

LAW OFFICES OF  
**SUMMERS, RUFOLO & RODGERS, P.C.**

*A Professional Corporation*

Jerry H. Summers  
Jeffrey W. Rufolo  
Jimmy F. Rodgers, Jr.  
Marya L. Schalk  
Benjamin L. McGowan

The James Building  
735 Broad Street, Suite 800  
Chattanooga, Tennessee 37402

## Memo

**To:** All union leaders and members

**From:** Jerry H. Summers and Jimmy F. Rodgers, Jr. *JFR*

**Subject:** Summers, Rufolo & Rodgers annual labor union scholarship – usually co-sponsored by the Chattanooga Area Labor Council

**Date:** January 26, 2021

Despite this health crisis, Summers, Rufolo & Rodgers has decided to once again show our appreciation and support for the local labor community and its continued report of our law firm by sponsoring a \$1,000 scholarship. This annual scholarship was designed as a way of also showing our support by recognizing and rewarding an outstanding student and relative of a local labor union member.

The Chattanooga Area Labor Council has co-sponsored the scholarship for many years now (by contributing an equal amount towards the scholarship), which effectively has made the scholarship actually worth \$2,000. We do not yet know whether the CALC will do so again this year.

Enclosed is a copy of the application. Another copy of the application is available under the “News” tab on **our website at [www.summersfirm.com](http://www.summersfirm.com)**.

The deadline for the scholarship application is May 28, 2021. Please pass this information along to your members.

Thank you for your time and consideration. If you have questions, please contact us at your convenience.

*\*\*\*Please see enclosures (scholarship application, and note)\*\*\**



## NOTE:

We do not advertise our services in the newspaper or on television, and we do not think highly of law firms who do so. It not only reflects poorly on the legal profession, it is generally only done by firms who may not be the best option available to you or your members.


Despite our dislike of these ads, they work. Without knowing any better, people respond to these ads and use these advertising law firms when there are not only better options, but better and union-friendly options available. Especially bothersome to us are the local and out-of-state law firms who advertise endlessly for asbestos/mesothelioma, car wreck, or tractor-trailer wreck cases. Even though Summers, Rufolo & Rodgers has been handling these cases since the 1970's, union members and even some local unions associate with these non-labor-friendly and sometimes out-of-state law firms.

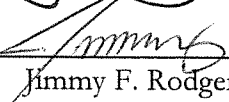
For 54 years now, Summers, Rufolo & Rodgers has supported the labor community. The labor scholarship is just one of several examples of how we have done so. Other ways include: we serve on public, non-elected boards unofficially representing the voice of labor; we attend political functions to support labor-friendly candidates and causes; we regularly perform services at no charge; and we keep our retainer and hourly fees we charge artificially low. The main way we have been able to financially afford supporting labor through these reduced fees is because we have considered them to be offset by the fees we obtain on cases referred to us by our union friends. The problem for us is the number of cases being referred to us keeps getting less each year—a fact possibly explained by the prevalence of so many law firm advertisements.

Please support the law firms who support you. *Please encourage your members to use only labor-friendly law firms and to avoid these advertising firms. Please also consider including a link on your website to labor-friendly law firms like Summers, Rufolo & Rodgers (at [www.summersfirm.com](http://www.summersfirm.com)).* In fairness, if you would like, we could give you a list of other labor-friendly law firms in Tennessee or in any other state. Like Summers, Rufolo & Rodgers, there are a few quality firms associated with the AFL-CIO Lawyers Coordinating Committee.

Yours truly,

SUMMERS, RUFOLO & RODGERS, P.C.

By:   
Jerry H. Summers

By:   
Jimmy F. Rodgers, Jr.

Learn the truth about lawyer advertising at Jerry Summers' blog:  
<https://www.truthinlawyeradvertising.com>.