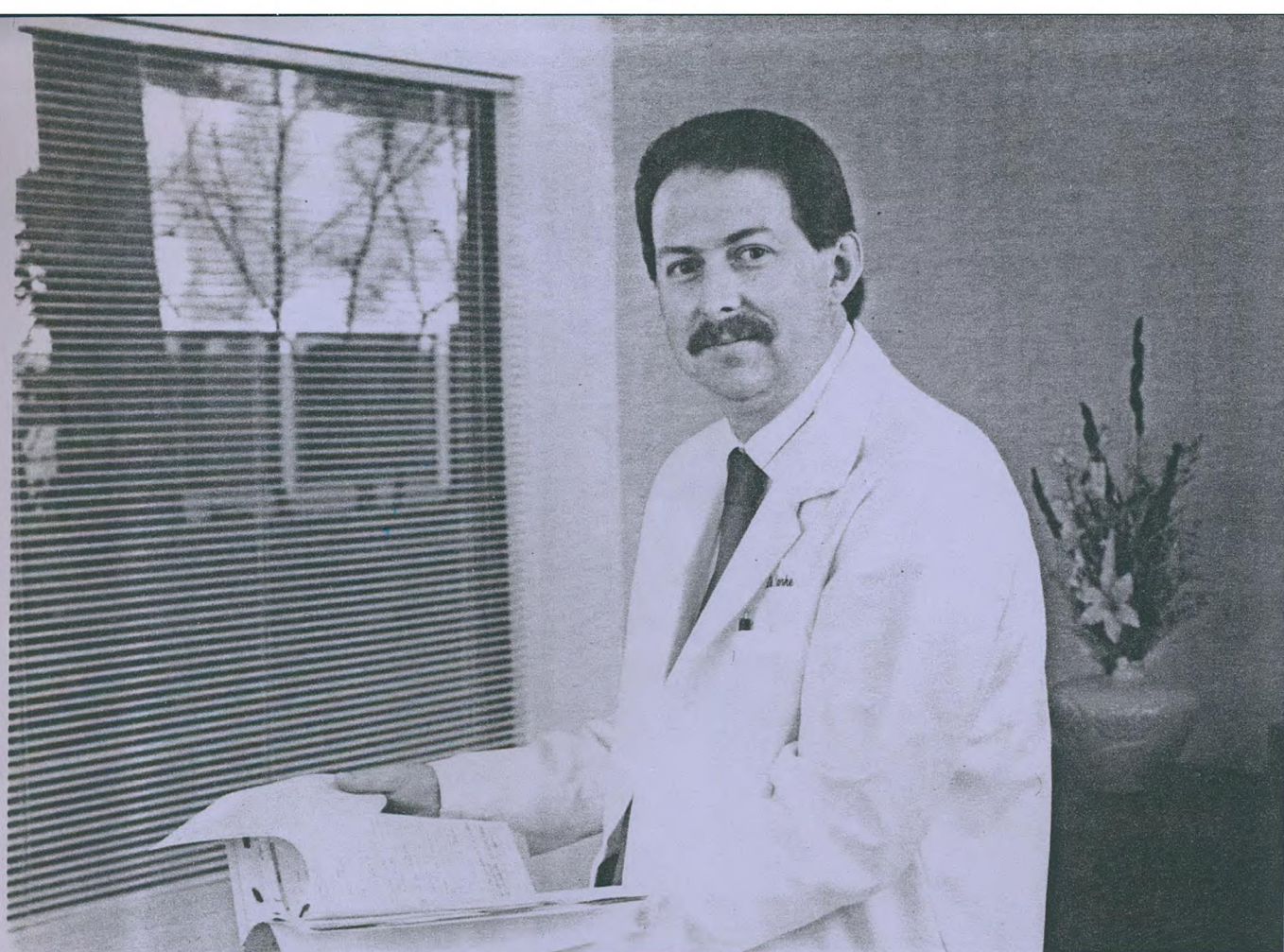


1992



B. Edward Yanke, D.O.

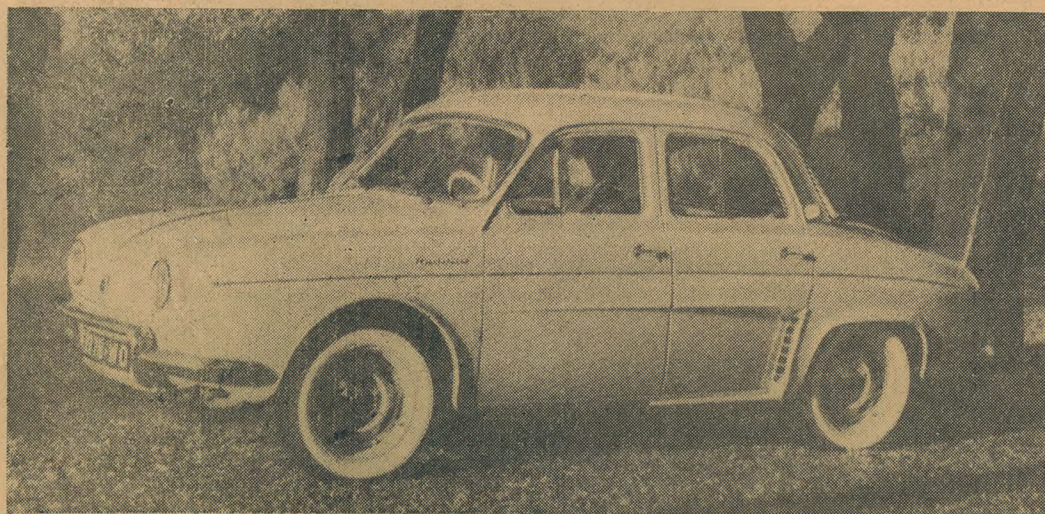
Obstetrics and Gynecology

Dr. Yanke has been serving the needs of Gresham-area women since 1991. His practice is known for providing personal care. Each woman is treated with dignity and respect. Her questions are important, and Dr. Yanke will spend as much time as necessary to make sure she understands her body and her needs as they relate to her pregnancy. The importance of early, regularly scheduled physical exams, as well as an appropriate diet for pregnancy are emphasized. Psychosocial dynamics (feelings and needs brought on by pregnancy) are also an area of interest and expertise for Dr. Yanke. He especially enjoys working with and educating teen moms.

His office hours are Monday through Friday, 8 a.m. to 5 p.m. He accepts most major health insurance plans, including Blue Cross/Blue Shield Preferred, CareMark, HMOO, MHN and QualMed. His office will bill most insurances. Call for more details.

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GRESHAM OUTLOOK JULY 28, 1959

OREGONIAN APR 25, 2001

Keeping golf firm on home course

Jones Sports is sold to Yoshida Group

By CATHERINE TREVISON
THE OREGONIAN

GRESHAM —

After all these years, George H. Jones is finally going to get enough time to practice his golf swing.

Jones started making golf bags in his basement in the early 1970s. Since then he nurtured Jones Sports, establishing a Gresham factory near Interstate 84 and turning his company into one of the world's most respected golf bag makers.

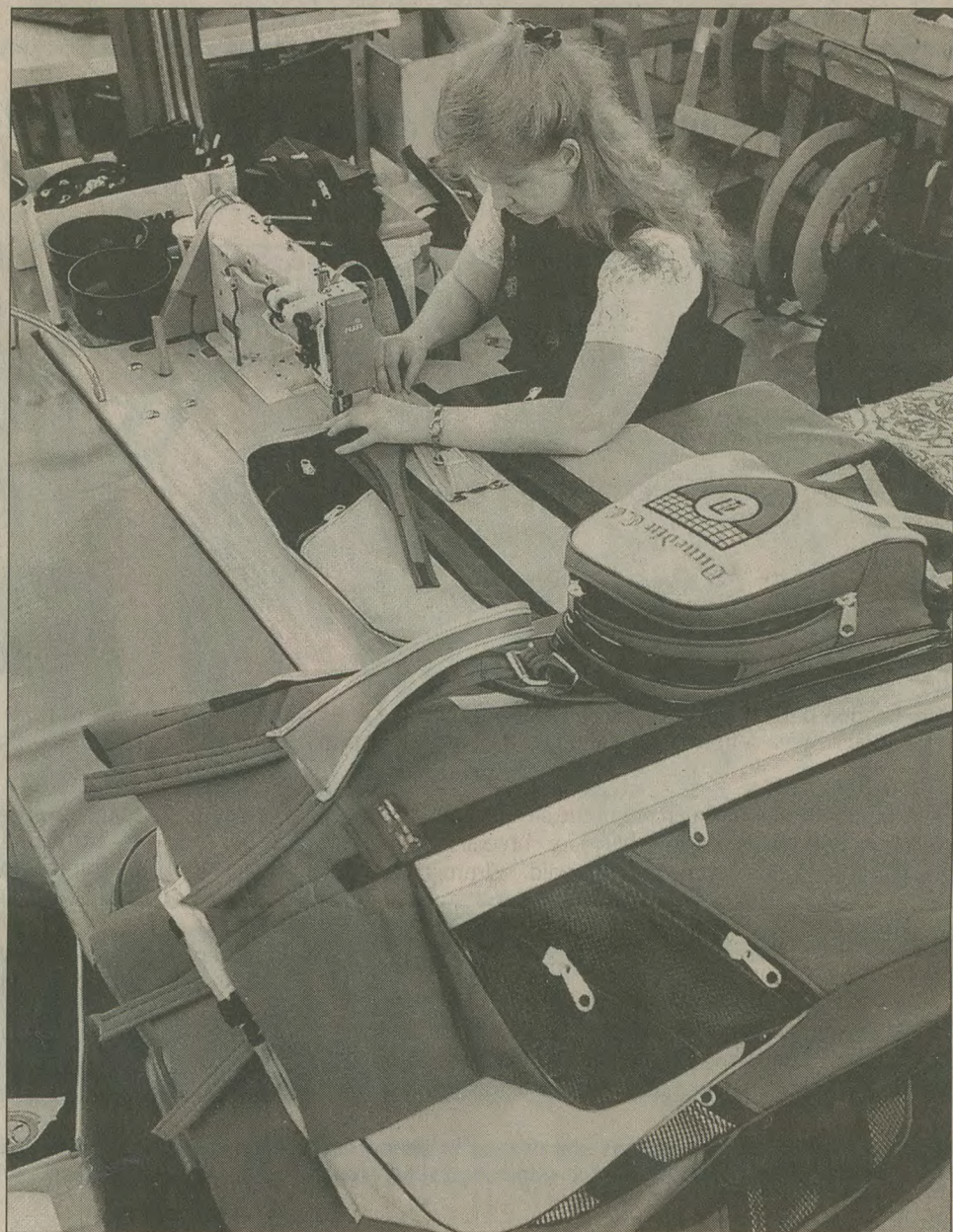
Last week, at age 71, he sold the company to his friend Junki Yoshida, feeling happy, sad and a little relieved that he can work on his golf game.

"I'm sure they'll enlarge our production facilities. It will definitely be here (in Gresham)," said Jones, adding that he will continue to work with the company.

"Junki Yoshida has other companies that produce entirely in the U.S.; he likes American-made products. That's the reason we chose to go with him: He wants to keep all the production right here in Gresham."

The Portland-based Yoshida Group has 16 companies, including one of only three snowboard manufacturers remaining in the United States, Yoshida Group President Matt Guthrie said. Recently, Yoshida's recreation division has added products such as sunglasses, wakeboards and the ropes and handles used in waterskiing and wakeboarding.

Buying Jones Sports fits into a strategy to add more summertime products, improving cash flow and ensuring that demand stays high even in bad snow years, Guthrie said. He would not disclose the amount paid for Jones or its annu-



Yulia Pitsul
sews a golf
bag at Jones
Sports in
Gresham.
Founder
George H.
Jones sold
his company
last week to
Junki
Yoshida and
his Portland-
based
Yoshida
Group.

ROBERT BACH
THE OREGONIAN

al sales.

The Yoshida Group also hired Rod Tallman, formerly Nike's director of golf marketing, to become general manager of Jones Sports. Under Tallman's direction, Nike's golf business grew from \$30 million in 1995 to \$200 million in 1998, when he left the company.

"He had taken Nike golf from its infancy to a higher level," Guthrie said. "Even though Jones has been around for 30 years, it still has a lot of potential. ... Over the last few years it has gotten more and more competitive out there, especially in the golf bag business."

Jones' market is primarily high-quality customized bags sold at golf course pro shops or directly to schools. It's known for using new technology and lightweight materi-

BUSINESS SALE

Jones Sports: Employs about 70 people in its 60,000-square-foot factory at 17230 N.E. Sacramento St., Gresham. Founder is George H. Jones.

Yoshida Group: Employs about 300 people in 16 companies around the world. The Yoshida Group's headquarters are at 8338 N.E. Alderwood Road, Suite 200, Portland. Founder is Junki Yoshida.

als.

With about 70 employees, it handles all manufacturing from cutting and riveting to customization. About 80 percent of the bags feature artwork such as embroidery, hand-cut letters or screen printing.

"We're probably one of the few ... that can take an order for a high school golf team in Minnesota and be able to deliver," Jones said. "A lot of high school teams only have

six players. Anybody else in the U.S. now won't do that kind of work.

"All the bags you see, 90 percent of what's in stores, are from China. China isn't going to put 'Lincoln High School' on the side of six golf bags."

You can reach Catherine Trevison at 503-294-5971 or by e-mail at ctrevison@news.oregonian.com.

Boom-and-bust tale ma

Co-op heals wounds after bankruptcy

by CHRISTINE BIERMAN
For The Outlook

With little money at risk and modest dividends to reward its members, Your Town and Country Co-op in Gresham appears not to slip into the mold of the traditional entrepreneurial venture.

A closer look, however, reveals that the co-op's voting members are independent farmers dealing with the everyday risks and rewards of private enterprise.

repreneu

And the farm supply cooperative at 325 N.E. 242nd Drive is struggling too, trying to regain the collective buying power it lost to chain store giants.

Competition from chain stores, gas shortages in the 1970s and a 1984 spring season disastrous to the fertilizer industry pushed the co-op to the brink of bankruptcy and, last year, over, says general manager Reo Clark.

In the past three years, the co-op's sales increased from \$4 million in business to \$15 million, then plummeted to \$3.5 million.

That may well sound like just another "boom and bust" tale. This one appears to be ending more happily than others, however.

Reorganized last July under Chapter 11 of the federal bankruptcy act, the co-op is forecasting a profitable year in 1987 and planning a long future, Clark says.

"We're back where we started," he says, "with a lot of scars and scar tissue and hopefully a lot smarter."

Having undergone training about today's marketplace, the co-op's governing board has chosen to continue catering to the area's agricultural industry, even as it shrinks in the face of suburban sprawl, Clark says.

Hesitating at first to speak for



Reo Clark, general manager of Your Town and Country Co-op, stands

may patronize the co-op, he said.

A 15-year employee of the co-op, Clark says he sees hope for Town and Country once it repays its creditors, regains the buying position to become profitable, and joins forces with a larger co-op.

Another option, unpopular so far with the board, is to capitalize on the co-op's location in a steadily growing area and to serve the suburban dweller alone.

That would end a half century of serving the farmer. A half dozen

problem was not one of meeting demand but of making money at doing so, Clark recalls.

The story jumps to 1983, when the then-Gresham Co-op bought the Clackamas County Grange, which had lost \$500,000 the previous two years. The grange was about to break even in September 1985 when the bank forced the co-op to sell the facility.

By the mid-1980s, the co-op owned four retail stores and two fertilizer plants in the Portland area.

... have happy ending



amidst the co-op's products.

Staff photo by Terry Farris

board members, Clark says that, "They know agriculture will be a small part (of the area's future) but they want it here."

The board members are but a few of the up to 4,700 persons who derive enough income from farming to qualify as the co-op's voting members. Another 4,000 persons, who farm and garden as a hobby, are qualified members of the co-op. All pay a \$10 membership fee.

Although many probably joined the co-op with the idea that pooling money means better buys, Clark says that their only benefit lately has been service provided by Town and Country.

The Gresham store has two licensed agricultural consultants on staff and can fill just about any order. It stocks chemicals and fertilizer for a variety of soil and crops; fuel accessed by a credit card; hardware; and, as of this spring, Harrison seeds and bedding plants.

Still, profits remain hard won in competition with chain stores, which often manufacture and wholesale their own goods, he says. The co-op's financial predicament came about when it began dealing with a couple of middlemen rather than buying directly from the wholesaler or manufacturer, he explains.

As a result, it was forced to cut profit margins to the point that 1986 was a losing year. There were no dividends, which are based on a formula of profit and patronage.

Another problem is the public's mistaken belief that only members

'We're back where we started, with a lot of scars and scar tissue and hopefully a lot smarter.'

- Reo Clark

farmers founded the co-op in 1934 to buy petroleum more cheaply.

More than twice as many farmers, 13 in all, currently run the co-op as members of its board. The chairman is Jack Ouchida, a Gresham resident, Damascus strawberry grower and former member of the state strawberry commission.

Names of some other board members may be as familiar to the local agricultural community. They include nurserymen Ken Stone and Bob Carlson, dairy farmer Arnold Moore and berry growers John Liepold and Glen Tuttle.

The Gresham store, just part of the co-op's holdings, always has made money, he says. It has expanded three times to its 40,000-square-foot size since moving to Northeast 242nd Drive from Cleveland Avenue in 1969.

Town and Country has belonged to the Ace Hardware cooperative since 1970.

The co-op's current struggle dates to the second gasoline shortage in 1979. With 40 percent of its business coming from oil sales, the co-op's

op bought one fertilizer plant shortly before the wettest spring on record. A rainy 1984 drastically shortened fertilizing time, Clark said. Another 35 percent of the co-op's business comes from sales of chemicals and fertilizer.

The co-op sold all but its petroleum facility in Gladstone, the Gresham store, and the Full Circle Cenex in Hillsboro in order to cut its debt load by more than half last year. The Hillsboro plant was leased out this month.

The co-op's work force also has shrunk from 73 employees in 1974 to 20 today.

Town and Country has known hard times before. Struggling for many years, it was "literally broke" by the 1950s, when Dick Wilcox arrived as the new general manager, Clark says.

"He (Wilcox) was probably the main instigator of what's here," says Clark, gesturing at the well-stocked store.

Wilcox left 25 years later, in 1977. He serves as secretary of the Co-op Council of Oregon, an educational and lobbying group for the state's cooperatives.

Clark, who admires Wilcox's achievements at Town and Country and his unwavering honesty, seems determined to do an encore when he says, "We plan on being here another 50 years."

LIVE MUSIC

With The

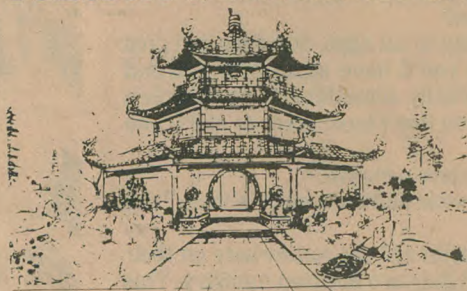
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YWCA Classes Develop Skills For Housewives at Gresham



Story time is enjoyed by the "little ones" while their mothers attend the YWCA classes now in progress at St. Luke's Episcopal

Church. Mrs. Richard Flanagan is the capable baby sitter who keeps the youngsters entertained. (Outlook photo)



The Christmas workshop of the YWCA classes, offers a variety of items to be used as gifts or table decorations. Mrs. Mercedes Thompson, back row right, instructor, shows

the class how to make Christmas cards, ribbon roses, swags, candles and foil decorations. The class will be extended for three extra classes open to the public.

(Outlook photo)

4 Gresham (Ore.) Outlook Thursday, Nov. 5, 1964 (Sec. 2)



"As good as gold" is the phrase that describes Kevin Harding, 7½-month-old son of Mrs. Jerry Harding of Rockwood, center, as she attends the YWCA knitting classes being held at St. Luke's Episcopal Church in Gresh-

am. Mrs. David Young, instructor, gives instructions for beginner as well as intermediate knitters. Mrs. Philip Sluman, Gresham, left, and Mrs. Vincent Ginnaty of Rockwood, find knitting very fascinating.

(Outlook photo)



Rose Howe is showing Mrs. Joseph Martin of Gresham, seated, and Mrs. M. L. Farber of Lynch, the colors to use in shading a tree. Instructions are given for beginners

and advanced students at the Gresham YWCA art classes now in progress. Classes will be open to the public from Dec. 3 through Dec. 17.

(Outlook photo)

11-5-64



Mrs. Glen Wolf, a newcomer to Gresham, found new friends when she enrolled in the YWCA art class last spring and enjoyed learning how to paint and found it so interesting that she enrolled for a second term. Rose Howe of Estacada is instructor and a member of the Mt. Hood Art Association. (Outlook photo)



Bridge is becoming very popular in the Gresham area, according to Mrs. Arthur Lee, instructor for the Gresham YWCA bridge class. She is giving instructions to Mrs. Richard L. Hanson, in foreground, Mrs. Perry Coleman, left, Mrs. Ben Pearsall and Miss Fay Berger, right. Classes will be open to the public on Dec. 3, 10, and 17 at a nominal fee. (Outlook photo)