year.**

#### **CHAPTER 8—FISCAL YEAR**

The fiscal year shall be July 1 to June 30, but all salary provisions shall become effective December 1 of each year.

#### **CHAPTER 9—RULES OF ORDER**

The deliberations of this Association shall be governed by parliamentary usage as contained in the current edition of Roberts' "Rules of Order."

#### **CHAPTER 10—INDEMNIFICATION OF OFFICERS AND AGENTS OF THE SOUTHERN MEDICAL ASSOCIATION**

Every person who is, or has been, a councilor, trustee, officer, employee or agent of the Association, or of a subsidiary or of an affiliate owned or controlled by the Association, shall be indemnified by the Association in a manner and to the extent authorized and permitted by the Alabama Nonprofit Corporation Act. The foregoing rights of indemnification shall be without prejudice to any other rights to which any such trustee, councilor, officer, employee or agent may be entitled as a matter of law.

#### **CHAPTER 11—AMENDMENTS**

These **BYLAWS** may be amended at any annual meeting by a two-thirds affirmative vote of the members present and voting at a general session of that meeting after the amendment has been presented to the Executive Committee of the Council prior to that meeting.

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# FACTS

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## Southern Medical Association

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## WHAT IS THE SOUTHERN MEDICAL ASSOCIATION?

Even long-time members have difficulty at times recalling all the facts about SMA—so, this portion of the YEARBOOK is designed to give, in capsule form, facts which you—as an Officer—should know about your organization.

### BIRTH OF A MEDICAL ASSOCIATION

**NAME:** Southern Medical Association

**DATE OF BIRTH:** October 3, 1906

**PLACE OF BIRTH:** The Read House, Chattanooga, Tennessee

**FOUNDING FATHERS:** Approximately 150 "attending physicians" were on hand for the organizational meeting and of this number some 64 have been identified (see "Golden Anniversary, Southern Medical Association, 1906-1956," page 55).

### VITAL STATISTICS

#### 1906

**Membership**—Approximately 200 members from a six-state territory—Alabama, Florida, Georgia, Louisiana, Mississippi, Tennessee

**Annual Dues**—\$2

**Scientific Assembly**—3 Sections

**Publications**—None

**Assets**—Just some dedicated physicians

#### 1989

Approximately 60,000 members from a territory comprised of Alabama, Arkansas, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia

\$75

23 Sections

**SOUTHERN MEDICAL JOURNAL** (monthly) and **SOUTHERN MEDICINE** (3 times per year); both owned and published by the Association

A growing roster of dedicated physicians, an Annual Meeting unparalleled for its scientific sessions, its publications, a new headquarters building valued at \$1,650,000.00, SMA Services, Inc., Southern Orthopaedic Association, Southern Association for Oncology, and Southern Medical Education Resources, Inc. Affiliates, are but a few of the Association's assets today

### PURPOSE OF THE SOUTHERN MEDICAL ASSOCIATION

The exclusive purpose of this unique organization is to develop and foster scientific medicine. Conceived as an organization which could, on a regular basis, promote the progress of scientific medicine generally and, in particular, attack problems peculiar to the South; established as a voluntary, nonprofit organization, and chartered under the laws of the State of Alabama, the Association is independent of other medical societies, but works closely with them.

Dedicated exclusively to serving the professional needs of physicians of the South, SMA strives to bring its members into closer touch and in more perfect harmony with each other, creating a society unique in its opportunity for fraternal relationships and in its personal significance.

Although the Association has grown from a membership of approximately 200 in 1906 to a membership of over 50,000 in 1988, its purpose remains the same and is so stated in its **CONSTITUTION and BYLAWS, ARTICLE II—PURPOSE.**



## ORGANIZATION AND EARLY HISTORY OF THE SOUTHERN MEDICAL ASSOCIATION

The Southern Medical Association, like the sturdy oak, from a little acorn grew; but this was no ordinary acorn. Its embryo contained the elements of need, vision, and opportunity embodied in a previously existing organization known as the Tri-State Medical Association of Alabama, Georgia, and Tennessee, which was composed of some two hundred physicians.

Representatives of the Tri-State group, along with representatives from Florida, Louisiana, and Mississippi, met in Chattanooga, Tenn., on October 2, 1906, in response to an invitation from the President of the Tennessee State Medical Association. The invitation letter stated that the members of the Nashville Academy of Medicine felt that "there was a growing feeling among doctors of the southern group of states that a Southern Medical Association should be organized."

These representatives, most of whom were presidents of their state medical associations, adopted a resolution for presentation to the Tri-State Medical Association, stating among other reasons, that "a greater opportunity for self-improvement and achievement in the realm of scientific research is required by the progressive and cultured physicians of the district (the South) than is afforded by the state societies, and which, on account of its large membership, is denied them in the American Medical Association." The resolution, presented the next day (October 3, 1906), called for the merging of the Tri-State Medical Association into this larger body, thereby becoming the nucleus of the proposed Southern Medical Association.

Anticipating favorable action on the resolution, a Committee on Constitution and Bylaws was appointed on October 2, 1906, with instructions to have a tentative draft of the CONSTITUTION and BYLAWS for the proposed Southern Medical Association ready to present to the Tri-State group the next day. Working all night, the Committee drafted a proposed CONSTITUTION calling for the formation of a voluntary, independent organization of physicians which would eventually embrace all of the sixteen Southern states and the District of Columbia. It further called for the Tri-State Medical Association to "thaw and resolve themselves into a dew; to die in order that the baby Southern Medical Association could be born."

In an atmosphere charged with emotion, the resolution and the tentative draft of the first CONSTITUTION were debated as the first order of business of the Tri-State group. There were impassioned pleas "on behalf of the young physicians of the Southern states for a wider field to engage our talents," as well as for "a stimulus, an incentive to spur us on to worthy deeds to more intensive

study, to greater accomplishments in the field of medicine and surgery." Jere L. Crook, M.D., Chairman, Committee on Constitution and Bylaws, tried to make the group visualize a great Southern Medical Association whose programs would deal with diseases peculiar to the Southern states and would present to the world the results of the research, the clinical experience, at the bedside and in the operating room, of the splendid body of men composing the ranks of the medical profession of the South.

Naturally, the fine record of the Tri-State group was ardently defended, citing loyalty and accomplishments of its members. But the arguments for greater opportunities for scientific improvement and for a wider fellowship among physicians triumphed. The founder of the Tri-State group, J. B. Cowan, M.D., Tullahoma, Tenn., who was Chief Surgeon on the staff of Lieutenant General Nathan Bedford Forrest, 1861-1865, understandably loathe to see his own brainchild die, and having pledged to fight any move to that effect, was so impressed with the "pleas of these ambitious young doctors for a chance to try their wings over all Dixie Land" that he moved the adoption of the resolution and the tentative CONSTITUTION and BYLAWS "without changing one jot or one tittle." The motion carried unanimously and thus the Southern Medical Association was born.

The work of organizing moved rapidly—a Nominating Committee was appointed, met promptly, and upon making its report, the first officers of the Southern Medical Association were elected and installed on October 3, 1906, at The Read House in Chattanooga, Tenn.

The first annual meeting was held in Birmingham, Ala., September 24-25, 1907, with a Scientific Assembly composed of three sections: Medicine, Surgery, and Ophthalmology. At this meeting H. H. Martin, M.D., Savannah, Ga., first President of the Association, summarized the general feeling of the members of the Southern Medical Association in regard to their new organization when, in closing his President's Address, he said:

"I wish to express my entire satisfaction with the unqualified success of this, our first annual meeting, and to publicly thank the various Section Officers for the most excellent program furnished for this meeting. I have never seen a better one in any medical association in this country. The Southern Medical Association is tonight an accomplished fact. Its future is in your hands to make of it what you will."

Thus began the growth and development of the Southern Medical Association.

# OFFICERS AND GOVERNING BODIES OF THE SOUTHERN MEDICAL ASSOCIATION

Just as the individual shares the responsibility of democratic government, so the individual member of the Southern Medical Association shares the responsibility of managing its affairs. But a pure democracy is an inefficient and cumbersome form of organization, and each of the members does not wish to study and vote on every single detail of the business of the Association. Therefore, provisions have been made whereby grants of power are distributed among officers and governing bodies.

## GRANTS OF POWER...

The membership has adopted a CONSTITUTION and BYLAWS (which it may abolish, change, or amend) which invests power in, and describes the duties of certain bodies and officers of the Association. In addition, the CONSTITUTION and BYLAWS (1) states the purpose of the Association; (2) establishes requirements for and classes of membership; (3) provides for the scope and mechanics of meetings; (4) describes the manner of election, power, and duties of officers; (5) provides for the election or appointment of committees; (6) establishes and defines the administrative machinery; (7) prescribes dues and fiscal procedures, and (8) provides for amendments.

## OFFICERS...

The officers of the Association fall into two categories—the elected and the appointed officers. The group of elected officers, includes: (1) the General Officers: President, President-Elect, and Vice-President; (2) the Trustees, and (3) the Section Officers. The group of appointed officers includes: (1) the Administrative Officers: Executive Vice-President and Editor; and (2) the Councilors and Associate Councilors. A complete outline of the duties of all officers, elected and appointed, is included in the CONSTITUTION and BYLAWS.

## THE GOVERNING BODIES...

### THE COUNCIL

Through provisions in the CONSTITUTION and BYLAWS, the membership established the Council as the governing body of the Association, and defined its composition, duties, and powers.

The Council consists of seventeen members; one representing members in each of the sixteen states and the District of Columbia which constitute the territory of the Association. Appointed by the President, a Councilor serves a five-year term, is not eligible for reappointment, unless he was appointed to fill an unexpired term, and is not eligible for elective office during his tenure as Councilor. The Council elects a Chairman and Vice-Chairman annually.

The Council meets as often and as long as necessary during the Annual Meetings, and it may be called into Interim session by the Chairman, or on petition of three Councilors. Much of the detail work of the Council is accomplished by efficient use of committees created for specific purposes. Through its Chairman, the Council makes a report of its findings, recommendations, and actions to the membership at the first general session of each annual meeting.

### THE EXECUTIVE COMMITTEE OF THE COUNCIL

The Executive Committee of the Council acts for the Council and the membership between Annual Meetings. This smaller body of nine is composed of the Chairman and Vice-Chairman of the Council, who also serve as Chairman and Vice-Chairman of the Executive Committee of the Council, the Immediate Past President, President, President-Elect, and Vice-President of the Association, and three (or four) additional councilors, appointed by the Chairman in rotation alphabetically by name one (or two) from each of the classes not represented by the Chairman and Vice-Chairman such that each Councilor shall serve at least one year on the Executive Committee.

The primary function of the Executive Committee of the Council is to consider all matters of business and report its findings and conclusions to the Council for action. Any matters of such urgency that they should not wait over until the Annual Meeting may be acted upon by the Executive Committee of the Council, however.

The Executive Committee of the Council meets as often and at such places as its Chairman or four of its members may decide except that one meeting each year must be held in Birmingham, Alabama.

### THE BOARD OF TRUSTEES

The Board of Trustees shall serve as the Auditing Committee to review the financial audit. They shall also submit an Annual Audit Report to the Executive Vice-President, Chairman of the Council, and President.

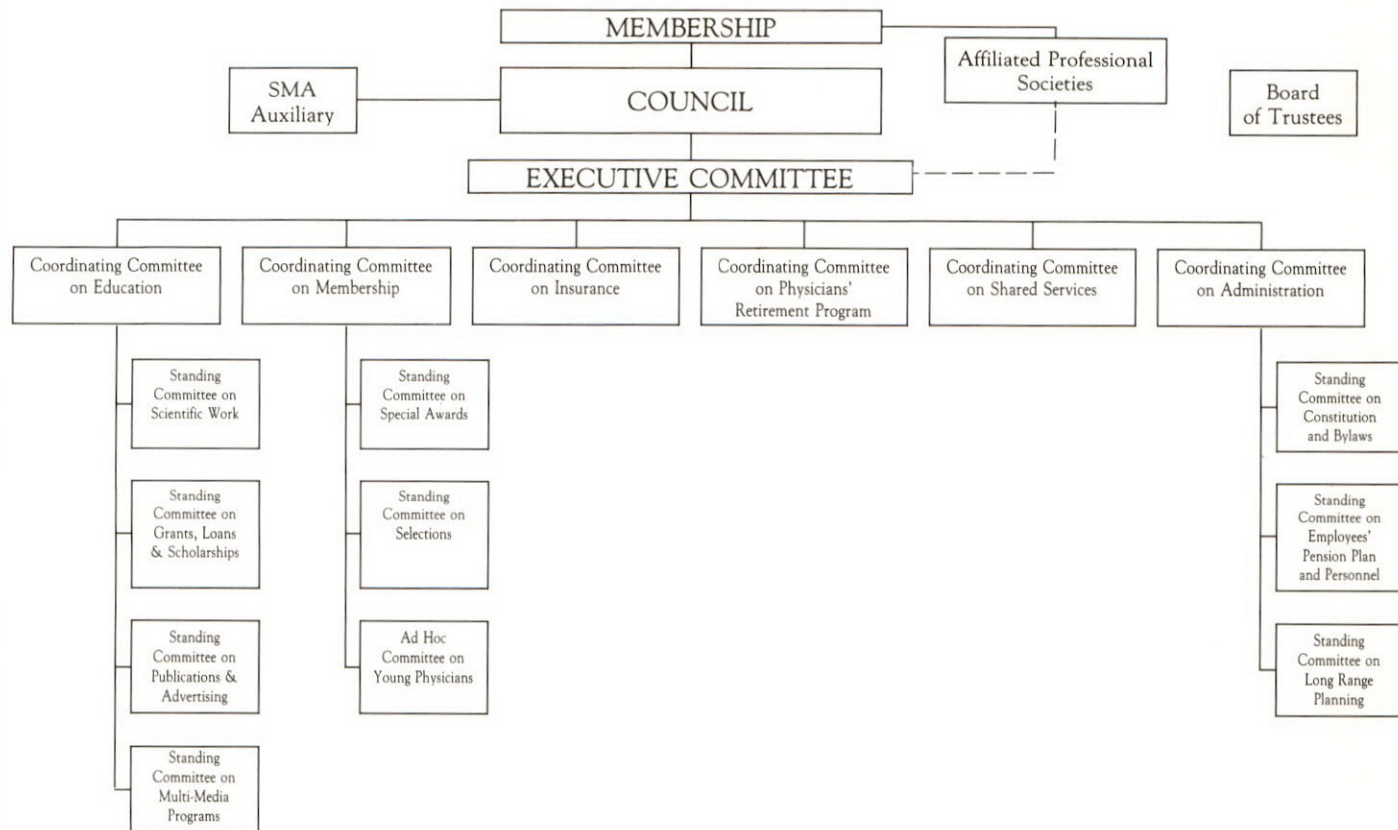
The Board of Trustees is composed of six members elected by the Council, one each year, to serve for a period of six years, with the oldest member in point of service serving as Chairman.

## GENERAL ADMINISTRATION...

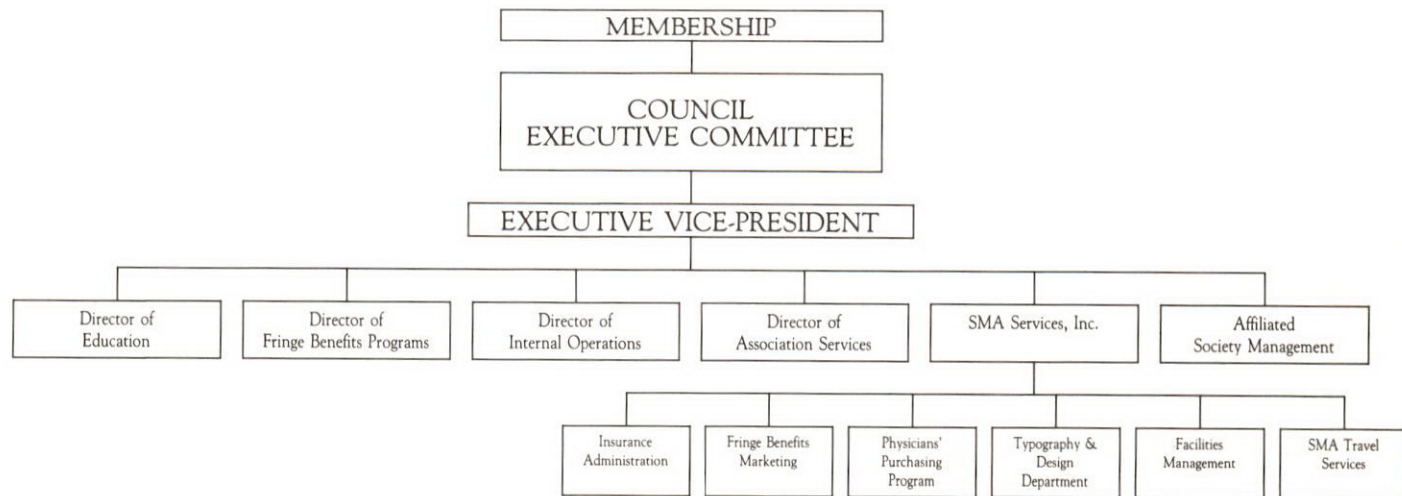
By and large, the official governing bodies of the Association are policy-making groups. Decisions, programs, and policies established by the governing bodies are put into effect through (1) the administrative machinery of the Executive Vice-President and his staff at the headquarters office in Birmingham, Alabama, and (2) the Editor, Deputy Editor, and the Editorial Board.



# SOUTHERN MEDICAL ASSOCIATION ORGANIZATIONAL CHART



## SOUTHERN MEDICAL ASSOCIATION MANAGEMENT CHART





# MEMBERSHIP IN THE SOUTHERN MEDICAL ASSOCIATION

## WHO CAN BELONG...

The membership of SMA is by invitation to physicians eligible for membership in the following state medical societies: Alabama, Arkansas, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia, who are sponsored by the respective state Councilor, to invited medical officers of the United States Army, Navy, Air Force, Public Health Service and Veterans Administration on active duty, and to invited members of the Puerto Rico Medical Association who are citizens of the United States of America.

The CONSTITUTION and BYLAWS of the Association provides for active membership as well as for various classes of associate and emeritus membership.

## DUES...

The modest dues of the Association, which includes the member's subscription to the **SOUTHERN MEDICAL JOURNAL**, keeps membership in this scientific organization well within the financial reach of all physicians. Effective July 1, 1984, the annual dues were set at \$75, payable in advance, with membership effective on the date of the application.

Life membership is available to members in good standing upon application and the payment of the appropriate fee according to the following table:

Attained Age	Fee
40	\$2415.00
41	\$2355.00
42	\$2287.50
43	\$2227.50
44	\$2152.50
45	\$2092.50
46	\$2025.00
47	\$1965.00
48	\$1905.00
49	\$1837.50
50	\$1777.50
51	\$1717.50
52	\$1650.00
53	\$1605.00
54	\$1537.50
55	\$1477.50
56	\$1425.00
57	\$1380.00
58	\$1312.50
59	\$1267.50
60	\$1215.00
61	\$1162.50
62	\$1117.50
63	\$1065.00
64	\$1012.50
65	\$ 967.50
66	\$ 930.00
67	\$ 877.50
68	\$ 840.00
69	\$ 802.50
70	\$ 667.50

# ACTIVITIES OF THE SOUTHERN MEDICAL ASSOCIATION I. THE ANNUAL MEETING

## GENERAL INFORMATION...

The Association's annual meeting is traditionally held in November each year in one of the cities located within the Association's territory. Dates for the Annual Meeting are selected at least 5 years in advance and conform to a Thursday-Sunday schedule. Dates and sites are subject to review and approval by the Council. All scientific activities, meetings, and exhibits at SMA annual meetings are open to physicians who are eligible for membership in their local and state medical societies whether or not they are members of the Southern Medical Association. Medical and nursing students, interns, residents, and paramedical personnel may also attend.

Generally, the format of an annual meeting consists of two parts—the scientific program and the exhibits, both scientific and technical. Specifically, the scientific work of the Southern Medical Association is divided into twenty-two Sections, running the gamut from Allergy to Urology. Section work is augmented by general sessions, joint sessions, with two or more Sections cooperating to present programs of special interest, special symposia on timely subjects, meetings of conjoint societies, postgraduate courses, and scientific and technical exhibits, all designed for one purpose—to enhance the practice of medicine.

## SCIENTIFIC SECTIONS...

The modern concept of Section work was instituted by the Association at its first annual meeting in Birmingham, Ala., in 1907 when scientific programs were presented in three Sections: Medicine, Surgery, and Ophthalmology. Thus the basic reason for the founding of the Association in 1906—"to provide a greater opportunity for self-improvement and achievement..."

As specialization developed, the need for a forum for the discussion of problems and progress in these new fields developed also. The Southern Medical Association has been quick to sense these needs related to special interests and has created Sections for their benefit. The Association has often led the way in the recognition of certain specialties by being the first general medical organization to create Sections for these specialties. When interest in, and the need for more than a single session are demonstrated, and the specific needs cannot be incorporated into existing Section programs, a new Section is created for that special need. At the same time, when need for a Section no longer exists or when its work has been absorbed by other Sections, then such Sections are discontinued. This practice of being constantly alert to the needs and wishes of the physicians in the South has produced an ever-changing list of the Association's Sections. The following list summarizes the Sections created by the Association in chronological order, with any changes from the original listed under the appropriate Section.

YEAR APPROVED BY COUNCIL	SECTION ON...
1906	Medicine
1906	Surgery
1906	Ophthalmology
	1912—changed to Ophthalmology, Rhinothology, Otolaryngology and Laryngology
	1923—changed to Eye, Ear, Nose and Throat
	1929—changed to Ophthalmology and Otolaryngology
1911	1963—changed to Ophthalmology Hygiene and Preventive Medicine 1913—changed to Public Health 1961—changed to Preventive Medicine
1912	1968—discontinued Ophthalmology, Rhinology, Otolaryngology and Laryngology 1923—changed to Eye, Ear, Nose and Throat 1929—changed to Ophthalmology and Otolaryngology 1963—changed to Otolaryngology 1983—changed to Otolaryngology— Head and Neck Surgery
1916	Pediatrics 1983—changed to Pediatrics and Adolescent Medicine
1919	Urology
1919	Orthopedic Surgery 1923—changed to Bone and Joint Surgery 1942—changed to Orthopaedic and Traumatic Surgery
1919	Roentgenology 1920—changed to Radiology
1920	Obstetrics
1920	Neurology and Psychiatry 1974—changed to Neurology, Neuro- surgery, and Psychiatry 1986—changed to Neurology and Psychiatry; new Section on Neurosurgery formed
1922	Dermatology and Syphilology 1961—changed to Dermatology
1922	Medical Directors of Southern Life Insurance Companies 1923—discontinued
1923	Pathology
1924	Gastro-Enterology 1931—changed to Gastroenterology
1926	Medical Education 1938—changed to Medical Education and Hospital Training 1954—discontinued
1927	Railway Surgery 1944—discontinued
1927	Gynecology
1937	Anesthesia 1945—changed to Anesthesiology



**YEAR  
APPROVED  
BY COUNCIL**

**SECTION ON...**

1938	Allergy 1983—changed to Allergy & Immunology
1938	Proctology 1970—changed to Colon and Rectal Surgery
1941	Physical Therapy 1944—changed to Physical Medicine 1949—changed to Physical Medicine and Rehabilitation 1980—discontinued
1941	General Practice 1973—changed to Family Practice
1944	Industrial Medicine and Surgery 1980—discontinued
1960	Plastic and Reconstructive Surgery
1973	Chest Diseases
1978	Emergency Medicine
1986	Neurosurgery
1987	Oncology
1988	Rheumatology, Physical Medicine and Rehabilitation

Currently the scientific assembly of the Southern Medical Association is comprised of the following Scientific Sections:

**SECTION ON**

Allergy & Immunology	Orthopaedic and Traumatic Surgery
Anesthesiology	Otolaryngology—Head and Neck Surgery
Chest Diseases	Pathology
Colon and Rectal Surgery	Pediatrics and Adolescent Medicine
Dermatology	Plastic and Reconstructive Surgery
Emergency Medicine	Radiology
Family Practice	Rheumatology, Physical Medicine and Rehabilitation
Gastroenterology	Surgery
Gynecology	Urology
Medicine	
Neurology and Psychiatry	
Neurosurgery	
Obstetrics	
Oncology	
Ophthalmology	

Each section elects its own officers—a Chairman, Vice-Chairman, Secretary, and Secretary-Elect, with primary responsibility for program planning resting with the Secretary. Duties of all officers are outlined in the CONSTITUTION and BYLAWS. Section pro-

grams are coordinated in the winter at the annual Section Secretaries' Conference which is attended by the members of the Association's Committee on Scientific Work in addition to the Section Secretaries. Every effort is made to see that well-rounded scientific programs are planned for each Section.

A physician attending a Southern Medical Association meeting is not required to attend only one Section. He may spend time where, in his opinion, it will be most beneficial to him. This freedom to choose provides great program flexibility, variety and personal appeal. At the same time this plan enables the Southern Medical Association to reach one of its continuing goals—helping doctors practice better medicine.

**SCIENTIFIC AND TECHNICAL EXHIBITS...**

In addition to the scientific sessions and post-graduate courses offered physicians attending the annual meeting, there are hundreds of scientific and technical exhibits on display. The scientific exhibits present results of research, experimentation, and studies in the field of medicine. Technical exhibits offer the busy physician the opportunity to view the latest drugs, medical equipment, and services on the market. These exhibits are carefully screened by Committees and represent the highest standards in quality, originality, and educational value. Awards are made for the most outstanding scientific and technical exhibits.

**THE SOCIAL SIDE...**

The annual meeting, while geared primarily for education, also has its moments of relaxation. Thriving on an informal atmosphere—where physicians from every type of practice can meet to exchange ideas—SMA has a widely known reputation for its "Southern Hospitality." Social highlights of the annual meeting include: alumni reunions, Section social events, annual golf tournament, tennis tournament, fun run, President's Reception, Luncheon, and Dinner Dance, activities for the spouses planned by the Southern Medical Association Auxiliary, and, of course, fellowship with members of the medical profession from all parts of the United States and many foreign countries.

## II. POSTGRADUATE CONTINUING MEDICAL EDUCATION ACTIVITIES

The Southern Medical Association is committed to expanding and diversifying its educational opportunities to provide a more comprehensive network of continuing medical education activities. On-site seminars and regional postgraduate conferences are conducted annually. These two major projects, coupled with the Multi-Media Programs, provide a comprehensive and coordinated continuing medical education network of high quality programs at very reasonable prices.

### MULTI-MEDIA PROGRAMS...

#### DIAL ACCESS

*Dial Access* is SMA's highly acclaimed, unique telephone access to audiotaped medical educational programs for physicians. Over 17,000 physicians, both members and nonmembers of the Association, subscribe to the service. The subscription price is \$5 annually for members of the Association and \$25 annually for nonmembers. In 1988 a new discipline—Allergy and Immunology—was added to the eight already on line: Arthritis and Rheumatism, Diabetes and Endocrinology, Gastroenterology, Infectious Diseases, Obstetrics and Gynecology, Psychotherapeutics, Cardiovascular Diseases, and Cancer.

The Southern Medical Association continuously updates these audio programs as needed to assure our subscribers that the tapes contain the most current diagnostic and therapeutic information available for the practicing physician.

#### VIDEO ACCESS

Video Access is SMA's series of videotapes providing both physician and patient education at a very affordable price. Recent popular additions are programs on vasectomy, adolescent alcoholism, and videolaserectomy. During 1988 approximately 150 physician education tapes and a subscription video service were added to the Video Access library through an association with MEDICOM International.

#### AUDIO ACCESS

Certain of the programs written for *Dial Access* have been recorded on audiocassette and have been made available for purchase. These programs, like *Dial Access*, are approved for hour-for-hour credit in Category 2 of AMA's Physician's Recognition Award and AAFP's Prescribed credit. All credits earned are recorded on SMA's computer and a certificate of earnings is provided at the end of each calendar year.

#### CLINICAL CONCEPTS

Clinical Concepts are home-study courses in booklet form on a specific subject taken from the *Dial Access* monographs. Each course consists of 10 to 12 monographs on a specific subject with objectives and a self-test. Courses are available on diabetes mellitus, thyroid gland, rheumatoid arthritis, and antimicrobial agents. SMA designates each course for 2 credit hours of Category 1 of AMA's Physician's Recognition Award.

### EDUCATIONAL MEETINGS AND CONFERENCES...

Southern Medical Association's educational opportunities offer you precise information presented by

health care experts, delivered in a variety of methods and locations. These stimulating programs offer unique educational opportunities in conducive environments for learning and relaxation. A proven, accredited CME provider, the Southern Medical Association is committed to serving the physician learner.

### HOW TO RUN A MORE PROFITABLE PRACTICE

February 17-18, 1989  
Montego Bay, Jamaica

The practice of medicine is changing as the impact of the economy reaches all aspects of health care. This workshop will address economic, management and marketing concepts of current interest, in an effort to enhance the managerial and leadership skills of the physician participant. Through better insight, improved performance will result at all levels.

### CLINICAL POSTGRADUATE CONFERENCES

These conferences help practicing physicians keep abreast of recent developments in medical care by offering a wide selection of clinical courses. Physicians attending the conference can design their own curriculum by selecting topics of specific interest to them as they apply to their practice.

#### DATES AND LOCATIONS

February 5-12, 1989 ..... Virgin Islands  
March 18-19, 1989 ..... Destin, Florida  
May 27-28, 1989 ..... Memphis, Tennessee  
August 11-14, 1989 ..... Williamsburg, Virginia

With the proliferation of continuing medical education opportunities, it is difficult for physicians to select the most appropriate ones for personal and professional development.

The Southern Medical Association's original purpose — to develop and foster scientific medicine — is as valid today as it was when the Association was founded 83 years ago. The emerging challenges in medicine dictate that today's physician be aware and knowledgeable about much more than the delivery of clinical care.

In keeping with its educational mission, the Southern Medical Association utilizes a diverse delivery system designed expressly to meet the educational needs of physicians.

### HOW TO GET STARTED IN MEDICAL PRACTICE

The contemporary practice of medicine requires not only the most up-to-date medical knowledge, but also prudent business and professional judgment. Unfortunately, young physicians today are unprepared to face the many challenges which will be encountered as they begin their professional life. Critical decisions concerning practice, partners, groups, and locations will have a significant impact on the physician's future. Moreover, essential information pertaining to effective management of finances, personnel, facilities and equipment is invaluable as one establishes a practice. Needless problems can be avoided and pitfalls overcome by being properly prepared for the business side of medicine. The two-day workshop is designed to



address the basic step-by-step procedures needed to get a practice off to a successful start.

#### **DATES AND LOCATIONS**

January 14-15 ..... Richmond, Virginia  
January 28-29 ..... Raleigh, North Carolina  
February 16-17 ..... Birmingham, Alabama  
February 24-25 ..... Tampa, Florida  
March 3-4 ..... Oklahoma City, Oklahoma  
March 18-19 ..... Atlanta, Georgia  
April 8-9 ..... Memphis, Tennessee

#### **13TH SYMPOSIUM ON LUNG DISEASE**

**June 25-29, 1989**

**The Cloister, Sea Island, Georgia**

This symposium is designed for practicing physicians who regularly encounter patients with pulmonary problems. Cosponsored with the American College of Chest Physicians, Southern Chapter, and the SMA Section on Chest Diseases, this program will focus on assessment, diagnosis, management, and new interventions in pulmonary medicine.

### III. PUBLICATIONS

#### THE SOUTHERN MEDICAL JOURNAL...

##### BRIEF HISTORY

During the first years of its history, the Association did not actually own a journal. Various publications were named "official organ of publication" from time to time.

At the annual meeting held in Atlanta, Ga., November 10-12, 1908, arrangements were made for the MEDICAL REPORT OF SHREVEPORT, Shreveport, La., to serve as the official organ of publication, name to be changed to JOURNAL OF THE SOUTHERN MEDICAL ASSOCIATION, effective January 1909 (Vol. 2, No.1). Oscar Dowling, M.D., Shreveport, La., Secretary-Treasurer of the Southern Medical Association, was Editor. It was discontinued as JOURNAL OF THE SOUTHERN MEDICAL ASSOCIATION as of December 1909.

The GULF STATES JOURNAL OF MEDICINE AND SURGERY, Mobile, Ala., formerly the MOBILE MEDICAL AND SURGICAL JOURNAL, became the Association's official organ of publication with January 1910 (Vol. 16, No. 1). Owners Seale Harris, M.D., and H. A. Moody, M.D., both of Mobile, Ala., served as Editors.

The SOUTHERN MEDICAL JOURNAL, a publication privately owned by a group of Nashville, Tenn., physicians, began in Nashville, Tenn., July 1908 (Vol. 1, No. 1). It was purchased in October or November 1910 by Seale Harris, M.D., Mobile, Ala., as principal owner with some other physicians having minor financial interest. Thus, the owners of the GULF STATES JOURNAL OF MEDICINE AND SURGERY merged this publication (Vol. 17, No. 5) with their newly acquired publication, the SOUTHERN MEDICAL JOURNAL with the December 1910 issue (Vol. 3, No. 11). Also, beginning with the December 1910 issue, the new SOUTHERN MEDICAL JOURNAL carried the additional designation of JOURNAL OF THE SOUTHERN MEDICAL ASSOCIATION. Seale Harris, M.D., Mobile, Ala., served as Editor until November 1921, and H. A. Moody, M.D., Mobile, Ala., served as Managing Editor until April 1916.

From December 1910 to May 1916, J. A. Witherpoon, M.D., W. D. Haggard, M.D., William Litterer, M.D., W. A. Bryan, M.D., and M. M. Cullon, M.D., all of Nashville, Tenn., and Oscar Dowling, M.D., Shreveport, La., were Associate Editors.

From June 1916 to October 1917, M. Y. Dabney, M.D., became Managing Editor and James R. Garber, M.D., Birmingham, Ala., became Associate Editor. From December 1917 to December 1919, Dr. Dabney served as Acting Editor while Dr. Harris was on active military duty. From January 1920 to November 1921, both Dr. Dabney and Dr. Garber were designated Associate Editors.

In November 1921 the Southern Medical Association, with a membership of 6,328, purchased the SOUTHERN MEDICAL JOURNAL from Dr. Harris and his co-owners and elected Dr. Dabney, Editor. Dr. Harris resigned as Editor at that meeting. Dr. Dabney served as Editor from December 1921 to December 1954 and his wife, Eugenia B. Dabney, served as Assistant Editor, 1930-1935, and Associate Editor from 1935 until December 1954.

Curtice Rosser, M.D., Dallas, Tex., and Tinsley R. Harrison, M.D., Birmingham, Ala., were Associate Editors from January 1951 to December 1954. Curtice J. Lund, M.D., New Orleans, La., served as an Associate Editor from January 1951 to December 1952. Howard L. Holley, M.D., Birmingham, Ala., served as an Associate Editor from January 1954 to December 1954.

R. H. Kampmeier, M.D., Nashville, Tenn., became Editor and Mr. V. O. Foster, Birmingham, Ala., Managing Editor, effective December 1, 1954. Mr. Robert F. Butts, Birmingham, Ala., became Managing Editor, December 1, 1960. Harris D. Riley, Jr., Oklahoma City, Okla., became Associate Editor of the JOURNAL in January 1971, and assumed the role of Editor in January 1973, upon Dr. Kampmeier's retirement. Dr. Kampmeier was retained as Advisory Editor. In September 1977, John B. Thomison, M.D., of Nashville, Tenn., was appointed Editor succeeding Dr. Riley.

With sound business and editorial management, the JOURNAL has not only grown in size and financial stability, but it has also grown in scientific stature and influence. Its cumulative contribution to the medical literature parallels and mirrors the growth and scientific development of medicine in the South.

##### THE JOURNAL TODAY

Throughout its entire life, the SOUTHERN MEDICAL JOURNAL has adhered to its main objective announced in the first issue: to help doctors practice better medicine by bringing to them high quality, original articles by leading medical researchers and specialists, and general information of concern to the medical profession.

The SOUTHERN MEDICAL JOURNAL is a general medical publication which presents monthly some 40 major articles, many profusely illustrated with photographs and drawings. Its contents are as broadly based as the practice of medicine and surgery. Articles are chosen from hundreds submitted and from the 300 or so papers presented at the annual scientific sessions by leaders in the various specialized fields of medicine.

Offices of the JOURNAL are in the headquarters building of the Southern Medical Association in Birmingham, Ala. The Editor, John B. Thomison, M.D., is a practicing pathologist in Nashville, Tenn. Dr. Thomison began his editorship in September 1977 succeeding Harris D. Riley, Jr., M.D.

Assisting the Editor are R. H. Kampmeier, M.D., as Editor Emeritus, and Deputy Editor, Alan Blum (since December 1, 1988); the Editorial Board, established by Dr. Kampmeier, January 1954, which usually consists of 14 members who are appointed by the Editor for five-year terms; and the Advisory Committee to the Editorial Board which is composed of the Secretaries of the Sections of the Southern Medical Association.

Today the SOUTHERN MEDICAL JOURNAL goes into the 16 Southern states and the District of Columbia which comprise the Association's membership territory, as well as all other states, Puerto Rico, Virgin Islands, the Canal Zone, and 22 European and Asiatic countries. One of the most influential medical publications in the world, the JOURNAL brings to the practicing physician knowledge



which will enable him to provide the best possible care for patients in this age of rapidly changing modern medicine.

## THE SOUTHERN MEDICAL BULLETIN...

When the Association was only three years old — at the New Orleans Meeting, November 9-11, 1909 — the Council recommended the publication of a quarterly bulletin. On November 1, 1912, the SOUTHERN MEDICAL BULLETIN, Volume 1, Number 1 was issued. It included the program for the forthcoming Annual Meeting and other information about the Association. The Council approved this bulletin, authorized its continuance, and the SOUTHERN MEDICAL BULLETIN has been published quarterly since 1912.

At the Miami Beach Meeting in 1957 a proposal to expand the quarterly SOUTHERN MEDICAL BULLETIN to a monthly publication was reviewed and approved by the Council. The first step of the proposed expansion was taken when the new format of the SOUTHERN MEDICAL BULLETIN was introduced with the March 1961 issue with R. H. Kampmeier, M.D., Nashville, Tenn., Editor. The BULLETIN was accepted overwhelmingly by the Southern physicians.

The purpose of the BULLETIN was to provide interesting and up-to-date scientific and non-scientific information for virtually all of the practicing physicians in the Association's membership territory, and to stimulate interest in the Association and its various activities.

Each issue was designed to be of reference value covering various subjects of interest such as current VD problems, cancer, rehabilitation, alcoholism

and habituating drugs, family planning, roadside injuries, and the impact of the federal government upon medical care. From 1912 through 1968, the September issue of the BULLETIN contained the preliminary program for the Annual Meeting. The second step in expanding the BULLETIN came in 1969 when all four of the quarterly issues followed the basic format, but with increased size, and the preliminary program for the Annual Meeting was published separately. During 1970 the BULLETIN increased to six issues, one every other month.

In January 1972, the name of the SOUTHERN MEDICAL BULLETIN was changed to SOUTHERN MEDICINE.

Addison B. Scoville, Jr., M.D., Nashville, Tenn., was appointed as Assistant Editor of SOUTHERN MEDICINE in June 1976.

After a great deal of thought and intensive costs analysis it was decided on February 11, 1978 to terminate publication of SOUTHERN MEDICINE in its existing form.

Today, SOUTHERN MEDICINE provides important information concerning SMA's educational programs and services for its members, including details for upcoming seminars, workshops, postgraduate courses, and the annual meeting, as well as information on *Dial Access*, *Video Access*, and *Audio Access* offerings. SOUTHERN MEDICINE also provides up-to-date information on the benefits and services offered through the Association, including its Fringe Benefits Program, Physicians' Purchasing Program, SMA Travel Services, and Typography & Design.

In addition, SOUTHERN MEDICINE also regularly features articles concerning socio-economic and other issues of importance to the physician and his practice, as well as spotlights on various members of the Association and regular messages from its leading officers.

## IV. MEDICAL STUDENTS' PROGRAM

The Medical Students' Program was inaugurated because the Council of the Southern Medical Association wanted to demonstrate, by specific action, the enormous interest the Association had in medical education. It was estimated that the majority of physicians practice medicine nearly ten years before attending regional or national medical meetings or any kind of refresher course. The Association's Council took action at the Houston Meeting in 1955 by appointing a Committee on Medical Student Representatives to study the advisability of inviting representatives from the senior classes of medical schools within the territory of the Association to the Association's annual meetings. The Committee recommended this program as a step toward eliminating the time-gap from graduation to postgraduate studies.

The first student guests of the Association, representing approximately one-third of the medical schools located within the Association's territory, came to the Washington Meeting in 1956. The program was continued by inviting one-third of the schools each year until at the Atlanta Meeting in 1959, the cycle was completed. Since this program had become immensely popular, with full approval and cooperation of the deans, the Council voted unanimously at the Atlanta Meeting to make this project an official part of each Annual Meeting. At the Dallas Meeting in 1961, it was decided by the Council that the program should be expanded by inviting two-thirds of the schools to participate in 1962 and all schools in the Association's territory to participate in 1963. The Executive Committee of the Council further expanded this program in January 1968 by

recommending that each school in the Association's territory be invited to send not only a senior class representative, but a representative from the junior class as well.

The Executive Committee of the Council decided in February 1971, that beginning with the Miami Beach Meeting, 1971, the Association invite only a representative from the junior class.

Special sessions are planned for the representatives during each Annual Meeting and the students are special guests of the President at the President's Reception, Luncheon, and Dinner Dance. In addition to the special sessions planned for the students, they are invited to attend and participate in all scientific activities of an Annual Meeting.

The objectives of this program are: (1) to give students an opportunity to participate in a full-scale medical meeting; (2) to teach students that study does not cease when classrooms are left and point out the value of continuing medical education after graduation; (3) to make students aware that medical organizations are engaged in a continuous effort to promote research and present results to practicing physicians, and that through the scientific sessions "postgraduate" courses in medicine are offered; and (4) to urge the students to share their findings with their classmates upon returning to school.

At the Annual Meeting in November 1979, the Medical Students' Program was discontinued. It was determined by the Executive Committee that this program should be redesigned, so that it would focus on membership at several different levels, medical students, residents, physicians entering practice, and practicing physicians.



## V. RESIDENCY TRAINING LOAN FUND

### ORIGINALLY A GRANT PROGRAM...

Recognizing the increasing need of financial assistance for those physicians who had completed their formal education, but who are seeking additional education in the form of residency training and fellowships, the Southern Medical Association established the Southern Medical Association Residency Training Grant Fund at the Miami Beach Meeting, November 1962. This project of the Association provided funds to allow a physician to complete a chosen number of years of training without adding to his previous indebtedness and still receive an income, which, while not necessarily commensurate with his education and value, would allow him a comfortable existence during this training period. The first four grants under this program were awarded in 1963 for the residency year 1963-1964. Five grants were awarded in July 1964; seven, July 1965; ten, July 1966; eleven, July 1967; fourteen, July 1968.

The Grant Fund was established so that recipients, as well as other members of the Association, could make tax-deductible donations to the Fund thereby increasing the number of residents who could be assisted. While recipients of a grant assumed no legal obligation to repay, it was hoped all would assume a moral obligation to do so.

### THEN A LOAN PROGRAM...

At the New Orleans Meeting, November 1968, the Council voted to change the existing Residency Training Grant Fund to the Residency Training Loan Fund and the Association's CONSTITUTION and BYLAWS were amended by changing the committee's name to the Committee on Grants and Loans. The amount available for loans for the year July 1969-July 1970 was \$30,000.

### THEN A GRANT AND LOAN PROGRAM...

In order to provide assistance to those in financial need as well as give recognition to exceptional individuals, greater flexibility was needed in the program. Therefore, the Council voted at the Atlanta Meeting, November 1969, to give the Committee on Grants and Loans full authority to determine the needs and merits of each applicant and decide if a grant should be awarded or if a loan should be approved. The total amount of funds available for grants and loans for the year July 1, 1977-June 30, 1978 was \$40,000 (\$10,000, grants; \$30,000, loans).

### NOW A LOAN PROGRAM...

At its Midwinter Meeting in Birmingham, Alabama, February 13, 1977, the SMA Executive Committee of the Council voted to discontinue giving grants under this program and made it strictly a loan program.

In November 1988 the Council voted to increase the amount available for Residency Training Loans and Research Project Grants to \$150,000 (from the previous amount of \$100,000) to become effective July 1, 1989.

### RULES GOVERNING THE LOAN PROGRAM...

(1) **Eligibility Requirements...** In order to be eligible to apply for a loan from this Fund, an applicant must satisfy the following requirements:

- be a citizen of the United States of America;
- be a graduate of an accredited medical school who is entering a clinical training program;
- have completed one year of post medical training prior to receipt of first loan payment (application may be made, however, during final portion of internship);
- be engaged (or accepted) in residency training in an approved hospital in the territory of the Southern Medical Association;
- shall be required to have the Head of Department or the Director of Residency Program to submit a letter outlining the applicant's need.

Persons serving in the armed services are ineligible.

(2) **Selection of Recipients...** The criteria for the selection of loan recipients shall be based on need and potential. Selection shall be made by the Committee on Grants, Loans, and Scholarships prior to July 1.

(3) **Amount of Loan...** The loan shall be primarily for personal use with the exact amount determined by individual need. The maximum loan available to one applicant shall be \$2,400, payable at the rate of \$200 per month for twelve months, beginning annually on July 1. A recipient may apply for additional loans.

(4) **Application for Loan...** Official application forms may be secured from the Southern Medical Association, 35 Lakeshore Drive, P.O. Box 190088, Birmingham, Alabama 35219-0088. Applicants shall be required to submit to the headquarters office by April 1:

- a completed official application form;
- a curriculum vitae;
- a personal biographical sketch of one or two paragraphs, not to exceed one page;
- a copy of IRS Form 1040;
- letter from Head of Department or Director of Residency Program where applicant is currently enrolled or has been accepted outlining applicant's need;
- interview letter from Councilor or his designee;
- letter to validate applicant's medical school graduation, date and standing;
- sign release form, return immediately to SMA

to be mailed to Financial Assistance Office at medical school of record, with our letter requesting an indication of applicant's financial history;

- (i) a typed summary of any other pertinent information concerning your own earnings or other financial assets or obligations, in addition to the information requested on Pages 3 and 4, that would be helpful to the Committee in assessing your financial need for this loan.

Further, it is applicant's responsibility to arrange for all requirements to be met.

**(5) Interest Rate on Loans . . .** No interest shall be charged on loans made from this Fund until the beginning of the second year after the completion

of recipient's residency training or at the end of the sixth year after recipient's graduation from medical college, whichever comes first. The interest rate charged shall be seven percent per annum or the current interest rate charge for FHA loans, whichever is less.

**(6) Requirements for Loan Recipients . . .** Loan recipients shall be required to:

- (a) Apply for Associate Membership in the Southern Medical Association
- (b) Sign properly executed promissory note to be filed at the SMA headquarters office.
- (c) Submit a progress report of the year's activities at the end of the loan year.



## VI. RESEARCH PROJECT FUND

Members of the Committee on Grants and Loans observed that funds for initiating small research projects were not readily available in most medical centers or training areas. Therefore, at the Atlanta Meeting, November 1969, the Council established the SMA Research Project Fund. This Fund originally consisted of \$6,000 annually from which grants could be made to those participating in investigative projects. Due to the large number of applications received for grants from this Fund during the first year of operation, the Committee on Grants and Loans recommended to the Council at the Dallas Meeting, November 1970, that the amount of grants be increased to \$20,000 annually (July 1-June 30). This Fund is under the direction of the Committee on Grants and Loans.

At the New Orleans Meeting in November 1976, the Committee on Grants and Loans recommended that the amount for grants be increased to \$40,000 annually. In 1982 the Committee on Grants and Loans approved a grant increase in the amount of \$20,000, making the total amount available \$60,000.

In November, 1988 the Council of the SMA voted to increase the combined amount available for Research Grants and Residency Training Loans to \$150,000 from the previous amount of \$100,000. This would become effective July 1, 1989.

### RULES GOVERNING THE RESEARCH PROJECT FUND...

#### (1) Amount Available...

- (a) The headquarters office shall be responsible for notifying the Deans and Heads of Departments at the medical schools located in SMA's territory that limited funds are available for those participating in investigative projects.
- (b) Money in the Research Project Fund will be

available primarily to physicians in house staff training (Graduate Medical Education) and Medical Students rather than to established faculty investigators.

- (c) Depending on the availability of funds, a maximum of two grants of \$2,500 each may be awarded from this Fund, per school, per year.

#### (2) Purpose...

- (a) A grant from this Fund shall be primarily for the purpose of starting a new project, or for the continuation of a relatively new project.
- (b) A grant from this Fund shall be used for the purchase of expendable items only. This includes the purchase and maintenance of animals.

#### (3) Application...

- (a) Official application forms may be secured by writing the Executive Vice-President, Southern Medical Association, 35 Lakeshore Drive, P. O. Box 190088, Birmingham, Ala. 35219. Deadline for receiving applications is April 1.

- (4) **If Approved...** When a grant is awarded, the Southern Medical Association shall issue a check jointly to the applicant and the institution with which he is connected. The check shall be mailed to the applicant.

- (5) **Requirements...** Faculty/Clinical Advisor is required to: Submit a letter outlining the potential clinical applications of the project. Recipients of grants from this Fund shall be required to:

- (a) apply for membership in Southern Medical Association; and
- (b) Recipient and Faculty/Clinical Advisor are required to send Southern Medical Association a summary of the results of the research project upon its completion.

## VII. MEDICAL STUDENT SCHOLARSHIP FUND

Recognizing the need for providing assistance to first-year medical students, particularly those of superior abilities, the Council established the Southern Medical Association Medical Student Scholarship Fund at the Atlanta Meeting, November 1969. Effective 1989, this fund allows four \$500 scholarships per medical school located within the territory of the Southern Medical Association and is under the direction of the Standing Committee on Grants, Loans and Scholarships.

### **RULES GOVERNING THE MEDICAL STUDENT SCHOLARSHIP FUND...**

#### **(1) Amount Available...**

- (a) The headquarters office shall be responsible for notifying the Deans of all medical schools located in SMA's territory that limited funds are available for scholarships for first-year medical students.
- (b) There are four \$500 scholarships available from this Fund, per school per year (September 1-August 31).

#### **(2) Purpose...**

A scholarship from this Fund shall be for the purpose of giving aid in providing tuition to a first-year student of superior ability who is in need of scholarship funds.

#### **(3) Application...**

- (a) Application for a scholarship from this Fund must be made by the Dean on behalf of his students, by writing to the Executive Vice-President, Southern Medical Association, 35 Lakeshore Drive, P.O. Box 190088, Birmingham, Ala. 35219.
- (b) The letter should give:
  - (1) full name and mailing address of the students;
  - (2) explanation of students' needs;
  - (3) deserving qualities of the students for scholarships.

#### **(4) If Approved...**

When scholarship is awarded, the headquarters office shall notify the Dean, and shall issue a check jointly to the applicant and the school and send it directly to the medical school.



## VIII. ENDOWMENT FUND AND PLANNED GIVING PROGRAM

In 1986 SMA established an Educational Endowment Fund from which earnings are used to provide the scholarships, research projects and other programs supporting the educational purposes of the Association. The Association's five-year goal is to obtain \$1.5 million in endowment principal. Based on an estimated interest rate of 10%, this fund would provide \$150,000 annually to be used to fund scholarships and research grants administered by Southern Medical Association. In December 1987, SMA launched a Planned Giving Program incorporating the existing Endowment Fund with several other options for charitable giving. Donors may target gifts for scholarships, lectureships or special educational programs through gifts from various means including bequests, life insurance, real estate or securities. With any gift, donors may establish memorials for deceased loved ones or recognition for a colleague.

In November, 1988, Southern Medical Research and Education Foundation was established at the charter meeting of the SMA Funds Development Committee.

Purposes of the Foundation will be to provide an investment in the future of medical and health care delivery, to stimulate interest in conducting research, to provide financial aid to deserving medical students, and to recognize or memorialize donors and their designees.

Each year Southern Medical Association's Committee on Grants, Loans and Scholarships has distributed approximately two scholarships to each of 49 eligible medical schools in SMA territory. Beginning in 1989 there will now be four \$500 scholarships available to each of these schools. In 1988, \$40,500 was awarded for 81 scholarships. Additionally, of 62 applicants for research project grants, 25 were awarded a total of \$57,737, and 12 of 16 loan applicants were approved for a total of \$28,800 in student loans. In 1988, Southern Medical's Loan Program payback was 100%.

Donations to the Southern Medical Research and Education Foundation may be sent or inquiries directed to SMA's Education Department, P.O. Box 190088, Birmingham, AL 35219-0088, or call 1-800-423-4992.

## IX. AWARDS

The Southern Medical Association has created from time to time awards so that the Association might honor worthy members. Presently there are three official awards of the Association; the Distinguished Service Award; the Seale Harris Award; and the Original Research Award. Nomination and application forms, which may be obtained from the headquarters office, must be received at the headquarters office by August 1.

All nominations and applications are considered by the Committee on Special Awards. This confidential Committee, consisting of five members with the Vice-President as Chairman, is appointed by the President to evaluate the contributions of the various candidates for special awards. If suitable candidates are selected by the Committee, it submits the names of not more than three such members to the Council for each award. The Council may then select one for each respective award and presentation of the awards takes place at the last general session of an Annual Meeting.

### THE RESEARCH MEDAL . . .

During the 1912 Annual Meeting in Jacksonville, Fla., the Association established the Research Medal which could be awarded from time to time to a member of the Association for meritorious and original research work provided the member had made contributions to medical science of sufficient importance to merit this distinction.

In 1961 both the Research Medal and the Original Research Award existed. Then in 1962 the Research Medal as established in 1912 was discontinued in favor of the Original Research Award.

#### Recipients of the Research Medal

- 1912—Jacksonville Meeting—C. C. Bass, M.D., New Orleans, La., "for his epoch-making achievement in the study of malaria, namely: the cultivation of the malaria parasites in artificial media."
- 1916—Atlanta Meeting—J. Shelton Horsley, M.D., Richmond, Va., "in recognition of his original contributions and studies in the domain of vascular surgery."
- 1921—Hot Springs Meeting—Kenneth M. Lynch, M.D., Dallas, Tex., "for his original and meritorious investigations in the parasitology of tropical diseases."
- 1932—Birmingham Meeting—Evarts A. Graham, M.D., St. Louis, Mo., "for his outstanding research work, especially on the diagnosis and pathology of inflammatory diseases of the gallbladder and liver."
- 1933—Richmond Meeting—William de B. MacNider, M.D., Chapel Hill, N.C., "for original and meritorious research, especially in the field of experimental nephritis."
- 1937—New Orleans Meeting—Ernest W. Goodpasture, M.D., Nashville, Tenn., "for his outstanding achievements through his research on the cultivation and the nature of viruses."
- 1940—Louisville Meeting—Alfred Blalock, M.D., Nashville, Tenn., "in recognition of his distinguished contributions to knowledge of the circulation, especially in relation to shock."
- 1942—Richmond Meeting—Perrin H. Long, M.D., Baltimore, Md., "in recognition of his outstanding contributions to the knowledge of bacteriology and chemotherapy."
- 1943—Cincinnati Meeting—Tom Douglas Spies, M.D., Birmingham, Ala., "in recognition of his outstanding contributions to our knowledge of the science of human nutrition, especially in his elucidation of the earlier and better methods of diagnosis and treatment of disease."
- 1945—Cincinnati Meeting—Tinsley R. Harrison, M.D., Dallas, Tex., "in recognition of his outstanding contributions toward the elucidation of structural and functional aspects of cardiovascular disease and particularly of practical problems arising from failure of the circulation."
- 1946—Miami Meeting—William H. Sebrell, Jr., M.D., Bethesda, Md., "in recognition of his important contributions to the understanding of nutrition and its relation to public health."
- 1947—Baltimore Meeting—George E. Burch, M.D., New Orleans, La., "in recognition of his important investigations in the clinical physiology of the circulation and of his valuable contributions of the understanding of cardiovascular disorders."
- 1949—Cincinnati Meeting—Seale Harris, M.D., Birmingham, Ala., "in recognition for his original and pioneer description of hyperinsulinism, for continued and meritorious achievements in the fields of nutrition and metabolism and especially his investigations of diabetes mellitus and his contributions to its treatment."
- 1950—St. Louis Meeting—Guy L. Hunner, M.D., Baltimore, Md., "for clarifying the relationship of focal infections as disease producers in the genitourinary tract, and especially for his constructive work on the diagnosis and treatment of the medical and surgical diseases of the urinary tract."
- 1954—St. Louis Meeting—Robert E. Stone, M.D., Birmingham, Ala., "in appreciation of his outstanding professional attainments and original research of benefit to mankind in the recognition and treatment of nutritional disorders and diseases of metabolism."
- 1957—Miami Beach Meeting—Joseph H. Hill, M.D., Dallas, Tex., "in recognition of his many contributions in the field of hematology, particularly in his original mass production method of desiccating human plasma and application in the therapy of shock, in his additions to the knowledge concerning the Rh factor, and in his current studies on leukemia."
- 1960—St. Louis Meeting—Leslie V. Rush, M.D., Meridian, Miss., "for research resulting in the development of the Rush pin, an intramedullary steel pin for internal fixation of fractures."
- 1961—Dallas Meeting—May Owen, M.D., Fort Worth, Tex., "for research in determining that glove powder was the cause of foreign-body granuloma on the serosal surface of the intestines in abdominal surgery."



## THE DISTINGUISHED SERVICE AWARD...

At the Houston Meeting in 1955 the Association created the Distinguished Service Award which may be awarded annually to any member of the Association in recognition of outstanding contributions to the advancement of medical science and/or the Association. Any member of the Association is eligible to receive this award and nominations may be made by any member of the Association. Deadline for receiving nominations is August 1. The Committee on Special Awards evaluates all nominations and the recipient is notified and receives the Award at the last general session of an Annual Meeting.

### Recipients of the Distinguished Service Award

- 1956—Washington Meeting—Curtice Rosser, M.D., Dallas, Tex.
- 1957—Miami Beach Meeting—Kenneth M. Lynch, M.D., Charleston, S.C.
- 1958—New Orleans Meeting—T. W. Moore, M.D., Huntington, W.Va.
- 1959—Atlanta Meeting—R. L. Sanders, M.D., Memphis, Tenn.
- 1960—St. Louis Meeting—Everett S. Lain, M.D., Oklahoma City, Okla.
- 1961—Dallas Meeting—George E. Burch, M.D., New Orleans, La.
- 1962—Miami Beach Meeting—Wilbur C. Davison, M.D., Durham, N.C.
- 1963—New Orleans Meeting—Fount Richardson, M.D., Fayetteville, Ark. (posthumously)
- 1964—Memphis Meeting—Hollis E. Johnson, M.D., Nashville, Tenn.
- 1965—Houston Meeting—Milford O. Rouse, M.D., Dallas, Tex.
- 1967—Miami Beach Meeting—Robert D. Moreton, M.D., Houston, Tex.
- 1968—New Orleans Meeting—M. Pinson Neal, Sr., M.D., Columbia, Mo.
- 1969—Atlanta Meeting—R. H. Kampmeier, M.D., Nashville, Tenn.
- 1970—Dallas Meeting—Joe T. Nelson, M.D., Weatherford, Tex.
- 1971—Miami Beach Meeting—Seymour F. Ochser, M.D., New Orleans, La.
- 1972—New Orleans Meeting—Charles M. Caravati, M.D., Richmond, Va.
- 1973—San Antonio Meeting—Edgar Hull, M.D., Pascagoula, Miss.
- 1974—Atlanta Meeting—Woodard D. Beacham, M.D., New Orleans, La.
- 1975—Miami Beach Meeting—George H. Yeager, M.D., Baltimore, Md.
- 1976—New Orleans Meeting—J. Garber Galbraith, M.D., Birmingham, Ala.
- 1977—Dallas Meeting—Harris D. Riley, Jr., M.D., Oklahoma City, Okla.
- 1978—Atlanta Meeting—N. C. Hightower, Jr., M.D., Temple, Tex.
- 1979—Las Vegas Meeting—Margaret S. Klapper, M.D., Birmingham, Ala.
- 1980—San Antonio Meeting—Howard L. Holley, M.D., Birmingham, Ala.
- 1981—New Orleans Meeting—Walter C. Jones, M.D., Coral Gables, Fla.
- 1982—Atlanta Meeting—George M. Haik, M.D., New Orleans, La.
- 1983—Baltimore Meeting—Phillip W. Voltz, Jr., M.D., San Antonio, Tex.
- 1984—New Orleans Meeting—H. William Scott, Jr., M.D., Nashville, Tenn.

- 1985—Orlando Meeting—James C. (J.C.) Tanner, Jr., M.D., Atlanta, Ga.
- 1986—Atlanta Meeting—John Adriani, M.D., New Orleans, La.
- 1987—San Antonio Meeting—John B. Thomison, M.D., Nashville, Tenn.
- 1988—New Orleans Meeting—Albert C. Esposito, M.D., Huntington, W.Va.

## SEALE HARRIS AWARD...

Established at the New Orleans Meeting in 1958, this award is presented annually to any member of the Association in recognition for important research accomplishment in the broad field of metabolism, endocrinology, nutrition, or for research which contributes to a better understanding of the chemical changes occurring in disease. Any member of the Association is eligible to receive this award and nominations may be made by any member of the Association. Deadline for receiving nominations is August 1. After nominations are evaluated by the Committee on Special Awards, the recipient is notified and receives the award at the last general session of an Annual Meeting.

### Recipients of the Seale Harris Award

- 1959—Atlanta Meeting—Tom Douglas Spies, M.D., Birmingham, Ala., "for his contributions and accomplishments in the field of nutrition."
- 1960—St. Louis Meeting—Nicholas C. Hightower, Jr., M.D., Temple, Tex., "for his investigations and achievements in the field of metabolic diseases and gastroenterology."
- 1961—Dallas Meeting—Henry H. Turner, M.D., Oklahoma City, Okla., "for his distinguished and meritorious work in glandular disorders in the human, to which he has contributed internationally, and for which he is so widely accepted as an authority."
- 1962—Miami Beach Meeting—Howard L. Holley, M.D., Birmingham, Ala., "for his investigations on the synovial fluid in normal subjects and in patients with rheumatoid arthritis and for more recent studies on the chemical nature of hyaluronic acid."
- 1963—New Orleans Meeting—Joe M. Blumberg, M.D., Washington, D.C., "for his investigations and achievements in pathology and research, and for his contributions to medicine which have been recognized and accepted all over the world."
- 1967—Miami Beach Meeting—Julian M. Ruffin, M.D., Durham, N.C., "for his original investigative work centering about the malabsorption state, elucidation of the etiology of Whipple's disease and its management, and the nature of duodenal ulcer pain." (Note: actual presentation of this award was at the 1968 Meeting in New Orleans).
- 1970—Dallas Meeting—Grace Goldsmith, M.D., New Orleans, La., "for her investigations and research in the fields of metabolism and nutrition."
- 1972—New Orleans Meeting—John T. Galambos, M.D., Atlanta, Ga., "for his research and contributions to the field of gastroenterology."
- 1973—San Antonio Meeting—Stanley J. Dudrick, M.D., Houston, Tex., "for his work in intravenous alimentation."
- 1974—Atlanta Meeting—H. Harlan Stone, M.D., Atlanta, Ga.; Robert S. Nelson, M.D., Houston, Tex.
- 1975—Miami Beach Meeting—W. Dean Warren, M.D., Atlanta, Ga.

- 1976—New Orleans Meeting—John S. Fordtran, M.D., Dallas, Tex.
- 1980—San Antonio Meeting—Elliot Weser, M.D., San Antonio, Tex.
- 1981—New Orleans Meeting—Constance Pittman, M.D., Birmingham, Ala.
- 1982—Atlanta Meeting—Hiram C. Polk, M.D., Louisville, Ky.
- 1983—Baltimore Meeting—Addison B. Scoville, Jr., M.D., Nashville, Tenn.
- 1984—New Orleans Meeting—Edward M. Copeland, III, M.D., Gainesville, Fla.
- 1986—Atlanta Meeting—James M. Moss, M.D., Alexandria, Va.
- 1987—San Antonio Meeting—J. Claude Bennett, M.D., Birmingham, Ala.
- 1988—New Orleans Meeting—Albert L. Hyman, M.D., New Orleans, La.

## THE ORIGINAL RESEARCH AWARD...

At the Dallas Meeting in 1961, the Association established the Original Research Award consisting of a medal and cash prize, which may be awarded annually in recognition of original research in clinical medicine or the basic sciences as applied to medicine. Application for this award may be made by submitting an essay, curriculum vitae, and a photograph to the headquarters office by August 1. The Committee on Special Awards evaluates all essays submitted, and the winner is notified that the Award will be presented at the last general session of an Annual Meeting.

### Recipients of the Original Research Award

- 1968—New Orleans Meeting—Donald E. McCollum, M.D., Durham, N.C., Robert S. Matthews, M.D., Greenville, S.C., and Michael T. O'Neill, M.D., Durham, N.C., for their essay "Aseptic Necrosis of the Femoral Head: Associated Diseases and Evaluation of Treatment."
- 1973—San Antonio Meeting—Gilbert H. Fletcher, M.D., Houston, Tex., for his work in building the first practical head for the housing of cobalt in the giving of external radiation.
- 1974—Atlanta Meeting—John W. Kirklin, M.D., Birmingham, Ala.
- 1975—Miami Beach Meeting—Cornelia P. Chan-ning, Ph.D., Baltimore, Md.
- 1978—Atlanta Meeting—Bruce Schoenberg, M.D., Bethesda, Md.
- 1980—San Antonio Meeting—George W. Molnar, Ph.D., Little Rock, Ark.
- 1981—New Orleans Meeting—John Barry McCraw, M.D., Norfolk, Va.
- 1983—Baltimore Meeting—Howard W. Jones, M.D., and Georgeanna Seegar Jones, M.D., Norfolk, Va.
- 1986—Atlanta Meeting—Franz H. Messerli, M.D., New Orleans, La.

## THE SCIENTIFIC EXHIBIT AWARDS...

Scientific exhibits became an official part of the annual meeting at the Louisville Meeting in 1920. The Council established a Committee on Scientific Exhibit Awards and Certificates were given for: Best Exhibit by an individual Physician; Best Exhibit by a Medical School; Best General Exhibit. In 1924 the Council voted to change the award designation to: First Award; Second Award; Third Award; and Honorable Mention Award(s) at the discretion of the Committee. In 1984, six place awards were offered, and Honorable Mention was changed to Certificate of Merit.

The Committee of Scientific Exhibits and Awards is a subcommittee of the Standing Committee on Scientific Work.

The following standards are used by the Committee in making the awards; originality, practicability, applicability to practice of medicine, quality, teaching value, quantity, and personal demonstration.

A plaque, certificate and ribbon are awarded for first place, and certificates and ribbons are awarded for 2nd thru 6th places. Certificates of Merit are awarded for those exhibits warranting such recognition.

## THE TECHNICAL EXHIBIT AWARD...

At a meeting of the Executive Committee of the Council held in Atlanta, Ga., March 31, 1973, the C.P. Loran Award for the outstanding Technical Exhibit was established. Recipients of this award are:

- 1973—San Antonio Meeting—Roche Laboratories, "Heart Sounds."
- 1974—Atlanta Meeting—Roche Laboratories
- 1975—Miami Beach Meeting—Eli Lilly & Company
- 1976—New Orleans Meeting—Merck, Sharp & Dohme
- 1977—Dallas Meeting—Roche Laboratories
- 1978—Atlanta Meeting—Schering Laboratories
- 1979—Las Vegas Meeting—Wyeth Laboratories
- 1981—New Orleans Meeting—Wyeth Laboratories
- 1982—Atlanta Meeting—Pfizer Laboratories
- 1983—Baltimore Meeting—Roche Laboratories
- 1984—New Orleans Meeting—Schering Laboratories
- 1985—Orlando Meeting—Roche Laboratories
- 1986—Atlanta Meeting—The Upjohn Company
- 1987—San Antonio Meeting—Mead Johnson Pharmaceuticals
- 1988—New Orleans Meeting—Parke-Davis



## X. GROUP INSURANCE PROGRAM

The Southern Medical Association Insurance Program was established in 1952 when a Disability Insurance Plan was approved by the Council. Since that time, the program has expanded to include eight basic insurance plans, each designed to meet the specific needs of physicians, their families and employees.

The Association's Committee on Insurance, alert to the needs and wishes of the members of the Association, has continuously updated the various Plans in an effort to provide the most coverage for the premium dollar and, ultimately, the best group insurance program available to the medical profession.

### WHO IS ELIGIBLE? ...

- SMA members and associate members (all coverages)
- Spouses of SMA members and dependent children up to 19 years of age. Coverage is extended for dependent children to age 30 if they are continuous full-time students.
- Employees of SMA members (Life, Accidental Death and Dismemberment, Major Hospital, and Major Medical only)

### PLANS INCLUDED IN THE SMA GROUP INSURANCE PROGRAM ...

1. **LIFE INSURANCE** (Up to \$1,000,000)  
Payable in event of death due to any cause. Twenty benefit plans from which to choose. Dependent coverage available. (Spouse up to \$100,000 and Children up to \$7,500).
2. **ACCIDENTAL DEATH AND DISMEMBERMENT** (Up to \$150,000) Full amount payable in addition to Life Insurance in the event of accidental death; proportional amounts payable for dismemberment. Three plans from which to choose. Spouse benefits also available.
3. **LONG-TERM DISABILITY INCOME** (Up to \$8,000 per month) Guaranteed monthly income in the event of long term disability. Several plans from which to choose with varying waiting and benefit payment periods. Maximum benefit payment periods — accident benefits payable up to lifetime; sickness benefits payable to age 70.

**Special Surviving Spouse Benefit: If insured should die while receiving disability income — payments will be continued to surviving spouse for up to 12 months.**

4. **ONE-YEAR DISABILITY INCOME** (Up to \$2,000 per month) Guaranteed monthly income in the event of sickness or disability. Sickness and accident benefits payable from

first day; confinement not required. Premium waived if totally disabled.

5. **MAJOR MEDICAL INSURANCE** (Up to \$2,000,000 per person) 80% of all eligible expenses up to \$5,000 (\$4,000 in benefits paid) and 100% of all eligible expenses for the remainder of that calendar year payable after satisfying a \$300, \$500, \$750, \$1,000, or \$1,500 deductible.
6. **OFFICE OVERHEAD EXPENSE DISABILITY INSURANCE** (Up to \$10,000 per month) \$500 to \$10,000 per month provided to cover rent, telephone, electricity, heat, water, employees' salaries, depreciation, and other customary fixed office expenses. Benefits payable after insured has been disabled for 31 days; benefits are then retroactive to the first day of disability.
7. **SURVIVOR ANNUITY INCOME** (Up to \$1,000 per month) \$500 to \$1,000 per month for five years to any named beneficiary. If named beneficiary is surviving spouse, benefits continue for 15 years or until death or remarriage of the beneficiary. If member and spouse are killed in the same accident, benefits will continue until the youngest child reaches age 19, or to age 23 if a full-time student.
8. **DAILY HOSPITAL INDEMNITY** (Up to \$100 per day) Daily benefits of \$50, \$75, or \$100 available from the eighth day of hospitalization. Double daily benefits are payable for hospitalization for cancer, intensive care, or coronary care treatment for one full day or more, before age 65. Benefits are payable directly to the insured.
9. **UNIVERSAL LIFE INSURANCE**  
Breaks the tradition of fixed premiums and fixed benefit insurance. Policyholders can vary premium payments and type of coverage desired. Interest and cash value buildup is tax deferred.

### PLANS AVAILABLE TO FULL-TIME EMPLOYEES OF SMA MEMBER PHYSICIANS ...

1. **Term Life Insurance**—Employee only  
(Amounts available: \$10,000, \$15,000, \$30,000, \$40,000, \$50,000)
2. **Accidental Death & Dismemberment**—Employee only (Amounts available: \$7,500, \$15,000, \$30,000, \$40,000, \$50,000)
3. **Major Medical Plan**—Available Employees and their families. (Deductible amounts available: \$300, \$500, \$750, \$1,000, \$1,500)

## XI. PHYSICIANS' RETIREMENT PROGRAM

The Southern Medical Association adopted a Physicians' Retirement Program at the annual meeting held in Atlanta in November 1974. Marketing of the Retirement Program was initiated in January 1975. In 1982, an IRA was added.

The Council established a Committee on Physicians' Retirement at the New Orleans Meeting in November, 1981.

In April of 1986, after nearly a year of investigation and evaluation, the Council of the Southern Medical Association approved the selection of Connecticut General Life Insurance Company to provide the funding vehicles to be made available to the Southern Medical Association membership who participate in the Retirement Program. Presently the retirement and IRA funds have approximately \$121 million in assets.

### WHO IS ELIGIBLE? . . .

- SMA members, associate members, and their employees

### FUNDING VEHICLES AVAILABLE IN THE SMA PHYSICIANS' RETIREMENT PROGRAM . . .

#### 1. GUARANTEED FUNDS

Guaranteed Funds include a Long Term Guaranteed Account and a Short Term Guaranteed Account. Contributions and interest as credited in these funds are guaranteed against loss.

#### 2. EQUITY/BOND FUNDS

SMA members with defined contribution plans (money purchase/profit sharing) also have avail-

able a series of Equity and Bond Funds. These funds are not available to the general public, but are limited to only a select group including SMA members who participate in the SMA Retirement Program. These are no-load funds without restrictions or penalties on transfers in or out of these funds. However, as with any investment, there are no guarantees of principal or interest. These funds consist of the following accounts:

*Domestic Equity Account*—Seeks value (price in relation to book value and earnings) rather than trends.

*Actively Managed Fixed Income Account*—Invested primarily in U.S. Government Securities.

*Emerging Growth Equity*—Seeks unusual opportunities in growth industries.

*Intermediate Fixed Income Account*—Invested in intermediate term bonds and private placements.

*International Equity*—Seeks worldwide diversification.

#### 3. INDIVIDUAL RETIREMENT ANNUITY (IRA)

The Southern Medical Association's IRA program became effective in February of 1982.

Shortly after the passage of the Tax Reform Act of 1986 (TRA 86), a brief survey of our membership indicated a continued strong interest in the SMA-IRA. In view of this expression of interest and need, the Southern Medical Association plans to continue an active offering of the IRA program for its members, spouses, and their employees. At present, in excess of \$52 million has been deposited into the IRA fund.



## XII. SOUTHERN MEDICAL ASSOCIATION AUXILIARY

During the Southern Medical Association Annual Meeting in Washington, D.C., November, 1923, Mrs. Seale Harris of Birmingham, Alabama, was chosen to organize an Auxiliary for this group. The proposed Auxiliary was organized the following year during the SMA Annual Meeting in New Orleans, Louisiana. There were 88 charter members from 16 states and the District of Columbia. Today, there are more than 38,000 Auxiliaries and that number continues to grow.

Spouses of members of the Southern Medical Association are automatically members of the SMA Auxiliary and there are no membership dues. Membership is limited to spouses of physicians who are members of SMA and widows/widowers of deceased members who were in good standing at the time of death.

Through the year, the SMA Auxiliary participates in several interesting projects, including the promotion of Doctors' Day and the encouragement of participation in Medical Heritage (Research and Romance) projects. The Auxiliary also maintains a close relationship with the state medical auxiliaries in each of its member states and aids in the promotion of membership in the Association.

The Southern Medical Association Auxiliary has made an organized effort to develop meaningful programs for the spouses of SMA members. Several im-

portant new developments have occurred during the past few years which have laid the groundwork for strong and effective programming for future years.

To improve communications, the SMA Auxiliary publishes a newsletter entitled SOUTHERN CONNECTION. This newsletter serves as a vehicle for presenting information, programs, and services available to Auxiliary members from the Southern Medical Association. It also helps to inform Auxiliary members around the region of activities of interest underway for various Auxiliary members.

Realizing that to become a strong and effective leader, one must be knowledgeable about the Association, the Auxiliary initiated the Annual Leadership Conference to teach its leadership about the many programs, accomplishments, and goals of the SMA. This Conference has been successful in its belief that in knowledge there is strength.

The Auxiliary also develops and coordinates a comprehensive program presented during the SMA Annual Meeting which includes a variety of leadership meetings, seminars and tours. Sales for these events totaled approximately \$25,000 in 1988.

The Southern Medical Association Auxiliary continues to grow in strength and in dedication, always striving to build a stronger and more effective organization.

### XIII. PHYSICIANS' PURCHASING PROGRAM

The Physicians' Purchasing Program was begun in October 1982, with an offering of IBM typewriters and typewriter supply kits with average savings to physicians of 17% off list prices. The program was an immediate success with first year sales of almost 1,000 typewriters via mail-order.

In August 1983 the program was expanded to include offerings of examining room and diagnostic equipment. This, too, was very successful, and the program was later expanded to include a wide variety of items.

Some of the products and services now available are:

- Medical and Surgical Supplies
- Diagnostic and Laboratory Equipment
- Drugs/Injectables
- Office Machines
- Office and Waiting Room Furniture
- Office Equipment and Supplies
- Computers, Hardware and Software
- Audio and Video Equipment
- Gift Items
- Cellular Telephones
- Cameras and Accessories
- Automobile Purchasing and Pricing Service

In 1988 several new products and services were added to the program. A physician search team is now available to SMA members through Jackson & Coker. They provide assistance in locating and recruiting physicians with specific talents in all medical specialties, plus provide savings to members of as much as \$1,000 less than the normal fees charged to non-members of SMA.

Another new addition, CBM Computer Centers, offers members of the Association the opportunity to purchase name brand computer hardware at savings of 30% and greater. Some of the brands being offered are from manufacturers such as IBM, Hewlett-Packard, Epson, AT&T and more. This new program is expected to provide ready access to hundreds of computer related products available to meet the growing needs of the SMA membership.

An annual fee was charged to the membership for participation in the Physicians' Purchasing Program for the first time in 1988 and over 10,000 physicians elected to pay the \$15 fee during the year.

By expanding both the products and services that are offered through the program and monitoring the service level of those which are already in place, we anticipate yet another year of growth in 1989.



# HEADQUARTERS OFFICE AND STAFF OF THE SOUTHERN MEDICAL ASSOCIATION

## ADMINISTRATIVE OFFICERS

Records were maintained by the physicians elected to the offices of Secretary, Treasurer, or Secretary and Treasurer, until November 1910 when Seale Harris, M.D., Mobile, Ala., was elected Secretary and Treasurer. Dr. Harris maintained the offices of the Association in Mobile, Ala., from November 1910 until July 1915 when he moved to Birmingham, Ala., and relocated the Association's offices in the Empire Building. Dr. Harris served as Secretary and Treasurer, as well as Editor, until his retirement in 1921. While Dr. Harris was on military duty, November 1917-November 1919, James R. Garber, M.D., Birmingham, Ala., filled in as acting Secretary.

When Dr. Harris retired in 1921, Mr. C. P. Loran, Birmingham, Ala., was named to the position of Secretary-Treasurer, and Business Manager, a job he filled until November 1928. Mr. Loran had worked for Dr. Harris since 1912 as Business Manager of the **SOUTHERN MEDICAL JOURNAL**, which was then privately owned by Dr. Harris. Mr. Loran was designated Assistant Treasurer of the Association in November 1914 and Business Manager of the Association in November 1916. Mr. Loran's title was altered to Secretary, Treasurer, and General Manager in November 1928, and under the all-inclusive title of Secretary-Manager, he served until December 1, 1954. During Mr. Loran's leave of absence due to illness, Emmett B. Carmichael, Ph.D., Birmingham, Ala., was appointed Acting Secretary-Manager from July 16, 1948, to October 31, 1948. Dr. Carmichael in turn appointed Mr. Robert F. Butts, who had been Assistant to Mr. Loran since 1948, as Assistant Secretary-Manager.

Mr. V. O. Foster, Birmingham, Ala., took over the executive duties of the Association with the new title of Executive Secretary and Treasurer, with a five-year contract on December 1, 1954. However, the Council, wishing to continue utilizing the vast experiences of Mr. Loran, voted to retain Mr. Loran, after his retirement December 1, 1954, as Advisor and Professional Relations Counselor for a period of three years. This arrangement was renewed for a second three-year period ending December 1, 1957. Mr. Butts, who had served as Assistant to the Secretary-Manager, 1948-1950, and Assistant Secretary-Manager, 1950-1954, was elected Business Manager with a five-year contract beginning December 1, 1954.

In September 1959 Mr. Foster became ill before fulfilling his contract. Mr. Butts was asked to serve as Acting Executive Secretary and Treasurer until further notice in addition to continuing as Business Manager.

Due to his mature years and impaired health, the Council, at the Atlanta Meeting, November 1959, relieved Mr. Loran of his assignment (which would not have expired until December 1, 1960) as Advisor and Professional Relations Counselor and bestowed upon him the permanent title of Advisor and Special Consultant. The Council extended Mr. Foster's contract as Executive Secretary and Treasurer for one year, December 1, 1959 to December 1, 1960, and named Mr. Butts as Associate Executive Secretary and Treasurer for one year, December 1, 1959 to December 1, 1960, and extended him a new five-year contract as Business Manager, December 1, 1959 to December 1, 1964. (This contract was later extended

by one year so that all Mr. Butts' contracts would have the same expiration date.)

In January 1960, the Executive Committee of the Council took the following actions regarding the Association's executive personnel: (1) Mr. Butts' one-year contract as Associate Executive Secretary and Treasurer was cancelled, and he was named Professional Relations Counselor, a position he held from February 1, 1960, to July 1, 1960, when he retired.

At the Dallas Meeting, November 1961, Mr. Butts was given the title of Executive Director, which would include his present titles of Executive Secretary and Treasurer, Business Manager, and Managing Editor.

Following a Constitutional change in November 1977, Mr. Butts assumed the title of Executive Vice-President. The Bylaws were changed during the New Orleans Meeting in November 1976 to reflect this change.

Mr. Roy B. Evans, Jr., joined the SMA staff in February 1960 and prior to his becoming Assistant Executive Director, served as Administrative Assistant, Assistant Business Manager, and Business Manager.

On February 27, 1971, the Executive Committee of the Council, at its meeting in Miami Beach, Fla., named Mr. Evans as Assistant Executive Director of the Southern Medical Association.

Following the New Orleans Meeting, November 1976, Mr. Evans assumed the title of Executive Director.

Mr. Butts retired from his position as Executive Vice-President on July 1, 1980, but remained as a Consultant until December 1981.

Mr. Evans resigned in October and joined the staff of Tele-Research as their Executive Vice-President.

Mr. William J. Ranieri was appointed the new Executive Vice-President and joined the staff in August 1980.

## THE HEADQUARTERS OFFICE

As mentioned previously, the Association's offices were in the Van Antwerp Building, Mobile, Ala., from November 1910-July 1915 and in the Empire Building, Birmingham, Ala., from July 15, 1915 until 1958.

Ground-breaking ceremonies for one of the country's most modern association buildings were held on August 4, 1957. The split-level structure of masonry and glass, located at 2601 Highland Avenue, Birmingham, Ala., completed at a cost of \$250,000, was dedicated September 7, 1958.

The headquarters office contained 6,854 square feet of space and was situated on a lot of nearly one and one-half acres. It provided a meeting place and business center, executive offices, offices for the Association's publications, Auxiliary room, mailing room, conference room, and storage space.

The well-equipped office building, tastefully decorated, provided a comfortable and pleasant place for the Executive Vice-President and his staff to carry out the administrative duties and activities of the Association.

In July 1984, the headquarters office was moved to a new building at 35 Lakeshore Drive. Elaborately furnished and tastefully decorated, the office contains 22,000 square feet of space and is situated on a lot with beautiful landscaping, convenient to the interstate system.

## PLACES OF MEETINGS AND PRESIDENTS

- 1906 Chattanooga, Tenn., organization meeting
- 1907 Birmingham, Ala., \*H. H. Martin, Savannah, Ga.
- 1908 Atlanta, Ga., \*B. L. Wyman, Birmingham, Ala.
- 1909 New Orleans, La., \*G. C. Savage, Nashville, Tenn.
- 1910 Nashville, Tenn., \*W. W. Crawford, Hattisburg, Miss.
- 1911 Hattiesburg, Miss., \*Isadore Dyer, New Orleans, La.
- 1912 Jacksonville, Fla., \*James M. Jackson, Miami, Fla.
- 1913 Lexington, Ky., \*Frank A. Jones, Memphis, Tenn.
- 1914 Richmond, Va., \*Stuart McGuire, Richmond, Va.
- 1915 Dallas, Tex., \*Oscar Dowling, New Orleans, La.
- 1916 Atlanta, Ga., \*Robert Wilson, Charleston, S.C.
- 1917 Memphis, Tenn., \*Duncan Eve, Sr., Nashville, Tenn.
- 1918 Influenza pandemic; no meeting that year
- 1919 Asheville, N.C., \*Lewellys F. Barker, Baltimore, Md.
- 1920 Louisville, Ky., \*E. H. Cary, Dallas, Tex.
- 1921 Hot Springs National Park, Ark., \*Jere L. Crook, Jackson, Tenn.
- 1922 Chattanooga, Tenn., \*Seale Harris, Birmingham, Ala.
- 1923 Washington, D.C., \*W. S. Leathers, Jackson, Miss.
- 1924 New Orleans, La., \*Charles L. Minor, Asheville, N.C.
- 1925 Dallas, Tex., \*Stewart R. Roberts, Atlanta, Ga.
- 1926 Atlanta, Ga., \*C. C. Bass, New Orleans, La.
- 1927 Memphis, Tenn., \*J. Shelton Horsley, Richmond, Va.
- 1928 Asheville, N.C., \*William R. Bathurst, Little Rock, Ark.
- 1929 Miami, Fla., \*T. W. Moore, Huntington, W.Va.
- 1930 Louisville, Ky., \*Hugh S. Cumming, Washington, D.C.
- 1931 New Orleans, La., \*Felix J. Underwood, Jackson, Miss.
- 1932 Birmingham, Ala., \*Lewis J. Moorman, Oklahoma City, Okla.
- 1933 Richmond, Va., \*Irvin Abell, Louisville, Ky.
- 1934 San Antonio, Tex., \*Hugh Leslie Moore, Dallas, Tex.
- 1935 St. Louis, Mo., \*H. Marshall Taylor, Jacksonville, Fla.
- 1936 Baltimore, Md., \*Fred M. Hodges, Richmond, Va.
- 1937 New Orleans, La., \*Frank K. Boland, Atlanta, Ga.
- 1938 Oklahoma City, Okla., \*J. W. Jervay, Greenville, S.C.
- 1939 Memphis, Tenn., \*Walter E. Vest, Huntington, W.Va.
- 1940 Louisville, Ky., \*Arthur T. McCormack, Louisville, Ky.
- 1941 St. Louis, Mo., \*Paul H. Ringer, Asheville, N.C.
- 1942 Richmond, Va., \*M. Pinson Neal, Sr., Columbia, Mo.
- 1943 Cincinnati, Ohio, \*Harvey F. Garrison, Jackson, Miss.
- 1944 St. Louis, Mo., \*James A. Ryan, Covington, Ky.
- 1945 Atlanta, Ga., \*\*Edgar G. Ballenger
- 1945 Cincinnati, Ohio, \*E. Vernon Mastin, St. Louis, Mo.
- 1946 Miami, Fla., \*M. Y. Dabney, Birmingham, Ala.
- 1947 Baltimore, Md., \*Elmer L. Henderson, Louisville, Ky.
- 1948 Miami, Fla., \*Lucien A. LeDoux, New Orleans, La.
- 1949 Cincinnati, Ohio, \*Oscar B. Hunter, Sr., Washington, D.C.

\*Deceased

\*\*Deceased in office

*(Continued On Next Page)*



*(Continued From Previous Page)*

- 1950 St. Louis, Mo., \*Hamilton W. McKay, Charlotte, S.C.  
1951 Dallas, Tex., \*Curtice Rosser, Dallas, Tex.  
1952 Miami, Fla., \*R. J. Wilkinson, Huntington, W. Va.  
1953 Atlanta, Ga., \*Walter C. Jones, Miami, Fla.  
1954 St. Louis, Mo., \*Alphonse McMahon, St. Louis, Mo.  
1955 Houston, Tex., \*R. L. Sanders, Memphis, Tenn.  
1956 Washington, D.C., \*W. Raymond McKenzie, Baltimore, Md.  
1957 Miami Beach, Fla., \*J. P. Culpepper, Jr., Hattiesburg, Miss.  
1958 New Orleans, La., \*W. Kelly West, Oklahoma City, Okla.  
1959 Atlanta, Ga., \*Milford O. Rouse, Dallas, Tex.  
1960 St. Louis, Mo., \*Edwin Hugh Lawson, New Orleans, La.  
1961 Dallas, Tex., \*Lee F. Turlington, Birmingham, Ala.  
1962 Miami Beach, Fla., \*A. Clayton McCarty, Louisville, Ky.  
1963 New Orleans, La., Daniel L. Sexton, St. Louis, Mo.  
1964 Memphis, Tenn., Robert D. Moreton, Houston, Tex.  
1965 Houston, Tex., R. H. Kampmeier, Nashville, Tenn.  
1966 Washington, D. C., J. Garber Galbraith, Birmingham, Ala.  
1967 Miami Beach, Fla., Guy Thompson Vise, Sr., Meridian, Miss.  
1968 New Orleans, La., Oscar R. Hunter, Jr., Washington, D.C.  
1969 Atlanta, Ga., \*Donald F. Marion, Miami, Fla.  
1970 Dallas, Tex., J. Leonard Goldner, Durham, N.C.  
1971 Miami Beach, Fla., Albert C. Esposito, Huntington, W. Va.  
1972 New Orleans, La., J. Hoyle Carlock, Ardmore, Okla.  
1973 San Antonio, Tex., \*Joe T. Nelson, Weatherford, Tex.  
1974 Atlanta, Ga., George J. Carroll, Suffolk, Va.  
1975 Miami Beach, Fla., Andrew M. Moore, Lexington, Ky.  
1976 New Orleans, La., G. Gordon McHardy, New Orleans, La.  
1977 Dallas, Tex., G. Thomas Jansen, Little Rock, Ark.  
1978 Atlanta, Ga., Andrew F. Geisen, Jr., Fort Walton Beach, Fla.  
1979 Las Vegas, Nev., Thomas B. Dameron, Jr., Raleigh, N.C.  
1980 San Antonio, Tex., G. Baker Hubbard, Sr., Jackson, Tenn.  
1981 New Orleans, La., J. Ralph Meier, New Orleans, La.  
1982 Atlanta, Ga., Edwin C. Evans, Atlanta, Ga.  
1983 Baltimore, Md., M. Pinson Neal, Jr., Richmond, Va.  
1984 New Orleans, La., Richard D. Richards, Baltimore, Md.  
1985 Orlando, Fla., John B. Lynch, Nashville, Tenn.  
1986 Atlanta, Ga., Guy T. Vise, Jr., Jackson, Miss.  
1987 San Antonio, Tex., William W. Moore, Jr., Atlanta, Ga.  
1988 New Orleans, La., J. Lee Dockery, Gainesville, Fla.

**FUTURE ANNUAL SCIENTIFIC ASSEMBLIES  
OF SOUTHERN MEDICAL ASSOCIATION**

November 5-8, 1989	Washington, D.C.
October 14-17, 1990	Nashville, Tenn.
November 16-19, 1991	Atlanta, Ga.

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