

# ANNOUNCEMENT

We are pleased to announce that the Gresham Chevrolet Branch of the Fields Motor Co., has been purchased by the SMITH MOTOR CAR CO., and will hereafter be conducted as an independent agency.

Having sold Chevrolet Motor Cars for several years, we have seen these cars each year further developed in mechanical excellence by the largest automobile manufacturer in the world, the General Motors Corporation.

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Yours for Service

## SMITH MOTOR CAR CO.

Latourell Building



OUTLOOK 12 JAN. 1966



Snyder Bros. Realty started in 1952 at 16 N.E. Roberts, Gresham. In February 1965 they moved to their new location, 204 N.E. 2nd. In their present location they are better able to serve the community in its real estate and financial needs. Harvey Snyder stated, "Our staff is well trained through years of experience in any of your real estate needs. Drop in and see, or call 665-4105."

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# GETTING FUEL PRICES. IT'S A GAS

Jim Pliska of Gresham says everyone benefits when fuel costs drop



UNLEADED	1.69
PLUS	1.84
SUPER	1.99
DIESEL	1.99

CREDIT PRICE

UNLEADED  
1.73

UNLEADED  
1.88

Jim Pliska of Gresham, president and co-owner of Space Age Fuel, visits his company's leased station at Main Avenue and Northeast Division Street in Gresham. The facility was one of his father's original Mobil stations before they went out on their own as an independent dealer.

**L**ike the rest of us, Jim Pliska likes low gasoline prices — \$1.91 a gallon, not \$3.96 a gallon.

When prices are low people buy more gasoline and are happier about doing that.

"Everyone benefits," Pliska says. "It's good overall — for the consumer and everyone else."

And when prices drop, his company — Space Age Fuel — benefits because its margins improve and sales volume goes up.

Pliska, 57, who lives in Gresham, owns Space Age Fuel with his father, Harold, 79. The company has grown from his father's two Mobil stations in Gresham to 21 stations stretching from Hermiston to Eugene to one of Harold Pliska's original sites at the corner of Main Avenue and Northeast Division Street.

Last year the business sold 130 million gallons of fuel. Although it has 180 employees, in the world of gasoline, Space Age is a medium-

Story by Quinton Smith  
Photos by Josh Kulla

outlook - 3/22/16  
sized independent.

But a look at its business offers a bit of insight into how prices work.

First of all, the price of a barrel of oil determines most everything. When it's more than \$100 a barrel — like it was in 2012 — then a gallon of gas is going to push \$4. When it is \$39 a barrel — like it is now — Space Age will sell it for about \$1.96, about 18 cents below the average cost of regular gas in the Portland area.

"We work on a margin," Pliska says. "If prices are going up it's because our prices are going up."

There is little customer loyalty in the gasoline business. Little guys like Space Age have to compete for sales with the big guys like Costco and Fred Meyer.

"No one likes to buy gas," Pliska says. "You try to make it as convenient as possible and provide a great price."

In a Monday survey of gas prices in the Portland area, gas price survey company GasBuddy.com showed that Space Age had five stations among the 10 stations with the lowest prices in the Portland area. Three of those five were in Gresham.

## Space Age history

Fifty years ago Harold Pliska leased a Mobil service station at the corner of Southeast Powell Boulevard and Cleveland Avenue (now a parking lot and coffee stand), then added a station at the corner of Main and Division.

"I started out cleaning toilets when I was 12 years old," said Jim Pliska. "That was a big motivator."



# Gas: Pliskas expand Gresham company throughout Oregon

## ■ From Page A1

In 1982 Jim Pliska joined his father to buy an Arco distributorship in Gresham, selling and delivering gas and heating oil. They stayed with Arco for five years before going independent and expanding their own retail brand. They chose the name Space Age to get a more futuristic feel and differentiate them from other gasoline companies.

"We came from a retail background," Pliska said. "We just went out and tried to find the best (gas station) sites possible."

Early on, the bulk of those sites were east of the Willamette River. That's still the case, with 10 stations east of the river and just three to the west.

Although Space Age has expanded to Lincoln City, Eugene and Bend and has its only truck stop in Hermiston, it hasn't added a gasoline station in five years.

"The thing with retail is that it's harder to grow. The sites are more difficult," Pliska said. "It's easier to grow our commercial business."

Space Age's business is now 70 percent commercial and 30 percent retail, Pliska said, just the opposite of what it was 15 years ago.

"It costs \$2 million to \$3 million to develop a new site, so it takes a special location for it to

pencil out," Pliska said.

Of their 21 stations, eight are company run. The other 13 are leased to operators who run the attached convenience stores and get a share of fuel sales.

As an independent, Space Age buys its gas, diesel and heating oil on contracts from major suppliers and via brokers on what's called the "spot market."

Pliska explains it like a diversified stock portfolio — Space Age wants a steady, secure supply at maybe a slightly higher price from major suppliers, but the ability to jump into the spot market when someone is offering excess fuel at a lower price.

Space Age has its own storage facility in the Linnton area of northwest Portland and 14 trucks and trailers to deliver fuel to its 21 stations and 80 retail and wholesale customers in Oregon and Washington.

### The price

The first thing to remember about fuel prices is that there are a lot of taxes involved. If you buy a gallon of gas in Gresham, 51.4 cents of the price are taxes — 18.4 cents to the federal government, 30 cents to the state and three cents to Multnomah County. Some cities have their own taxes; Troutdale's is 3 cents, for example. Taxes on diesel in Oregon totals 57.4 cents.

Pliska offers no opinion

about Oregon being one of only two states that prohibits self-serve gasoline, saying only that attendants add 4-5 cents a gallon in cost. It's up to the consumer to decide what they want, he simply says.

For most operators, pricing gas at their stations is extremely competitive. The manager of the Fred Meyer station in Gresham, for example, drives the city up to three times a day looking at other prices. The Space Age station across Burnside Road from Fred Meyer will almost always be 3 cents a gallon under the Fred Meyer price — the amount of that store's minimum discount.

Pliska says prices at each Space Age station are set — and sometimes changed more than once a day — at the company's main office in Clackamas by a staff that knows their costs and what its competitors are doing.

"We want to be low. We want to be competitive," he says. "We compete on location and price."

### The future

While Jim and Harold Pliska have built a nice business, they have to keep one eye on the future — of both their industry's and their own.

A longtime, avid golfer, Jim Pliska has branched into golf course ownership. Fourteen years ago he bought and started the chore of revitalizing Emerald Valley Golf Course near

Eugene. It now serves as the home course for the University of Oregon's golf teams. Seven years ago he and a partner opened the highly regarded Wine Valley Golf Club in Walla Walla, Wash.

Pliska and his father also operate two hotels, one near Emerald Valley and the second near the truck stop. Although his office is filled with golf equipment and memorabilia, Pliska says his golf business remains a sideline to the gasoline business.

"I believe in the game and I wanted to help the game," he said.

With Harold Pliska retired and Jim Pliska in his mid-50s, it's often the leaders of a family-owned business start thinking of a succession plan. One of Jim Pliska's two daughters and a nephew works in the company. Or, there could be an eventual sale to employees. He's just not certain.

As for the industry, it's volatile in more ways than one. There's carbon emissions and global warming, alternative fuels and the push to electric vehicles.

Pliska admits he has no crystal ball or one clear answer.

"What does the future hold for gasoline? What direction are we going to go?" he says. "I really don't know. But what I do know is that if you're not going to adapt you're going to get run over."



outlook 24 May 2006

# Trash can unnecessary with these shops' help

*Downtown jeweler, cobbler buck national trend*

BY KELLY MOYER-WADE  
staff writer

## Part II of a two-part series

In a country where mops are thrown away after one use and parents buy disposable baby bibs, several small businesses in Gresham's downtown core are bucking the "disposable nation" trend.

In the space of a few blocks, Gresham customers can have their shoes resoled, their couch reupholstered, their watches repaired or their favorite jeans hemmed. With these businesses around, who needs a trash can?

Beginning last week and culminating this week, *The Gresham Outlook* has profiled four such businesses. On May 17, we published the first part of this series on Super Seams Alterations and Gresham Custom Upholstery. This week, we profile Springwater Jewelers and Gresham Shoe Repair.

## A new generation of heirlooms

There are a lot of throwaway watches these days, but that doesn't faze Larry Lovelin, owner of Springwater Jewelers in downtown Gresham.

## SPRINGWATER JEWELERS

**What:** Springwater Jewelers

**Where:** 35 E. Powell Blvd., Gresham

**Who:** Owner/Goldsmith Larry D. Lovelin

**Services:** Watch and clock repair, new jewelry, diamonds, custom jewelry design, new watches and clocks.

**Phone:** 503-618-9023

nearing its end.

"I think people want to get back to good earth basics," Lovelin says. "I'm trying to do this myself, to eat more organics, get back to nature."

Getting back to basics, for Lovelin and many others, means contributing as little as possible to the landfills.

In the old days, families passed jewelry, clocks and watches down through the generations. These were keepsakes to be cherished, not digital pieces of plastic to be thrown away when a newer model hit the shelf.

Most of Lovelin's customers are from a different era, but their children and grandchildren are catching on.

"I have people who have been coming in here for years, for generations," Lovelin says. "People are very particular about who they entrust their jewelry to. Knowing that I'm here, that I do it myself, I think that helps. Plus, I'm the owner, and I have a lot at stake,





STAFF PHOTOS BY CAROLE ARCHER

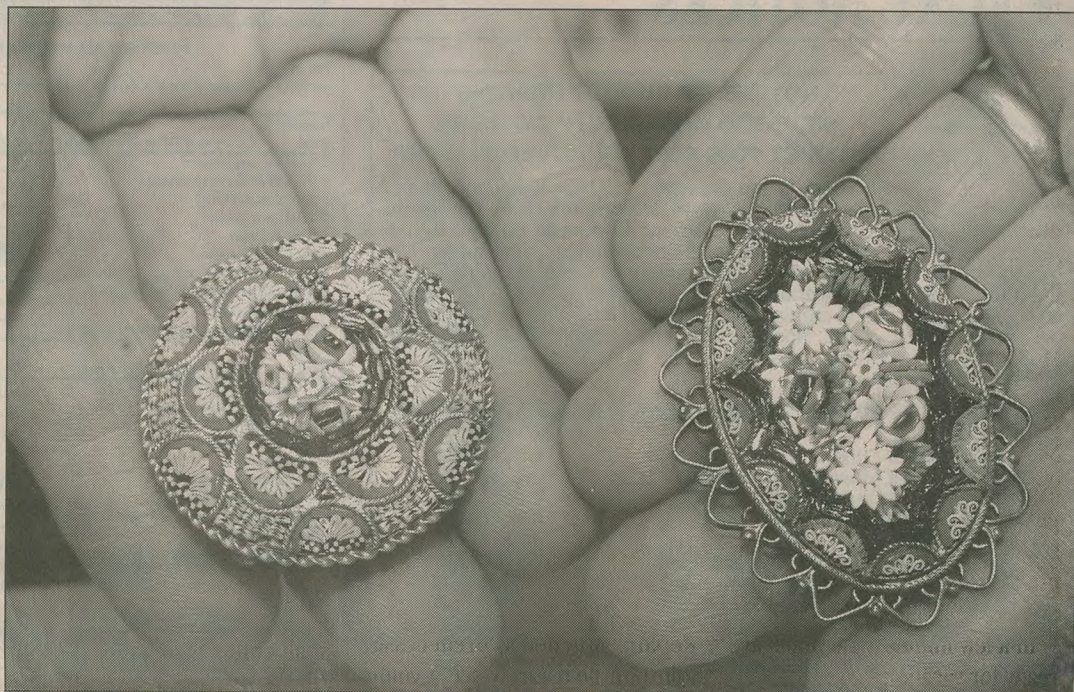
**Above: Springwater Jewelers owner Larry D. Lovelin repairs a bracelet in his shop Thursday, May 4. Services include watch and clock repair, new jewelry, diamonds, custom jewelry design, new watches and clocks.**

**Right: Lovelin often repairs old costume jewelry that has sentimental value such as these bead brooches.**

mean customers must sacrifice looks. Some of the new watches in Casio's Oceanus collection are beautiful to look at and known for their quality construction. Lovelin is the only jeweler in the Portland area to offer the world's first atomic solar chronograph watch. He also carries Skagen watches, which are guaranteed for life.

Taking care of people's most valuable heirlooms is something Lovelin, a jeweler for more than 20 years, takes great pride in.

The greatest compliment for



Lovelin is being compared to previous owners.

"This was Mile's Jewelers for 25 years," Lovelin says. "One day a customer came in, and he'd

been coming here for more than 25 years. He said 'This is great,

we have another Miles here.' That was a great compliment."

Although a good chunk of his business depends on people repairing and keeping their watches and clocks, Lovelin thinks our nation's tendency toward the disposable may be toward the disposable may be He says getting quality doesn't



# g of long line of jewelers



STAFF PHOTO BY FLINT CARLTON

ar an original picture of the Mealey building taken in 1927.

before and gave good service," he said. "I owe them some recognition."

Back in the early days, clocks and watches needed mechanical fixing. Today, with the invention of electronic watches, the need is more for helping customers replace batteries and keep the watches clean. Still, there are old-fashioned watches that people need fixed, and they still seek out the expertise of local jewelers.

Lovelin, who has been a jeweler for 20 years and lived in Gresham for 28 with his family, today works on odds and ends from

fancy diamond settings and scratched bands to broken-down music boxes and costume jewelry.

"Older ladies bring in costume jewelry, and nobody fixes these anymore," Lovelin says. But he'll "work on it for a little money, or donate the money to My Father's House. I do it because it's a service."

Today, 95 percent of his business is repair work, Lovelin says. He's even had binoculars brought in, but he offered to take those to an optical specialist. Clock and watch repair continue to be services

customers seek at the jewelers, and Lovelin says he has repair professionals to assist the business.

Lovelin, who received his training at a diamond-setting school, enjoys jewelry for the customer attention and will "inspect a ring on the spot." It's the personal service that has kept the jewelry store lineage alive, he believes.

"I know jewelry is a very personal thing," he says. "It's not the money, it helps, but the big push here is being a help to customers."



# Building setting

## *Springwater Jewelers the latest tenant in Mealey's history of merchants*

BY JILL FOREMAN  
staff writer

When goldsmith Larry Lovelin opened Springwater Jewelers 14 months ago, he experienced a surprise economic boost from the past.

"If it weren't for those past jewelers," he says today, "I may not have been able to start the store."

On Wednesday, July 2, according to Lovelin, the jewelry shop at 35 E. Powell Boulevard, in the former Dowsett building that once housed the Gresham Rexall Drug Store, will mark a 76-year tradition of jewelers.

They include Alfred Mealey, who opened the first jewelry store in the Dowsett building in 1927. That same year, five new businesses opened and it was deemed a "booming time" for downtown Gresham, according to the Gresham Historical Society's book "Gresham: Stories of Our Past."

Alfred Mealey's downtown Gresham successors in the jewelry business — some in different locations, but who eventually moved back into the original building where Lovelin is now — were Alfred's son and daughter-in-law, Russell and Kaye Mealey, Earl Williams, Miles Mealey, Bruce Sjolund, George Mardirosian, Errol and Michelle Stewart and today, Larry and Carla Lovelin.

Lovelin has a photo on the wall of Alfred Mealey. It's a 1929 picture of the jeweler in his shop.

"I was amazed of the customers who told me stories of the past jewelers in this location," Lovelin says. "These people kept coming back to this location, not knowing who was here, but as an 'old, familiar place.'"

Intrigued by the stories of old-timers who wandered in, Lovelin, who says he's not a history buff, started to research the past of the location. He has talked by



Gresham jeweler Larry Lovelin sits near

phone to former owners, discovering that Miles Mealey is enjoying retirement, Kaye Mealey Hessel is still in Gresham, Earl Williams has moved back to California and the Stewarts moved to the East Coast.

"I am totally grateful and appreciate this wonderful history of this place," Lovelin says. "This past has contributed to the success of my business, and it is very important to me to give my customers the 'good, old-fashioned hospitality' they deserve that was offered here in the past."

"I'm honored these people were here



2003



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8-23-62

## ***New St. Vincent de Paul Store Opens Saturday***

The new St. Vincent de Paul store will hold its grand opening Saturday from 9 a.m.-6 p.m. at 220th and Stark, near 12 Mile corner.

Prizes, refreshments, balloons for children and earrings free to the first 250 women visitors will be featured for the opening of the store, which replaces the former St. Vincent de Paul store at 218th and Stark.

The new and larger store has 5500 square feet of sales area and ample off - street parking.

Store interior, brightly illuminated and with large windows, provides an attractive setting for the display of shoes, clothing, furniture, household items and thousands of other articles ranging from antiques and bric-a-brac to hardware and tools, all available at bargain prices.

### **Local Employees**

Manager of the new store is Mary Miller. She is assisted by Virginia Cleveland and Verna Tangeman, all from the Gresham area.

The Society of St. Vincent de Paul is an international organization of Catholic laymen engaged in visiting the poor to offer spiritual and material assistance.

It was first organized in Portland in 1869, its first project to furnish funds for the construction of St. Vincent's

Hospital. The first St. Vincent de Paul store in Portland was opened in 1930. There are now six stores in the Portland area.

The Society's new headquarters building at SE 28th and Powell employs 40 full - time workers and approximately 600 part - time workers who are handicapped or in dire need of work. They refurbish and renovate material which is donated to the Society.

The Society provided funds for the construction of Camp Howard, a summer camp for boys and girls located in the Sandy-Bull Run area.

### **Helps Nursery**

Revenue from the sale of used donated merchandise also provided funds for the purchase of land and buildings for Blessed Martin Day Nursery, 2805 N. Williams, which is operated by the St. Vincent de Paul Society. The nursery provides day care for 50 children — often from broken homes— whose mothers must work to supplement their family earnings.

Other works of the Society include providing Christmas baskets to the needy and spiritual comfort to inmates of the county jail and residents of the county home.

The public is invited to the new store's grand-opening.



# Gresham puts its postmark on

by **Mara Stine**  
staff writer

A local businessman is putting his stamp on the state's sesquicentennial celebration.

John Clark, owner of Stamp-Connection in downtown Gresham, designed an innovative stamp that's being used to postmark mail at 326 post offices in Oregon.

Using a see-through acrylic mounting, Clark created a postmark stamp that allows post offices to postmark a special commemorative stamp designed for the state's 150th birthday without marring its scenic image.

Modeled after an acrylic stamp the company designed about three years ago for WheresGeorge.com — an Internet-based movement in which people stamp paper currency and track its journey online — the postmark stamp depicts an outline of the state.

Each community in the state, and there are 326 of them, has its own postmark with the name of the city at the bottom.

Because the stamp is clear, whoever's using it can center the postage stamp in the middle of the state outline, creating just a ridge of cancellation on the stamp's perforated edge, Clark said. That way, the stamp's image, and therefore its value, remains pristine for collectors.

Huh? You mean the stamp doesn't need to be covered in ink to be cancelled?

Nope, said Kerry Jeffrey, customer relations coordinator for the Portland district. In order for a postage stamp to be considered cancelled or postmarked, it just has to have ink somewhere on it. But because most cancellations are done by machine, not by hand, they typically cover a large portion of the stamp.

Stamp collectors, however, want to preserve the stamp's image and a big ink postmark can lower its value.

"That's where the acrylic came in," Clark said. "People think we sell rubber stamps. We actually sell solutions to their problems. And in this case, it was



staff photo by JIM CLARK

**John Clark of Stamp-Connection holds one of the postal cancellation stamps his company designed to honor the sesquicentennial anniversary of the state of Oregon.**

a great solution."

Hobbyists such as scrapbookers have used acrylic stamps artistically for some time, but the stamps are not designed for rigorous, repetitive long-term use.

When Clark explained the see-through postmark stamp to Jeffrey, "his eyes lit up," Clark said. "He was getting

giddy."

Postmark stamps traditionally consist of a wooden block handle/mount and a hard rubber stamp. As a result, "Applying the postmark is really more an art than a science," Jeffrey said. "There's a little bit of randomness involved."

Clark's clearly innovative design al-



# in sesquicentennial

## Stamp depicts state's coastline

Oregon was welcomed as the 33rd state in the union on Feb. 14, 1859. The issuance of a commemorative postal stamp and 326 community-based postmarks are the first of many 2009 events and celebrations planned to mark the state's sesquicentennial.

The commemorative postal stamps showcase Oregon's rugged coastline and are available while supplies last starting Wednesday, Jan. 14. Special postmarks also are available at local post offices upon request the same day.

After that each post office will keep its commemorative postmark stamp for 60 days for use upon request from collectors.

"It's only good for mailing things



on Jan. 14," said Kerry Jeffrey, customer relations coordinator for the U.S. Postal Service's Portland district. "After that it becomes a collector's item."

More information on the state's sesquicentennial is available at [oregon150.org](http://oregon150.org).

## Where is Stamp-Connection?

Stamp-Connection is located at 109 N.E. Roberts Ave. in Gresham and can be reached at 503-667-1133, by e-mail at [sales@Stamp-Connection.com](mailto:sales@Stamp-Connection.com) or check out the business' Web site at [www.stamp-connection.com](http://www.stamp-connection.com).

allows the post office an unprecedented level of post-mark precision.

Not only does the design allow stamps to be postmarked without inking up the stamp's image, but being able to see where the postmark goes opens up a whole new realm of postmark possibilities.

For example, a trumpet stamp's postmark could depict musical notes, Jeffrey said.

Clark feels honored his product was chosen for a project of statewide historical significance like the sesquicentennial. His design will be seen across the globe. And stamp collectors live for this sort of thing, collecting both the stamp and special postmark. In fact, Jeffrey expects some collectors to amass each of the state's 326 postmarks.

Now Clark is working on a new line of acrylic-mounted stamps to be marketed through his business. "There's a lot of applications we're seeing where the stamp lining up is important," he said, such as signature stamps for letters.

He also hopes to work with post offices in other states on similar projects ... and he just might get his wish.

Jeffrey just got a call from the postal service's national cancellation unit in Kansas City.

"They're requesting a prototype," he said.

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# Putting a stamp on Gresham

John Clark looks for business niche in downtown Gresham

BY JILL FOREMAN  
of The Gresham Outlook staff

The Pentagon tracked down John Clark of Gresham.

The 30-year-old stamp entrepreneur was at work on Sept. 11, 2002, one year after the terrorist attacks, when the Pentagon called.

Well, it was technically the purchasing department with an order for eight date stamps, but it was still the most memorable order Clark's ever received.

"It was Sept. 11, and it was just like it was business as usual," he remembered.

What's unusual about Clark's nearly two-year-old business, tucked away in a small 900-square foot shop on a Gresham downtown side street, is that his stamps are sent around the nation and beyond.

Stamp-Connection.Com, 25 N.E. Third St., manufactures rubber stamps and ships them to all 50 states.

"Everybody needs a stamp," Clarks explained. "Everybody who shuffles paperwork needs a date stamp, everybody who owns a business needs endorsement stamps so they don't have to sign every check."

Stamps are a product that doesn't get cut from budgets.

"All stuff needs a mark or seal," he said.

It's not exactly a product thought about or analyzed in the media or subject to downturns like technology. Banks and businesses need address and endorsement stamps, which are the businesses bread and butter.

Clark has his eye on niche marketing, too. Take, for example, the Web site, Where's George? ↘



PHOTOS BY FLINT CARLTON - THE GRESHAM OUTLOOK

From left, Stamp-Connection.com employees Chad Clark and John Smethers package a morning shipment of stamps while owner John Clark and office manager Mary Lou Parsons look on.

It's a game site that lets users track where in the country their \$1 bill goes. Users enter the dollar's denomination, series and serial number. The bill is stamped with a phrase asking the recipient to log on and let the user know where the \$1 is.

Well, Clark started getting calls from "Georgers" who had seen his Web site. They needed stamps for their game.

"I created a special stamp," Clark said. It stamps an ink circle with the Where's George? phrase around the Federal Reserve Bank Seal on the \$1 bill. Now he sells the stamp from his Web site and gets requests for it daily.

Clark didn't start out a stamp expert. He used to be on an auditing team that did accounting for US Bank. He switched careers when Rose City Stamps asked him to set type on their computer and introduced him to the business.

His next move was to run Pioneer Printing and Stationary for four years in Vancouver, Wash., where he was head of the rubber stamp division.

"I didn't tell them I didn't know anything about stamps," he said. "I'm a smart guy. I winged it."

Eventually, he built a Web site, bought a stamp maker and did freelance jobs out of his house. After four years, he left Pioneer to strike out on his own.

He found Gresham, Clark said, out of the will to create more than a business.

"This is historic downtown Gresham," he said. "This was the neighborhood. This is great."

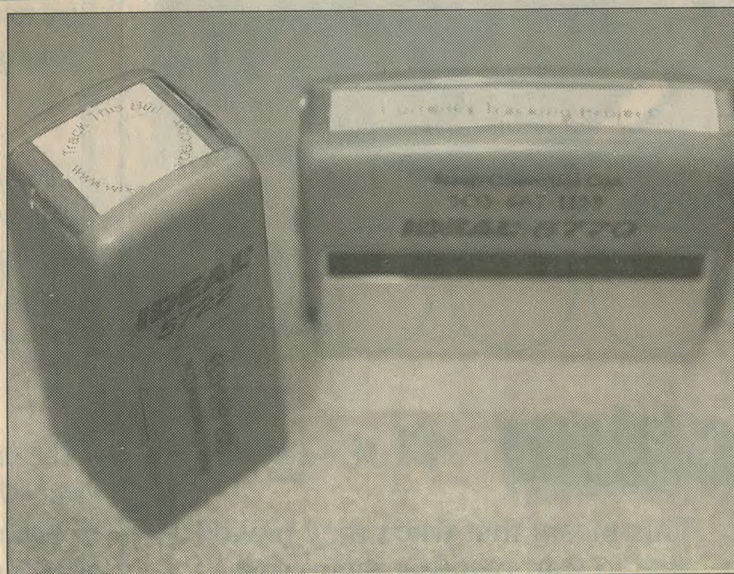
With the use of the Internet, it was feasible to set up shop in the quaint downtown sector. With some 12,000 clients, most of who order off his Web site, Clark has seen a 100 percent increase in business.

There's no telling exactly what kind of orders will come in each day.

Once Clark got a phone call at 3 p.m. from New York City. It was the Department of Treasury for the Virgin Islands.

"They needed a seal and needed it right away," Clark said. He e-mailed proofs of what it would look ↗





like, received the go-ahead, and manufactured the stamp in less than an hour.

"We sent it Priority Mail overnight and they had it in their hands the next morning," he said.

Clark is a businessman who believes in hands-on community service. He has brought in Alpha High School students to teach them

how to make stamps.

"A lot still come around," he said. Clark helps out in the community because at one time, when he was bouncing around from high school to high school in his youth, he was "an alternative kid."

Now he can give back. Clark has sponsored the "Spirit of Christmas," event, talked trans-

portation issues before the city council and is a Booster. He is creating a dining guide featuring downtown restaurants.

"Just something to put in hotels, so people can do better," he said.

Clark's building a Web site called [historicgresham.com](http://historicgresham.com) with Alpha High School students. The students are transcribing the writings of old-time *Gresham Outlook* journalist Marion Dudley Eling, who interviewed pioneer families.

But it is the future that Clark urges Gresham businesses to look to.

"When a small shop can ship to all 50 states, that's something," he said. "I turn around and spend that money in Gresham. If we had more businesses using the Internet, we'd have more money coming into our economy."

*Reporter Jill Foreman can be reached at [jforeman@theoutlookonline.com](mailto:jforeman@theoutlookonline.com) or by calling 503-492-5116.*



2003

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Joe Doody, Staples President, talks with guests during the grand opening of the \$25 million facility Monday, Feb. 23.

DUTLOOK 25 FEB. 2004

# Staples warehouse opens

*Center employs 75 and officials say more may be hired with growth*

BY JILL FOREMAN  
staff writer

The new \$25 million Staples Fulfillment Center in Gresham is a technical marvel with some 2 1/2 miles of conveyor belts shuttling WypAll, Self Seal Air Bubble Shippers and Twizzlers Strawberry Twists in pick-pack-and-ship perfection throughout the Pacific Northwest.

The gigantic 200,000-square foot warehouse and distribution center, on Northeast Airport Way north of Interstate 84, is the size of three and a half football fields, located in the Southshore Corporate Park alongside

Frito Lay, UPS and Bridgestone/Firestone on Northeast Airport Way. It was built in less than a year and is filled with thousands upon thousands of office supplies that are shipped

direct to large and small customers within 24 hours. The Staples Fulfillment Center can process up to 15,000 personalized orders a day and runs nonstop five days a week.

Staples held a modern "ribbon-



STAFF PHOTOS BY FLINT CARLTON

**Gresham Mayor Charles Becker, far right, helps facilities manager Voss Chaston with a ribbon shredding instead of cutting at the new Staples Fulfillment Center in Gresham.**

shredding" while unveiling the facility on Monday, Feb. 23.

"We're happy you're here in Gresham," said Mayor Charles Becker. "Gresham is growing and we will add more customers and we think we'll grow together."

The new Staples center provides 75 jobs including lift-truck operators, clerical support staff and material handlers, the people who pick and pack the orders. As the business grows more

jobs will be added.

The center features state-of-the-art systems and supply chain technology such as scanners that read barcodes and send boxes to different zones where the items are placed inside. This futuristic "pick-to-light" automated scanner technology greatly reduces errors while making the packing go faster.

A MOR Energy Management system shuts down sections of the shipping system when they are not in use and motor driven conveyor belts don't run unless scanning "eyes" sense a box coming.

The system also features prioritization technology, which tells the conveyors which packages need to be completed faster.

There is some good, old-fashioned hard work to be found in this modern building. Employees personally check every item in every box.





OUTLOOK 11 JAN. 2003

# Gresham adds a Staple

*Company will soon supply 200 jobs at its new regional warehouse in the Gresham area*

BY JILL FOREMAN  
of The Gresham Outlook staff

An \$11 billion retailer of office supplies has confirmed it will become a staple in Gresham by building a \$15 million regional warehouse and distribution center at Southshore Corporate Park.

Massachusetts-based Staples Inc. has purchased 23 acres for the build-to-suit facility from Catellus Development Corporation, the world's largest industrial park developer and owner of Southshore, located between Marine Drive and Northeast Airport Way.

The 200,000-square-foot building will be used to process orders large and small for businesses within 24 hours.

Staples could hire as many as 200 employees, said Max Talbot, director of Gresham's Community and Economic Development team. "We worked real hard to make the deal

Staples spokesman Owen Wilson said specific hiring details were "a little premature given the fact it won't be operational until October or November," but said future positions will include lift-truck operators, clerical support staff and material handlers, the people who pick and pack the orders.

Staples conducted a pretty extensive site selection all over the Pacific Northwest, said Molly Maybrun, Catellus development director.

"I think transportation access was appealing to them and the flexibility of the site," she said. "We were able to give them the expansion they wanted."

In addition, Catellus is willing to sell Staples the land at Southshore Corporate Park upon completion of the building and after all parties have signed off on it.

Once again, the city of Gresham played an important role in fast-tracking permits and offering full attention to bringing the business to town.

"We do have difficulty sometimes competing

TURN TO STAPLE,  
Page 3A

OUTLOOK 11 JAN. 2003

## Staple: Construction to begin in February

CONTINUED FROM Page 1A

with the city of Portland and Airport Way with the incentives they're often provided through urban renewal," Talbot said. "Since we don't have that available, the work that we did with them on assisting and financing was just enough to get us a home run on this one."

Gresham was able to offer Staples basic financing — a decade of no-interest payments on the city's system development fees, which incoming businesses pay to combat the additional load on the city's facility infrastructures such as reservoirs, roads and pipes.

And Staples was willing to look at the big picture — in the long run

locating in Gresham can be more cost-effective because the tax rate and licensing fees are cheaper than Portland's. All parties involved, including Gresham and Catellus, had to be willing to fast-track because Staples wants its center up and running as soon as possible.

"This thing's been floating around for two to three years," said broker Tom Talbot, not related to Max Talbot, of Grubb & Ellis in Portland, who represented Catellus in the transaction. "They've taken longer than their business plan would provide. They wanted to be in a facility 12 months ago."

Catellus will start construction in February with plans for completion by October, Maybrun said.



# Starbucks will open in Gresham

8-16-93

GRESHAM — Starbucks, the Seattle company that just made Fortune magazine's August 1993 list of 100 of the fastest-growing companies in America, is coming to Gresham.

Launched in 1971 in Seattle's Pike Place Market, Starbucks has grown into the nation's largest coffee retailer with more than 220 outlets stretching from Narita International Airport in Tokyo to eight recently opened outlets in Washington, D.C.

The company serves more than 950,000 coffee drinkers weekly. During the past few years, sales have grown at an annual rate of 77 percent to \$123 million. Starbucks' publicly traded stock value has risen 120 percent over the past year to \$49 a share as of June 30.

In coming to Gresham, Starbucks will be locating in the same city as the headquarters of Boyd Coffee, a premier coffee producer in its own right. Like Boyd, Starbucks also supplies restaurants with coffee and coffee-making equipment. It also operates a mail-order business.

The Gresham store will be at 2442 E. Burnside Road in the former Little King's Sandwich Shop in Gresham Village. The outlet is scheduled to open Sept. 4 and will be managed by Jim Glaeser, currently with Starbucks' downtown Portland outlet, which opened in 1989.

The Gresham store will occupy about 2,000 square feet, or twice the normal size of a Starbucks outlet. Operating hours will be 6:30 a.m. to 8 p.m. on weekdays, 7 a.m. to 8 p.m. on Saturdays and 8 a.m. to 7 p.m. on Sundays.



# A good neighbor to customers for 40 years

## Third generation of State Farm agents hangs out shingle

By ANNE ENDICOTT  
The Outlook

Several years ago, State Farm Insurance Agent Pat Swift received an after-hours phone call from a customer. A wicked gust from the East Wind had dropped a tree on the man's home in Troutdale, taking out power and stranding the family.

Swift did what he's always done to help a customer — he made a house call.

"I bought some pizza and drove out there," he said. "When they opened the door, one of his daughters sang, 'Like a good neighbor, State Farm is there.' I look at it that when you're at your worst, and you've got a claim, I want to be there. That's when I get to work for you, and that's what I love."

In an industry not always known for stellar customer ser-

vice, Swift is an anomaly. He still believes in face time with his clients. By establishing relationships with customers, Swift said, he is better able to help during an emergency, via starting a claim or sometimes, with a hot pizza.

But more importantly, personally serving customers is a tradition upheld by three generations of the Swift Family. Pat learned it from his father, Don, and has instilled the practice in his son, Joe. Combined, grandfather, father and son have represented State Farm's good neighbor policy in Gresham for more than 45 years.

When Don Swift signed on with State Farm in 1968, he started his business with customers he'd gleaned by going door-to-door peddling life, home and auto policies. Don eventually hung out his shingle with his own agency in 1983 in downtown Gresham and went on to become an agency manager overseeing other State Farm offices around the state.

Pat followed in his father's footsteps in 1993, opening his



Joe Swift (left) became the family's third generation to represent State Farm after opening his own agency in January. His father, Pat, has had offices in Gresham since 1993 and worked with his dad, Don, who ran a downtown agency for 25 years.

OUTLOOK PHOTO: JIM CLARK

own office three months before Don retired. In turn, Pat mentored Joe, who took a desk in his dad's office shortly after graduating from the University of Oregon in 2006.

"It was the best four and a half years of my dad's career," Joe

said, laughing. "I think he felt with me in the office, he didn't have to worry about things."

Gone are the days when rookie agents knocked on doors for customers. State Farm now provides new agents with start-up resources to build their business

### Contact info

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1008 NE. Division St., Suite A,  
Gresham  
503-665-1101

■ Pat Swift, State Farm Insurance  
135 N.W. First St., Gresham  
503-665-3111

and certification training to offer the company's diversified services. These days, though, folks shopping for insurance generally start with the Internet and rarely cross the threshold of an agent's office.

"Now, with the computer, you can get a quote and a binder in an evening without ever talking to someone," Joe said. "My generation is more driven by price and they're not interested in a personal relationship in the beginning. But it's still our job to service the policy. State Farm has built the infrastructure to offer online services because that's what everybody wants, but there's still value in having a personal relationship with your agent."

Pat admits he's still somewhat old-school, in that he personally doesn't dabble in State Farm's expansion into mortgages, car loans and other financial services for customers. And he's not a big fan of online claim filing.

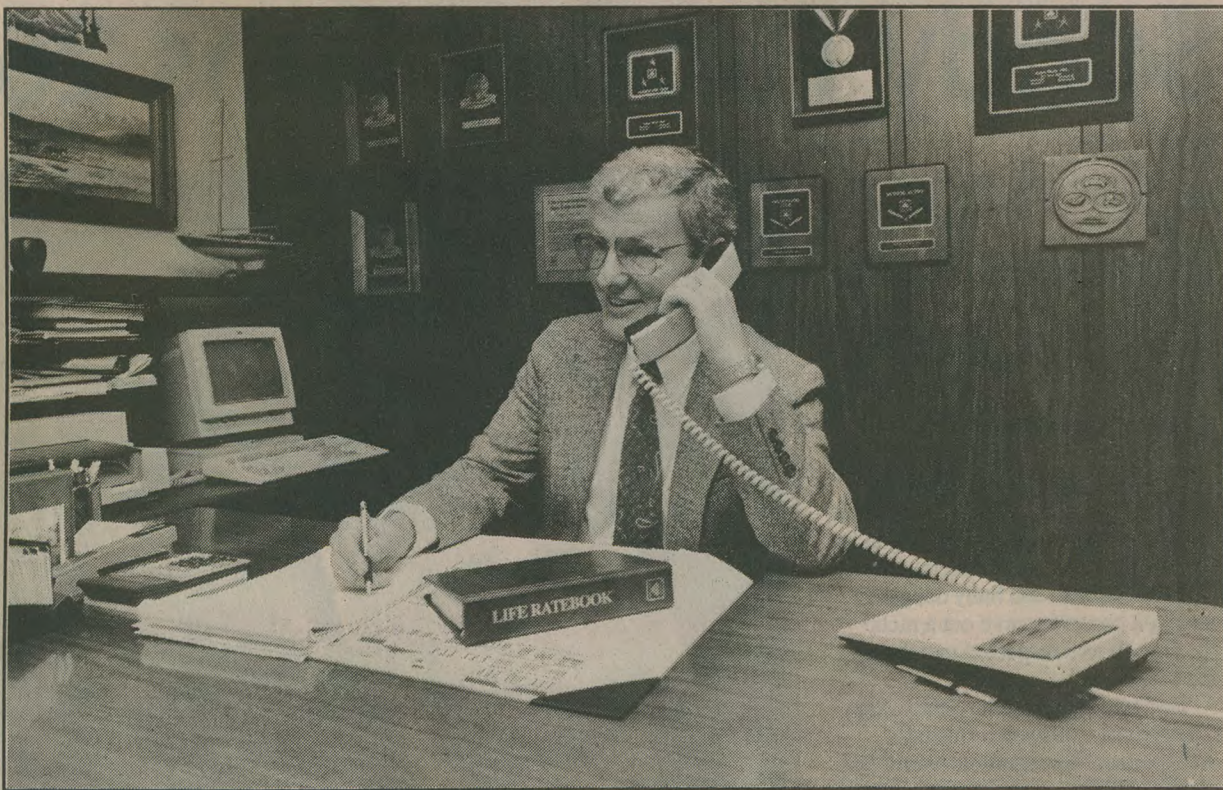
"The pitfall to filing a claim online is that if it's something minor, or would cost less than your deductible to do yourself, it's on your record whether you use your insurance or not," he explained. "When something happens, that's when you really need your agent."

It's rare among insurance companies to boast three generations in the business, Pat said, adding that Joe is the only one of his three sons to have an interest in the industry. He takes no credit for son's chosen career, but does take pride in the continuation of the family's legacy in Gresham.

"My dad never pushed it on me and I never pushed it on Joe," he said. "But Joe fell for it anyway! But I'm proud there are three generations in the industry — I think it's pretty cool."



## Arden Meyer State Farm Insurance



MARGARET M. DUNNE

Arden Meyer, a 1952 graduate of Gresham High School, has been selling State Farm insurance in Gresham for 26 years.

# Enthusiasm marks this agent

□ 1952 Gresham High graduate takes pride in his work, company

by BARBARA ADAMS

Arden Meyer has been selling insurance in Gresham for 26 years.

"This is my town," he said.

"I grew up on a farm about seven miles east of Gresham, graduated from Gresham High School in '52, got married at a young age and had five kids," Meyer said.

As a broker for State Farm, Meyer takes pride in the company and his work.

"I think State Farm is the only company I would have worked for ... I know the quality of the company and the way they handle claims.

"Operating through independent agents like myself, State Farm has the philosophy of being a people oriented

ple as opposed to companies that you buy your insurance through the mail and everything is a 1-800 number."

One of Meyer's employees is Dotty Tillstrom, who has been his office manager for the past 22 years. "She basically controls the things that go on in the office operation," Meyer said.

Loretta Steelman and Donna Moen are also part of the staff, handling office work and the clients as they come in.

"I never wanted to run a multiple agency," Meyer said. "I wanted to succeed or fail on my own.

"There's a lot of stress in the insurance business because you're dealing with a lot of problems, and of course, that's what we do, we solve prob-

The walls in Meyer's office are adorned with signs of accomplishments that he has earned through the years.

Meyer said the future of his business looks bright, in spite of the enormous losses the insurance industry has suffered over the last five years.

"From 1989 to the present there have been some catastrophic natural disasters like hurricanes, to the freezing to the earthquakes to the fires and so forth. State Farm's position in that field is very bright," he said.

Business has been good. "Every year my business has increased. The reason we have grown is because of the philosophy of State Farm to take care of its people. We're known as the family insurance company, and we want to be able to cover all the family insurance needs," Meyer said. "We like to think of ourselves as personally involved with the people we do business with."

Meyer's office is at 820 E. Powell



# Historic plant core of industrial park

*Daily Journal of Commerce - Nov 15, 1973*

GRESHAM — When the old cannery in Gresham closed last June after 48 years of operation, most local residents — watching suburbia sweep through their farming area — thought it was just one more era coming to an end.

Well, not entirely so. Real estate developer John Goss is one who believes the cannery has more history to record.

Recently he purchased the entire facility from the Stayton Canning Co. In order to concentrate efforts in other Willamette Valley plants closer to its crop growing areas, the company had decided to sell its Gresham operation.

Goss announced that history will carry forth here in the form of an industrial park centered around the area's most predominant feature — the mammoth old cannery building, all 81,000 square feet of it.

The sturdy, two-story brick structure, topped with its familiar sugar tower, will serve both as a landmark and as a functional part of the development.

The site covers ten acres along 8th Avenue between N.E. Kelly and Cleveland Streets. It is presently zoned M-3 for light industrial use.

Including land cost, Goss ex-

pects his investment to exceed \$1.5 million.

Involved will be the construction of some 20 small industrial and office buildings, remodeling or removal of other existing structures, and extensive clean-up and landscaping throughout the site. Additional access and parking will also be provided.

Goss hopes to construct a fountain on the west side of the property using the water from an 800-gallon-per-minute well. It would focus on a courtyard or some kind of public space. Two other large wells are also located on the property.

Some 18 million pounds of cold storage capacity at the cannery will continue to be made available, in addition to 150,000 square feet of dry storage area.

Goss, a former state legislator, has a number of other property investments in the Portland area. He has named this development the "Gresham Industrial Park."

Larry Haugset, of Norris, Beggs & Simpson, Realtors, handled the property transaction, and will also be in charge of the industrial park's leasing program. Several buildings have already been leased.



OLD CANNERY of Stayton Canning Co. in Gresham will be the focal point in an industrial park to be developed by Realtor John Goss. The sketch shows how the refur-

bished 81,000-square foot structure will be developed. Proposed fountain is at right of sketch. Numerous units are due.  
—Special to Daily Journal of Commerce.



2 D 2

# Wrecking crews raze old Gresham buildings

By ERIC GORANSON

of The Oregonian staff

GRESHAM — Wrecking crews are knocking down some dilapidated industrial buildings and old houses along the light-rail line near the Kelly Avenue station in hopes of making the property more attractive to developers.

Loren Obrist of Portland started razing the former Gresham Berry Growers Co-op food-processing plant this week. The co-op was once one of the area's largest employers and a city landmark.

Owner John Goss, 82, said many of the buildings were in disrepair and some have been damaged by fire and vandalized. He said homeless people had broken into some of the buildings looking for shelter, creating a liability problem.

Goss said his agent is talking to Tri-Met and Gresham city officials about buying the 10 acres bounded by the light-rail line, Northeast Eighth Street and Cleveland and Kelly avenues.

Tri-Met needs additional parking

space for its downtown Gresham stop on Kelly and the land would be ideal for that, Goss said.

Mike Casey, Gresham city manager, said that some city officials may have talked to Goss's agent, but no deal is in the works. Casey said the city expects to discuss its long-term space needs in the spring.

Included in the 10-acre complex is Gresham's old dance hall, a large wooden building with turn-of-the-century type huge beams. The dance hall was used by thousands of area farmers and residents.

The processing plant was first built in 1921 by area berry and vegetable growers. The co-op had about 1,500 member growers and provided employment for about 700 people during the growing season, said Glen Schaeffer, former co-op chairman, director and plant manager.

The Gresham plant was one of seven Oregon grower-owned co-op plants that processed under the Flavor Pack label. It continued to operate until about the mid-1960s, when it was combined with first

The Oregonian - Thurs. 1-23-9



The Oregonian/ROGER JENSEN

Loren Obrist uses a power shovel to raze part of the former Gresham Berry Growers Co-op food-processing plant.

United Growers of Salem and then Stayton Canning Co. of Stayton.

Gresham New Life Church, which used one of the former U.S. Department of Labor buildings on the site, moved out to a new location at 2010 N.E. Division St. this month.

Goss bought the property 15 years ago.

## METRO EAST

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## Small business, big impact

# Stevenson gains the admiration of peers, family

by BARBARA BROWER  
of The Outlook staff

It is rare to find a successful businesswoman in the automotive repair industry.

However, Theresa Stevenson, a single mother of four, runs not one but three successful businesses related to the automotive industry.

"Being a woman in the automotive industry is rare. But I've proven myself before and it's not really a problem now. I feel I have the respect of most who know me in the industry," Stevenson says.

She operates her businesses from the bright blue building near 186th Avenue and Stark Street, which she and her husband, now deceased, built together — brick by brick.

In addition to owning and managing Stevenson's Automotive Service, Stevenson is general manager and corporate president of G.O. Garage Parts. And, as head of Professional Automotive Training Services, she holds training clinics for car repair technicians.

"We've been involved in the Automotive Trade Industry for about nine years. I feel I can communicate well with my customers about their car repairs, but I respect the technical knowledge, training and ability of my technicians," Stevenson says of her repair business.

"This profession is one of the most underrated and maligned. It used to be you opened the hood of a car and you could see the whole engine. Now you have to disassemble for 45 minutes before you can see the computer-controlled interactive systems. This business takes so much training, and you have to have a natural ability to understand the

Stevenson's third business is G.O. Garage Parts, a cooperative group of about 220 shops in Oregon and southern Washington that employs 13 people and keeps six delivery trucks moving.

"My husband and I established G.O. Garage Parts because we found that independent shops like this one needed a better way to buy parts and supplies, so we and four other shops began a co-op in 1975," the 45-year-old Stevenson says.

She not only has the respect of others in the automotive industry, but the admiration of fellow Rockwood-area business people.

"She's remarkable," says Bill Maxwell, owner of Bill's Beef House in Rockwood and fellow long-standing member of the Rockwood Merchants Association.

"She has an excellent reputation in the area. She's very professional and an extremely hard worker. She's

Turn to STEVENSON, Page 7.

training. Good technicians are hard to find, and ongoing updated training is hard to find, too. The complexity keeps expanding," Stevenson says.

She also supervises Professional Automotive Training Services, which provides ongoing and updated journeyman-level training for automotive technicians by holding clinics, seminars and specialization classes.

"We gear the clinics toward independent shops like myself, but lately they are also attended by fleet maintenance technicians for PGE, Rockwood Water District and other municipalities. Updated training is needed to repair cars and it is scarce. Proper diagnosis is one of the biggest problems today," says Stevenson, who has been holding the seminars for about 10 years.



Theresa Stevenson, left, is able to handle 17, Starlite, 9, Bobby, 16, and A





Staff photo by Steve Gibbons

to spend more time with her children by bringing them to work. Her children are, from left, Kathy, Andrea, 10.



# Small business, big impact

## Stevenson

Continued from Page 6.

honest and soft spoken, but very matter of fact. We've been each other's customer for 20 years. In fact, her husband was the second customer to walk through my doors when I opened for business," Maxwell says, adding, "She's just an excellent person."

Stevenson credits her late husband, Robert Louis Stevenson, with the ideas for all three businesses.

"Bob was a real dreamer. He had all the great ideas. Then I would organize and develop things, and then implement his dreams," she says.

"Bob was one of the few with natural ability in general repair, and he had the training and education to go with it. We have always emphasized updated training and additional equipment to keep up with the changes in the industry. You just can't run a business by the seat of your pants," she says.

He died of cancer, she says, "three and a half years and one week ago. It's still real hard for me — harder than it should be. But we stay busy trying to keep alive his projects."

Stevenson's Automotive Service was their first "project" together.

"My husband built the original building when Stark Street was one lane and the only major businesses were Fred Meyer and McDonald's," says Stevenson, a former Damascus teacher who keeps her teaching certificate current.

After their marriage in 1969, the couple decided to tear down the facility he built in 1960 and rebuild it together. Stevenson has been involved in every aspect of the business since.

"I got involved in the business because I liked to be with him. We drove into work together and left work together. I was here more and more, and I listened and read. I soon became valuable and had a function and a place in the business," she says.

Their next project was starting their family. Stevenson makes sure her four children remember their father.

"I feel he should be remembered and known for what he did. We talk about him. It's important they know their heredity from him. We re-discuss his projects so we can all remember and appreciate those things," she says.

Kathy is now a 17-year-old senior at Columbia High School with aspira-



'Bob was a real dreamer. He had all the great ideas. Then I would organize and develop things, and then implement his dreams.'

— Theresa Stevenson

tions to become a medical doctor. Bobby, 16, is a junior at Columbia interested in computers and aerospace engineering. They are both employed part time by the G.O. Garage Parts business. Andrea, 10, and Starlite, 9,

both attend Alder School.

"A lot of our customers remember when the kids were born. Our kids always came to work with us. We parked a trailer by the picture window, then we got a bigger trailer, then we built on a two-story addition so they would have a place to take their naps and have a somewhat normal life. Our legal address is here at the shop so the children can attend school close by," Stevenson says.

The upper part of the addition is an apartment complete with dishwasher, microwave, bunkbeds, table and chairs. It provides a place for the children to nap, do their homework, and be together as a family in spite of the long hours spent working.

"As a teacher, I know that each day is different, and thought this was better for my children than being alone at home or with a baby sitter or being raised by their peers," says Stevenson, who personally picks them up from school each day.

Their real home — another project — is on five acres near McIver Park, across the river from Estacada. Stevenson and her late husband also built it themselves in 1971.

"We have a big garden in the summer. That's mom's hobby. It's really all she has time for. She kind of likes to work a lot," Kathy Stevenson says.

"She's protective and cautious, but she's really a neat person. She's raised us to be responsible and independent. She helps us to achieve our goals and be a success," says the first-born child.

Being a single mother of four, owner of three businesses and member of trade organizations is a lot of work, admits her mother. And if she is successful at her endeavors, it is not luck.

"We work at it. I'd much rather work eight hours, but the automotive business is not a high profit business. I can't raise four kids on a single salary, so I have to work about 80 hours a week. And being a single parent means there is no relief — no one to share it with. I am able to do it alone, but I don't enjoy it as much," she says.



OUTLOOK 16 FEB. 2002

## After 74 years, jewelry store closes

BY ANNE ENDICOTT  
of The Gresham Outlook staff

Stewart's Jewelers on East Powell Boulevard in Gresham will lock its doors for the final time Saturday, Feb. 16, marking the end of a more than 74-year run for a jewelry and watch repair business synonymous with downtown Gresham.

For owners Errol and Michelle Stewart, who will be relocating closer to family in Maine later this spring, closing the doors will be a bittersweet and exciting moment.

"I'm looking at a new adventure here," Michelle said. "The sad part is the customers. We tried to make customers feel like a person and not a number."

The tidy little shop has housed a jewelry store and watch repair business for the better part of the last seven decades. Original owner Alfred H. Mealey opened the shop in July 1927, beginning a legacy continued by his son, Russell, in 1946. A family operation, Mealeys Jewelry Store remained an icon in the community until 1984 when Russell and his wife retired.

After a series of owners, the Stewarts purchased the business four years ago. A former electrician with a passion for jewelry design, Errol jumped at the opportunity to run his own business.

"I took a fun hobby and made it into a livelihood," he said. "This was the first jewelry store where we actually dealt with the public. Before that, it was mostly for friends and I did it from my house."

The Stewarts plan to "spend some time retired" and possibly open an antique store once they're settled in New England. According to Michelle, working seven days a week leaves little time for pursuing other interests.



FLINT CARLTON - THE GRESHAM OUTLOOK

**Stewart's Jewelry Store owner Errol Stewart shakes hands with Don Schroeder of Boring after selling him an item for his wife. The Gresham jewelry store is closing its doors on Saturday, Feb. 16.**

"The store was closed Sunday and Monday, but we always had things to do," she said. "Antiques are really big back east and I've seen the hours antique dealers have. They seem to come and go when they want and they're never hurting for business."

Unable to totally abandon his love for jewelry and the satisfaction of repair work, Errol plans to do a little antique hunting of his own.

"I bought a sea shell kit in Connecticut when I was about 14," he said. "My mom tells me she still has the earrings I made for her. I really want to get my hands on those for nostalgia, I guess you call it."

*Reporter Anne Endicott can be reached at [aendicott@theoutlookonline.com](mailto:aendicott@theoutlookonline.com) or by calling 503-492-5116.*



OUTLOOK 23 JAN. 1969



Stockman's Floor Covering, 1045 E. Powell, across from the Polar King, Gresham, 665-8307, opened last January. Dick and Arlene Stockman are the owners and offer free estimates at your home or in their store, and complete floor covering decorative assistance in carpeting, vinyls, tile and counter tops. Each customer is given personal attention. Stockman's have the finest and largest selection of carpeting in the North East area. Budget terms are available and expert installation is among their many services. Hours are 9 to 6 Monday thru Friday and Saturdays, 9 to 4. The Stockman's are proud of serving people of the Gresham area and look forward to many years of continued growth.



# Small business, big impact

VISTA, Gresham Outlook, March 4, 1989

## Life in clothing business sees changes with years

by SHARON NESBIT  
of The Outlook staff

When Gordon Stone was growing up he decided he wanted a white-collar job. He wound up selling white collars instead.

Early Gresham residents bought their clothing from Ed Aylsworth. Aylsworth took on a partner named Ray Martin. Martin hired a struggling young fellow named Gordon Stone. Today Stone, his wife, Dorothy, and sons, Marty and Randy, are the operators of Stone's, a clothing and shoe store for men and women in downtown Gresham. A third son, Rick, is not far away in the Hallmark Store in Gresham Rexall.

The family stems from blue-collar beginnings. G.A. Stone, Gordon Stone's father, was the wood boss and high climber in the lumber mill at Palmer on Larch Mountain.

"It was kind of riches to rags story," quips Marty Stone. Sitting in for his father, who was waylaid by the flu, Marty tells how his grandfather and his wife, Martha, were the first ones in Palmer to get a gas-powered washing machine. On weekends, G.A. Stone loaded his wife and four children in the car and took them to Portland where he hired an airplane and pilot for excursions over the city.

But all that ended on Dec. 4, 1934, when G.A. Stone died in the woods in a logging accident. Martha Stone was left with small children to raise.

"The kids had to grow up pretty fast," Marty says of his father's childhood.

Gordon Stone found an after-school job and a father figure with Gresham clothier Ray Martin. After a hitch in the service, Stone came back to Gresham and joined the business. He bought into it in 1951 and in 1960 bought out his partner Ralph Quicksall. Today, in addition to the four family members, the store employs two full-time and about six part-time employees.

Gordon married his wife, Dorothy, a registered nurse, in 1946. She was the Gresham High School nurse for a number of years but gradually



Staff photo by Steve Gibbons

### Gordon Stone checks the fit on a pair of shoes.

became part of the family business.

The couple's three sons also started at an early age.

"I remember when they worked late Friday nights, we kids would be upstairs in the office running amok and making goofy signs with the sign painting stuff," Marty says.

He also remembers driving out with his father on weekends to collect overdue accounts. "We were dumb little kids, and we thought it was exciting," he says with a grin. "But Dad never turned the bills over to a collector."

Gordon Stone peddled his wares by offering graduating seniors a certificate for \$7.50 off on a suit or sportcoat. "And those were the days when you could get a wool sportcoat for \$49.95," Marty says.

The struggle to survive in the retail clothing business has not changed over the years in Marty's opinion. "It's a capital-intensive business with the vast majority of the money going back into merchandise."

But buying habits have changed. Work clothes don't work anymore. People buy clothing for status, Marty says, and that forces the clothing retailer to compete in the market

with compact disc players, new cars and big screen televisions.

"I don't gamble," Marty Stone says. "I gamble every day I'm at work. Every day you have a pair of dice in your hands trying to guess six to eight months from now what the consumer is going to want."

The Stone have had their failures. A store at Sandy was closed after 11 years, killed by the recession of the early 1980s.

"I can see that my Dad might be tempted to sell out and move to Palm Springs," Marty says. He and his brother bought into the store in the 1970s.

"When I think of the things he gave up to get the business up and going. A store like this becomes your family, your religion, your after-hours activity and your main hobby."

But there are good points to being in a small business, Marty adds. He relishes the challenges from the big retailers.

"We succeed because we know our market better. They are so big that that bigness creates inefficiency. But we can turn on a dime.

"And when the owners work in the store, a customer will never find anyone who cares anymore than we do."



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#9 Chicken & Broccoli	\$36.99
#10 Tofu Special (Sauce changes weekly)	\$30.99
#11 Beef & Broccoli	\$38.99

## Yakisoba Noodles With .....

Fresh Vegetable Stir-fry	\$25.99
Honey Teriyaki Chicken	\$28.99
Flank Steak	\$32.99
Chicken Breast	\$28.99
Chicken Breast & Flank Steak	\$34.99
Tofu (Sauce changes weekly)	\$28.99

Oriental Salad	\$19.99
Oriental Salad w/Honey Teriyaki Chicken	\$31.99
Cold Noodle Salad	\$21.99
Cold Noodle Salad w/Honey Teriyaki Chicken	\$33.99

Fried Rice	\$20.99
Sticky Rice	\$15.99
Brown Rice	\$17.99
Spring Roll	99¢ each

\* Approximately 5 ozs. per serving

# SUNNY HAN'S

305 N Main Avenue  
Gresham, OR 97030

(503) 666-FOOD (666-3663)  
Fax (503) 674-5067

# MENU



Party Trays  
Gift Certificates  
Orders To Go

Sunday - Thursday  
11am - 8:30pm  
Friday & Saturday 11am - 9pm  
(503) 666 - FOOD (666-3663)



## COMBINATION PLATES

Vegetable Stir-Fry & Rice	\$4.59
One Meat & Rice	\$4.99
One Meat, Vegetable Stir-Fry & Rice	\$5.59
Two Meats & Rice	\$6.29

### CHOICES

- #1 Orange Chicken - Lightly battered & deep fried chicken, tossed in a tangy orange sauce.
- #2 Honey Teriyaki Chicken - Grilled strips of marinated chicken, garnished with toasted sesame seeds.
- #3 Garlic Black Bean Chicken - Diced chicken, stir-fried with fresh garlic, zucchini, carrots, onion & ginger in a Chinese black bean sauce.
- #4 Kung-Pao Chicken - (Hot & Spicy) Stir-fried chicken, spiced with seared red chili peppers & toasted peanuts.
- #5 Curry Chicken - (Hot & Spicy) Diced chicken, wok'd in a yellow curry with carrots & onions.
- #6 Hunan Beef - (Hot & Spicy) Tender slices of flank steak, zucchini, carrots, & green onion wok'd in a Hunan sauce.
- #7 Sweet & Sour Chicken - Lightly battered & deep fried chicken, tossed in a sweet & sour sauce.
- #8 Vegetable Stir-Fry - Broccoli, zucchini, carrots, & nappa cabbage, quickly wok'd in a light vegetable sauce.
- #9 Chicken & Broccoli - Tender slices of chicken breast, wok'd in a brown sauce with broccoli, carrots & a touch of green onion.
- #10 Tofu Special - Sauce changes weekly.
- #11 Beef & Broccoli - Tender slices of flank steak in a brown sauce with broccoli & a touch of green onion.

*Choose from Sticky Rice or Brown Rice  
Fried Rice - 30¢ Extra*

## SIDE ORDERS

Spring Roll	99¢
Side Salad	\$1.99
Sticky Rice	\$1.79
Brown Rice	\$1.79
Fried Rice	\$1.99

## YAKISOBA NOODLES

Yakisoba Noodles & Fresh Vegetable stir-fry with:

Chicken Breast & Flank Steak	\$7.49
Flank Steak	\$6.99
Honey Teriyaki Chicken	\$6.79
Chicken Breast	\$6.49
Tofu Special	\$6.49
Fresh Vegetables	\$5.59

## SALADS

<u>Cold Noodles with Spicy Peanut Dressing</u>	\$3.99
Soft Chinese noodles with bean sprouts & shredded carrots, garnished with green onion, crushed peanuts & sesame seeds.	
<u>with Honey Teriyaki Chicken</u>	\$5.99
<u>Oriental Salad with Lime-Ginger Dressing</u>	\$3.99
Lettuce, cabbage, shredded carrots, bean sprouts, brown rice, garnished with crushed peanuts, sesame seeds & green onion.	
<u>with Honey Teriyaki Chicken</u>	\$5.99

## BEVERAGES

Soda Pop	Small 99¢	Medium \$1.09	Large \$1.29
Pop Refills			49¢
Brewed Lichee Hot Tea			99¢
Brewed Lichee Iced Tea			\$1.19
Milk			99¢

Sunny Han's uses only lean meats  
and fresh vegetables cooked in  
pure soybean oil. **NO MSG**

**PARTY TRAYS?**  
**SEE BACK COVER**



# GREAT NEWS

GRESHAM RESOURCE EFFICIENCY ASSISTANCE TO BUSINESSES

FALL 2014

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## VISIT US



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**GREAT News** is produced bi-annually by the City of Gresham for businesses.

The information in this newsletter is current as of the publication date.

If you have questions about any of the topics discussed in this issue of GREAT News, please contact us at: 503-618-2203 GREATBiz@GreshamOregon.gov or visit GreshamOregon.gov/GREATBiz

### Carbon Neutral Newsletter

Green tags were purchased to offset the carbon released as a result of the production of this newsletter.

© City of Gresham

## Sunny Han's dishes up a change 22 years in the making, customers notice

Over the past year, Sunny and Judy Han, Sunny Han's Wok & Grill owners, made a commitment to slice, dice and chop disposable dishware, inefficient energy and wasteful water use. Now the business is serving up results that have customers noticing.

The Hans put in durable dishware, silverware, and purchased an Energy Star certified dishwasher. Their dedication to increased efficiency included creating a 20-hour a week dishwashing job to handle the dishware. Their efforts have allowed them to reduce dumpster pick-ups from three to two per week, saving nearly \$800 a year.

### FROM PLASTIC TO PLATE

In the restaurant's 22 years, it had always served meals on disposable dishware, which made up the bulk of its garbage. The Hans were often asked why they used plastic utensils and foam plates.

"We always love reading comments from our customer comment box, and these changes came from what our customers wanted to see at our restaurant," Judy Han said.

The investment is paying off in significant reductions in waste, and a new feel to the restaurant.

"The switch to durable ware set a new tone for customers. We used to say we were a fast-casual restaurant. We now identify as a casual dining restaurant," Han said.



"The switch to durable ware set a new tone for customers."

— Judy Han

City of Gresham photo

### LED LIGHTS, COOL SAVINGS

The restaurant took advantage of GREAT's complimentary lighting assessment and switched most of its halogen can lights in the ceiling to cool, efficient LED lights. The bulbs use a fraction of the energy and produce little heat.

"An interesting impact was that switching to LED's actually helped keep our building cooler in the summer," Han said. "Instead of using two air conditioners to cool the restaurant, after installing the LED bulbs, we were able to get by

just fine with one, saving us \$120 each month."

The Hans found additional savings by taking advantage of an Energy Star rebate on a dishwasher.

"The dishwasher saves us 100 gallons of hot water per day, so we are saving \$50 on our water bill and \$100 on our energy bill with this efficient dishwasher," she said.

The Han's investment in their business - and the environment - is a GREAT example of sustainability in action.



OUTLOOK 23 JAN. 1967



The Sunshine Fresh Laundry and Dry Cleaners, Formerly Freshirt Laundry and Dry Cleaners, offers a new service in your area, and is a wholesale laundry offering many benefits to the customers. The business, located at 505 N. Main, Gresham, opened last September. The firm offers 24-hour service to other laundries and two-hour service to the public upon request. Free pick-up and delivery is also offered. The telephone number is 666-3626. The firm features services in family type laundry, industrial laundry, industrial rental and dry cleaning, with shirts a specialty. Manager Carl Simpson is backed by 40 years of experience. Business hours are 6:30 a.m. to 6 p.m. Monday through Friday and 9 a.m. to 5 p.m. Saturdays.



OUT 15 FEB. 1968



## SUNSHINE HAVEN NURSING HOME

Owner-Managers Mr. and Mrs. Roy (Grace) Huey have been here 14 years, offering homey atmosphere for ambulatory and bed patients. Catering to elderlies and smaller group. Best care 24 hours. Wholesome food.

Diets if needed. Beautiful surroundings. Reasonable rates. Visitors always welcome. On bus line. 14701 S.E. Powell Blvd., Portland, phone 761-8280.



# Old-time business

BY KELLY MOYER-WADE  
staff writer

**W**e live in an increasingly disposable society where it's normal to buy paper baby bibs and throwaway cell phones. Even things that used to be made to last — furniture, shoes, plates — are praised if they make it a whole year without breaking apart.

Luckily, there are holdouts.

In downtown Gresham, for instance, several small business owners specialize in the opposite of disposable. In the space of a few blocks, Gresham customers can have their shoes resoled, their couches reupholstered or their favorite jeans hemmed.

In the next two weeks, *The Gresham Outlook* will profile four such businesses, beginning this week with Super Seams Alterations and Gresham Custom Upholstery.

## Sewing skills prove handy in United States

Iris Werth comes from a place and a time when women were expected to know how to sew a button on a shirt and cook a four-course dinner for 10.

In Peru, where Werth grew up and earned her advanced degree in home economics, a woman who didn't know such things was an oddity.

"I've met women here who don't know a thing about mending or sewing," Werth says, shaking her head slightly. "In South America, where I grew up, you had to know this."

Werth has another degree in tourism and is a certified tour guide in Peru. She knows the intimate details of historical and natural wonders like Machu Picchu and Lake Titicaca.

But it was her home economic skills that proved useful in the United States.

Werth moved to Miami nearly 20 years ago and fell

### SUPER SEAMS

**What:** Super Seams Alterations.

**Where:** 29 E. Powell Blvd., Gresham.

**Who:** Owner/Seamstress Iris Werth.

**Services:** Alterations, custom sewing, tailoring/wedding, knit/leather repairs.

**Hours:** 10 a.m. to 6 p.m. Monday through Friday and 10 a.m. to 2 p.m. Saturdays.

**Phone:** 503-674-5262.



Iris Werth, who grew up in Peru, moved to the U.S. where she owns Super Seams Alterations, at 29 E. Powell Blvd. Werth is in love with an Oregonian she met there.

The two married and Werth ended up moving to the Pacific Northwest.

For many years she worked in high-end retail stores like Nordstrom, Sax Fifth Avenue and Mario's in downtown Portland, altering exquisite suits and luxurious gowns.

Werth enjoyed the work, liked using her hands, but she wanted more. She wanted something to call her own. Six years ago, Werth found an empty retail space near Gresham's Main Avenue, and opened her own custom sewing/alterations shop, Super Seams Alterations.

A recent remodel has done wonders for the shop. Light streams in from the southern windows, which face Powell Boulevard, and there is space to move



# es buck the trend



STAFF PHOTO BY CAROLE ARCHER

United States nearly 20 years ago and uses her skills at home economics to earn a living. Now well Blvd.

## ANOTHER BUSINESS

A story on Gresham Upholstery is on **Page 2B**.

around, to try on clothes and model your newly altered garments in front of a three-way mirror.

Whether it's something simple like pants in need of a hem, or something difficult, like the customer who had lost a lot of weight and needed her size 20 clothes taken down to a size 10, Werth is up to the task.

This seamstress even does jeans — something most tailors and seamstresses turn away.

"I love it," Werth says of sewing. "My mother told me I should be a lawyer, but I just wanted to sew. When I was 15, in my culture, you have a big party

when you're a girl turning 15, but I didn't want the party, instead I asked my mother to buy me a sewing machine."

Werth's eyes get dreamy at the memory. It was a Necchi sewing machine, she says, "a fancy one."

There's an industrial Necchi in the corner of Super Seams. It sits in front of the rainbow assortment of threads, hanging from Werth's eastern wall. Clothes in various stages of repair attest to Werth's popularity in Gresham.

"I take them in, let them out ... I do knitting too, I used to knit sweaters and dresses when I lived in Peru," Werth says. "Sometimes I do alterations while my customers wait. If they need them right away, I'll do that. My customer has to be 100 percent satisfied."



OUT. NOV. 25, 2000

# Gresham Supply One closing its doors

BY ANNE ENDICOTT  
of The Outlook staff

The days of small home improvement stores is going down the proverbial drain.

Supply One, which filed for Chapter 11 bankruptcy in August, is liquidating everything — including the kitchen sink — in preparation for the store's final closure by the end of the year.

"We've got everything," store manager Jan Boynton said. "Christmas, Halloween, and if you're a gardener, now is the time to buy."

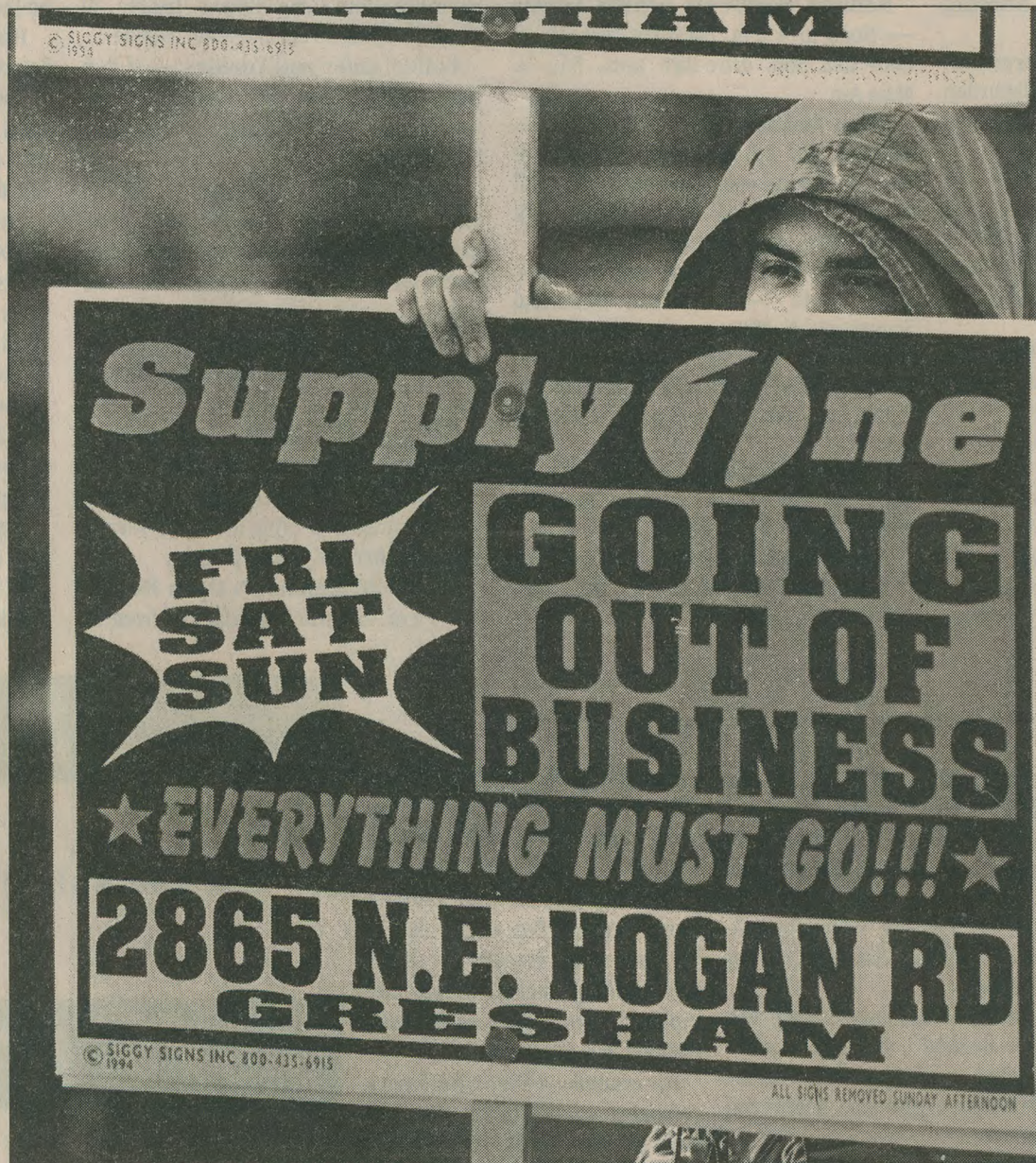
The 12-year-old company most likely found competing with the likes of Home Depot and Lowe's difficult, Boynton said, adding that two of the five Oregon-based Supply One stores have already locked their doors.

"Hillsboro and Albany are closed," she said. "The stores in Gresham, Klamath Falls and Grants Pass are all in liquidation. The (liquidation company) says we'll be out of here by the 15th, but I don't see it. There's a lot of stuff here."

Gresham was home to Supply One for seven years in the location of the former Pay N'Pak at Hogan Drive and Stark Street. In that time, the Gresham store boasted a No. 8 ranking in contractor's sales among the nine stores owned by the company in Oregon, Nevada and California. They were also No. 3 in customer sales.

"Customer service was our big thing," Boynton said. "We won awards 12 out of 18 times during those competitions. That's the thing we'll miss the most — the loyal customers who didn't like the big warehouse home improvement stores."

Many of those customers were older, Boynton said, and didn't care for the high-ceiling, tall-rack look of large warehouse home improvement stores. Additionally, Supply One couldn't compete with the vol-



Mitch Dec of West Linn peers through an advertising sign for Supply One, which will soon close its Hogan Drive store after seven years in business.

ume discounts offered to contractors by larger competitors.

"With the new competition around here, it was hard," she said. "And it's sad that this store will close, but I think it's a positive thing for the employees and for the area."

The store's closure will displace almost 30 employees, many of whom have already secured other employment. When news of the

bankruptcy filing reached Boynton, she contacted other area managers for home improvement stores, inviting them to send their human resources personnel to interview Supply One staff in her office.

"This has always been like a small family-run business," she said. "We really care about each other."

Chapter 11 bankruptcy allows a company to reorganize its finances

without the threat of lawsuits by its creditors.

The stock liquidation at Supply One is being overseen by a North Carolina company specializing in the process.

FLINT CARLTON - THE OUTLOOK

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