MINUTES OF EMPLOYEES' CLUB MEETING

Meeting called to order by President, Dave Mancini, July 8, 1955.
The minutes of the June meeting were approved as published in the News of the Blues.

Treasurer's report was given by the Treasurer, Gertie DuBose, as of 7-8-55. Balance on hand was $487.09.

It was announced that the Chorus has adjourned for the summer.

Dave Mancini, President, welcomed new employees who were:

Joan Peoples        Maxine Steed
Carolyn Satterwhite Hilda Cooper
Carolyn Schnorr     Edna Burnett
Joan Schultz        Martha Smith
John Cain           Shirley Snow
Carol Combs         Eva Cable

Dave Mancini asked that any one with any suggestions for the Christmas Party to see him or Val Pierce.

Mr. Herbert gave out prizes for best suggestions for the month of May.
1st Prize -- Melba Mahle
2nd Prize - Judy Shipman

Mr. Herbert also gave 3 month pins to:
Patsy Mills and Betty Hamilton
Mary Bush was awarded her five year pin.

Johnny Johnson gave an interesting talk about the Credit Union.

There being no further business, the meeting was adjourned.

Respectfully submitted,
Mary Jane Jones, Secretary

Time's Remedy

Old Father Time solves more problems than all the brains in the world. More hard knots are untied, more tangled questions are answered, more deadlocks are unfastened by Time than by any other factor in the world.

Time has a thousand resources and abounds in unexpected expedients. Time brings a change in point of view, in temper, in state of mind, which no contention can. Almost any judgment can be appealed, but from the decision of Time there is no appeal.

Time is the best critic. After the contemporaries have had their say, Time has crowned Homer, Dante, Wagner, Shakespeare, Whitman, Emerson.

When you have a difficult business affair to settle, give it Time. Put it away and see how it will ferment. Sleep on it—give it as many days as you can. You'll be amazed to see how often these vexing problems will settle themselves.

If you think you're positive about some solution to one of your problems, let Time have his word. Don't decide your beliefs and convictions suddenly. Hang up your reasons to cure. Today, we may be sure, but listen to a few tomorrows, for Time is our shrewdest adviser, our frankest friend.

You are born, and you will die whenever fate decides. You have nothing to do with these two fatal things. But in your living, you have Time. Take it and use it well. Learn to wait. Time will bring things to pass that no immediate power can accomplish.

SPARKY SAYS:

A chip on the shoulder indicates that there is wood higher up—

Life Today
CREDIT UNION FINANCIAL STATEMENT as of June 30, 1955

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>To Date</th>
<th>Same Month</th>
<th>Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans Outstanding</td>
<td>$15,241.37</td>
<td>$3,395.21</td>
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<tr>
<td>Petty Cash</td>
<td>10.00</td>
<td>15.00</td>
<td>4.80</td>
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<tr>
<td>Documentary Stamps</td>
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<tr>
<td>Cash in Bank</td>
<td>1,158.35</td>
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<td>3,015.78</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$16,419.72</td>
<td>$6,430.79</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Shares</td>
<td>$15,699.78</td>
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<tr>
<td>Guaranty Fund</td>
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<td>32.75</td>
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<tr>
<td>Entrance Fees</td>
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<td></td>
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<tr>
<td>Undivided Earnings</td>
<td>149.96</td>
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</tr>
<tr>
<td>Profit</td>
<td>461.96</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td>$16,419.72</td>
<td>$6,430.79</td>
<td></td>
</tr>
</tbody>
</table>

* * * *

Dear Credit Union Members:

I'll bet I can give you some facts that will make you sit up and take notice.

How many Credit Unions do you think there are in the United States? Would you believe that we had 15,071 Credit Unions operating at the end of 1954. In 1921 we had only 190. In 1931 we had 1500. In 1941 we had 10,042. As you can see the Credit Union movement had its biggest gain during and shortly after the depression. Possibly the Credit Unions played a big part in helping this country get back on its feet after those bad years. This only proves further that we all should use our Credit Union for both thrift and purchasing power. The Credit Union is always willing to help any member.

"JOE CREDIT UNION"

"There are also 4,612 Credit Unions in other countries of the World."

<table>
<thead>
<tr>
<th>BIRTHDAY GREETINGS</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>August 1</td>
<td>Julia D. White</td>
<td>Mail Room</td>
<td></td>
</tr>
<tr>
<td>August 4</td>
<td>Charles D. Webb</td>
<td>Sub. Service</td>
<td></td>
</tr>
<tr>
<td>August 6</td>
<td>Henry C. Michael</td>
<td>Rep. Tampa</td>
<td></td>
</tr>
<tr>
<td>August 13</td>
<td>James Elliott</td>
<td>Night Porter</td>
<td></td>
</tr>
<tr>
<td>August 20</td>
<td>James B. Hughes</td>
<td>Miami Office</td>
<td></td>
</tr>
<tr>
<td>August 22</td>
<td>Marilyn Camilli</td>
<td>Claims</td>
<td></td>
</tr>
<tr>
<td>August 23</td>
<td>Mary K. Forrest</td>
<td>Claims</td>
<td></td>
</tr>
<tr>
<td>August 23</td>
<td>Rena Schmaltz</td>
<td>Enrollment</td>
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<tr>
<td>August 24</td>
<td>Rosemary Edenfield</td>
<td>Records</td>
<td></td>
</tr>
<tr>
<td>August 25</td>
<td>C. O. Langston, Jr.</td>
<td>Services</td>
<td></td>
</tr>
<tr>
<td>August 26</td>
<td>Joyce Hardy</td>
<td>Tele. Inform.</td>
<td></td>
</tr>
<tr>
<td>August 26</td>
<td>Kathleen Dismore</td>
<td>Claims</td>
<td></td>
</tr>
<tr>
<td>August 29</td>
<td>Joan M. Robinson</td>
<td>Registration</td>
<td></td>
</tr>
</tbody>
</table>
Claims Consultant

Mr. Johnson, Claims Consultant, came to Blue Cross in 1949 as Manager of Surgical Claims Department.

From his early youth he has been interested in medicine and hospitals and spent much of his time with a friend of the family, John H. Powell, M.D. who owned and operated a 25 bed hospital in Sisseton, South Dakota.

After graduation from high school he attended Northern State Teachers College, Aberdeen, S. Dakota, studying pre-med.

'Johnny', as he is now known, worked his way through college paying for the major portion of his food and lodging by working in and living in hospitals. His tuition, books and spending money came from a job as Assistant in the Natural Science Department, lecturing and teaching. Another part time job was Director of Visual Education for the County Superintendent of Schools.

After he was graduated from college he took a job with St. Elizabeths Hospital in Washington, D. C. as a student nurse to get closer to Georgetown Medical School where he had in mind to get a job and continue his medical education.

About this time the draft became imminent and 'Johnny' joined the Navy as an aviation cadet (1940). He completed flight training at N.A.S. Jacksonville in 1941 and came out of the Navy in 1945 as a Lieutenant Commander. After being separated from the Navy, he was married to Helen M. Queen, a native Floridian.

After living in Washington, D. C. and Oklahoma City, while working for C.A.A. they returned to Florida and 'Johnny' began his work with Blue Cross.

He is Blue Cross-Blue Shield's first Claims Consultant. This job is a combination of the things that always interested him. He has been closely associated with the Non-Group program since its inception and all phases of enrollment, lending a hand wherever possible.

An important phase of the work of the Claims Consultant is keeping abreast of the changing medical and hospital scene on a national, state and local level. Also doing research, Schedule of Benefits, new contracts, attending Claims and Underwriting Conferences.

Bi-monthly meetings with the Claims Committee provide an opportunity for interchange of information with the Committee, reviewing claims and procedures currently in use, with recommendations from the Committee that will help Blue Cross-Blue Shield give the best possible service.
GENEVIEVE HENTZ

Born - Quincy, Florida
Moved to Tallahassee when very small child - resided there until finished High School. Married and moved to Washington, D. C. and lived there for one year - then to Jacksonville in 1942. Began working at Blue Cross April of 1953 in Claims Department - later transferred to Claims Consultant's office. Have enjoyed working with this fine organization very much and am sure that this is largely due to the fine personnel, my fellow employees.

Evelyn Reynolds

I was born in Greenville, Tennessee. My family moved to Johnson City, Tenn. when I was a small child. There I grew up and was graduated from High School.

I came to Florida to make my home in October 1952, began my work with Blue Cross in November of the same year, in the Medical Underwriting Department.

My association here has been an extremely pleasant one.

Evelyn Reynolds

1955 FOOTBALL SCHEDULE

<table>
<thead>
<tr>
<th>Date</th>
<th>Opponent</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sept. 17</td>
<td>Mississippi State</td>
<td>Gainesville</td>
</tr>
<tr>
<td>Sept. 24</td>
<td>Georgia Tech</td>
<td>Gainesville</td>
</tr>
<tr>
<td>Oct. 1</td>
<td>Auburn</td>
<td>Auburn</td>
</tr>
<tr>
<td>Oct. 8</td>
<td>*George Washington</td>
<td>Jacksonville</td>
</tr>
<tr>
<td>Oct. 15</td>
<td>L. S. U.</td>
<td>Gainesville</td>
</tr>
<tr>
<td>Oct. 22</td>
<td>*Kentucky</td>
<td>Lexington</td>
</tr>
<tr>
<td>Nov. 5</td>
<td>Georgia</td>
<td>Jacksonville</td>
</tr>
<tr>
<td>Nov. 12</td>
<td>Tennessee</td>
<td>Gainesville</td>
</tr>
<tr>
<td></td>
<td>(Homecoming)</td>
<td></td>
</tr>
<tr>
<td>Nov. 19</td>
<td>Vanderbilt</td>
<td>Nashville</td>
</tr>
<tr>
<td>Nov. 26</td>
<td>Miami</td>
<td>Miami</td>
</tr>
</tbody>
</table>

* Night Game.
Dave Mancini (left) public relations director, presented trophy by W. S. Johnson (right) Vice President and General Manager of the Jacksonville Chamber of Commerce, at the advertising agency of Newman Lynde & Associates.

The First Advertising Agency Group is composed of more than 30 affiliated agencies from Major Markets across the nation. The Group's purpose is the exchange of advertising, merchandising and marketing experience and information and the betterment of advertising agency service. Awards were made at the recent annual FAAG meeting at Point Clear, Alabama.

BLUE CROSS-BLUE SHIELD AWARD

Chief award of the annual convention of FAAG is the Lee Donnelly Trophy for exceptional excellence in advertising. It was awarded for a campaign promoting Blue Cross-Blue Shield hospitalization and surgical insurance for Blue Cross-Blue Shield of Florida. The picture above shows Mr. Mancini receiving the Trophy.

Other advertisers receiving awards were: Frank Taylor, Jr. of Wilson & Toomer Fertilizer Co., horticultural and livestock division award; Edward G. Roe, member State Development Commission, business and industrial advertising and promotion award.

Congratulations, Dave, and best wishes for continued success.

ENROLLMENT DIRECTOR,
Tom Stallworth attended the Enrollment and Public Relations Conference in Chicago last month.

ASSISTANT DIRECTOR,
J. W. Herbert... and COMPTROLLER,
C. H. Meyer, attended a week of IBM School in Endicot, New York. Mr. Meyer vacationed in Ohio for a few days after attending before returning to Jacksonville.

FOR SALE
(COOLAIRE WINDOW FAN - 20" - 4 speeds- used one season - $25.00
(Two 55 GALLON OIL DRUMS WITH STANDS - - - $10.00
(Two GAS HEATERS - Bathroom size and one room size Tempo - $15.00
(Contact Emily Tillman - Mail Room, or phone EVergreen 7-2163,

- 5 -
PERSON OF THE MONTH

It is with pleasure that we present as Person of the Month LOUISE PERKINSON, Direct-Pay clerk in the IBM Department. Louise first joined Blue Cross in March 1951. She worked in the Transfer Dept until November 1952. She then transferred to the IBM Dept. and was put in charge of the Direct-Pay files. Her background in Subscribers Service Dept. made her well suited for this job.

Louise left us in February, 1953 to become the mother of a bouncing baby girl, "Tina". She also has a daughter "Faith", age 12. She returned to work in September 1953, and needless to say, we were all delighted to have her back.

The Perkinson's started building a new home this summer which they hope to occupy by fall.

She and her husband, Joe, are both very active in their church. Louise is a soloist in the choir, and Joe is Choir Director.

Louise is Vice-President of the Employees' Club, and has entertained us all with her lovely voice at our last two Christmas parties.

Besides keeping the direct files in tip-top shape, Louise is also the Information Clerk of the IBM Dept. and answers all questions directed to her in an efficient and cheerful manner.

We are proud of you "Lou" and we hope you will be around the Blue Cross Organization many more years.

<table>
<thead>
<tr>
<th>ANNIVERSARIES</th>
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<tbody>
<tr>
<td>10 YEARS</td>
</tr>
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<td>August 29, 1946</td>
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<tr>
<td>6 YEARS</td>
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<tr>
<td>August 3, 1949</td>
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<td>August 27, 1951</td>
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<td>August 27, 1952</td>
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<tr>
<td>2 YEARS</td>
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<tr>
<td>August 6, 1953</td>
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<tr>
<td>August 20, 1953</td>
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<tr>
<td>1 YEAR</td>
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<td>August 9, 1954</td>
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<td>August 9, 1954</td>
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<tr>
<td>August 23, 1954</td>
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<tr>
<td>August 23, 1954</td>
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<tr>
<td>August 30, 1954</td>
</tr>
</tbody>
</table>

HATRED—
A clergyman asked all members of the congregation who were free of hate to rise. Only one did so—and he was 104 yrs old. His explanation, of course, was quite simple. He had outlived everyone he hated. —Jnl of Lifetime Living.

A boy is at the in-between age in life when he knows why a strapless evening gown is held up, but he doesn't know how.

HUMAN RELATIONS—
There's nothing wrong with humanity (that's you, me and the other fellow) that a little cooling-off period for reverence, medication, and relaxation can't cure.—CARL BYERS.
HOSPITAL DEPARTMENT

We are very sorry to be losing one of our real, real, nice co-workers, but we are very happy for her. Frances Griffin will leave us at the end of the month and has a busy, happy future in store. They will move into their lovely new brick home in South Side August 1st and even before getting completely settled will take a two weeks vacation, after which she will 'take it easy' while awaiting the arrival of her new son or daughter. Good luck Fran, we will miss you.

Aline spent a nice busy week at work while her husband went on his vacation, but as a consolation he brought her favorite Aunt, her namesake and nephew home with him.

If anyone notices Louise Thrift reaching down picking her chin up from her lap, it's because she is sad, her hubby is overseas for 7 months. She won't have time to think about it at work though for if she has no duties for the moment she always helps someone else.

Carol took her vacation a little ahead of time because her sister and children came from Macon to spend a week. Carol and Jean took trips to Clearwater and Tampa.

Marilyn Camille and husband, Lynn, enjoyed a visit with her niece and nephew from Detroit while on vacation, also spent the fourth of July weekend in Daytona.

Elva Batten's daughter, Jane, just arrived home from a week at Swan Lake Camp, where she did a lot of swimming and really enjoyed herself.

Mary Lee was surprised with an unexpected visit the past weekend from her daughter, Betty Ann, who is attending summer school at Florida State University.

We'd like to welcome Jodie Shaver who came to us from Surgical Dept. We hope she is with us a long time. We will introduce the new employees in the next issue.

We're much too busy in our Dept. to be making news.

Dot Page

SURGICAL DEPARTMENT

Boy! Have we got some catching up to do after missing out on the news the last few months.

May we begin by extending a very warm welcome to our new employees. They are Kath Forrest, Hilda Cooper, Betty Podeyn, who is with us for the second summer and will return to Queens College, in Charlotte N. C. this fall, and Lee Taylor.

We never did get around to welcoming Jody Shaver into our dept. and now she has left us to work in hospital dept. We really enjoyed having you with us Jody, and hope you will like your new job.

Two employees have left us. Ora Bigby who left to improve her health. Hear she has really been having a nice time at the beach, also at Daytona and Miami.

Maxine Tennent has also left us, and is now working at the Naval Air Station. We hear she likes her new position very much. We wish you the very best of luck Maxine.

Now to catch up on vacations - Sara Cox started the ball rolling in our dept. by going back home to Ga. She enjoyed visiting with friends and relatives at West Point, Ga. and also enjoyed that 'good ole country cooking'.

Betty Jo Hogan (Hawkins) was next to take off, and really did things up right. On Friday May 20th, she became the bride of Paul Hawkins, in Nashville, Ga. Paul is now serving in the Navy, and will be discharged in January, at which time they will move to his home in Smyrna, Delaware. May we wish you two young people a life of happiness, and the very best of luck.

Anne Gammon enjoyed a week relaxing at home and being with son 'Butchie'.

Shirley Wagner and husband, Dean, went back home to Columbus, Indiana. They report having a very nice trip, and enjoyed being with family and friends at home again.

Nettie, Kenneth and Wayne Arnold had a nice trip also. They went back home to Austinville, Va. and visited with their family and friends. (Continued page 8)
SURGICAL DEPARTMENT (Continued)

Our Supervisor, Sylvia Praust, is now on her vacation. She also went home which is Cleveland, Ohio for a visit.

Yours truly is leaving today for a week of relaxation at Salt Springs. Hope someone told the fish to bite next week for us.

Upon my return Mary Bush will be leaving for a week of sight-seeing in N. Y. City. She and Beverly Hornsby really intend to do the town up right.

Betty Hamilton and husband Bill went to her home in Brinson, Ga. over the 4th of July, and got in some fishing. Hear the fish really were biting good Bill -- how about it? Of course it could have been that new rod and reel.

One of our new girls, Lee Taylor, is really excited today, as her boy-friend Bert DeSousa is due in any time now on the Midway. It has been seven months since she has seen him.

Our dept. has enjoyed several nice outings lately, including two hamburger fries at the beach, and one in Alice Comb's backyard.

We were feeling very sorry for one little parakeet a few weeks back. Liza Long stepped on his foot, and she sure felt bad about it. She says its healing nicely though and from what we hear she and that bird have quite a time of it.

Mildres Holcomb has been enjoying a visit from her son's wife and children. Her son was also here for a few days. Her mother was sick for a while, but is feeling better now, and we certainly hope she continues to improve, Mildred.

Think this about gets us up to date until another month, so will let you hear from us then.

Shirley Wagner

---

SEXES—

Yachtsman: "If this storm continues I'll have to heave to."

Sea-sick Passenger: "What a horrid way of putting it."

SUBSCRIBERS SERVICE

Mr. Rivers' girl Friday (Joh Gainey) had an emergency appendectomy July 12, at 2:00 P. M. Although she is now home and doing fine we all miss her. Herb says he doesn't like batchin. He got mighty hungry for her good biscuits.

---

REGISTRATION:

We are glad to have Connie Goodwin with us.

By the time you read this Joan's husband will be home.

Contract's welcome a new employee, Maxine Steed. We hope you like us here at Blue Cross, Maxine.

Dorothy Kopp has been in the hospital and we will be glad to have her back with us well and strong again.

That's all we could get out of anyone this month. We have all been so busy until we can't get anything out of anyone.

---

TRANSFER

We certainly are glad to have Myrtle back. She has recently had a tonsillectomy and is doing fine.

Joan Roddy looks lonesome these days.

Phil has just left on a cruise.

Marilyn Lomax has left us for a visit in Washington. Don't lose all that Florida sand girl and hurry back.

We wish to welcome Martha Smith to our dept. We hope you'll like us Martha and be with us a long time.

Georgia Ann has been flitting around from desk to desk so lately we can't keep up with her long enough to find out what's new with her.

Mabel and family spent a very enjoyable 4th of July weekend with friends in Lake Alfred, Florida.

Juanita Prim says definitely no more B B guns at her house. She recently had some expensive target practice.

We don't know anything new about Gay. Can't catch her long enough to find out. We've been a little rushed lately. It's go-go-go-

---

CONVERSION

The question was asked "WHAT WOULD YOU DO IF YOU WON $64,000.00?" Here is the reply we got.

Alene...Buy me a simple home and save the rest for my children's education.

Ann....Buy Blue Cross an elevator.

Martha...Send my husband through college, buy me a home and furnish it the way I wanted it, and bribe rich people to let my husband design their homes.

Mary Jane....I'd really take Harry on a wopper of a honeymoon. (As everyone probably knows Mary Jane got her diamond a few weeks ago. Good luck Mary Jane, When is the big event going to be).

Mr. Rivers....Try for $128,000.00.

Charlie...Go to Cleveland and see the World Series between Cleveland and Brooklyn.

Carolyn...Buy a cadillac to replace her poor dented up Ford.

Hazel...Retire and go to all the places my husband left me behind when he went on cruises.

Thelma...Larry and I would retire and see the world.

Penny....That's a lot of money for someone to ask me what I would do with it.

So long, see you next month....

Penny and Thelma

- 9 -

"Don't know why I have to help. You married her."
NOTES FROM THE MAIL ROOM

We welcome Guy Medlock and hope he enjoys working with us.

Mrs. Mikell visited her relative in Georgia while on vacation.

Mrs. Adele Dupree, mother of Mrs. Graham and Mrs. White, took her first plane ride at the age of 86. She and her daughter, Mrs. Johnson of New York City, flew to Miami to visit Mrs. Dupree's brother. She enjoyed the trip and now they will have trouble keeping her 'on the ground!'

Phyllis Joslin is up in Jankee land visiting her grandmother in Maine.

Poor Mrs. Tillman is still picking up feathers from Mickey, her parakeet, who is moulting, also she has had an increase in her Hamster family.

Mr. Bolen misses his daughter and two grandsons who have returned to the Canal Zone, after a three weeks visit.

When 'Big John' goes to the Printing Shop on a rainy day wearing the poncho all the gals want to know if the 'Bat Man' has arrived.

That's all for this month.
Edward J. Bolen

PUBLIC RELATIONS NEWS

Dorothy Arnold, formerly of the Non-Group department, is now secretary in Public Relations.

Dave Mancini, after attending the Enrollment and Public Relations Conference in Chicago, will visit a short time in New York with his parents who will return with him to Jacksonville for a visit.

FAMILY LIFE—

One cannot build a home on a card table, a can opener, and a cocktail shaker... One of the deepest joys of life is to spend time with one's children, putting them to bed and listening to their prayers. God pity those parents who bequeath to their children the memory only of a long succession of baby sitters!—Dr. John Sutherland Bonnell, 5th Ave Presbyterian Church, N Y C.

Invited to tarry for a session at a tavern, a henpecked husband expressed his regret: "I can't; got to go home and explain to my wife."

"Explain what?" the bachelor asked.

"How do I know," said the other wearily. "I'm not home yet."

Victoria Robinson

'Vickie' is a new employee in our Coffee Shop. She came to work for Blue Cross-Blue Shield July 5th.
FIELD PERSON OF THE MONTH

Mamie Sowell, our FIELD PERSON OF THE MONTH, is a native of West Bay, Fla, where she makes her home with her parents.

Mamie is a member of the Christian Advent Church, and her hobbies include fishing, movies, and swimming.

She has been with us in the Panama City office for two years, and very faithful. It is with pleasure that we present MAMIE SOWELL as our Field Person of the Month.

BY-LINES FROM THE BY-WAYS

--- Beverly Hornsby

Your regular reporter, Beverly, is away on vacation at the time this is written, but I can take credit for only this paragraph because she had secured and prepared all the news before she left. She was so thrilled about the trip to New York City that she and Mary Bush from Surgical Claims were taking, not only because of all the wonderful things she will see but also because they were going to visit Millie, who was just recently married and is now living there. To some of the newer folks with our organization, Millie used to be with the Enrollment Dept. and then was transferred to work with Mr. Herbert and Sara Sloterbeck.

We'll serve notice on Beverly now, though, that we'll expect a story from her about her trip in the next issue. Which reminds me, last summer we enjoyed so much hearing about your vacation trips and even receiving snapshots of some of the things you had done that I want to remind you not to forget us while you are away, and to be sure to let us share with you some of your good times.

--- Marion Fisher

** ** ** **

This month we would like for you to meet two new members of our field family. First, let's ask John Zwirz, new representative in our West Palm Beach office to step up and introduce himself. John is sharing the duties of this large, well-populated section with Bruce Lynes.

"I came down from Seaford, Long Island, where I was a sales manager with the Thomas Music Co. I have been down here nine months.

"I am married and my wife's name is Elaine. We have three children: John - 8 1/2, Kenneth - 7, and Steven who is 9 months old. We now own a home at 820 High Street in West Palm Beach.

"I am very happy to be associated with such a fine organization, and I want to take this time to thank the fine people in the organization for helping me get started".

--- John Zwirz

(Continued on Page - 12 -)
Thank you, John. Next, let's say hello to Bill Markey, new representative in St. Petersburg. Bill, it's your turn now.

"I'm one of the rare animals you seldom meet, a native of St. Petersburg. I attended local schools and graduated from St. Petersburg High School.

"I was discharged from the U. S. Air Force in April of this year after putting in a four-year tour, including two years in the Far East. I was married two weeks later in Jacksonville Beach to Mrs. Markey.

"My hobbies, when I have time, are pistol shooting, hunting and fishing.

"I started working for Blue Cross June 21, 1955, and really enjoy it."

--- Bill Markey

We have another new representative whom you haven't met yet through this column and that is "Fritz" Longley in the Orlando office. We hope to have his picture and story for you in the next issue.

July 7, 1955

Dear Mr. Stallworth:

Due to circumstances over which I have no control, I find it necessary to terminate employment with Blue Cross of Florida, Inc. as of July 8, 1955.

I want you to know that I sincerely realize what a wonderful or ganization I have been working for and what wonderful people I have been working under. I have thoroughly enjoyed all of my work with the company, and certainly appreciate how friendly and understanding everyone has always been. All in all, I think I have had a most enjoyable year of work with Blue Cross.

I want you to know that if I could be of any possible service in the future, I would be most happy to do so.

Sincerely yours,

PAT TILTON

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Our new secretary in Tallahassee is Mrs. Mary Burnette. Mary has been with us such a short time that we did not have the opportunity to get a story and picture from her this month and hope to introduce her to you in the next issue.

** ** ** ** **

Mel Snead in Tallahassee has sent us a clipping from the "Tallahassee Democrat" which I am sure you will enjoy, and I quote:

"PETS ENROLLED -- LOS ANGELES"
Household pets can be enrolled in a prepaid medical care program here involving 20 veterinary clinics. The Pet Health Plan covers hospital care as well as medical and surgical treatment for dogs and cats. Cost is $20 a year."

** ** ** ** **

The birth of a third son to Mr. and Mrs. David Dick certainly made the news. Here is an article from the June 8 issue of "The Sporting News."

"THIRD GRANDSON FOR BURNS"
A recent event may cause Sports Editor Jimmy Burns of the Miami Herald to retreat from his strong stand against the payment of huge bonuses to young players. The event was the birth of a third son to Mr. and Mrs. David C. Dick, Orlando. She is the former Betty Burns. "There should be at least one bonus player in the crop," Burns declared upon the arrival of Stephen Scott. James David (4) and Bruce Allen (2) complete the Dick array of future Little Leaguers. The newcomer didn't realize it but he caused grandma, Mrs. Montie Burns, to miss a Greater Miami Women's Golf Association tournament, something that only a hurricane had done previously.

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IT'S A GIRL FOR THE JORDANS

Congratulations to Marie and J. M. Jordan on the birth of a daughter, July 21th.
The little Miss weighed in at ten pounds and six ounces.
"Exciting little chase, wasn't it?"