

My name is Jessica Stutman. I'm conducting an interview with Charles Delong of Grinnell, Iowa today April 21, 1993.

Charles Delong: Alright you got it turned on now?

Jessica Stutman: uh huh..go ahead.

C.D. Well let's see. Well, probably I can start with my father who was a born and raised in a little country town out here called Mountour. He and his brother and four sisters all graduated from Grinnell. This was in the 1890's. (coughs) They were born on a farm and uh every year they would take a farm wagon loaded with food and they would drive it down to Grinnell and uh they rented a house and this house used to be catty corner to cottage five.(cough) and uh all six of them graduated from Grinnell. (coughs) Both the boys became doctors. (cough) My father ended up practicing medicine in the town of Gary, Indiana. (coughs) Gary was a town that was built from scratch, started in about 1900.. 1906 or seven. And uh my dad moved there, I think, probably about uh 19 odd 7 and my mother came from New York state also from a farm they..my dad had three children and uh uh Gary was the town where they built the great big steel mill from scratch (coughs) and uh (coughs) and uh they got the labor by the strong young men from Europe come over to the United States and some of them had experience with the steel mills. (coughs) At any rate, Gary ended up being a town which grew very fast. They had uh their high schools won the football, Indiana football, championships seven years in a row.

J.S. Wow (laughs)

C.D. They uh the football coach was hired from Gary in 1920..25. Came out and was a football coach at Ames for good many years and they named the [Vicars] golf course up there for him (coughs), at any rate, that's that's the my back around as far as (coughs) uh (coughs) and uh folks sent all three youngsters out to Grinnell.

J.S. So were you raised in Gary?

C.D. Yes, (coughs) all three of us born and raised in Gary and in high school I was uh I graduated I came to Grinnell when I was still sixteen and uh which was..I skipped a year..two grades..in Gary. I really don't know why.

J.S. (laughs)

C.D. Uh..was never particularly good grades and so forth but I got a letter in tennis and swimming and our team won the state swimming championship. Uh my high school was Emerson High and they also won the state football champions for seven years in a row because they had these great big strong young men that would come there.

J.S. (laughs)

C.D. (clears throat)..and their children would be big strong children..

J.S. yeah..

C.D. And uh, so anyway (clears throat) there were two high schools in Gary, now both of them are closed and they've got, I think, three or four now. Gary uh is uh probably 95% negro now and uh (clears throat) and the Mafia from Chicago moved down there a little bit and I went back to my fiftieth reunion here quite a while back and uh uh not to many of m,y friends were there. The ones that were had all moved out of town uh and they have racial problems there but I figured people continue to watch the basketball..

J.S. (laughs)

C.D. ..well they'll realize that the negroes are anything but an inferior race. Well anyway, to get me through college my brother came out, my brother was he was two years older than I but was only one year ahead of me in high school. (clears throat) And he played on the basketball team and he was the star and he was the uh very good basketball player but he came out to Grinnell..why he...uhh (clears throat) I played on the class basketball team and I didn't even go out for swimming until the season was mostly over (clears throat) but uh, at any rate when they had the semifinal meet in the counties and so forth why I went out and uhh, let's see, uh I went out and I was..their diver was not real good.. so I went out and dove and I think that's all I did in high school. The folks had a cottage out at the sand dunes at [Angandune] (clears throat) and off at the beach there's a big..they put up a.. oh..a place to hold a diving board so that's where I could learn to dive a little bit..didn't have to be too good.

J.S. (laughs)

C.D. (clears throat) But uh uh then I came to Grinnell as a freshman. My brother was uh a sophomore then. My sister came out two years after that.

J.S. Why Grinnell?

C.D. Pardon?

J.S. Why Grinnell?

C.D. Well because my brother..err my father graduated from here.

J.S. Oh, he came here also.

C.D. And uh ahhh it uh ahhh I thought that Grinnell was just absolutely lovely. When I..the first two or three months I was here I thought the boys were just fantastic. I lived in Dibble Hall and that was the the hall of the intermural sports..uhh always won. They had most of the athletes there and intermural was a real big item at that time. And uh

oh yes so my freshman year..oh Dibble Hall..it was great fun to be there. I uhh..the first year I roomed with Paul Smiley who was a real handsome, tall, real nice guy in a suite on the second floor. Uhh and uh there were four of us there and uh...

J.S. What year was this?

C.D. This was in 1927. I came out in '27. I graduated in '27..high school..and I came out that fall and I was..let's see..I was sixteen. Turned seventeen after I'd been here about a month. (clears throat) Well the girls..I didn't think the girls were quite up to standard..

J.S. (laughs)

C.D. ..but that was in the fall. By spring they had taught me differently.

J.S. ohhhh...

C.D. And uh the important social event then was dancing. There'd be at least one big dance every Saturday and uh the cottages would have teas and so forth inbetween there. Anyway my four years at Grinnell were just a delight. Umm let's see..I met my..my wife..went here and her brother went here and her father went here and he was in the school when my dad was and uh.. Katie was a good golfer..

J.S. Katie is your wife?

C.D. Uhh all of our kids were very athletic. They uhh all three of the boys played basketball. One of the boys went to Cornell College and uh he..he was not only all conference player..he was five-eleven..one of my boys was six feet three, the other was about six feet two. but the shortest one was the best...

J.S. (laughs)

C.D. His team won the championship. And then [Chady] went to Carleton and uh he he his team won the midwest conference title. They tied for it one year. And he he was very good. And then my son David, my third son, he went to Grinnell, actually he went to Carleton, grades weren't good enough, they didn't want him back so uh so he went to Grinnell and he ended up being on the Dean's list so he fought his way through that pretty well and he's a basketball player and his his their mother Kate was a real good golfer. She was the Des Moines City Champion and she also was a medalist in the state a couple years and uh so the boys were great golfers. Two of them were particularly good because the midwest conference had a..they have a conference every year and all the teams bring their golfers there. They have a two or three day affair. (clears throat) Both my youngest son Tim and David were the medalists in that. Everybody turns their scores in and they were the lowest. And they were really fantastic golfers. (clears throat) One of them has given up golf, plays tennis now, and, well, my oldest son doesn't play golf, except at the family reunion. But he also plays tennis. and uh Tim still plays golf.

Tennis is our big event when we have our family reunion.

J.S. How often do you have your reunion?

C.D. Pardon?

J.S. How often is your family reunion?

C.D. Well, once a year and uh sometimes we've been meeting out on the east coast and then we were up at [Okabogie] and we really haven't decided where we're going to be this summer but I want them to come to Grinnell because they've got enough tennis courts to take everybody now.

J.S. (laughs) Is it your family that meets or your wife's family?

C.D. Now tell me that again..

J.S. Is it your family..the reunion..or your wife's family?

C.D. Well, it's the DeLong reunion and uh my wife was a [Cogashaw] and uh her dad was a real good athlete, football player at Grinnell. (clears throat) Her brother was an incredible athlete. He was a nationally ranked tennis player.

J.S. Wow...

C.D. He's the only Iowa born tennis player that was invited into the hall of fame in Iowa and uh they used to have the tournament in Chicago. Well, I'll think of the name of it here in a minute..big tournament..national tournament where it had the Davis cup player from the rest of the world and he won that for a couple of years. And uh now he's in a rest home in Des Moines and very uh going down hill very fast. I really don't know what it is but it breaks your heart to go out and visit him. Anyway, I spent the morning out at St. Francis here. I'm on a board out there, a care board, where they give each one of us...have fifteen people out there and they are all retired and seventy percent of them need all kinds of help and uh anyway, I feel awfully sorry for the people that end up that way and particularly for [Cogey].

Now let's see. That get's me through college, through college. uh let's see...(picks up Grinnell College yearbook) this is a book of..that has a little stuff in it. let's see..here's the track team at Grinnell, here's the swim team. yeah..I was captain my senior year. I swam the breaststoke and the uh anyway this is basketball, I usually am in the basketball picture because I'd always go out for basketball but team swimming started..why..these are the basketball players.

J.S. Was your brother playing basketball this year?

C.D. I don't think so. No, let's see, I could find..this is 1931 when this happened. Let's see...Katie will be back pretty quick. Your last name was what?

J.S. It's Stutman. s-t-u-t-m-a-n.

C.D. Alright..and your wonderful first name again was?

J.S. Jessica

C.D. Jessica..let's see..here's Dibble Hall. That is I (points to picture) (Katie Delong enters)

J.S. Hi..

C.D. Katie, this is Jessica. This is my wife, Kate.

J.S. It's very nice to meet you.

Kate Delong: It's nice to meet you too.

C.D. We've got the recording device going on, Kate.

K.D. Oh! excuse me..

C.D. So it's alright..

J.S. Well, if you'd like to sit down and talk with us..

K.D. Oh..no thank you.

C.D. Katie can help me..well, this is Dibble and that's my picture there. I don't know if you noticed when I said, "That is I" that that's a grammatical error that most people make..they say "That is me."

J.S. (laughs)

C.D. And I've got three of the college presidents corrected on that. Well anyway..that shows you a little of that. It might be a good idea to just show you the pictures on the walls of the kids.

J.S. Yeah...I would like that.

C.D. Alright. Our daughter went to...Katie, where did Annie go to college? Did you hear what she said?

J.S. Lawrence?

C.D. Yes, and she met this fellow there. That's Ashley Haas and (picks up newspaper article) this was taken from the New York Times just in March. He's been working

on..he's a brilliant guy..he was Phi Beta Kappa and uh they wouldn't give him his key right away at graduation time because he turned his uh annual theme in, or whatever it is, he turned it in wearing shorts.

J.S. (laughs)

C.D. ..so they wouldn't give him his Phi Beta Kappa key. When they graduated, why all the Magna Cum Laude people got their keys and sat down and one guy was still left. He was a [Summa]. So I guess they did finally give him the key.

J.S. He deserved it!

C.D. Well, this is our oldest boy [Chady]. He's a psychiatrist. It takes a long time to get to be that. He makes more money than he should.

J.S. (laughs)

C.D. And uh I spent four days skiing with him. He's got a condominium.

J.S. Ohh..that must have been nice.

C.D. An that's Katie when she was little..these are other pictures of Chady. This is David during the war; he was a naval lieutenant. My daughter Annie. She married Ashley. Our son, Tim. That is Kate and that is I.

J.S. Is this when you were in college?

C.D. Pardon?

J.S. Is this from when you were in college?

C.D. Yes that is about the time I think..let's see..this is the Grinnell Football team and this is Harris Haydn Cogashall. And uh..

J.S. Is that your wife's brother?

C.D. No, that's her father. These were taken in '95..1895. Kate and her brother..these were our three youngsters, when we only had three. That's Timmy, that's Ashley..that's Chady. This is when I had a little jacket factory in my basement. These jackets are worn by..that's our little Timmy and this is one of of our partners and Tim in their leather jackets. I'll tell you about the leather jacket business. (sits down)

Well, when I graduated from Grinnell in 1931 there were no jobs. I think two of the boys had jobs with their parents...the best of them. One of my roommates had taken..had a car and he spent the summer selling magazine subscriptions. So I took a job with him and we went to Chicago, taking most of the summer (clears throat) then when college started my father let me use one of his cars so I got a crew of young men

and for almost a year we traveled in Indiana and Iowa, Illinois and Chicago selling magazine subscriptions for the Good Housekeeping/Cosmopolitan. There were a couple of them. Not a very rewarding thing but it was a job. Then they opened up the hiring in the steel mills. The steel mills were running on ten percent. They started to get some orders so I ended up going out there and standing in line to see if I could get a job. Came up ten feet of the window and they close it. No more hiring.

J.S. Was this in Iowa?

C.D. No, this was in Gary, Indiana. And a friend of mine and I had gone out to stand in that line so when they closed it, he and I..we went into the mill and everyone who looked like a foreman we'd stop and ask for a job. And we had three of them when we came out and I took the one I thought looked the toughest uh..it was working with a roller on an old fashioned roller mill which would take an [ingot] and roll it out into a sheet maybe eight feet long and three feet wide..something like that. They used to make auto bodies and that sort of thing. And uh so I took that job. The pay at that time was thirty-seven and a half cent an hour. Can you just imagine that? And uh then when they ran out of orders, why a neighbor of mine down the street was head of the bricklayers department so when that would happen, why I could possibly get a day's work as an assistant to a bricklayer. And they actually, while working on the labor force, built a new mill called a coal reduction mill that they didn't heat the steel, they got it in big coils about that thick and they ran it through a big powerful mill with four rollers which would put pressure on it going through and also put tension on it so it would be stretched and flattened. The, at any rate, when we got it finished, why, they gave me a job as gage man on this big machine and all I did was put on a couple wheels and measured the thickness of the steel going through and uh, at any rate, my salary was at that time I think one hundred and seventy five dollars a month which was quite a bit then. One of my roommates in school, a fellow named Lee Solsbey from Waterloo, he got a job in town with the Grinnell Glove Factory with Mr. Lanham. Right down by the railroad tracks is a big building..it's where they've got the jacket factory now. Don't know if you've ever seen the DeLong jacket factory down there.

J.S. I haven't.

C.D. I'll uh tell you a little bit about how that happened. At any rate, I ended up being able to get a job selling gloves and so I quit at the steel mill job which was paying me \$175.00 a month and I took this one and to get a job at a salesman you had to work in the factory for six months at \$75.00 a month. Is that right? Yes.

J.S. That's a big cut.

C.D. At any rate, after six months I got on the road. And eh it ended up being a good job, one I liked because I could sell the gloves and you'd start out in January and February, March and April and May you'd have the factory pretty well sold up and you could do anything you want to the rest of the year.

J.S. (laughs)

C.D. So, by that time Kate and I had two youngsters and we lived in South Bend, Indiana and eh..

J.S. When were you and Kate married?

C.D. Let's see, three years after we graduated. It would be real close to June..Katie, are you listening?

J.S. So '34?

C.D. '34..something like that, yes. So..in the next four years we had three children and so I, when I had spare time, I started a little factory in my little house in South Bend, Indiana, When I was off the road, why we made jackets and uh we made a little jacket for men with a wool body and a leather sleeve..no, wool body, oh yes, and a leather sleeve.

J.S. Who was making the jackets?

C.D. Pardon?

J.S. Who was sewing the jackets?

C.D. Well, I ended up having two sewers in their own house..we fixed their basement up with a cutting table and a power knife for cutting the lining and things and uh an a cutting board to cut. And it was a husband and his wife and uh his wife's mother and it was a very interesting little situation. When I was on the road, I of course was selling and we had made a better jacket than our competitors but we had no overhead. They got a percent of..they got oh..let's see..every jacket made I figure on every jacket made there was a profit of one dollar per jacket then and I made my living selling commissions on the other and uh these people added to their income so it worked out very fine and the jackets were great. The people just loved them. (clears throat) Well that went on for a couple years and they added salesmen to do what I was doing and so they asked Mr. Lanham to uh set it up so that they could sell jackets. So he asked me if I would come to Grinnell and sell them out so I did and umm we ended up moving out to Grinnell in the summertime and that fall I designed a line of jackets and taught the girls how to sew them and when we went on the road the next year, the boys had both gloves and jackets. We loved it because the war was developing..it hadn't started yet..business was good and the boys..instead of coming out of the store with a two hundred dollar order, they'd have a seven hundred dollar order. They loved it. Well, that lasted about two, two and a half years but the things were..the war was now started and uh and when that happened..why they know that uh it's going to be hard to get supplies such as skin. Leather market just went way up and uh so they decided to put the jackets aside and just continue with the gloves because they's had fifty years experience with gloves. These were men's dress gloves. So uh they went out of the

jacket business. But when the war was on..why it used to take us six months to sell out but we could sell her out in four weeks now but we made sure that we called on each customer and let them buy what they bought the year before. It was much more honest (coughs) than most firms would (coughs) who would get them whatever price they sold out of them. But we came in and what you bought last year, you could have it again. They just loved that. But it also let us sell out in four weeks. So we had the rest of that time. So one of the cutters in the glove factory was a guy named Claude Ahrens. He built this house next door. And when I first met him was when I spent six months in the factory; he was a cutter down in the basement, cutting gloves with a dye and a hammer and a [skim] and making about a dollar a day. And eh..which was pretty standard in those days. But I got to know him so I had free time in my six months, I'd go down and stand next to him at a cutting table. I'd cut a few gloves for him and I tease him about it now. Anyway...uh when, yes..let's see..now Claude was..no, I haven't got it..got us in the jacket business yet here...

J.S. (laughs)

C.D. So when they stopped making jackets, stopped making jackets at the glove factory, why I decided to continue. Kate and I were living in a house with five bedrooms and a great big basement so I went down into the basement and hired a neighbor girl and just got my self together some equipment to make jackets and so all during the war..and by this time my roommate, who had gone to work for Mr Lanham first, was set to Tennessee and ran the tannery there. They tanned their own leather. So he ran the tannery and he wanted to go into business by himself so as, when he would get a chance, he would buy a piece of machinery and put it in storage. And uh so anyway..so when Mr. Lanham went out of the jacket business I went back in and hired one or two neighborhood girls and made jackets in my spare time. And uh oh yes..the local undertaker, Snap James, was a good friend of mine. He graduated a couple years after me and he had a undertaking business, a real good profitable business. He came by to pick me up to go play golf and I told him he'd have to wait a little; I still had two more jackets to cut. So he'd wait and I said, "What you want to do, why when I go on the road why this thing stops. Why don't you but a half interest in it?" He said "Sure, how much do you want?" So he bought a half interest in the business for a hundred and eighty nine dollars.

J.S. (laughs)

C.D. (laughs) And it turned out he loved it. It wasn't too long before we had that basement..oh we probably had twelve people coming to work in the basement. Sewers and cutters. And uh we moved downtown uh oh got an upstairs building near the railroad tracks. And then we had the upstairs and we had the basement also. Then from there we jumped two blocks away, right across from where the fire department is. There was a big building there, three story building. It's torn down now. We rented the second floor there. And then Claude Ahrens had..let's see..he ended up getting a job selling seed corn for [Garst] of Coon Rapids. They were the former pioneer hybrid seed corn company. And this was when it was first coming in..he was a good salesman so he got

the line and he went down into Oklahoma and Missouri selling hybrid seed corn. He did such a good job that uh he then decided to go into the seed corn business by himself. He got a farmer here to back him financially so he started in the seed corn business. He had a father..all these names are going to get you mixed up.. but his father lived in the little town up here called, couple miles, eight miles up there, called Gillman and he'd made a merry-go-round for children with a wooden stand with things to stand them on. He installed it on a little slant. So a kid would get on up the high part and it would go down by itself. When it got down at the bottom he would go up the other end and he could make it go around just by shifting his weight. Called it the Miracle Whirl. And it was a very tiny outfit..but Claude decided..he was in the seed corn business..so while he was in there he started another little business making these Miracle Whirls. And uh so when we were in that building across from the fire department, Claude was in the top floor and we were on the second floor and then he decided to go out of town and build a new factory..so he went out and we went with him and we built two factories with a common wall. By this time, I forget how many people were employed.

J.S. What year was this?

C.D. Oh let's see...this was done after the war. Yes, after the war leather became available again and my roommate Lee Solsbey, by this time had a beautiful, big new tannery and he quit Mr. Lanham. When the war was over suddenly you could buy things you couldn't buy before. (clears throat) We uh..the customers were unable to get suede, suede leather, during the war and uh the [pinckle] skin for all of this came from New Zealand. In a single year we would use twenty-five dozen pinckle skins and Lee would use thirty thousand. So between the two of us we would use fifty five thousand dozen which is an incredible amount of sheep but we were doing something that no one had ever done before. They cut jackets with a pattern with a brass edge and a draw knife, but in cutting gloves you put a dye on there..they've got a clinking machine on there so that it cuts the whole thing at once. Well we pioneered that in the jacket business and (clears throat) when the war was over a fellow named Marty O'Connor, who's brother was Bucky O'Connor who was a basketball coach over at Iowa University, very well known in the midwest, he came back from the war and we gave him a job in the jacket factory and his health was not quite as good as it should have been so after about four or five years he, when the war was over, then we started to get competition from Japan and Hong Kong and it meant that we had to work a little harder. He was perfectly willing to sell; we had given him a twenty percent interest in the business. So I talked to Mr Lanham's son and told him about Marty and he said that he'd be glad to buy Marty's interest. So he did. And uh then the..let's see..then the unions came to town and the union unionized everybody in town except for our factory and our factory voted them down just because we treated the help better than everybody else, I guess. They got bonuses every year. But they got Miracle Equipment which was by this time a pretty big outfit and uh the other factories are still controlled by the unions and unions are awful tough to work with, I'm sure. We, fortunately, didn't ever have to do it. Well..let's see.I get mixed up a little bit on my time and uh..oh yes..so the Lanhams bought Marty's interest. So we then sold our half of the building to Claude and we

moved all of the help down to the glove factory which was by this time not able to sell very many gloves. They did decide to make a.. oh yes..we had probably two or three years where they produced all the jackets for us and uh I went out with the salesmen and trained the salesmen and..let's see..oh yes, my partner, Snap James, he stayed and went to work for Claude. The factory they started over in Taiwan, they had a man go over there and after about five years they decided it wasn't profitable because by this time, they..oh yes..then they, when they built the factory in Taiwan they didn't want us to have any part of it. Which was alright with us. So they made an offer to buy us out. So they did. They bought Snap out and they bought me out. What they did, all they did, we arrived at a certain price and then they paid ten percent down and the balance off and the same amount for nine years and it was beautiful for them; it was fine for us because we had that money coming in. So with that money I started another business.

An this time it was..uh well, let's see..well Claude had this factory going on out there making playground equipment and he came up with an idea, with these wooden seats in stadiums, why it wouldn't be a good idea to make a cover for them out of fiberglass and uh so it sounded good and he wanted me to help him get started because I'd broken the salesmen in for him when he went into the playground business and so let's see..where I am now..repeat just the last..

J.S. They built the factory in Taiwan and then they bought you out and..

C.D. Yes..well anyway..oh yes..so Claude wanted me to help him promote this. So I said "Okay" so I took these samples of molded fiberglass made to fit over the seat in the stadium and I went out on the road and I.. let's see..I called on the University of Michigan. I put samples..a sample seat in for the athletic trainer to look at. I stopped at Purdue and..let's see..Notre Dame..anyway, yes, when I was at Purdue I got an order for the whole stadium. It was the first real big order. So I went there and I supervised the installation and when I was there I tried to sell this idea to the park department. Well, the park department said yes, they saw what we're doing out there. Then he told me to hop in his car and he took me out and showed me two stadiums, actually these were little band shell arenas with seating for maybe a hundred, one hundred and fifty people with theater-type seats, and these were all made with wood seats and backs. Well, here they had been replaced with an aluminum type extrusion and uh strip about that wide and about that long and uh replaced the wood with that..by this time, by the time I saw that it was about eight or nine years old but it looked brand new. So I got to thinking that aluminum would be a better idea then fiberglass. So uh I decided to take a shot at it which (picks up article) that little article appeared in the paper and uh..

J.S. When is this article from?

C.D. Well, that..that's when we were making...in the basement of this house we had the office for Stadiums in there and we had oh probably nine or ten people coming to work every day here and we ended up building some nice factory buildings in the area there but this was when we were first getting started and I was telling you how I just got switched from fiberglass to aluminum. We immediately became a competitor of Claude.

So for ten years, why we beat each others brains out from coast to coast...

J.S. (laughs)

C.D. ..and our product was much better..it was fantastic.

J.S. Claude was still using fiberglass?

C.D. Yes, he kept with his fiberglass and I punched through the aluminum and I'd attend these national conventions and get leads and would put salesmen on the road. Then we moved from here out to oh..where the..half way between downtown and the big highway out there..the factory on the left..we've got three or four big buildings out there that used to be Stadiums. They're not there anymore..but I'll explain that when we get there. Now, we ended up making an aluminum cover to fit over these seats and that was quite a nice product but then I saw a uh an extrusion made for the floor plate of a cattle truck and it was made with a couple..well it was extruded with some [indistinguishable] extruded right in it, that's the best way to explain it. It was strong enough so you could stand on it; it would hold it. You could have it any length that you wanted it. So I had them make..give me samples of that and I went out and tried to interest people in it which turned out to be a wonderful idea. By this time Michigan had bought the fiberglass which I had sold them there and uh and I couldn't get this ready to go back and see if I could change their mind. The first year, as the article explains, we sold maybe twenty five stadiums was all. And I figure we lost maybe, I don't know, thirty or forty thousand dollars. The next year we doubled that and broke even and the next year, why we were on the road doing very well. And uh within five years, eighty percent of all the big bowls had aluminum stadiums.

J.S. Wow!

C.D. The Orange bowl, the Gator Bowl..it was really a great deal but the battle for it was interesting in that Claude would say, "You can't use aluminum because you can fry eggs on it in the summer!"

J.S. (laughs)

C.D. But what happens is that aluminum is twenty five degrees cooler than fiberglass under the sun. They said that if you sit on it you'll be electrocuted in a thunderstorm and [indistinguishable] didn't know the answer to that one. Well, anyway, I could tell you a lot of stories like that that aren't too important. But uh when I got to be sixty-two I could retire. So I decided to retire and my son David had come in and he was running the business and he became president of the company and I retired. And I drew five thousand dollars a year is all, salary from him. And trusting that they would grow, and they did, they got it up to where it ended, book value of one point nine million dollars, something like that. Then he got in trouble with the government. They sold about ten percent of the business and they sold the government business amounted to about ten percent of the whole business. But some way or another, they claimed, that they had

overcharged the government which was.. at this time I was retired, I knew nothing about this. Uh, they, any item that the government thought that we had overcharged I or they could go and they could sell it, just like that, at the same price the government was accusing us. We..and for the government we had a special catalogue made with a ten percent discount on the..to the government and I never did find out what happened with that...at any rate, they, first thing they did, they had a man come up and when I finally found out about it, I called him up and he came over and I talked to him here for the first time and I really didn't know much of what was going on down there. The first thing they did was not bond any of these big orders. When you get these big million dollar orders you have to bond them in order to finance it. They just withheld the bonds until it was just too late. So that lovely, wonderful company went down the drain. And..let's see, (picks up catalogue) this is a catalogue of..we started to sell a lot of this stuff overseas. I knew nothing about that, my son David traveled over the seas but there'll be pictures of some of the stadiums. Now here's fiberglass pictures. Fiberglass fades under the sun and you can't sit on it because the fibers come to the surface and uh when you sit you get a lot of needle-like things in your fanny. And but let's see, the University of Wisconsin bought fiberglass after I called up; they have since switched. Ames bought fiberglass over aluminum when they had the choice because they gave fifty thousand dollars to the athletic department.

J.S. (laughs)

C.D. So that's..oh, I can list quite a few more. But in the last few years these people came back and redid their stadium. See, that's what ours looks like. And uh..(turns page) then this was made for the overseas. Down in Venezuela we shipped, oh, I don't know how many stadiums down there for these big American games. (turns page) But uh this was part of that order going down there. (turns page) They would have the spectators have uniforms on so that they could change so that they would spell..

J.S. different words...

C.D. Yeah, here's...that's Columbia. This is all done on our aluminum stadiums and (turns pages) Anyway..that's what they look like when they're done. And I got some real big catalogues..I don't where I would find them. Here's some things that you might be interested in...this is, I mentioned the Miracle Recreation Department..

J.S. Oh, yeah..

C.D. This Claude Ahrens, he invited me down, I spent nine days down with him a month ago, down, he lost his wife last week. He lives over and we fought each other, tooth and nail, for ten years and now that the shootings all over with.. and he's the one that gave that nine million dollar park out there. Have you ever seen that out there?

J.S. No, I haven't.

C.D. Well, on that side of town, they're just in the process of building it. And I guess,

it's not a nine million dollar one but it's certainly a three million dollar one.

J.S. That's pretty high!

C.D. But this is the type of thing that he's making.

J.S. Was he making this at the same time he was making the fiberglass seating?

C.D. Yes, but nothing like this, back in those days it was just, maybe a...(picks up Delong's Catalogue) this is some of the Delong's Sportswear. After, I don't know whether I told you, yes, Sharp bought Snap and me out and uh and they decided to go into the sporting..now this thing here, they claim that they can make one week delivery and uh..oh this is..they keep this stuff cut ahead so that when the order comes in they can fill it within ten days. Very often they get behind on it but they've got ten or twelve little cubby holes there and with a girl sitting there with an IBM machine right here and uh taking orders over the phone and you call in, they may put you in hold until one of these girls becomes available, but the girl grabs a phone, finds out who it is, punches that button and their last order appears right in front of them with the price and everything.

J.S. Oh, neat...

C.D. Uh, it's incredible to me because we got our orders by going out after them. These people will call in every Monday, they'll call in the orders for the week and these people are doing about thirty million dollars a year which is unheard of. And they've got a big factory down there. There's a bowling hall outside of town here and that went bankrupt and so they bought that and put a new edition on that. What they found out, was they found out that after the war was over, they started to get these Taiwanese cheap labor things and now the Taiwanese have trouble because they've got places that are making things much cheaper than they are. But uh...they found out that they could buy any garment factory in the world because they knew that it was going to have real tough going. But they found that if they do that it would only cost me ten percent down and ten percent next year. Well, it really wouldn't cost them anything because by that time they had bought another factory and with their..the profit that they could keep would run enough to pay for the other factory. So it was a brilliant..they made a lot of mistakes when they bought our business but they hung right in there and swallowed their mistakes and ended up doing a real good job.

J.S. What does your son David do now?

C.D. Well, Dave..let's see..went to jail, which was the most horrible thing I ever heard of and uh they gave him six months and then they found out that they had made a mistake but by that time he had already served three months or something like that. And uh..anyway, he got a job selling..he didn't want to have anything to do with the jacket business, but there's a concern down in Oskaloosa that makes lighting for football fields and so forth. It's [Muskle] and he got a job as a salesman for them and

they just gave him a wristwatch like this. (shows watch) It looks like that only it's a thirty-five hundred dollar one. This one cost nineteen dollars down at the Wal-Mart.

J.S. (laughs) I'd say you got the better deal there!

C.D. But Dave is doing very well. He did it all on his own. He got this job and this is the second year he's lead all the salesmen from [Muskle] so they gave him that wristwatch for doing so well. And he lives in Florida. My son Timmy travels for the IBM company out of Des Moines and he's been there long enough, he's a senior salesman now. Let's see, oh Chady, our psychiatrist, uh is practicing in Palo Alto. When he graduated he had real good training from the very best. He went out to Palo Alto. He could have gotten in with any hospital but he did it on his own and he's glad he did. He's got a great reputation. He does things that other people don't think is possible. One of the things is to cure people, help people, without using drugs. By..as soon as you put them on drugs their doom is sealed; they never recover from it. I don't know much about it but he uh..I get to see him every year. He makes more money than he should but uh anyway, I think his customers are happier than most. Let's see...who is left? What is left?

J.S. Your daughter..

C.D. Oh Annie..Annie went to Lawrence and she married this Ashley Haas and they have two girls and a boy and uh let's see..they still have a boy in college. The two girls are graduated. One of them is teaching school on the west coast and the other uh is..well the other taught school in some foreign country. Not Taiwan but one of the islands down there somewhere. Then she traveled with a friend and spent, I don't know, five, six weeks in China just going by any transportation she could get. She found that her friend was pregnant after the sixth day so she made the trip herself. She never at any time going through China did she have any problems. They just always made sure that she had a place to sleep which is quite interesting. Anyway, she, uh, married a young man a year ago and.. maybe it's two years ago..at any rate, they just had a little baby a week ago.

J.S. Congratulations..

C.D. Yes, and she just attended medical school and here she's..they baby was born within a week of graduation time..something like that. Doesn't bother her a bit. Her mother, my daughter, went out and helped her with the first two weeks with eh baby and Annie will be here tomorrow. She lives in Minneapolis, a real snooty place there. Uh..oh, I can't think of the name of it but they've got a beautiful home there. Yes, and her husband, when they..let's see..yes Ash has got a fantastic experience. He's traveled all around the world because he knows more about AIDS than anybody else. He had a government..he had a group of people under him in San Francisco, in the big Army hospital there, where they're working on the..a lot of their customers had AIDS and the rest of the world knew nothing about it. And so he came up with something that was mentioned in that thing there. (points to article)