



# THE CITY SALESMEN'S CLUB

## SELEGRAM



**Meeting Date:** July 23, 2024

**Location:** Hoover Country Club

**Presiding:** CD Denson

**Prayer, Pledge & Creed:** Alex Solis – General Auto Film Solutions

**GUESTS (HOSTS):** Dustin Mims, Top Rail Fence (Alex Solis); Barrett, son (Brian Adams); Talon Pritchard, Tom James Clothier (Britton Eveland)

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

### SECRETARY'S REPORT:

- Birthdays (7/21-7/27): Ernie Daw-7/24
- 1<sup>st</sup> reading for Richard Behr (Loan Officer, Weber Mortgage). Club Sponsors are Michael Weber & Hank Spencer.
- 3<sup>rd</sup> reading for former member, Alex Casey (Owner, Birmingham Health). Category is Chiropractor. Club Sponsors are Mike Seals & Andy Evans.
- 3<sup>rd</sup> reading for Spencer Miller (CEO, Premier Logo Source). Category is Promotional Products. Club Sponsors are Matt Gray & Mike Seals.
- 3<sup>rd</sup> reading for Adam DuCote (Owner, Ensley Iron). Category is Ornamental Iron Manufacturer. Club Sponsors are Keith Keller & Phillip Webb.

**TREASURER'S REPORT:** No report.

### SOCIAL REPORT:

- A social tonight at 5:30pm at The Filling Station. Wives are welcome too.

**MEMBERSHIP REPORT** (Mike Seals, Paul Dangel & Joseph Habshey):

Sheets are on the tables for open categories. Let Mike know if categories need to be added. Mike will also email an application this afternoon for us to share with candidates. Invite folks to lunch and let the Club sell itself.

**ATTENDANCE REPORT:** 62 Active. 2 Associates. 4 Retired. 3 Guests. **71 Total.**

**MEMBER HEALTH REPORT:** Jeff Phillips had a kidney stone removed yesterday. Reach out to him with encouragement.

**PRESIDENT'S REPORT:** No report. Come to The Filling Station tonight.

**THANK YOU'S:** Started by Mike Lorino

**PROGRAM:** Kevin Nichols – Mainline Heating & Air

Kevin and his wife, Kathy have 3 children & 2 grandchildren. Kevin has a twin sister and 3 older brothers. He is the youngest of 5 kids by a couple of minutes. Kevin had an interesting childhood, including a two-story clubhouse with a toilet. He dropped out of high school, got his GED at 17, and went to Jeff State at night for a year before his high school class graduated. Kevin then went to work at Magic City Dodge and also worked in the wallcovering business. After getting stiffed on some commercial work for Marriott and getting his girlfriend pregnant, he found stable employment at Buffalo Rock Pepsi. He worked through several departments including route supervisor and sales manager in Mobile. After leaving Buffalo Rock, he went to work at Home Depot and flipped houses for a while. Kevin then got into the Heating and Air business and moved from one company over to Mainline. With freon and the environment, it's the most regulated business in the country. Prices are going up because costs have increased 139% in the last 2-3 years, and H&A companies are getting bought by private equity.

**SERGEANT AT ARMS:** Was it Britton Eveland or Andy Evans? Andy motioned that all fines levied today be doubled by Britton. Britton levied none.

### GREETERS & PRIZES:

- Dean Ledbetter – Ledbetter & Associates – won by Fred Gustin
- Andy Evans – Techscape Solutions – won by Gary Sheffer

**JACKPOT:** \$25 – Won by Gus Hogue

**MEETING ADJOURNED:** 12:59 PM

**NEXT MEETING:** July 30, 2024

**AGENDA:** Frank Brocato - Hoover Mayor

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