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On The Road: A Glimpse at Life in the Trenches

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On the Road

A glimpse at "Life in the Trenches"

Column Editor: **Don Jaeger** (Alfred Jaeger, Inc.)

All stories, all anecdotes, all shared experiences are welcomed. Fax them to 516-543-1537, or mail to Don's attention at Alfred Jaeger, Inc., 66 Austin Blvd., Commack, NY 11725-9009. — DJ

The following story will remain anonymous and occurred a number of years ago at a Florida Library Association Meeting. A salesman for a major vendor had finished sales calls after covering the state for the week and benefited from a few days in Miami prior to the start of the Florida Library Conference. He was able to spend time at the pool and on the beach to review his sales notes before the start of the conference. An officer of the company and a few other sales people were to arrive Sunday and the exhibits were to start that afternoon.

The exhibits got off without a hitch and were well attended and closed early that evening. During the course of the

exhibits a few good customers were invited to proceed to a local restaurant. When they were in the lobby, his boss asked the salesman to bring up his car so they could drive to the restaurant. The salesman tried to discourage his boss and did everything he could to try and use a cab or some other means to get to the restaurant.

Reluctantly, the salesman ran to the garage and pulled up on the side where the buses and cabs pull in. After waiting quite a while in the lobby, the group proceeded to the outside of the hotel where the car should have pulled up and they were shocked to see the salesman trying to stuff a large inflatable raft into the trunk of his car. It was quite humorous because

the air just would not go out as fast as he wanted it to and his boss

wasn't thrilled to say the least. Not only was he embarrassed by the raft, but also the car was full of sand and candy wrappers, as he had driven the whole week throughout the state and did not have the opportunity to clean the car, thinking that it would not be used during the course of the conference.

What about some stories from International sales people in Europe and Asia? We'd like to hear from you. ☛

Remembrances

continued from page 83

us what friendship meant. Friendship to Liz was keeping in touch, loyalty, honesty, and caring. Since her untimely death, Liz's friends have been calling one another and sharing stories of what her friendship meant to them.

Liz always said her best friends were librarians because, after all, they were by far the interesting people to know due to their broad interests. For me, Liz's love of librarianship was one of the best gifts she gave me. She was passionate about the profession. She believed that there was no other profession more fascinating or challenging, especially in this time of change. She made me proud to be a librarian and proud of my profession. Hopefully, many of us can instill in others that passion. The mold was broken with Liz. She was unique and special. I don't think I will ever have a friend as honest, caring and loyal. I miss you, Liz.

In Memory of Liz Futas

by **Kay Cassell** (The New York Public Library)

Liz Futas was one of the most dedicated professionals I have known. She was devoted to librarianship and was interested in all aspects of the profession. She combined the pragmatic and theoretical extraordinarily well and was never out of touch with the working librarian. During her sabbatical she worked on the reference desk in a small Rhode Island public library in order to better understand the real library world and also just to have a

chance to experience the joys of reference work.

Liz was one of the early chairs of the SRRT Task Force on Women now known as the Feminist Task Force. She was a strong chair leading the young task force to develop new initiatives. Liz was always very conscious of the need to help women develop as leaders in ALA. She encouraged all her students but in particular the women to join and be active in ALA. When some of them were elected to ALA Council, she mentored them and encouraged them to speak out and be visible. She was herself a wonderful role model for women through her active participation in ALA which included ALA Council, ALA Executive Board and finally the ALA Publications Committee.

I think Liz will also be remembered for her pioneering work on public library collection development. In recent years there have not been a large number of librarians who have written on collection development issues particularly those issues of concern to public libraries. Liz was very interested in this area, and both wrote about it and did consulting work with public libraries. As a result of her interest in this area we ended up writing a book on collection development together. It was a wonderful experience. She was well organized and was always willing to do her part. We spent hours planning and writing both together and separately and sending computer disks back and forth. Liz was always willing to share her rich experience and to learn.

On a person level, **Suzanne LeBarron** and I roomed with Liz at ALA for a number of years. Liz loved to tell the story of the night a librarian friend was in our room talking with us. Liz said that first I fell asleep, then Suzanne fell asleep and all at once she realized the friend was leaving and asked why. The friend said it was because all three of us had fallen asleep. ☛