

THE CITY SALESMEN'S CLUB  
Selegram



**Meeting Date:** July 28, 2020

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Jeff Phillips

**GUESTS:** James Lucas with Veritiv was brought by Joseph Habshey. Alan Smith of APW Temp Staffing was brought by Habshey. Gary Sheffer of ColorWorld (painting company) was brought by Hank Spencer.

**THANK YOUS:** Started by Dr. Guy Rosenstiel. Michael Johnston informed the Club that the new name of his company is Premier Tire and Automotive.

**HEALTH REPORT:** Tiffany Lyons' (PJ's wife) surgery went well.

**APPROVAL OF LAST WEEKS MINUTES:** Approved as submitted.

**SECRETARY'S REPORT:** None

**TREASURER'S REPORT:** None

**MEMBERSHIP REPORT:** John Wolsoncroft received his CSC Creed plaque. Invite people to the Club for lunch. Don't worry so much about categories, but look for good PEOPLE and see if they then fit a category we need.

**ATTENDANCE REPORT:** 41

**PRESIDENT'S REPORT:** We are creating separation and distancing due to COVID. Expect an email or announcement following the next Board meeting.

**SOCIAL ACTIVITIES:** SOCIAL DISTANCING! WEAR MASKS! STAY COVID-FREE!

**PROGRAM:** Dick Coffee of Dick Coffee Enterprises presented. Dick is a Birmingham native. He played HS football at Woodlawn and attempted to walk-on at Alabama, but he decided he didn't want to get lit up by Marty Lyons and Bob Baumhower. Dick is a member at Canterbury United Methodist Church, and his mother is 92 and still lives in the house he grew up in. Dick worked at Protective Life for 10 years, but then began working for his father. Dick's father turned the business over to Dick, and it's only ever had two employees (Dick and his father). The football guides have been published since 1950, but the company also does the following: Birmingham Doin's; a football guide solely for America's First Credit Union; Playbill for Broadway in Birmingham; a program for Birmingham City Schools football teams. The football guide and Playbill are the two most popular programs and are great revenue-makers. Even Greg McElroy uses the football guide. The Playbill is a great way to advertise to a high-end audience. COVID has definitely been a big industry threat, and it's even threatening the football guide this year. Dick's first 15-20 years in charge of the company were a grind, but the last 8-10 years have been very good. Dick gave advice that the 15 minutes before a meeting starts, and the 15 minutes after a meeting ends, can be the most important. Dick also is involved with the non-profit Community Grief Support. Dick's wife passed away in 2002, and Dick used Community Grief Support. It's a great way for people to share their grief, and most people come out of it much healthier.

**SERGEANT-AT-ARMS:** Mike Seals was the sergeant today. Vic Nigri fined \$0.25 for taking away the Sergeant position. Andy Evans fined \$0.25 for bringing back the Sergeant position, and Andy also forgot to let the head table give Thank-you's. Ernie Daw kicked Mike Seals, and he also told Mike Seals that he was too loud. Joe Fuller was fined for bringing Lindy's football magazines on the same day that Dick Coffee presented.

**JACKPOT:** \$26 won by John Rogers

**GREETERS AND PRIZES:** Alex Casey won by John Wolsoncroft (now has a 50% win percentage)  
Danny Raymond won by Frank Taylor (less than 50% win percentage)

**NEXT WEEK'S PROGRAM:** Business Meeting

**NEXT WEEK'S GREETERS:** Steve Cook and Ernie Daw are Greeters.  
Prayer led by Danny Raymond