

David Engel

From: The Vasbys [kvasby@smallbytes.net]
Sent: Thursday, August 08, 2013 4:40 PM
To: Undisclosed-Recipient;
Subject: Lincoln High Newsletter - 8/8/13

Lincoln High Newsletter

This week's topics:

1. **Traveling salesmen:** Memories of your dad as a traveling salesman, only home for weekends - or yourself - or traveling salesmen you remember.
2. Did you ever participate in a **scavenger hunt**?
3. What's your favorite place to go to hear **country & western music**?
4. **Sailing.** Have you ever sailed a boat? How did you learn it? Experiences while sailing.
5. How has your **church changed** over the years?
6. Anything else you'd care to write about.

and responses:

Barb & Bill Cammack - barbaracammack@hotmail.com

We learned to sail at a camp for families in Eagle River in the late 70's. Started out with a "Minifish" and moved on to a 30' Grampian and then a 33' Hunter. I turtled the little boat many a time but could always right it. (Total upside down boat). We started out in St. Joe, MI, on to Burnham in Chicago and then to Hammond, IN. When we moved to Door County we found that we didn't use it as much as we thought so we sold it and went on to kayaks and a fishing boat. We took lessons in Chi. from an East Coast sailor who had great respect for the Great Lakes, especially MI as the weather changes in a flash. We sailed the lower half of MI mostly and the waves could be wild. Bill raced in the short Wed. night races for several years and we both did fun Sat. races in Egg Harbor. Most non sailors do not realize the work and knowledge it takes to enjoy sailing. It's also challenging when the captain and first mate are shorter people (us). We had some nasty storms, wind often against us on our trips but the memories of quiet, gliding thru the waters with only wind power. To this day, 30 yrs later, I still can get seasick!

Kathy Gotter - gotteskd@yahoo.com

If you live in Oklahoma, you don't have to go anywhere special to hear country music. It is everywhere. Garth and Trisha live about 45 minutes away from our house. Garth went to college in Stillwater where we lived for 17 years. He sang at weddings for many of the friends that I taught with. He spent his lunch hours at the student union playing his guitar and singing. Who would have known..... Alot of the current stars of country are Oklahoma natives and their families are still here. There is alot to be said for starting your singing career in church. That is the way for most of the Okies. The closest I came to even thinking about Oklahoma when I was in school was through choir and the operetta, Oklahoma, that we did in 62, I believe.

Stan Schultz - schultzmti@aol.com

Sailing up and down the Wisconsin river (and lake Oshkosh) with Bill Heilman and living/sailing on an 87' ocean going schooner in while living in Charleston SC

Chad Lewis - chad.a.lewis@comcast.net

Learned how to sail a Butterfly at my ex neighbor's cottage near Gresham, WI. Dumped it a few times and realized how hard it is to right a Butterfly that has gone 180 with the sail straight down in the water. They only have a dagger board and no weighted keel, so you can roll it over completely again if you don't do it right. Also learned that hats don't float.

Don Solie - dg.solie@hotmail.com

Traveling Salesmen: I guess I would qualify as a traveling salesman, however I've always thought of myself as a provider of solutions for insurance companies and their Information Technology needs.

I started my career as an auditor for Ernst and Ernst (now Ernst and Young) and quickly moved into solution consulting in the IT arena from which I launched my traveling salesman career. I wasn't on the road all week, and in fact some weeks I didn't travel at all. Almost all of my travels required using the airlines with very little completed using an automobile. The exception being that typically I rented from Avis and Hertz once I arrived at my destination.

Many people thought of and think of this life of travel throughout the US as an opportunity to visit historic or high interest sites. If anything, this or these opportunities were infrequent. A typical schedule would be to fly from Atlanta to Detroit and conduct meetings, and then in the same 24 hour segment fly to New York to meet with another related account. I'd follow that up with a trip to Columbus, Ohio and then drive to Cincinnati, and ultimately fly back to Atlanta the third or fourth day "on the road".

Airlines now refer to my type of traveling salesman as "Road Warriors". I've accumulated more than 3.5 million miles on American Airlines, more than 1 million miles on Delta, and nearly one half million on the United/Continental merged airline. I can't recall how many miles I accumulated on now defunct Eastern Airlines, but I can share that I NEVER ate the mystery meat they used to serve when meals were part of the value received.

Before lap tops and I Pads I carried an Official Airline Guide in my brief case so that I could make "in trip" adjustments and get from Springfield, IL to Boston without going through a travel agent.....it was a sign of efficiency.

There were rewards related to the travel in terms of frequent flyer mileage which could be converted to free tickets. My family never traveled anything other than first class so they became spoiled, and when they were on their own "nickel" and making reservations in the back of the bus they really appreciated those frequent traveler rewards. I also (and my family) enjoyed earning frequent stay points with Marriott, Hilton and Hyatt hotels. We all loved staying at Ritz Carlton hotels as a result of Marriott points. I did earn "Flying Colonel" status with Delta which equated to free access to their Crown Room and free upgrades on all Delta flights. This was to be a "lifetime" award, but in 1997 all FC's received correspondence informing us that the program was terminated!

My travel is greatly reduced now, however I have a lifetime American Platinum status which provides some perks such as no baggage fees, early boarding and seat assignment access, however since I fly out of Dallas there are so many Executive Platinums (fly 100,000 miles in one year) that I don't get upgrades without cashing in miles in advance which I often opt to invoke since I detest waiting in lines and flying with what we Road Warriors refer to as RT's.....Recreational Travelers. And eating at fine restaurants was a benefit. I had an account at "21" in NY (home to power brokers) and dined in 5 star restaurants presuming the city I was visiting had them. For years Cincinnati had the largest population of "5 Stars" and I enjoyed great meals at all of them. Having expense accounts and also ranking as the top 1 or 2 producers for a tech company resulted in little scrubbing of my expenses. A person who brought in \$50 million to \$100 million in software and service fees was treated like a "God". I was fortunate enough to have achieved those numbers, probably because I was lucky and those supporting my efforts contributed much to my success.

As for my family we are a very close knit group as we learned to maximize our time together because of my traveling. I also gave up playing golf for more than 10 years while our girls were involved in soccer, basketball, dancing, cheerleading

etc. Our children recognize today that we were a close knit "team", and that most of their friends didn't have as loving and fun a family life as we enjoyed. My wife deserves ALL the credit, and I think anyone who travelled for a living either had a wife who ran the family operation, or their marriages count 2 to 5! We celebrated our 44th anniversary this year, and Mrs. Solie made it happen!

I can't say that I'd change anything even though there were many 18 hour days including travel and one's body and physical health had to meet challenges. We lived well and are as close a family as any that I know of.

A "Traveling Salesman's" point of view!