

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

XI. PERSONAL LIFE

H. Articles about Graaskamp

3. Fishing, Fun, Puns, and Quick Quotes (Thanks to Many Alumni)

E2—Palm Beach Post-Times, Sunday, January 9, 1977

# *This Chief Knows Paralysis Is Not a Handicap*

Jim (Chief) Graascamp is not a magician, yet he prompts many to marvel.

"He can't do anything, yet he does it," Capt. Cal Marles of Jupiter said recently after completing a day of deep-sea fishing with the professor from the University of Wisconsin.

"He's handicapped, but he shows that the only real handicap people can have is in their head," Marles said.

Graascamp has been a quadriplegic since he was a senior in high school. He had been a member of his Wisconsin high school's state championship football team before his affliction hit.

"We'd have a barnstorming tour all over the state, playing anyone and everyone before the regular season began," Graascamp said as he sat in his wheelchair specially rigged for fishing. "We played five games in five days on hard clay and sun-baked sand. As a middle guard, I got my legs all torn up on those surfaces and developed blood poisoning. The shot they gave me for that somehow eliminated my resistance to polio, because I got it.

"It really totaled my parents out." That was in 1951. Now Graascamp has four degrees from various universities, teaches at the University of Wisconsin and lectures all over the country. He even had his own general construction company at one time.

This in the confines of a wheelchair with the use of nothing below his neck save a few motions with the fingers of his right hand.

"I was taken out for sails for the first time in 1969 by a group of real estate buddies in this area," Graascamp said. "I got hooked. Now I

fish whenever I get the money and the vacation time."

Actually, he had been hooked on fishing in general many years ago before polio struck. He said his mother was a fishing widow since he and his dad made it out to the lakes and rivers of the northwest every chance they got.

But from 1951 until 1966 he never went. He was busy doing things others in his position might have forsaken as impossible. Graascamp does not use that word, however.

"Like I said, my parents were very upset about it. I don't know if they've ever really handled it," the 42-year-old Graascamp said. "But I never went through any depression or period of searching. My self-image was not tied up in physical prowess. It was either give up and do nothing or forget it, make the best of it and go around once."

Obviously, "Chief", as he's called around the University of Wisconsin, decided to go around once and give it his best shot.

His shot included getting back into fishing. With the aid of a company that manufactures electric fishing reels that Graascamp activates with a stick held in his mouth, he devised a wheelchair and battery-pack system to give him the ability

**Greg Forrer**  
Sports Writer



most anglers don't thing twice about.

He started wheelchair-fishing on pontoon boats with ramps. He had some success and started to "fish with a vengeance."

"Then I devised new reels for different types of fishing. My first deep-sea trip was off Cape Cod. We got into some big bluefish in the 12 to 20-pound range. I got 35 and burned out my reel."

Since, he's traveled to such fishing grounds as Mexico and Canada, and of course, the Palm Beaches.

"So far I like this area the best," he said. "I've gotten four sails down here among other fish."

Despite his handicap, Chief never moans and groans. He sets people at ease with a fine sense of humor and genuine love of those around him. He said it's his responsibility to do so.

"The disability won't both others unless it bothers you," Graascamp said. "It is the individual's obligation to put people at ease. If I show embarrassment, I'll get feedback. But if I'm myself, pretty soon people forget. That's the nicest compliment to me — then I've accomplished my purpose."



Staff Photo by Ron Lindsey

## Graascamp Tries His Luck With Electric Reels

**'... I never went through any depression or period of searching. My self-image was not tied up in physical prowess. It was either give up and do nothing or forget it, make the best of it and go around once.'**

**— Jim Graascamp**

Two of his four student aides, Bryant Wayngard and David Yale, had landed smoker kingfish and two dolphin — yet Graascamp was undaunted.

"It's 3-0 against me. Don't they have any respect for who's paying for the charter?" he joked. "Actually, I'm being selective. I'm after the big ones."

A flurry of dolphin started crashing baits in back of the boat. The Chief broke the ice with one of the

fish mate Zan Tol calls "dolphino delicioso."

Many sails were raised, but just one hooked and released, Bryant getting the satisfaction of a 6½-footer. Dolphin continued to put on the feed — and by the end of the trip, the Chief was high man with three dolphin. The largest went between 15-20 pounds.

It was a battler. Upon hitting the High Tension's deck and feeling Zan Tol's hands, it started flooding

Graascamp, who has a doctorate in both real estate and insurance, a masters in securities analysis and a B.A. in creative writing, works with other disabled people in an attempt to instill them with the same attitude.

"To use a fishing term, I often have to tell other disabled people they have to fish or cut bait. Either you do something or just die. Most people recoil from the final alternative.

"They need an example or a prototype. I try to give them one."

He doesn't expect them to get out in the Atlantic Ocean, however. That's pretty much his own thing, something he does because he likes to get away from the ringing of a telephone.

"And part of it is just finding out if I can do it. I once tried fishing in a 16-foot aluminum boat.

"It was a little marginal. I just about rolled it over once."

On Marles' boat, however, he didn't have to worry about rolling over. The Chief was securely fastened by ropes and wooden braces to the port side of the sport-fishing boat. From there, mate Rick Zan Tol would flip the trolling baits out and Graascamp would await the strike of a gamefish.

He cannot "set up" on a fish, but with a jerk of Zan Tol's hand on the line or the quick-retrieve action of his electric reel, he can hook them with some regularity.

And now that the chief has conquered bottom fishing and trolling, he's working on a new device to allow him the use of light spinning gear — including the act of casting.

"Right now we've got a wind-shield-wiper motor plopping the lure or bait out there," Graascamp said. "But it just lobs it. We need to get more distance. We may need a spring-loaded device.

"When we get that working, I don't know what's next. I'm always looking for something new. After I leave here, I'll start thinking of another fishing trip.

"I'm always scheming, looking for a new place to try my luck."

For a while the other day, though, it seemed as if his luck was back at the dock.

violently. It spit the hook, jabbing Zan Tol's leg in the process.

"Maybe I should have caught you," Graascamp said to Zan Tol. "Then I'd be able to beat out that kingfish for the biggest fish of the day and save the dollar I bet."

Graascamp laughed. Being out on the water, in the midst of camaraderie, was enough for him.

The fish were an extra. Marles knew. Zan Tol knew. And Graascamp knew.

COMBINING FISHING, FUN AND TEACHING  
IN ALASKA  
IN THE 1980S



JERRY STONE, CHUCK MURPHY  
AND THE CHIEF  
SOLVING THE MATERIALS  
HANDLING PROBLEM  
IN ALASKA

## Real estate seminar set

A nationally recognized expert in the real estate field will be the lecturer for a one-day seminar scheduled here Thursday at the International Banquet House.

Dr. James A. Graaskamp, chairman of the real estate department of the University of Wisconsin, will focus on marketing in his presentations for real estate brokers and agents.



Graaskamp is coming to Alaska as the second speaker in a guest lecture series for all real estate licensees in the state. The series is sponsored by the Alaska Real Estate Commission in conjunction with the Alaska Center for Real Estate Education and Research.

There will be no charge for the seminar which will run from 8:30 a.m. to noon and 1:30 to 4 p.m. Seats may be reserved by contacting the University of Alaska, Anchorage, office of public affairs.

“The Ovens  
is the type  
of Convocation  
Center Madison  
really needs.  
Friendly,  
pleasurable,  
delicious  
& thrifty.”



**Professor**  
James Graaskamp

Serving breakfast, lunch and dinner. Always innovative, fresh, and good tasting. Enjoy the variety and special menus offered by each of our four restaurants.

The Brittany Bun. Captured at the peak of warmth, outer layers crackling to reveal soft buttery bites. Also, croissants, specialty breads, tortes, pies and cakes. All available to go at each of our four locations.

Our newest service, catering is available for business meetings, wedding rehearsal dinners, receptions, birthdays, graduations, and cocktail parties. We will design a menu to fit your needs.

*Ovens of  
Brittany*  
RESTAURANTS BAKERIES

**DOWNTOWN**  
257-7000

**MONROE ST.**  
251-2119

**SHOREWOOD**  
233-7701

**CAMELOT SQUARE**  
241-7779

LOCATIONS AS OF THE MID-1980s

In 1977 Bryant Wangard was one of "The Boys" who lived with Jim Graaskamp; he was also Jim's student in the UW Real Estate Program. Jim was forever placing bets with "The Boys" that he could lose weight and, for once, Jim received a pay-off. Bryant, now President of WREAA, can tell you the rest of the story.

401

BRYANT WANGARD  
12655 W. NORTH AVE.  
BROOKFIELD, WIS. 53005

PAY TO THE ORDER OF Chif Graaskamp **PAID** June 30 19 77 79-1019  
Twenty-five dollars and 75/100 \$25.00  
ELM GROVE OFFICE ^ "No Sense" ^  
**Wauwatosa State Bank**  
WAUWATOSA, WISCONSIN 53211  
MEMO 50 lbs of loss 79-1019 WAL WATOSA 79-1019 WIS Wangard  
⑆0750⑆ 1019⑆ 529⑆ 744⑆ ⑆0000002500⑆

# James A. Graaskamp's

## WINE AND LIQUOR LIST

BRAND NAME	TYPE	ORIGIN	VINTAGE
<u>Port</u>			
-Brooks Royal Coronation		Portugal	1878
-3 Porto Noval		Portugal	1976LBV(1982)
-3 A.P.F.'S	Tawny Port VXTP	Portugal	1894
-Penfolds	Grandfather Port	Austral.	?
<u>Maderia</u>			
-7 Malmsey Funchal Maderia		Madeira	1904
-Justino's Malmsey		Madeira	1890
<u>Sherry</u>			
-Imperial Rolson and Brown	Cream Sherry	Spain	?
-Manuel Fernandez and Co. S.L.	Oloroso Sherry	Jerez, Sp.	?
-Manuel Fernandez and Co.	Amontilvado Victoria	Sp.	?
-Duff Gordon	Pitvta Sherry	Spain	?
-Paul Masson	Gold. Cream	Cal.	?
<u>Red Wine</u>			
-Ste. Chapelle	Merlot	Idaho	1978
-Louis M. Martini	Cabernet Sauvignon	Cal.	1976
-Chateau Le Amon	Cabernet Sauvignon	Austral.	1982
-Mont La Salle Christ. Bros.	Zinfadel	Cal.	1978
-Souverain	Burgundy	Cal	?
-Souverain	Petite Sirah	Cal	1968
-Souverain	Mtn. Zinfadel	Cal.	1967
-Saint Emilion; B&G	Bordeaux	France	1980
-Chateau Ste. Michelle	Cabernet Sauvignon	Wash.	1977
-Sutter Home	Zinfadel	Cal.	1971
-Roc Rouge	Bordeaux	France	1969
-Paul Masson	Pinot Noir	Cal.	?
-Beaujolais Villages	Burgundy	France	1979
<u>White Wine</u>			
-A. De Luzerne & Fils	Bordeaux Sp. Res.	France	1934
-Rodney Strong	Chardonnay	Cal.	1982
-Povilly Fume; B&G		France	1983
-Leeuwin Estate	Chardonnay	Austral.	1983
Charles Krug	Dry Semillon	Cal.	?

-Pieroth	Reisling	Germ.	1983
-Cutrer	Chardonnay	Cal.	1984
-Bolla	Trebbiano di Aprica	Italy	1983
-Eltviller Sonnenberg	Reisling Spätlese	Germ.	1975
-2 Mouton Cadet	Bordeaux	France	1985
-2 Mondavi	Johan. Reisling	Cal.	1971
-Souverain	Johan. Reisling	Cal.	1970
-2 Souverain	Pineau	Cal.	1970
-Royal Vinicola's Imperial Grandjo'		Port.	1934
-Chateau Du Mont	Bordeaux		1961
-Stone Mill	Vidal Blanc	Wisc.	?

### Specialty Wines

-Pieroth (Sparkling Wine)	A.Meister's Cuvée		?
-Stone Mill	Cranberry Apple	Wisc.	?
-Stone Mill	Colonial Spice Cherry	Wisc.	?
-Asti Spumante	Collineta	Italy	?

### Cognac

-Courvoisier	V.S.	France	?
-Courvoisier	V.O.C.	France	?

### Whisky

-Seagram's Royal Crown	Canadian	Can.	1965
-Ballantine's	Scotch	Scot.	?
-Very Old Fitzgerald	Bourbon	Kentucky	1951(1959)
-Okolegao	Hawaiian Whisky	Hawaii	?

### Rum

-Bacardi	Light Rum	Cuba	1934
-Bacardi	Light Rum	Jamaica	1987
-Appelton	Jamaica Light Rum	Jamaica	?

### Liquor

-Pernod	Veritas(lic.)	Spain	?
-Løiten Linie Aquavit	Løiten Braenderi's	Oslo	?
-Amarula	Amarula(Fruit of the Marua Tree)	South Africa	
-J.Z. Wack & Co.	Pineapple Liquor	Hungary	?
-J.Z. Wack & Co.	Cacao Chouva	Hungary	?
-P. Garnier	Apricot	France	?
-Hiram Walker	Triple Sec	Illinois	?
-Bailey's	Irish Cream	Ireland	?

The North Freederhobbin left-handed squirrel catsup recipe is deficient since it excludes the walnuts so necessary to bring out the flavor of the man (person) hole cover.

Trout Fishing in America Shorty has this fantasy that he is in love with Maggie Gilquist...

The FBI was once looking for a middle weight criminal who, it knew, was fond of fishing for trout in quiet pools.

Several agents crept up on the place where they suspected the criminal would be found casting his (her) flies.

Unbeknownst to the agents, Trout Fishing in America Shorty was watching them from his special hiding place.

Trout Fishing kept thinking about Maggie, he had a nasty habit of grunting, so he stuck a water licorice in his mouth and continued to peruse.

You are undoubtedly wondering if this will be the Seventh Annual(Ever) Trout Fishing In America Shorty Day (and Derby Day Do) or the Eighth Annual(Ever) Trout Fishing In America Shorty Day (and Derby Day Do). You have probably been pondering this question for the last few months. Or perhaps this nagging question began creeping into your early morning thoughts just last week. Or, perhaps, the query is a new one.

While the FBI agents converged on the quiet pool, Trout Fishing in America Shorty kept savoring his water licorice and watching the men (women). It seemed to him rather odd that he should be watching the scene unfold before him while thoughts of a romantic dinner with Maggie Gilquist presided over by a red velvet waistcoated sommelier occupied his half-thoughts.

> Well, Chief, the quodlibet is veridically the EIGHTH ANNUAL(EVER) TROUT FISHING IN AMERICA SHORTY DAY (AND DERBY DAY DO)! AND This very piece of paper you are perlustrating is your veritable invitation to the gala. Yes, you are cordially invited to attend the Eighth Annual(Ever) Trout Fishing in America Shorty Day (and Derby Day Do). (The vituperation for non-attendance will be vocal and vociferous. No vizard will work). The kermis will commence at 2:00 in the afternoon on Saturday, May 5, 1984. As in the past, features of the wayzgoose include food, authentic mint juleps prepared at the hand of the Wisconsin muckmuck, riotous brouhaha, the race, mirth, glee, conviviality, more food, larking, romping, ice hockey and frolicking. Please Respondez, S'il Vous Plait.

(Maps available on request, just ask).

Return your response to:

Grand Most High MuckMuck Parson  
512 Chimney Rock Road  
Harrodsburg, Kentucky 40330

Courtesy of 1/24/91  
Jimi Curtis  
The Bristol Group  
SF, CA

GRAASKAMP Quotes

Real Estate is an art but we are attempting to approach it from a systematic view.

Purpose of MS program - We can only sensitize you to the questions to ask, no way we can teach you everything.

The questions never change just the answers.

In the appraisal, consulting business you never lose money, just work for a variable hourly rate.

Build your own light at the end of the tunnel.

When you get into a deal, know how your going to dissolve it and get out.

Leasing is the essence of success with income property.

Go for slow quarter instead of the quick nickel.

No matter how scarce money is, there is always more money than good deals to put it into.

Never compete on price because by the time you know it, someone will be lower than you and you'll both be broke.

Real Estate art of doing business with other people's money.

Real Estate analysis is nothing but a game of what if

Kit Steel - sell tractors  
appraiser - honest man  
broker - my wife wouldn't let me

University properties in  
a condemnation. Buy at  
4X gross double the gross  
and sell at 6X gross

Free enterprise is the ability to create your own monopoly.

What are the hidden or implicit assumptions?

All your buying is a set of assumptions, if you can't buy the assumptions you can't buy the answer.

False sense of permance surrounding tangible real estate.

Make your money when you buy and not when you sell.

We live in a terrarium and our real estate decisions effect the terrarium we live in.

You name the price - I name the terms.

Providing a systematic framework to guide experience and judgement in an increasingly complex and competitive decision making enviroment.

Story with  
boxes relating  
to BOXES.  
PRODUCT  
Differentiation  
was bottom  
line

GRAASKAMP (con't)Theme's

Dem's that take the risks takes the profits.

Whenever the ice is thin - skate fast.

Hollar Theory - if IRS ain't hollaring you aren't taking enough.

Queen Anne front - Mary Ann rear

Good real estate is a function of one mans ego, can't run real estate by committee.

Good property will be absorbed in its own community.

Attempting to create captive market for services.

All the profit centers in real estate are services.

More profits above the bottom line than below it.

Real estate decisions made on cash flow.

Equity is the degree to which I can dd&vert cash flow my way.

Till you define the risks - how do you determine on how to d&divide the profits.

Negotiations has to do with who bears the costs of variance.

Committee probably won't be able to have a comprehensive grasp of a project where an individual can.

Real estate is a peculiar game of recipiocity.

THIS IS NOT  
A JAG QUOTE

George Bockl "Geniuses become bored with real estate because they can't handle the mundane detail day after day.

PROPERTY MANAGEMENT IS TYPICALLY CUSTODIAL RATHER THAN PROFIT MAXIMATING

Basically a nickel and dime business.

If you don't build in your profit up front, nobody is going to do it for you later.

Decisionmaking is an art form, man learns from behavior.

Ownership is the ability to divert cash flow your way.

Trading of expertise for capital.

Don't be mesmerized by the figures. Look to the real estate it is a sound deal.

GRAASKAMP (con't)

Want to look at the numbers instead of the politics.

Appraisal is a model of a thought process which is a conclusion of the decision.

In real estate you can leverage your talents for money.

General Partner controls asset without putting any money in, attempting to create a captive market for services.

In many cases the agreement you make is not the one that is written.

These  
are  
JAG  
QUOTES

OPPORTUNITY IS ALWAYS INHERENT IN CHANGE. REALIZED  
THROUGH ACTION RATHER THAN REACTION.

SUPERIOR INFORMATION IN ~~THE~~ INEFFICIENT MARKETS INCREASES  
THE OPPORTUNITY FOR IMPROVED RISK REWARD RELATIONSHIPS.

TROUBLED PROPERTIES ARE OPPORTUNITIES IN WORK CLOTHES

SUCCESS IN REAL ESTATE DEPENDS MUCH MORE ON EXPERIENCE LEGWORK  
AND ABILITY THAN ANY BLACK BOX APPROACH ITS AN ENTREPRENEURIAL  
BUSINESS AND ALWAYS WILL BE. BALLARD - INSTIT INV

On The Need For New Expertise

JAG

"The questions asked by contemporary participants in the investment markets have more dimensions than can be addressed by the rigidity of traditional techniques. The data available to make land use decisions is expanding at an explosive rate and the analysis methodologies and theories are becoming more sophisticated. At the same time, the dollar values of real estate decisions are soaring so that the cost-benefit ratios favor more thorough analysis."

→ more Thorough analysis.

# Smith & Johnson, Inc.

Real Estate Finance

23 October 1991

Ms. Jean B. Davis, President  
LANDMARK RESEARCH, INC.  
P.O. Box 5633  
Madison, WI 53705

Dear Jean:

It certainly was nice to see you again and to visit with you and Jim Curtis during the WREAA reunion in Madison last month.

At your request, in our October flyer to Chicago area alumni I requested alums to provide me with their favorite Jim Graaskamp quotes or stories in order that I could collect and provide them to you for the book that you plan to publish. Accordingly, I thought I should pass on the first two received:

- 1) Mark Cella has passed on his favorite Graaskamp saying "Buildings are too important to be designed by architects." and he indicates that he uses this often as a developer to get a point across.
- 2) Greg Schmitt has passed along his favorite Graaskamp quote- "Risk is the difference between one's expectations and one's realizations." Greg's favorite Graaskamp story is a delightful one which I have enclosed for you.

As I gather additional quotes and stories I will provide them to you over the coming year. Best Wishes.

Sincerely,



William C. Johnson  
Principal

enclosure

cc: file

James S. Smith - Kensington Realty Advisors  
Kevin Kelly - Spelman Baird & Warner

WCJ/ljb

# *R. J. Schmitt & Associates*

Appraisers/Consultants

HOME OFFICE:  
1845 East Rand Road  
Arlington Heights  
Illinois 60004  
(312) 253-8568

James Graaskamp - Quote/Story

Remembered by: Gregory C. Schmitt, BBA '73'

**Favorite Quote:** Risk - is the difference between ones expectations and ones realizations.

**Favorite Story:** It was always hard to stay awake during Jim's Residential and Commercial Development classes since they were each held Friday morning at 7:45. I worked and managed "THE PUB" on State street and back in the early 70's Thursday nites were real big. Thus, Friday mornings were real bad for me. I used to sit in the front of the class right in front of Jim so I wouldn't fall asleep.

What got me really interested in development was his 'first try at development' story. I can't remember if it was Milwaukee, Madison or wherever but it really doesn't matter. Jim always seemed interested in the human side of real estate and not just the "numbers". He was intrigued by the uncertainty human emotions brought to the real estate process.

He told of the first house he built and how after it was all done and decorated he would spend Saturday and Sunday sitting in the living room for 'open house'. The house sat and sat on the market for a long time and this was getting to him. Finally, one Sunday an older couple walked through the house. The last room they visited was the kitchen. He heard an "eeek" and the couple walked to the living room and faced him.

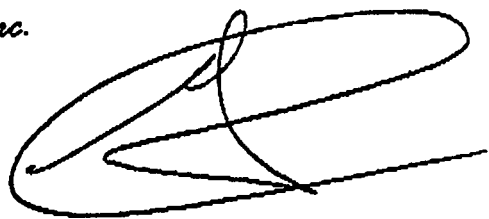
He expected something bad but instead the couple said they'd take it. He waited till the deal closed, of course, and then asked the couple what sold them on the house. They mentioned they were both cooking fanatics and they fell in love with the wall paper in the kitchen. It seems the wall paper had a cooking theme with menus, cooking utensils, etc. on it and that was what the final purchase decision was made on.

The human emotion element in the real estate equation is always the hardest to quantify and qualify. Jim always seemed to understand that and I believe it was taught to him by that simple incident. Even in the large numbers-orientated transactions, the human emotional element has the final say.

His stories always kept me awake and every time I've been at the point of starting a new development project I remember that story and I try to review the human element side of the project.

*R.J. Schmitt & Associates, Inc.*

Gregory C. Schmitt, SRPA  
Chief Executive Officer



Appraising/Consulting/Investment/Development/Management  
1845 EAST RAND ROAD • ARLINGTON HEIGHTS, IL 60004  
(708) 253-8566 FAX: (708) 253-0991

December 18, 1991

Jean B. Davis  
202-A Breese Terrace  
Madison, WI 53705-4103

Dear Jean,

In response to your request for Graaskamp stories, jokes and quotes I submit the following quote. It is one that has come to mind often since I heard it.

One of the students was questioning Graaskamp on tax shelters as a means to defer or avoid income taxes. After explaining that no investment was a good investment unless it was economically viable he made the following statement:

"My Daddy always told me that if you are paying taxes you are making money."

I am following with interest the progression of your project on the Graaskamp papers. It's a mammoth undertaking and I wish you the best of luck.

Sincerely,

A handwritten signature in cursive script, appearing to read "Rick Johnson".

Rick Johnson



Commercial Real Estate Services  
Two First National Plaza  
20 South Clark Street  
Suite 2900  
Chicago, Illinois 60603  
(312) 726-1500

October 25, 1991

Ms. Jean Davis  
**Landmark Research**  
P.O. Box 5633  
Madison, Wisconsin 53705

**RE: Graaskamp Sayings**

Dear Jean:

Chief had a number of stories including the famous Orchard Grove Development project, the Northwest United States Forest Appraisals and his famous bout with the Madison City Council. Some of the more memorable stories that I remember about Graaskamp include the following:

1. A story about analyzing a building. Numerous appraisers used algorithms, multiple regression logs, and other sophisticated statistical and mathematical models. He said that without common sense the only "logs" that a real estate person can use are those one can burn in a fireplace.
2. Chief's favorite saying, "sell the sizzle, not the steak." This refers to a lot of brokers and appraisers, and other real estate promoters that have substance, but no form.
3. "Real estate is a space/time unit." This reference is to discussing the real estate transaction.
4. As far as homework assignments, Chief's philosophy was ". . .read everything. . .good luck. . .and if you can't read everything, that's your problem, not mine." His philosophy towards students to take a teamwork approach towards various homework assignments.
5. Without any specific stories, Chief's presence, being the quadriplegic and a crippled made it difficult for any student to complain as to how hard their work was or how difficult it was to be in the program. Chief had an aura of self confidence and countless hours of dedication to teaching. Probably one of Chief's most amazing

Ms. Jean Davis

- 2 -

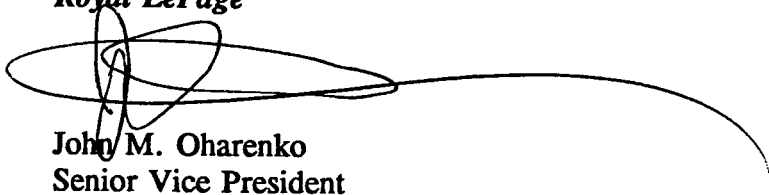
October 25, 1991

abilities was to speak in front of an audience for a couple of hours and during his speaking engagements, he would pause, stop for a few minutes and then pick-up again right where he started. This was probably a memory lapse, or a physical problem.

If I can be of any other help with any other stories, please feel free to call anytime, Jean. Best wishes for continued health, happiness, and success.

Sincerely,

*Royal LePage*

A handwritten signature in black ink, appearing to read "John M. Oharenko". The signature is stylized with a large, loopy initial "J" and a long, sweeping horizontal line extending to the right.

John M. Oharenko  
Senior Vice President

JMO:dlj

10 JANUARY '92

DEAR JEAN —

TO ME, DR CRAASKAMP IS VERY  
MUCH ALIVE! ALMOST EVERY DAY,  
HIS VOICE, ECHOES A LESSON  
OF TRUTH IN MY MIND.

UNDERSTANDING AND WISDOM  
OF THINGS HE TAUGHT ME,  
CONTINUALLY REVEAL  
THEMSELVES IN MY DAILY  
LIFE — OFTEN TIMES,  
OUTSIDE OF BUSINESS  
SITUATIONS.

FOR YOUR COLLECTION OF  
QUOTES, TWO OF THE CLASSICS;

"PARALYSIS OF ANALYSIS"

AND

"IRRATIONALITY IS IN THE  
EYE OF THE BEHOLDER"

BOTH HAVE SAVED ME NUMEROUS  
TIMES.

ALL THE BEST —  
SCOTT KENDALL MS.  
'85

### **JAMES A. GRAASKAMP QUIPS AND QUOTES**

At Chief's last graduation dinner(Dec. '87) I remember I was anxious to finally introduce my father to Chief. Over one and a half years, I had talked with great enthusiasm about my graduate school education and I know my father was most interested in meeting Chief. When I made the introduction, my father inquired about the ethnic origin of Grasskamp-- commenting it sounded like a German name. Chief quipped, "It's actually Dutch, but the Dutch are just lazy Germans." By the end of the evening, my father had a much better understanding of why I had enjoyed my master's degree so thoroughly.

Bill Huberty

# APP, EDWARDS, PLAINE & COMPANY

REAL ESTATE APPRAISERS AND CONSULTANTS

December 2, 1991

Jean B. Davis  
202-A Breeze Terrace  
Madison, WI 53705-4103

Re: Grasskamp Anecdotes

Ms Davis:

I was in the real estate program from 1969 to 1971. I remember these Grasskamp anecdotes and statements:

- 1.) Don't use an atom bomb to squash a fly!
- 2.) If an appraiser can only add and subtract, he does the cost approach. If an appraiser can multiply, he does the market approach. If an appraiser can divide, he does the income approach.
- 3.) You make money when you buy real estate, not when you sell it. (I've always taken this to mean that, if one never buys any real estate, one will never have any to sell! It does not mean that one must analyze, analyze, and analyze before one buys!)
- 4.) There are three ways to buy real estate:

Real estate analysts for major institutions do extensive discounted cash flow, internal rate of return and sensitivity analyses to make their decisions.

Brokers and other less sophisticated people use gross income multipliers, prices per square foot, prices per unit, etc to make their decisions.

The least sophisticated, but the most successful people in real estate, simply buy low and sell high!

- 5.) A high school was having its tenth year reunion. People were showing up looking the best they could. One of the alumni, to the amazement of everyone, suddenly showed up in a chauffeur driven Rolls Royce. His new, blond bomb shell of a wife stepped out of the Rolls wearing a sable coat and a huge diamond rock on her finger.

The rest of the alumni were amazed because this particular alumnus had been the dumbest guy in the class. For example, he couldn't do math, especially percents and fractions.

Fellow students had literally voted him the "least likely to succeed." And here he was, obviously a huge success.

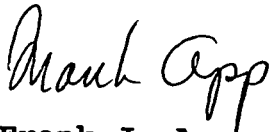
During the proceedings some of the other alumni wanted to know just how he had become so successful. So they asked him. He told them this: "Well, you see, about five years ago, while working as ditch digger, I stumbled across a new type of shovel handle. I could make it for a dollar, I could sell it for ten dollars, and I didn't think that a 10% markup was that bad!"

That's all I can think of right now. If anymore pop into my head I'll let you know.

I feel that Grasskamp was a complicated man. I always felt that, although he operated in the intellectual world (its the only world he really had), Grasskamp was a practical man. I don't think he took himself or "pinstriped" analysts too seriously. He knew that the world was built by doers, not by intellectuals or analyzers. He also knew that, if anyone analyzes something too much, he certainly will find a reason not to do it. This propensity to over-analyze, in my opinion, is the dangerous and negative side to an advanced education. I see it everyday in most appraisers I know.

To sum it up, Grasskamp showed me that he really was for the little guy who wanted to DO something. I feel his adversity taught him the value of being able TO DO. And he DID an unbelievable amount inspite of all the limitations that he had.

The best to you and the Grasskamp legacy.

A handwritten signature in cursive script, reading "Frank J. App". The signature is written in dark ink and is positioned above the printed name.

Frank J. App

FJA:joy

May 8, 1995

Dear Jean:

. . .I know I've been promising you these Graaskamp stories now for five, maybe six years, but I just haven't been able to get up the whatever it is to write them down. It think it is fear that I won't be able to adequately capture the proper spirit of Chief in them. I don't know about you, but I have the same problem when I try to explain to someone about Chief, all that was so special about him--I just can't find the right feeling, the wit and the humor. Do you remember when a reporter, in eulogizing Chief, reported that a local person had called him a "curmudgeon". Remember how ticked off we were!. The failure was in word choice; really he meant to convey the wit, and sparkle and humor. I know Chief liked Robert Benchley and James Thurber; they captured the gentle wit that was his. I've tried to come close through these stories. Jean, please forgive my word choices; I don't know how they will read and please know that in this inadequate re-telling of these little glimpses of Chief, they are meant, at the least, to convey my utmost respect, love, and devotion to someone who meant far more to me than he would ever know.

Max Plzak

NOTE: Max Plzak was a member of Jim's last crew; he and the other in-house crew members, Eric Ebacher and Steve Frye, were heroic in the last few months after Jim broke his hip in August of 1987. They handled the many extra duties with love and devotion. They and the many crews before them will be remembered for their many contributions to Jim.

It was during the care-taking process each day that Jim would tell stories. A sample, thanks to Max, follow.

A SAMPLING OF STORIES

*JBD*

JIM'S FIRST GUN

Chief's mother disliked the idea of small boys with pop guns, feeling that they did very little good to those small furry members of the local population. However the strength of her arguments were weakened by the fact that Chief did not have the proverbial little brother whose eye is generally accepted as being the proper target of such instruments, and her protestations were fairly easily overruled by Jim's father, Arnold, who presented aforementioned pop-gun to his son on his birthday. Of course, promises were duly extracted that the instrument would not be turned upon any of God's littlest creature (unless of course the littlest creatures fired first). Rising early the following morning, young Jim, answering the instinctive call of the hunter, assumed a sniper's position at his bedroom window and waited for an appropriate target to come bounding into range.. Jim's bedroom window was the stuff of sniper's dreams, being strategically placed on the second floor overlooking the

Graaskamp backyard, providing a panoramic overhead view. The morning progressed and Jim remained attentive at his window sill. Mrs. Graaskamp was puttering about the yard, pulling a weed here, trimming a shrub there, more or less thinking all was well in the world on this bright and beautiful morning. At this point, Jim weighed the probability that his mother down below, engrossed in pruning some sort of vegetative matter, would not notice the drama going on about her, and decided that it was well worth taking a shot at brer rabbit. The rabbit, in what Jim would later describe as a blatant display of dramatic over-acting, reeled about like an amateur thespian stretching out the big scene to a shameful extent, finally succumbed, in a small pile directly at the feet of his mother. Lower curtain. Pop-gun exits stage right.

#### THE GREAT AUTOMOBILE SWINDLE

Jim's father, Arnold, was more than somewhat against the idea of his son purchasing a motorcycle, being more or less of the opinion that these devices severely limited one's chances of surviving puberty. However, Jim was determined to acquire the motorbike, arguing that the purchase of an automobile was not within reach of his limited budget and future cash flow projections. A friend of Arnold's, being a local used car dealer, had an assortment of large, four wheeled, seatbelted, steel roofed variety of safe vehicles which Arnold favored as the vehicle of choice for offspring with new licenses. Jim's father convinced Jim to at least take a look at a used car, suggesting some sort of financing could be worked out with the dealer. Sure enough, the next day the two of them found just the right car and the dealer was willing to finance the remaining price. But unbeknownst to Jim, the day before, Arnold had purchased the car after previous negotiations for only slightly more than half of Jim's best negotiated price. It was imperative, however, from his father's point of view that Jim's budget be stretched to the point of prohibiting any further aspirations of owning a "donorcyle". It was not until years later that the car dealer spilled the beans. Chief did finally have the satisfaction of suggesting this parental confidence game to his secretary, where it worked perfectly, once again, one generation later.

#### ALUMINUM

Chief was out West once, valuing a mountainous piece of the wilderness from the air via a tiny single-engine airplane barely enjoying a harrowing flight through the treacherous drop-offs and cliffs, jagged mountain tops, etc. and the pilot mentioned something about the rich stores of aluminum to be found in the valley below. Chief was interested, mentioned that he had no idea that there was such value inherent in the earth below. After a moment the pilot, sensing a miscommunication, explained further by gently tapping the inside of the aluminum cockpit.

## DUMB JOCK

By definition, if you are 6'6" in high school, they more or less make sure you are on every athletic team sponsored by the school, which Jim did eagerly. There was a catch, however;; you had to maintain better than an average of 70% in all subjects, which Jim, as a supreme realist did by maintaining a 71%. In fact, he often claimed that had he not had polio, and as a result, discovered what else to do with that part which he put his helmet on, he would quite happily have remained a dumb jock for the rest of his days.

## CHICKEN

Chief would party with the best of them as an instructor at the UW. He lived for a time at #1 Langdon Street, at the top of Langdon, aka fraternity row, strategically positioned as to be just a short roll to the University, and an even shorter roll to most of the better bars which served the student population. Jim had a unique solution to imbibing; he would place his drink in his breast pocket of his jacket, and using a straw, project a cherubic innocence of sipping a glass of juice. One particular night, after gracing a number of establishments, Jim and some friends decided that it would be rather a good idea to play chicken with oncoming cars on Langdon Street. Enjoying an early success at the game, the boys succeeded in convincing a number of drivers into quite suddenly removing their cars from Langdon Street, onto its sidewalks. Indeed they had nearly made it all the way home when a particularly unobservant driver won the last round, causing the Chief to go ass-over-tea-kettle onto the Langdon sidewalk. Two hours later a doctor with a local hospital was explaining that Jim's leg was broken and the required installation of a plate to set the bones would limit his full range of motion. At this juncture, Chief reminded the doctor that he wasn't concerned that it would effect his dancing ability anyway!!

## PLAYBOY CLUB

Back when Jim was earning his doctorate degree at UW-Madison and starting to teach, he and a cohort were down in Chicago as instructors providing a small part in some presentation. Students, and visiting instructors were all staying at a sort of dormitory where alcohol and visitors were not allowed. As this was something of a trip to the big city for many of the attendees, the presiding Dean went to some lengths to persuade the assembled eager young minds to remain sober and studious during their brief visit, and to follow the example of the only slightly older junior instructors, indicating Jim and his friend, who would surely not present any problems. Jim's friend was apparently quite a dasher with the opposite sex and it was only a small amount of time later that a rather cozy little party of four was in Jim's room complete with more than a couple of bottles

of well chilled champagne. After breaking the ice for an hour or so, the well-oiled foursome decided that the city of Chicago would do well to be graced by their presence so they proceeded to load Chief up with girls and champagne, stacked to the limit of Chief's chair. Of course, the Dean was right there in the lobby as the elevator doors opened.

Later that evening, after an enjoyable visit to the Playboy Club on Michigan Ave., one of the girls decided that Jim's person made an ideal place to stash a sizable portion of the Playboy Club inventory of cocktail glasses and began loading Chief down with the idea of making a clean getaway, (Chief could pretend a particularly innocent look when required) and off they all went, bouncing down the Club's front steps. And they nearly made it away undetected had not, on the last step on the way out, Chief's chair took an unfortunate bounce and a single of possibly the dozen pilfered glasses dropped from inside his jacket and splintered on the sidewalk out front. Everyone froze and began turning a warm red hue. A Bunny evidently charmed by the young gentlemen's desire to take home a souvenir, and not realizing that in all likelihood the maitre d' would be calling the glass manufacturer the next day to order more glasses, bounced up the steps, sneaked a replacement souvenir glass and slipped it to an astonished Jim.

#### THE DIET

The travel to trim. A physician once told Chief that there was much to be gained by losing weight, an idea which led to several attempted diets. Acknowledging that even the strongest willpower is always helped along by a sense of competition, and possibly even hard cash on the table, a small wager was made between Chief and a few of his boys regarding the probability of Jim becoming a smaller, though more concentrated man. Confident of success, the boys immediately put into operation a coordinated assault with some of the finest desserts ever seen at the old homestead. Jim backed the "less than" camp while the boys sided with "greater than or equal" camp and the race was on. Early success on Jim's behalf left the lads confused and concerned. The boys decided that stronger measures were required, at his present rate of success, not only would Chief win the bet, but shortly thereafter the three well fed lads would probably be replaced by something on the order of a small sized Ethiopian who wouldn't hide behind Chief's mass as justification for devouring huge quantities of muscle-building protein supplied by Chef Graaskamp. Thus it became vital to break the favorite's concentration. It was felt that if the successful and consistent loss of a pound here and an ounce there was suddenly replaced by the addition of surplus poundage, the tide must surely turn. Adjusting the scale was immediately rejected because such a ploy interfered with the boys' sense of give-and-take in cheating, or more likely because it was beyond the mechanical aptitude of those involved.

Ultimately a far more devious plan was developed. Chief regularly took Lassix, a diuretic and coincidentally a drug frequently given to horses to make them run faster. (I have no idea what the connection is here.) The pill was small and white and helped the recipient to shed water. Every night for a week, the boys took turns shaving down salt tablets to the distinctive size and shape of the Lassix tablet and every day Chief unknowingly took the salty placebo. Within the first week all weight loss gains were reversed by Jim's new found sense of thirst, and by week #2 the boys had ensured their own livelihood and that of many others, who would follow in their footsteps, including this writer.



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**CONCORD DEVELOPMENT CORPORATION**

**To: Jean Davis**  
**Subject: Graaskamp Collection**  
**Date: June 26, 1997**

Dear Jean,

What a wonderful (if not slightly embarrassing) surprise to re-read these stories again. Chief never seems to be too far from my thoughts; the enduring recollection of those times will always be one of gratitude to you both.

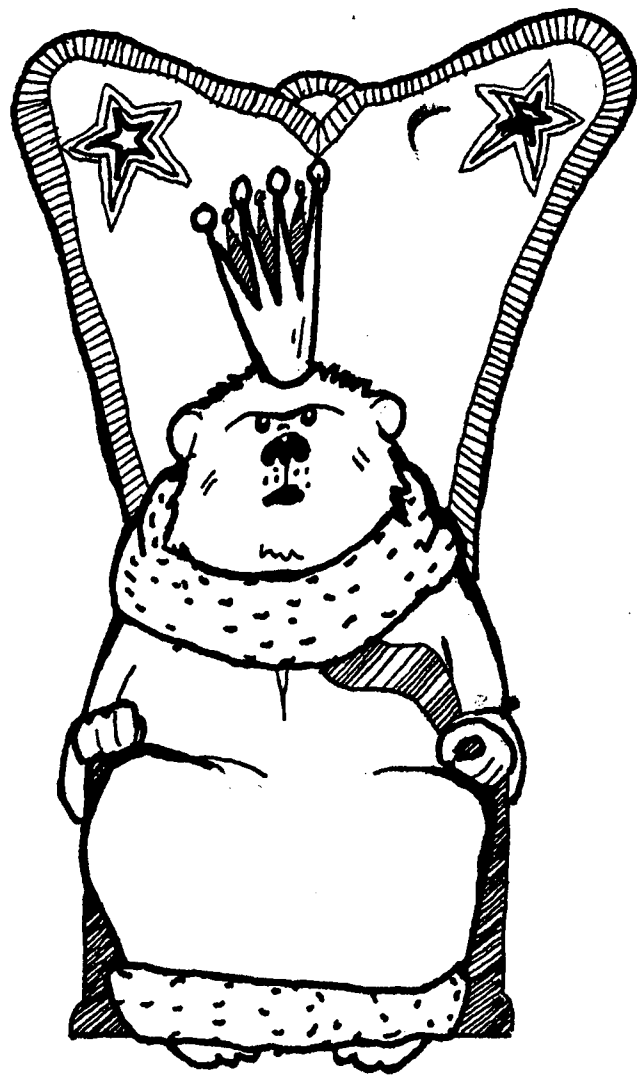
Just a note about mis-spelling last names. I recall Chief once remarking to a large group after a particularly unique pronunciation of his name that "It doesn't matter so much as long as the 'r' finds its way behind the 'G' and not the 'k'!"

Very truly yours,



Max Plzak

"Pain,  
Pleasure,  
and ...



Bailout"

\* King J. A. Fraaskamp \*

From your loyal Peasants...

Steve "Rosi" Rosenbury  
Bill Seno  
Lirk von Meeteren  
Fruen And  
Blady Richest  
Daniel Cramer ("CRAME")  
Doy L C Lin ("RAT")  
Mike Peterson  
Charles McAllen  
Cyrus A. Hackett  
Joaddy (JAY)  
Kirk Heindl  
Egon Rantz  
Tom & Mary Smith

Jean Davis  
Max Kumerow  
Seth Gakpo  
Ken Livadu  
Daniel Schneider  
Josef Hose  
Terry V. Sissom (TOG)  
Summer Tong  
Robert L. H. Smith  
Cindy Smith  
Mike S. Pinkerton

Vickie J. Mabrey  
Bob Dene  
Pum Olink  
Susan Tchang  
KAY 9146

AND:

BARBARA GALLAGHER  
BILL JACOBSON  
BRYANOT WEIGANDT  
DOUG LONSTEIN  
BILL ARDEN  
BOB SWEENEY

..For Years of Devoted Domination!