

The Sales Promotion Association of Baltimore

The Oldest Continually Operating Sales Promotion Association in the United States

Founded in 1940 by: Maurice Miller, Glen Hanna, William Thomas and Edward Starkey

Meeting Friday at The Country Club of Maryland, Noon, Weekly

Meeting on May 11, 2007 Country Club of Maryland

Our guest speaker, Robert (Rocky) Worcester, of Maryland Business for Effective Government, unfortunately had to cancel at the last minute (10:30 on Friday) due to an emergency health situation with his 92 year old mother. Rocky apologized profusely, and expressed his interest in speaking to us at some future date. President Paul Minch discussed changes in dues and billing dates for those who may not have been at last week's meeting.

Member John Van Horne of Chesapeake Office Supply, who was attending his first meeting in 2 years or so to replace Rick Donovan, who had left the company recently for health reasons, took the opportunity to speak about his business.

John has been a member of the Sales Association of Baltimore for over 20 years. He discussed the extent to which the Sales Association has been instrumental in the growth of his business, and how the Association's Board of Directors has acted as an informal board of directors for his own business, with the opportunity to ask for advice, and bounce off ideas with the board.

John pointed out how difficult it is to replace someone like Rick, who had such extensive knowledge of the industry.

Chesapeake Office Supply is a small local office supplies and office furnishings business, which has is also becoming involved in janitorial supplies etc.