

The Filson Historical Society

**City Salesmen's Club
Records, 1930-2000.**

For information regarding literary and copyright interest for these papers, see the Curator of Special Collections.

Size of Collection:

5 cubic feet

Location Number:

Mss./BB/C581

**City Salesmen's Club
Records, 1930-2000.**

Scope and Content Note

Collection includes correspondence, newsletters, photographs, membership records, financial records, banquet programs, meeting minutes, and memorabilia. The correspondence discusses the planning of events and day to day operations of the organization. Also included are club newsletters which feature the activities and accomplishments of the group. Membership records list executive committees and regular members. The City Salesmen's Club was founded in 1930 by H. T. "Ray" Castello in an effort to improve the sales profession in Louisville.

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Historical Note

The City Salesmen's Club was founded in 1930 by H.T. "Ray" Castello. Castello wanted to improve the sales profession, and he envisioned an organization that would gather once a week to discuss ideas leading to better salesmanship. Castello intended for the individual salesman to benefit from the club, not his firm. The membership of the organization would consist of one individual from each industry and no more than two members could be on the payroll of the same company.

**City Salesmen's Club
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Folder List

Folder 1: Club Papers, 1930-1962
Folder 2: Club Papers, 1930-1939
Folder 3: Club Papers, 1940-1949
Folder 5: Club Papers, 1950-1952
Folder 6: Club Papers, 1953-1955
Folder 7: Club Papers, 1956-1959
Folder 8: Club Papers, 1960-1965
Folder 9: Club Papers, 1966-1975
Folder 10: Club Papers, 1976-1983
Folder 11: Club Newsletters, 1983-1985
Folder 12: Club Newsletters, 1986-1987
Folder 13: Club Newsletters, 1987-1989
Folder 14: Club Papers, 1990-1991
Folder 15: Club By-Laws, 1975-1976
Folder 16: Club By-Laws, 1978-1979
Folder 17: President Jim Morris, 1991-1992
Folder 18: President Curtiss Smith, 1992-1993
Folder 19: President Charles Senn, 1993-1994
Folder 20: President J. B. Leshner, 1994-1995
Folder 21: President Kevin Roppel, 1995-1996
Folder 22: President Kevin Roppel, 1995-1996
Folder 23: President Jamie Lott, 1996-1997
Folder 24: President Jim Klein, 1997-1998
Folder 25: President Greg Pence, 1998-1999
Folder 26: President David Cooper, 1999-2000
Folder 27: Club Meeting Minutes, 1994-1995
Folder 28: Club Meeting Minutes, 1994-1995
Folder 29: Club Meeting Minutes, 1999-2000
Folder 30: Correspondence, 1931-1978
Folder 31: Club Miscellaneous Papers
Folder 32: Club Miscellaneous Papers
Folder 33: Club Inaugural Ball Programs
Folder 34: Club Newsletters, 1983
Folder 35: Club Newsletters, 1985
Folder 36: Club Newsletters, 1986
Folder 37: Club Newsletters, 1987
Folder 38: Club Newsletters, 1988
Folder 39: Club Newsletters, 1989
Folder 40: Club Newsletters, 1990

**City Salesmen's Club
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Folder List (continued)

Folder 41: Club Newsletters, 1991
Folder 42: Club Newsletters, 1992
Folder 43: Club Newsletters, 1993
Folder 44: Club Newsletters, 1994
Folder 45: Club Miscellaneous Paper

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Subject Headings

Business enterprises – Kentucky – Louisville
Castello, Horatio T., 1887-1956
City Salesmen's Club
Commercial associations – Kentucky – Louisville
Depressions – 1929 – Kentucky
Orphanages – Kentucky – Louisville
Selling