



THE CITY SALESMEN'S CLUB

SELEGRAM



Meeting Date: July 25, 2023

Location: Hoover Country Club

Presiding: Joe Daniel

Prayer, Pledge & Creed: Keith Keller

GUESTS: Brian Adams's son, Barrett; Brian Lindsey's son, Tanner

THANK YOUS: Started by Keith Keller

HEALTH REPORT:

- Steve Harless is steadily improving.
- P.J. Lyons had an accident that broke 8 ribs and bruised soft tissue. He should be released soon from Grandview Hospital.

APPROVAL OF LAST WEEK'S MINUTES: Approved as submitted.

SECRETARY'S REPORT: Birthday: Ernie Daw 7/24

TREASURER'S REPORT: No report.

MEMBERSHIP REPORT: No report.

ATTENDANCE REPORT: 54 Active. 2 Associate. 3 Retired. 2 Guests. **61 Total.**

PRESIDENT'S REPORT:

- If you're a new member (2022-23), see Alex Lott or John Wolsoncroft to make sure name badge has been assigned and email address is added to CSC distribution list.
- Joe sent out a spreadsheet with each member's category, CSC sponsor, and the year you joined the Club. Everyone needs to check their information for accuracy and update their record with any missing information.

PROGRAM: James Lucas with Vertiv (NYSE: VRTV) presented. James is a graduate of Huffman High School and the University of Alabama. His father (deceased) was a former member of the CSC. James worked with his father and brother early on in his career. Several members of the Club were there for him even before he joined. He married Jane in 2001. Daughter, Anna, will enroll at UA this fall. Veritiv, headquartered in Atlanta, is the largest B2B packaging distributor in North America with \$7.1B in net sales. It offers packaging solutions, domestically and internationally, companies across all industries. They also have a creative department that designs packaging for companies like Jealous Devil. They work with paper mills for corrugated packaging. There are no minimum orders, but business should be scalable. Ideally, James likes to get in on the ground floor with clients. Shopify would be considered a competitor. How can we help? If we know of businesses in food processing, e-commerce, BBQ restaurants, those using air pillows in shipments, or need kitting, these are all good prospects.

SERGEANT AT ARMS: Jeff Phillips – As usual, he was hilarious and imposed some serious fines.

GREETERS & PRIZES:

Don Mathews (Long Lewis Ford Lincoln) – won by Britton Eveland

Dan Weingarten (Birmingham MarbleWorks) – won by Rab Stewart

JACKPOT: \$27 – Won by Alex Solis

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