

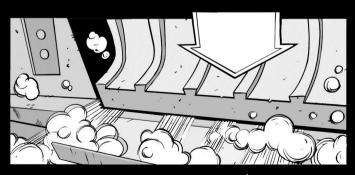




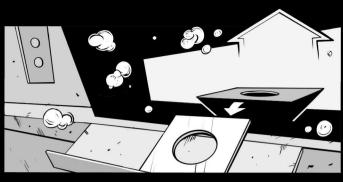
For many years



in Cleveland, Ohio







TINK.



I helped run



with my aunt Iris.



TINK.



We used to travel together

We worked endless trade shows.

BLINK



And that is where

all the time



BLINK



we were first introduced

for business.



One year we even made it to Hawaii.



to Abalone.



ooh, what a gentleman.



Look, Barbara.





The fish is very reasonably priced.



That's our local catch.



It's called Abalone.



Should we try it?



mmmmm



Barb?



Look, the world was different back then.



BADUMP BUMP



This was waaaay before Amazon.







We had fourteen thousand dealers nationwide!



Somebody had to sell our products to every mom-and-pop office supply store.



And that somebody was the Manufacturer's Sales Rep.



BBRAAP.





Weeks on the road.



SNIFF SNIFF,
These guys were mercenaries.



It wasn't easy.



Living off commission.

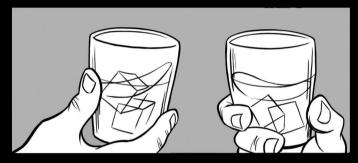


So once a year in Chicago





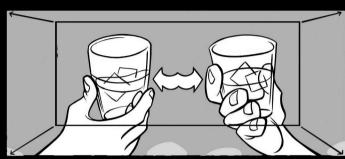
for a thank-you dinner,



and they really took advantage of it.



CLINK.



To our wives and girlfriends!



May they never meet. hahahahahaha!



Yesssir... hootie What's everybody drinking?! Scotch?
Bourbon?



Hiyaah, Barbara. Whatcha drinkin there, Canadian Club?





Uhh, Canada Dry. heh heh.



Great! You know I'm quite the wine connoisseur.



Shall I choose the vino for tonight's meal?



Uhhh.....

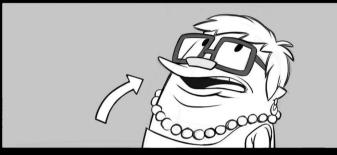


suuure...?.





Is it the oysters and Chivas or are salesmen always like this?



They're used to repping the big dogs, with big expense accounts.



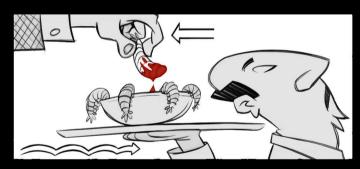
We're the fleas.



So indulge them.



SPLASH!



Just watch, boys.



scroll background

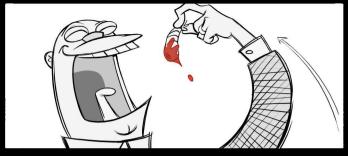




plop.



blap.



HHHAAA



MMMMMM.



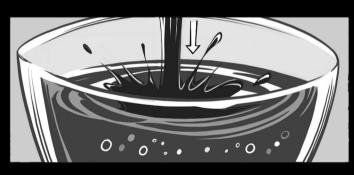
You know what they say, Barbara.



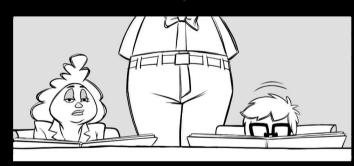
What happens at the Marriott, stays at the Marriott.



poke. am I right?



BUURGLE



Barbara, look. They have Abalone on the menu. Isn't that funny?



Remember how good it was in Hawaii? And cheap!

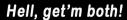


endk.

Attention, everyone.
We're thinking of ordering for the table.

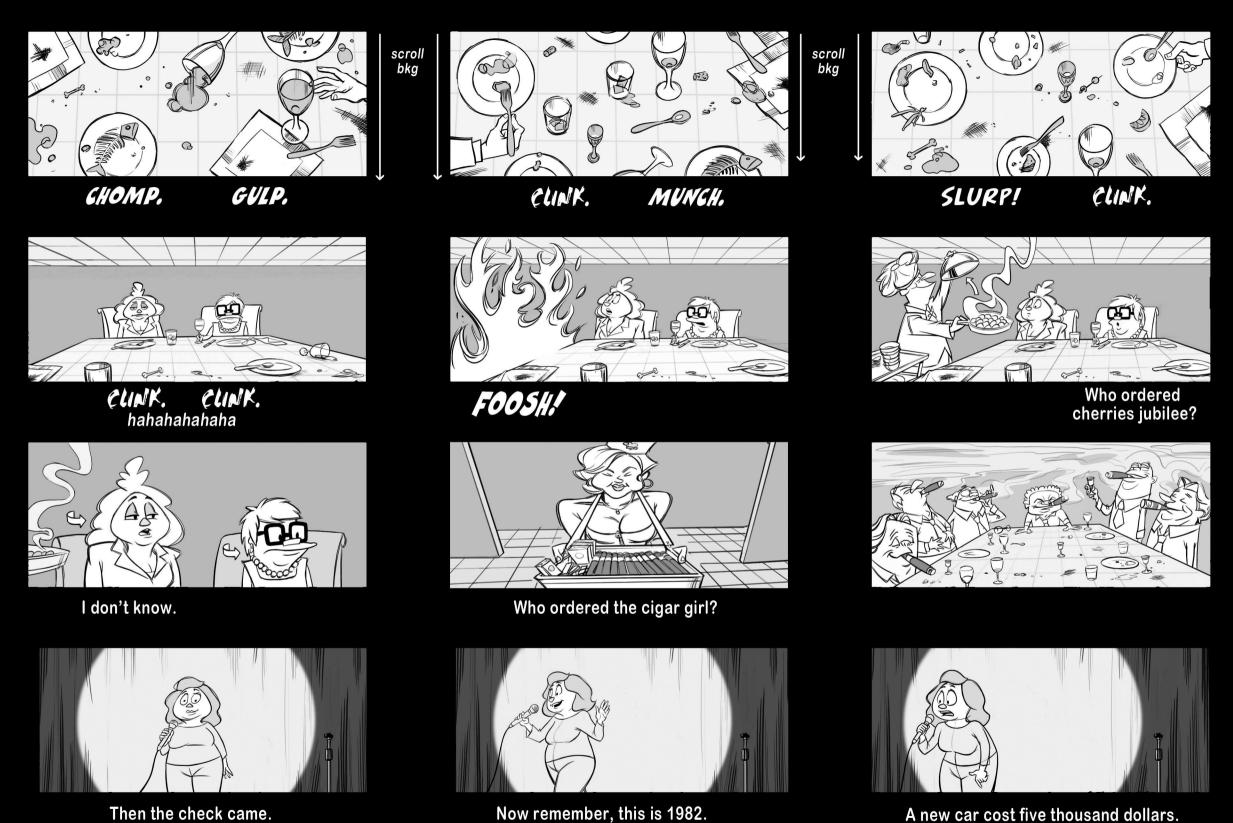


Apertif or digestif?





We'll take the fish.



A new car cost five thousand dollars.



My rent was eighty bucks a month!



I've never had an out-of-body experience.



But according to Iris,



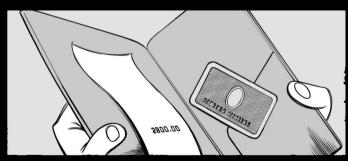
she took two steps forward,



turned around,



and saw herself staring at the bill.



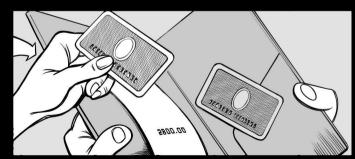
It was for \$2800.
Abalone in Chicago was \$60 a pound.



The wine tab came to a thousand dollars.



Iris was turning blue.
I had to break the tension.



So I threw down my Amex card on top of hers.



That snapped her out of it.



And this forever became known in family lore as **The Abalone Story**.