



Background: The truck I drove from village to village, selling small items to residents. I carried a bullhorn to advertise my arrival. I'm standing on the far right; the gas mask was to protect against fumes in the production plant.

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### CAREER AND FAMILY

**W**HEN I STARTED AT Bayer in the early 1950s, I did everything: I corresponded with the Germans, imported the active ingredients, wrote orders, set prices, hired personnel, made sales calls. Whatever it took to move the product, I did it, from marketing the pesticides to mixing them.

I'm not a chemist, so to prepare myself for sales calls, I brought on entomologists and other specialists to teach me about the products and what they could do. I grew our list of distributors and I made sales trips, meeting farmers in their fields and visiting with the agriculture extension service reps around Peru. Slowly, steadily, our sales volume started to grow.

A couple years after I recovered from TB, I moved out of the Comejos' home and into an apartment with Klaus Samtleben, a German friend who worked as an accountant for a textile company.

I had been a little shy around girls as a young teenager,