

# Frank Makes a Decision



*Marion High School class of '33.*

“I had a job selling shoes for Willie Glogas next door to Pop’s store, Indiana Dry Goods. Most of our customers were farmers and factory workers who used big heavy shoes. The shoes used to sell for \$3.98, \$4.98, and a real good shoe was \$5.98. And of course the key to the best salesman was who could upgrade their sales. They’d come in to buy a \$3.98 shoe and if you could talk them into buying a \$4.98 shoe, that was a big deal.

So one Saturday when I had worked for Willie part-time for about a year – I had just gotten into high school, I guess – I had a real good day and I upgraded almost every customer



*Frank, circa 1930.*

I had, and I even sold several of the best shoes, the \$5.98 ones, to people who never thought about buying that expensive a shoe. I told them it was better for their feet, arch supports, and the safety of the toes and everything. I had a real good day and I was so proud of it. Willie told me what a good job I did.

So I was feeling pretty good. But I’ll never forget: I was sweeping the floor at the end of the day and Willie came along and said, ‘You’re not sweeping the floor right! You’re never gonna learn how to clean the floor.’ And he bawled me out and just blew my stack about how good I was feeling about everything else, and I’m almost certain that at that particular time I made a decision that affected the rest of my life: I never wanted to work for anybody else. I wanted to work for myself.”

*Excerpted from an oral history of Frank conducted in October 1990 by Judith Pierotti in Madison, Wis.*