

**VOICES OF THE CAPE FEAR  
INTERVIEW WITH LOUIE E. WOODBURY, JR.**

**AUGUST 30, 1995**

**INTRODUCTION**

**This is Sam Bisette on the afternoon of August 30, 1995. I'm in downtown Wilmington in the offices of Louie Woodbury and Company, and ... or and Companies. It has been a business of long standing in Wilmington. It is going to be a pleasure to talk with Louie Woodbury, Jr., whom I've known for many, many years. In fact, more years than I would care to remember.**

INTERVIEWER: Louie, let's see if we can go back just a bit and establish a base for someone listening to this who may not be in Wilmington, or may come along later. Please tell me how you happen to be in Wilmington, a Wilmingtonian, how your family happened to here. Just tell me a little about yourself.

WOODBURY: I was born on June 6, 1914, in Wilmington. I've never left here though I've had many offers to leave Wilmington, but have never had any desire to leave Wilmington. It's too nice a community. I've thoroughly enjoyed it. My father came from South Carolina, my mother from Florida. I don't recall how many years they were here before I was born, but not too many years.

INTERVIEWER: What, about your early years, schooling and what grammar school, or did you go off to school? Tell me just a little about ... maybe five or six on up and when you went to high school.

WOODBURY: Well I went through grammar school and high school in Wilmington. I finished high school here, and immediately after finishing high school I went to work. It was right in the midst of the depression. I ... did not go to college. I'm very sorry I did not do it, in some respects. I was too much in love and I started the insurance business in 1932 and in 1933 I was married. Started raising a family and I had to be too busy trying to support them to do anything else.

INTERVIEWER: I have a parallel in that respect. I went to work when I was 18, and the war was starting, you know. I can understand. Going back to the early days in Wilmington, that would be, you say you were born in 1914?

WOODBURY: Right.

INTERVIEWER: That means you'd be ten years old in 1924, and beginning to be of an age where you could remember things. What was life like in those '20's for a youngster who was beginning to be a teen-ager?

WOODBURY: I don't remember as much about the '20's as I do the '30's, but ... in the '30's Wilmington had been a very small town. At one time it was a very thriving community. But then in the 30's it became a very small town. When I first started in the insurance business I could name you every store up and down Front Street. And today, I know maybe about one or two people out of a hundred.

INTERVIEWER: That's about where all the stores were except a little over on Brooklyn and a little over on Castle Street.

WOODBURY: That's right.

INTERVIEWER: You say you went on into ... Now high school at that time, was the new high school built?

WOODBURY: No, I went to Hanover High School.

INTERVIEWER: Yeah, and the new building was built I think, in the latter '20's, so you went to the building that is out there now?

WOODBURY: That's right.

INTERVIEWER: Okay. What did you do for entertainment in those days? What did boys do around Wilmington to entertain themselves?

WOODBURY: We had a group of young people who had been together, and we met every weekend in someone's home. We played the Victrola. We did have a radio. We played that and had a good time. No one drank. I lived down, close to downtown so we walked down the street in the evening. I had a deadline of being home by 11:00 o'clock. If I wasn't home by 11:00 o'clock, I couldn't go out the next weekend, so I made it a point to be home by 11:00.

INTERVIEWER: Sounds like your family was practicing discipline.

WOODBURY: That's right.

INTERVIEWER: Tell me. Do you recall what the radio programs were — the popular ones in those days? What were people listening to in the evening around 7:00 o'clock.

WOODBURY: Well, we listened to Glen Miller, and music of that type back then. "Amos and Andy" was a very famous radio show back then and we listened to them every time it was possible.

INTERVIEWER: What about news? Was there any news on the radio?

WOODBURY: Yeah, but not like we have today.

INTERVIEWER: When you got into high school, do you remember any of the teachers who had a profound influence on you as years went by? I think we were all influenced by people that we are thrown with, but any of your teachers particularly?

WOODBURY: Yes, I had a very good English teacher and a Latin teacher and a math teacher. Mrs. Struthers was math teacher then. She was tough.

INTERVIEWER: Hester Struthers.

WOODBURY: Hester Struthers, right.

INTERVIEWER: How about your English teachers. Do you recall any?

WOODBURY: No, I'm of an age where I have difficulty recalling.

INTERVIEWER: Was it Frances FormyDuval by any chance?

WOODBURY: Sure was.

INTERVIEWER: Okay. The reason I remember her is the same reason that you did. She had a profound influence on me. Do you know if she's still living? At least she was most recently.

WOODBURY: I'll be darned.

INTERVIEWER: Louie, after you left school and went straight on into marriage and work and everything. You did it all at once it looks like. What was downtown Wilmington like in those days. This would have been in the latter '30's would it not have been?

WOODBURY: Well, back in '32 and '33. I graduated in '32 and married in '33. Back then it was like a small country town with a main street where most of the businesses were — a few on Castle Street and a few on Fourth Street.

INTERVIEWER: What marked downtown as being something that would be different than what we would see when we walk out on the corner here of this building which is right at the corner of Front and Princess. Front and Princess was virtually the center of the downtown district right in front of Market. What would be different out there then than today?

WOODBURY: Well, the buildings were wooden. We had some special places we went to like Saunders Drug Store — Woolworth's Five and Ten Cents Store, and the merchants clothes stores and shoe shops and things of that sort. It was just like a small village.

INTERVIEWER: You know one thing I remember? It's the awnings on the buildings.

WOODBURY: Yeah.

INTERVIEWER: Sidewalk awnings that rolled out over the street. Did people use the streetcar much in those days?

WOODBURY: Yes, and that streetcar line went up 17<sup>th</sup> Street and on down to the beach. That was quite a ride back in those days when you could jump on a streetcar and ride down to Wrightsville Beach, and come back on it. You'd stop at the stations so you talked to all the people along the way.

INTERVIEWER: Did you have the old Post Office then, back in the early '30's?

WOODBURY: Yeah.

INTERVIEWER: Otherwise it looks like the buildings downtown were pretty much the same except for the bank buildings that have been built, one of which we're in here.

WOODBURY: That's right.

INTERVIEWER: When you recall those days, which were the days we call the Great Depression, do you have any recollection of those that would be specific and interesting as to the way life was then?

WOODBURY: One thing I recall was that all the banks closed back in '29 and '30. My insurance company just happened to have some cash on hand. They wrote me a letter and told me that they would disperse this money among customers who needed it. I was given authority to let people have \$100 a month. That was the maximum they could get until the money gave out then. A hundred dollars back then was a lot of money.

INTERVIEWER: Well, I have never known of that. That certainly puts a different light on insurance companies than we have sometimes.

WOODBURY: That's right.

INTERVIEWER: This was in the depths of the depression?

WOODBURY: That's right. A hundred dollars would take care of food back then.

INTERVIEWER: A hundred dollars was a lot of money back then.

WOODBURY: That's obvious. I guess a man who made \$300 a month back then had a large income.

INTERVIEWER: Yeah. The prices of things downtown would shock some of our people today when they talk about the term "what it costs to get a mule downtown."

WOODBURY: That's right.

INTERVIEWER: And what a haircut would cost, for example. Do you have any idea what a haircut was back then?

WOODBURY: No, but I recall meals were 35 and 40 cents — a good large meal, at that.

INTERVIEWER: Probably included the drink and dessert too at that price. What were some of the eating places downtown that you remember?

WOODBURY: Well, Saunders Drug Store had a long counter where they would serve food, and then we had a pool parlor down here and they also served food. Those were two places I frequented most for my food, although I did not play pool.

INTERVIEWER: What about downtown hotels in those days?

WOODBURY: The Orton Hotel, yes. It burned. Quite a nice hotel in those days.

INTERVIEWER: What were some of the others?

WOODBURY: The Wilmington Hotel was still there.

INTERVIEWER: Was that the one owned by Mr. Bugg?

WOODBURY: That's right.

INTERVIEWER: Every town has its people that are in public eye that are, shall I say, unique, different. Some people say they are characters. Wilmington, I expect, has had its share of some of these. By that, I mean that's not a demeaning term. It means that these people were unique and different. There's one, for example, that came along later in Wilmington, which is the type I'm talking about, was J. E. L. Wade.

WOODBURY: That's right.

INTERVIEWER: Now back in the, earlier than that, do you recall any people who were characters in the downtown area?

WOODBURY: Jimmy Wade lived for a long time. I recall when Jimmy played golf, he was in the middle of a golf swing and somebody came by, he'd stop his swing and wave his hand to them. He'd say, "Hi Buddy!" But, Dan Cameron was a man back then that made a very outstanding man. E. L. White who had an ice cream truck became a very, very good man. They were both outspoken. They called the shots. They didn't have the risks on the Council like we have today.

INTERVIEWER: Um hum.

WOODBURY: They worked together.

INTERVIEWER: Did you serve in any political office yourself?

WOODBURY: No, I didn't. My father told me one time if I ever did, he'd disown me.

(Laughter.)

WOODBURY: I was offered a post on the city council, but I wouldn't take it. Now, I've played a lot in politics, but I've never been active. I've always played on the sidelines.

INTERVIEWER: Yeah. Back in those days it was interesting, I guess the people were good people but on their own they wouldn't have gone into politics. You businessmen, I guess the word is ganged up on them and got them to run. What was going on state wise during that time that affected you? Can you remember — back in those days? North Carolina's government wasn't as big as it is now.

WOODBURY: Wish it wasn't. I guess I started to say a while ago the thing that probably affected my life maybe more than anything else has been the church. I became interested in religion. At one time I thought I'd be a preacher, but I decided not to because I figured the average preacher only had a small congregation. I didn't like the idea of having to be circumvented by a small group. I liked to be able to talk to more people. And I thought maybe I could influence more people as an individual instead of a preacher. But I started reading the Bible and I started praying daily. I figured if you did those two things that you couldn't make many mistakes during the day 'cause it would remind you of it. The only lesson I found in prayer was that when I prayed, I prayed to the Lord as if I was talking. It took me a long time to realize that you don't do all the talking in prayer, that you've got to ask questions and you've got to listen if you're going to bring God into the prayer, you must listen to see what the answer is.

Once you find that out then prayer becomes much more important to you. It helps direct your life and I think it had a big influence on me.

INTERVIEWER: That's good. That's a fine statement. Let me ask you about who was heading up the Insurance Department back in those days? Do you recall who the Insurance Commissioner was?

WOODBURY: Charlie Gold, there for awhile.

INTERVIEWER: Dan Boney?

WOODBURY: Dan Boney was the first one I knew of. He'd been there for many, many years.

INTERVIEWER: Tell me, by being in the insurance business, of course you were exposed to the facts when you had a catastrophe, whether it be a major fire or anything. What are some of the instances that came along that kept insurance agents mighty busy for awhile settling claims in Wilmington? We're talking about ... now we're talking about the 30's, 40's, and 50's.

WOODBURY: Well I think a lot of things the agent is involved in. He's got to take care of his customer. The company is big enough to protect themselves. In the event of a loss they are gonna protect themselves and the agent has to protect the customer. I got involved in Hurricane Hazel. I went out and got my companies to agree that I could go out and help adjust losses, which I did. I always took an adjuster with me and we'd settle a lot of the claims. The insurance companies at that time couldn't make up their minds if they were gonna pay for total losses on beach property.

INTERVIEWER: That was because of the wind and water controversy.

WOODBURY: That's right, and they waited a long time to get around to it.

INTERVIEWER: For the sake of the listener, the insurance companies were liable for wind damage but were not liable for water damage.

WOODBURY: That's right, and anyway I was reported to the Insurance Department as having settled losses without a license. I appeared before the Insurance Commission to see why my license shouldn't be revoked. I'll never forget what the commissioner said, he said, "Louie, knowing you as I do, I know that you are going to look out for your customer. Now we understand that you probably paid some losses. It would be your nature to do that. On the other hand I'm sure some others paid theirs. I'm not going to find you guilty, but I am going to say this. The companies who have underpaid their losses, we're going to look into them very carefully and they will be prosecuted. They'll go back and re-open and pay the people like they ought to pay them." Well, one of the companies that I did not represent took it before the New York Underwriters in New York, and demanded they cancel my license up there. The company was going to take away my representation. I never will forget that two of my companies stood up and said, "I've heard enough of this. I've known Louie all of his life. I know he didn't do anything wrong. In fact I'm so mad about it I'm going to resign from the exchange." The other company got up and said virtually the same thing. They said, "If he is sued by you, we're going to give him the proper legal representation." Well, they finally dropped it, so it was quite an experience.

INTERVIEWER: That's quite a story.

WOODBURY: It certainly is.

INTERVIEWER: How about some of the larger fires that we've had. I know we had ... the beaches were prone to have those. Do you remember any of those.

WOODBURY: Yes, I remember the fires we had at Wrightsville Beach. Whenever a fire occurs, it creates its own furnace. The hot air coming up from the bottom can cause the wind to change. It wiped out a good part of Wrightsville Beach from Station 1 on down to North. We had a lot of losses down there. People from all around town went down to see the damage that was done. It was a real unusual thing. The hotel was burning and I never will forget that they were trying to put the fire out and they kept playing the water on the side of the building trying to put it out. What it did, the side collapsed on the surf side and it caused an awful lot of damage to the stores. It caved in the roofs and the water came in and all the merchandise, and ... we had a shoe store there and the company, rather the customer wanted to sell his shoes. We told him he could not do it. We would not permit it. In the first place, a pair of shoes--after you wear them--you can get them wet. But until you wear them, not having any oil in them, it will ruin a pair of shoes to get water in them. We told him that if he sold them in Alabama and Tennessee and around and people would blame him for selling shoes that were bad. We convinced him he should not do it. We paid the loss and the insurance company agreed with me on that.

INTERVIEWER: That's great, that's great. I wish more people were interested in looking out for that. Do you remember which insurance commissioner that was apparently looking out for the, that you had your difficulty with? Was that Boney or Gold?

WOODBURY: I think it was Gold.

INTERVIEWER: Let's move up just a little and come up into the fact that anybody who is in business downtown, that's a leader in the community such as you have been, has some connections with the community other than your business connections. I'm most interested in your part in the formation of the hospital. I wish you'd tell me a little bit about that, about when you went with them, and a little about how Cape Fear Hospital came to be and who were the players responsible for that. You've got some doctors who were instrumental in that.

WOODBURY: Well, two primary instigators in the hospital work, Dr. Tom Sinclair and Dr. Billy Mebane. They put a lot of money in it personally, and bought an old hospital. I guess you'd call it a hospital back then. And, first of all, they bought that. Later they rebuilt it completely, and they were moving factors in it. I was put on the board the first year it started and have been on it ever since. I served as chairman for 12 years and the year I had to quit because I traveled so much, the new president would not take his job unless I'd agree to be vice-president. I've been vice-president ever since. Cape Fear Hospital has been a real part of my life and ... I spend some time every day over at Cape Fear Hospital. It's a wonderful institution. Right now we're having some problems trying to do something for the hospital. We've closed our negotiations temporarily, but I'm sure we're going to reopen them. I do what I can to work out something and I think we'll all work on it hard then we'll do it.

INTERVIEWER: Who are some of the others who have been associated with you in the past and have been there for a long time in connection with the hospital. Who are some of the fellow board members with you?

WOODBURY: Ed Dowers is currently President and he's been on the board for about ten years. Sid Bear is a newer member. He's only been there for about five years — does an outstanding job. John Fox is on there. Before him, his brother Joe was on there, and prior to that, his father, in the old days. And John does an outstanding job. We have a good board and they, we don't ever have any fights on the board, normally, even if we disagree. We end up with agreeing to go along and don't fight each other.

INTERVIEWER: You've made some additions and so forth out there, especially the round addition, which I like very much. How did these happen to come about? Tell me a little about those.

WOODBURY: Well the Boneys have done most of our architectural work out there. And Charlie and Leslie felt the round building would be a better way have the hospital because you'd have a nursing station in the middle of it, and the nurses could see down the hall both ways and could better serve it in the rounded area than they could in other work areas. But they've made a lot of excellent improvements. I think that this hospital, when you go through it you realize it's one you can be very proud of. It's as nice as any hospital in New York or any other place.

INTERVIEWER: Well, you're certainly right about that. I can sure ... Some of the other doctors, it seems like to me, when I hear of Cape Fear Hospital, I associate with. One is Dr. Robert Andrews.

WOODBURY: He's still there. He's been one of the original ones to ... not one of the moving ones, but he was one of the original ones who had an office there.

INTERVIEWER: I see.

WOODBURY: He's very loyal.

INTERVIEWER: What thoughts or conclusions or comments do you have on the way that Wilmington's situation is now? We're here five years off from the end of the century. We're in the middle of a tremendous building boom. What do you observe as our main problems in this day and time that we have to find the answers to?

WOODBURY: Well the community has grown so big so quick that we need to address the problems of traffic flow. We have some real bottlenecks in Wilmington. It's very difficult at times of day to go out and fight the traffic. Market Street's a bad problem. We need some routes around Wilmington to get some of this traffic out of the Wilmington streets. There are a lot of things we need to do to square away our traffic problems. The problem is that we have not had enough long-term planning, both for the development of the area and involving some highways.

INTERVIEWER: What is your assessment of our political climate?

WOODBURY: Well.

INTERVIEWER: I don't want to put you on the spot, now. I don't even know which party you belong to.

WOODBURY: Well, I've always been a Democrat. I always vote for the person I think can do the best job, so I really don't claim to be a Democrat. But, the problem is if you were gonna go to

Raleigh and accomplish anything in the old days, you had to be a Democrat to do that, or you got nowhere. That picture is changing. It's changing very quickly.

INTERVIEWER: Let's talk about your business just for a moment. As I understand it Woodbury and Company has been here a long time. When was it founded?

WOODBURY: It was founded in 1932. We say '33, but actually it was '32.

INTERVIEWER: Your office is now located where?

WOODBURY: We have two offices in Wilmington. The commercial office is in the Wachovia Bank Building. The personal line is over on Shipyard Boulevard. We just don't have room for them over here. The real office is in Myrtle Beach employing a total of 65 people.

INTERVIEWER: I see.

WOODBURY: We don't do anything but insurance.

INTERVIEWER: Well, looks like you have some quality support from your family. Have they come into the business? They've grown up in the business you have.

WOODBURY: That's right.

INTERVIEWER: I know your namesake, Louie, is one.

WOODBURY: Louie is the general manager, and Gene is in charge of production — done a heck of a job. And my daughter is in personal lines.

INTERVIEWER: I know it's some comfort for you to have that much support from your family. You told me you do a lot of travel, and I had a little difficulty trying to get a hold of you to do this interview because you are away a good deal. Where do your travels take you in connection with the business? You must be a multi-, kind of a multi-state operation.

WOODBURY: Well, I'm licensed in 22 states. I don't do as much traveling today as I used to do. I used to travel well above 100,000 a year by plane, but I don't miss that. (Chuckle.) In addition to that I'm also on a number of boards that take me out.

INTERVIEWER: Well, tell me about some of your affiliations that you have had, with your business and personally, whether, as we've mentioned, colleges or universities or churches or what. Tell me some of the things that you've been interested in and have served as a citizen.

WOODBURY: Well, in the insurance industry I was President of the North Carolina Association of Insurance Agents in 1951, and then became Chairman of the Southern Agents Conference. And then I was President of the North Carolina, the double "I", double "A" in the National Association of Insurance Agents in '57. I'm on the AMS Users Group Board, which I've belonged to for, oh, about 15 years, and they made me chairman of the executive committee so I wouldn't have a term to expire. (Chuckle.) I think they made me more of an emeritus. We have our board meetings largely in Texas, although we go other places in the country. I just got back from a trip to Oregon.

INTERVIEWER: Were these trips to develop or contact trips for major accounts and this sort of thing?

WOODBURY: Well, we have some accounts amongst them who have places outside of North Carolina, but we have a lot of people inside North Carolina. We do have businesses in North Carolina that we do business with.

INTERVIEWER: Well, looks like you've developed quite a business from the standing start back in 1932.

WOODBURY: I guess because of my action with the Cape Fear Hospital, I became involved in medicine. And I've been on Linebarger Cancer Research Board in Chapel Hill about 12 years. In addition, I'm on the executive committee for the Medical Foundation. Also, I'm on the financial committee for the Medical Foundation, and on the ...

INTERVIEWER: Looks like you've gotten around.

WOODBURY: (Chuckle.) Well, I'll tell you, there are always people asking you to serve. I've come to the point now where I'm saying no, but for a long time I didn't say no.

INTERVIEWER: Let's talk for just a minute about some of the local interests besides the Cape Fear Hospital. You've been a CIVITAN member too, aren't you.

WOODBURY: I was a charter member of the CIVITAN.

INTERVIEWER: Takes you back to when?

WOODBURY: About 1938.

INTERVIEWER: 1938. It has been your pleasure, I guess, to work from one time to another with maybe some of the other things in the community. I heard you say you didn't learn to say no until you were in the latter part of your life. What are some of the things that have come on the scene that you think have been significant whether you have participated in them or not? We're talking about some of the things that may have happened under Dan Cameron's tenure as mayor of Wilmington, and things that have come about. Wilmington hasn't stood still, as we know, and do you have any recollections of some of these and some of the people who may have been responsible?

WOODBURY: I was chairman of the Chamber of Commerce back in '57. We later organized the Committee of 100. I became chairman of that for several years. We brought in five industries during that period of time. We were very choosy about who we brought in. We had some people like DuPont and Hercofina and we, I think, did a good job overall. I did not feel I was personally responsible for it with as many good people working. Dan Cameron was one of the hardest workers. I think in the area of bringing industry in, I was one person.

INTERVIEWER: Something about "All American City" rings a bell, but I can't remember the details of it. You remember anything about that?

WOODBURY: Yes, we won the All American City Award back in, I think, '58 or '59. It was given out in St. Louis. We had a group, a plane full of people who went out there for it. We were very proud of it. I think Wilmington deserves to be made that. It's always been a very fine

community. We unfortunately got some bad publicity on *Life Magazine* that we didn't like, but that's usual.

(Chuckles.)

INTERVIEWER: Yeah. Well, I gather from what you are saying that you have been very happy about being a Wilmingtonian and that you have been able to make a life for yourself here and for your family, and that you have enjoyed the process. I asked you a while ago how old you were now. I could go back and figure it out from 1914, but you said 81 years old. And you stand here in the office with a full schedule and a busy day and that's quite remarkable. Are you going to retire one of these days?

WOODBURY: Don't expect to.

(Laughter.)

WOODBURY: I wouldn't know what to do with myself. I live alone. There are some bad parts, but there are off-setting good parts.

INTERVIEWER: You lost your wife sometime back.

WOODBURY: That's right.

INTERVIEWER: Has Wrightsville Beach ever been a part of your life?

WOODBURY: Yes, I own a house on Wrightsville Beach. After my wife died I lost interest and I think I've spent three nights there in the last eight years, but I'm planning to go back this year, in October. I let my children use it all during the summer. I'm going to go down when they're all out and I'm by myself. I'm going to enjoy some fishing and that's a good month, October.

INTERVIEWER: How many grandchildren do you have now?

WOODBURY: I have 12.

INTERVIEWER: Wow.

WOODBURY: And three great-grandchildren.

INTERVIEWER: Three great-grandchildren. Well that's very ... you've gotten to the age now where you could become to be a little bit philosophical. Do you find yourself philosophizing on things from time to time?

WOODBURY: Yes, I do.

INTERVIEWER: Do you want to share any of those with us? What do you think about our national political situation, for example? Our national moral situation?

WOODBURY: Well, I can't say much for morals, although I do think our morals in this country are better than they have been. They've done a big turn around. I think we went through a period where our morals got very low. I think religion has had a big part to play in it, and I think morals

are now getting much, much better. On the political scene, I'm inclined to think it's much better than it used to be.

INTERVIEWER: Well, that's interesting. Many people, I think, would give me a little different viewpoint on that. They use a negativistic attitude. Louie, we're going to be winding up here in just a minute or two and this is a time to say anything that, after we get through, you might wish you had thought of. Is there anything that occurs to you that you'd like to add to this. Look and see what you've got there that you might like to talk about.

WOODBURY: Well, there are a couple of things I'd like to mention. When I was on the National Association Executive Committee, I was very young then. I was the youngest person they'd ever had at that time. And there was a man there by the name of Mort White, and Mort was a person who would always make a motion, it would always pass. When I would make a motion it was always defeated. I went to Mort and I said, "Mort, I want you to tell me the secret to your success. Would you mind telling me what I'm doing wrong?" He said, "Yes, Louie. Number one, you're young. You're impetuous. You're too anxious to make your motion. You think of something and all of a sudden you blurt it out, and you ought to change. You ought to get into a listening mode." Just like I was talking about listening in prayer. And Mort said, "Now what I do, I don't say anything for a long time, when there's a motion and when somebody starts talking. You'll find a lot of good things about the motion and a lot of bad things, and I make notes as I go along. By the time I get through, I know who was for it and who was against it. I know the good points and the bad points and I try to make a motion embodying the good points, leaving out the bad points, and I don't normally have any trouble getting it passed." He said, "You ought to try that." Well, I tried it and it was amazing how successful I was. I had no more problems after that.

INTERVIEWER: That's an interesting story.

WOODBURY: And my father taught me many years ago that you want to always associate with smart people. He said that when you associate with people who are smarter than you are, a little bit of them will rub off on you, and a little bit of you will rub off on them. I've been very fortunate in life. I've had some very, very close friends primarily among older people when I was a young boy. An awful lot of them rubbed off on me. I feel it changed my life an awful lot. I read a book one time on how to study in college. It said that you should never ... if you're gonna read something, and study it, between 24 and 36 hours, you should never finish a chapter. In fact, you should never finish a sentence. You ought to close the book as quickly as someone came in the door, and stop right there. If you go back to the book within 24 to 36 hours, chances are you'll open up and you'll find you haven't finished the sentence. You look at that sentence and you're off to the races because it immediately triggers things in your mind. If you finish a chapter you're gonna thumb back through some chapters to see what went on before. If you finish a paragraph you're gonna do the same thing. You'll save anywhere from 15 to 30 minutes every time you do it. And working is the same way. If you're working on figures, debit and credit or one of them, you should never put down debit on a piece of paper, you know credit so much. Or if you have a thought, never finish that thought. Have a piece of paper. Put down "so and so" for the thought. So many people, when you go to see them will say, "I'll be with you in a few minutes." They want to finish what they're doing. Then after you leave it takes them so long to get back into what they were doing. But if you do that you'll find you'll save an awful lot of time. The time you save will give you an opportunity to do the things you want to do. It will give you some free time.

INTERVIEWER: Those are interesting comments. They are certainly worthwhile. It sounds like, almost like the beginnings of how to succeed and how to discipline yourself so you can make a success out of yourself. Louie, it's been a pleasure being up here this afternoon, and unless you have something else that you'd care to add, I think we're going to push the button in a minute and turn the tape recorder off. I hope that this will be something that can join these other people and it'll be worthwhile to people in years to come as they might go to the library and find out how things were and who was around and what they talked about. And so I thank you very much for allowing me to come this afternoon.

WOODBURY: Thank you.