

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: December 8, 2020

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Mike Seals

GUESTS: None

THANK YOUS: Started by Frank Taylor

HEALTH REPORT: Tom Meter's middle son exposed to COVID. Ken Graves's brother is out of hospital.

APPROVAL OF LAST WEEKS MINUTES: Approved as submitted.

SECRETARY'S REPORT: 2nd reading for Dan Weingarten of Birmingham Marble Works (marble, granite, natural stone fabrication/installation). Club sponsor is Joseph Habshey. 1st reading for Tim Hettich of HHH Sanitation, Inc. (portable restrooms and roll off containers). Club sponsor is Joseph Habshey. Birthdays: None.

TREASURER'S REPORT: None

MEMBERSHIP REPORT: None

ATTENDANCE REPORT: 48

PRESIDENT'S REPORT: The Christmas Party this year will take place next Thursday, December 17th, at Bywater Oyster Bar and Grill in Helena. We will be doing Dirty Santa, so please bring a gift. An email will be sent out with more details. We WILL have a meeting next week, but we will not be meeting December 22nd and December 29th.

SOCIAL ACTIVITIES: Christmas Party is Thursday, December 17th at 6:30 at Bywater Oyster Bar and Grill in Helena. SOCIAL DISTANCING! WEAR MASKS! STAY COVID-FREE!

PROGRAM: James Lucas of Veritiv Corporation presented. James is from Birmingham; he went to Huffman HS and University of Alabama. He worked at Southpack with his dad, Johnny Lucas, in the late 90's. They split off in 2008-09 to focus more on the distribution side of boxes and packaging. Johnny Lucas is a former member of City Salesmen's Club. James mentions that Joe Fuller, CD Denson, Chuck Davis, Dean Ledbetter, and Wes Cline all helped immensely when his father passed away. James swapped to Veritiv Corporation in 2016 doing sales. He says e-commerce has become a big driver of their business. Other drivers have been the auto industry in Alabama (launch packaging and service packaging services). They do packaging for poultry and pharmaceuticals and hope to be involved when the COVID vaccine rolls out. The package you put on someone's doorstep is how they perceive your brand. James and Veritiv can help facilitate and even design the right packaging for you. There's been a lot of growth in the food industry in Birmingham, and Veritiv does a lot of packaging for it. Another big thing is finding packaging that fits you so that you're not having to pay shipping costs for boxes that have packing peanuts in there.

SERGEANT-AT-ARMS: Jim Kline presided as sergeant. The following members were late: Rab Stewart, Darryl White, Vic Nigri. Alex Casey left early. Andy Evans had numerous infractions: He referred to James Lucas as "Jason Lucan" in email;

Andy didn't know Danny Raymond was at the meeting even though Danny wore a neon green shirt; Andy referred to Rab Stewart as a "nutcracker" because he neuters animals and he sat by a nutcracker at the meeting. Michael Johnston was supposed to greet but didn't. There was a general panel discussion going on at the back right table, and John Rogers was deemed the main culprit by the Sergeant. Alex Lott was not fined, but the sergeant noted that he had the slogan of the day, "A business with no sign is a sign of no business."

JACKPOT: \$24 won by Gus Hogue

GREETERS AND PRIZES: Ben Blackerby won by Danny Raymond
Michael Johnston was absent, so Tommy Heard won a set of 4 free tires.

NEXT WEEK'S PROGRAM:

NEXT WEEK'S GREETERS: Steve Harless and Phillip Webb