



BOB FERRITTI, Corbett, welds tailgate assembly.

Local manufacturer sells custom-made mining equipment

Machinery manufactured in East County has attained worldwide favor by going underground.

The track record of vehicles turned out by Wagner Mining Equipment Inc., has brought mine owners, in effect, knocking at the company door. Not that foreign buyers make the trip to 4424 NE 158th Ave., but, through dealers and company representatives, mine operators have sought out this product as a solution to their production problems.

The company, for its part in response to this acceptance of its product, has mounted a sales program that mines this vein of customer satisfaction to the point where, in the words of General Manager G.R. Robbins, "We're shooting for a big volume this year."

The vehicle — it comes in several shapes and sizes — that

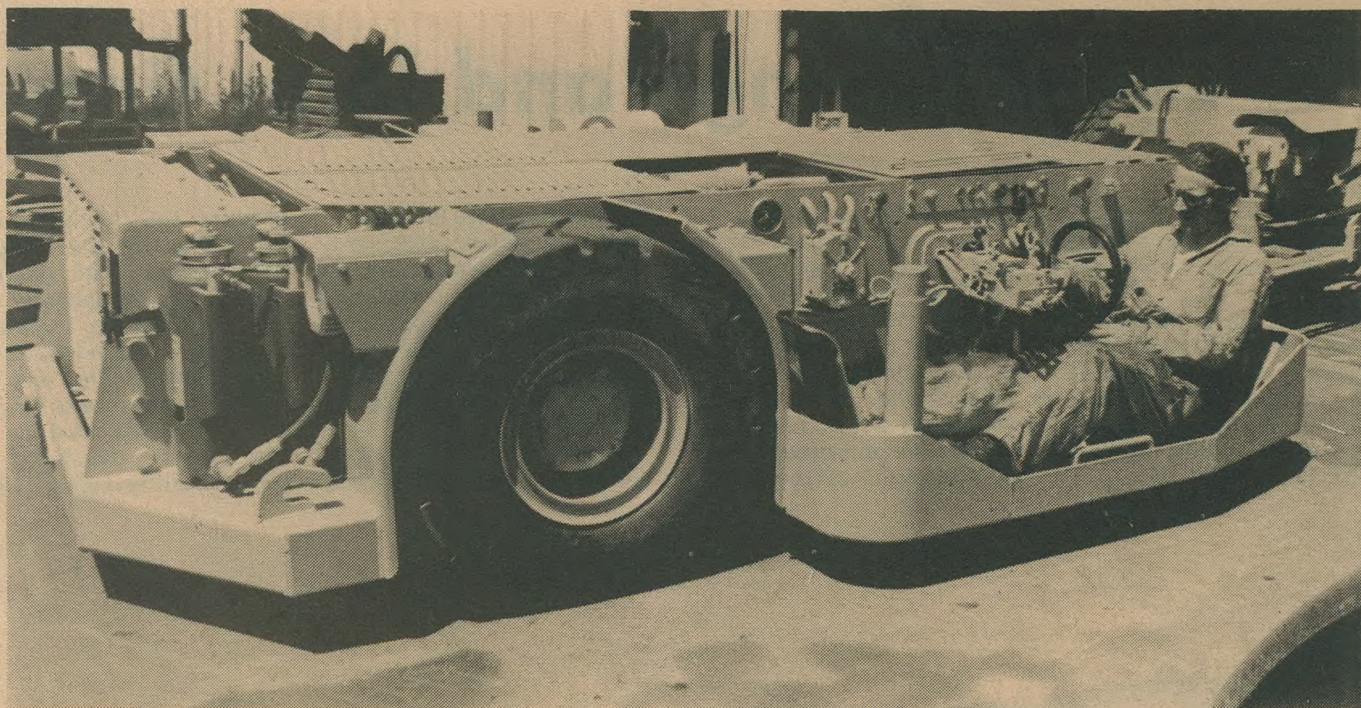
has made such inroads in ore production is a rubber-tired, trackless load, haul and dump machine. Its unique feature is that it is custom-made, in that it can be tailored to fit the working space and conditions peculiar to the mine operator.

The vehicle was the concept of Eddie Wagner, who listened to the needs of mine owners and saw the possibilities of such a custom-made product. Wagner had been associated with production of the Wagner Scoopmobile until he launched the mining equipment firm, some 15 years ago.

Subsequently PACCAR, which grew out of Pacific Car & Foundry Co. of Seattle, bought into Wagner Mining Equipment and, since July, 1973, has owned complete control of Wagner. Robbins has been here as general manager of the mining equipment group the past seven months.

Low profile is a charac-

8/25/1975



Story/photos by Buford Sommers

DALE SCHLAHT, Sandy, demonstrates how operator reclines in driver's position. Vehicle, only 35 inches high, is designed to work in mine where ore seam is extremely thin.

teristic of the Wagner vehicle, some coming as low as 35 inches and in which the operator lies down to drive. Vehicles are adapted to the close confines of mines and move in either direction with equal speed and facility.

In another type vehicle the driver sits side saddle. That is, he drives to his left or to his right, needing only to turn his head to accommodate the direction of travel, and the steering mechanism is engineered accordingly so that the driver doesn't need to alter his steering attitude.

"Driver comfort and convenience and safety are built into the vehicles, along with serviceability and long life," said Bob Stevens, export sales manager.

Stevens cites an Australian mine as example of tailoring a machine to fit requirements.

"They had a mine shaft elevator of only 20 feet square,

so Eddie Wagner went down there because he knew how he could compact the vehicle and yet retain operability. For one thing, he laid the Diesel engine on its side.

"The early success of the product was due to Eddie Wagner. He was willing to go to the scene because he knew how the vehicle could be redesigned."

Wagner no longer is associated with the firm, but the custom made vehicle is still the strong point of the product line. As variety of designs expands in response to particular needs, styles become more varied so that today's buyer is more likely to find already designed the type vehicle he needs.

Thus the buyer might find his needs met by a scooptram, a mining scoop, a teletram, a rear-dump truck, a utility truck or a personnel carrier, all engineered to operate in

restricted space underground.

Stevens says 75 per cent of sales are to foreign buyers in 35 countries.

The rubber-tired vehicle eliminates need for rail tracks or conveyors, it can travel on sharp inclines and perform sharp turns. It utilizes a German-made Diesel, air cooled, cleaner burning, although some U.S.-made Diesels are available.

Wagner Mining Equipment, ever sensitive to the crowded conditions in mine and tunnel, got a little crowded itself. Despite two long structures, it needs more production. So a new building is going up on adjacent ground to house the parts department and provide an engineering mezzanine. This will free the present parts department space for more production.

Mobile medical clinic to debut at MHCC this fall

*Rockwood-based
group to offer
range of services*

By **TERESA CARSON**
The Outlook

Wallace Medical Concern is sending its mobile medical clinic to Mt. Hood Community College at least two days a month starting in the fall.

Wallace parked the mobile clinic on campus Wednesday, June 3, for a trial run, after Alma Pacheco, MHCC's student body president, arranged the visit.

"I am just blown away. I can't believe you accomplished this," Diane Noriega, chairman of the MHCC school board, told Pacheco at a recent school board meeting. "This is going to be huge for students."

Maria Perez, program manager of patient engagement and community health initiatives at the Rockwood-based Wallace Medical Concern, added, "We'd definitely call this a success."

The mobile clinic visited the MHCC campus from 8:30 a.m. to noon last Wednesday and saw six patients, including one

homeless student.

"They were very grateful. They found it very convenient," Perez said.

She hopes the clinic to will be on campus at least two days per month in the fall.

"Right now we have no medical support on campus," Pacheco told the MHCC board of education.

Being familiar with Wallace, she said she asked herself, "Why not bring this wonderful program to our campus?"

MHCC President Debra Derr noted, "this is 100 percent student-directed. It was all Alma's idea."

The Wallace mobile medical clinic, part of the nonprofit medical concern, provides basic primary and urgent care for folks who have no health insurance or face other barriers to health care.

Many MHCC students are low-income or face other hurdles to medical care.

Staffed with a family doctor, Wallace provides treatments for ailments such as respiratory infections, bladder infections, ear infections, fevers, rashes and simple foot problems and can also address diabetes, high blood pressure, asthma and other chronic conditions.

6-9-15

Walmart brings smaller store format to

MARCH 2014

Gresham is home to two Neighborhood Markets



Walmart's east Gresham Neighborhood Market opened in 2012 and caters to quick-stop shoppers for groceries and consumable goods. Last year, the store supported the local community in grants, with associates volunteering at area events like the nearby Powell Valley Neighborhood Association's National Night Out.

Walmart opened its first store in 1962 in Rogers, Ark., and has since expanded to every state in the country and 27 countries around the world. Walmart employs 2.2 million associates worldwide, 1.3 million in the United States, and 73 right here on the east side of Gresham.

Sam Walton, Walmart's founder, had a grand vision for where the company would go, and the proof of that vision can be seen here in our own community.

Walmart is perhaps best known these days for its "Supercenter" format, but here in Gresham we have opened two Neighborhood Markets, a format focused more around groceries and consumable goods. While we may not sell TVs and clothing, customers can still take advantage of many of the same programs — such as our "Site

to Store" service — ordering electronics and many other home goods online from Walmart.com and shipping to the store for free pickup. We are also excited to offer a full service pharmacy — shop while your prescription is filled! We offer a full list of \$4 prescriptions, as well as pet meds, and offer easy prescription transfers from other pharmacies.

The Neighborhood Market format is exciting and unique because it allows us to get involved with the community on a smaller, more personal scale, but still with a large positive impact. Last year we were able to contribute a total of \$8,000 to the local community in grants, as well as volunteer at several area events and raise additional funds for local organizations as a result.

Walmart is a great company to work for in general, but the most fulfilling aspect of working in the Neighborhood Market format is the close-knit feeling we get from the smaller environment, and our ability to really take care of our neighbors and be a true "store of the community!"

Over the past year, associates from our store have proudly volunteered at several different community events, from our own fundraiser for the Children's Miracle Network to entertaining and cooking at the Powell Valley Neighborhood Association's National Night Out. We also were able to support a variety of community groups and events with food and supplies. We are looking forward to volunteering at many more events in the community in the years to come, as well as supporting the commu-

he community



the store contributed \$8,000 to the local

nity with grants from the Walmart foundation.

We are positioned in a great location to serve the community, so we enthusiastically invite everyone to stop in and visit us — we love to hear from you! Though the store is slightly hidden, once you know where it is, it is very conveniently located and to get to, on East Powell just before the Powell and Burnside intersection!

**WALMART
NEIGHBORHOOD
MARKET**

2444 E. Powell Blvd.
503-492-4725

Rachel Coker, store manager

Walrad Insurance Agency, Ltd.

105 N.E. ROBERTS • P.O. BOX 311 • GRESHAM, OREGON 97030

TELEPHONE GRESHAM — 667-4171 • TELEPHONE SANDY — 668-4421

DAVID W. HANSEN
JOHN C. HOLMES
GEORGE MORGAN
MEL CLARRY

June 3, 1980

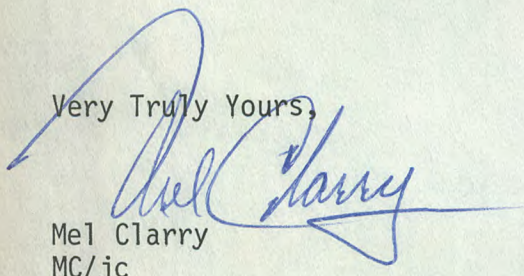
Gresham Historical Society
c/o Jim Chase
P. O. Box 431
Gresham, Oregon 97030

Dear Mr. Chase,

Enclosed is your new insurance policy issued by the Oregon Mutual Insurance Company effective April 24, 1980. This policy provides premises liability coverage on the historical museum.

After you have had a chance to look this over, and should you have any questions, please feel free to give me a call.

Very Truly Yours,


Mel Clarry
MC/jc

FROM

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will not deliver
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Walrad Insurance Agency

105 N. E. ROBERTS
P.O. BOX 638
GRESHAM, OREGON 97030

OUT NOV 21, 1963

Walrad Insurance Notes 35th Year

Walrad Insurance Agency this month marks the 35th year since the business was established in 1928 by Burton Walrad.

The firm has grown from a one-man agency to its present staff of Walrad and partner David W. Hansen, salesman L.M. "Spike" Emerson and Jack Holmes, plus two bookkeepers and four general office girls, a total of 10 persons. And the firm has its own spacious building at 105 N. Roberts Ave. in downtown Gresham.

Walrad didn't wait long to go in business for himself after graduating from Gresham high school in 1921. The next year he started the Gresham Transfer Co.

For six years he operated a general hauling and contract business, selling out in 1928 to go into insurance.

As a young general insurance man he concentrated on developing his "home base" in the Gresham-Sandy area. But he also traveled to many logging camps in Central and Southern Oregon to service accounts of logging firms.

Dave Hansen joined the firm as a partner in 1956. The two salesmen are Emerson, who serves the Sandy, Boring Estacada and Hoodland area, and Holmes, a University of Oregon graduate formerly with the Crown Zellerbach sales staff in Los Angeles. Emerson went to work for Walrad nine years ago after 24 years with the Corbett school system.

Walrad and his wife LaVerne, who were married in 1926, live at 590 Wallula in Gresham. He is the only charter member of the Gresham Kiwanis club with an unbroken record of membership. He was the first president of the Gresham Chamber of Commerce, serving in 1931 and 1932.

FIRE DESTROYS AUTO

A 1956 sedan was a total loss after a fire caused by carburetor backfire Friday, District 9 firemen reported.

OUTLOOK —

11-28-63



Burton Walrad receives congratulations on the 35th anniversary of his insurance firm from state insurance commissioner Walter G. Korlann at the open house at Walrad Insurance Agency last Friday. Left to right are Dave Hansen, partner in the Walrad firm; Peter Brooks, president of the Ore-

gon Auto Insurance Co.; Korlann, Walrad and Mayor Staff Dowsett. The mayor bought an interest in his father's pharmacy in the same year, 1928, and so is also noting his 35th anniversary in business.

(Outlook photo)



Thanksgiving 1980

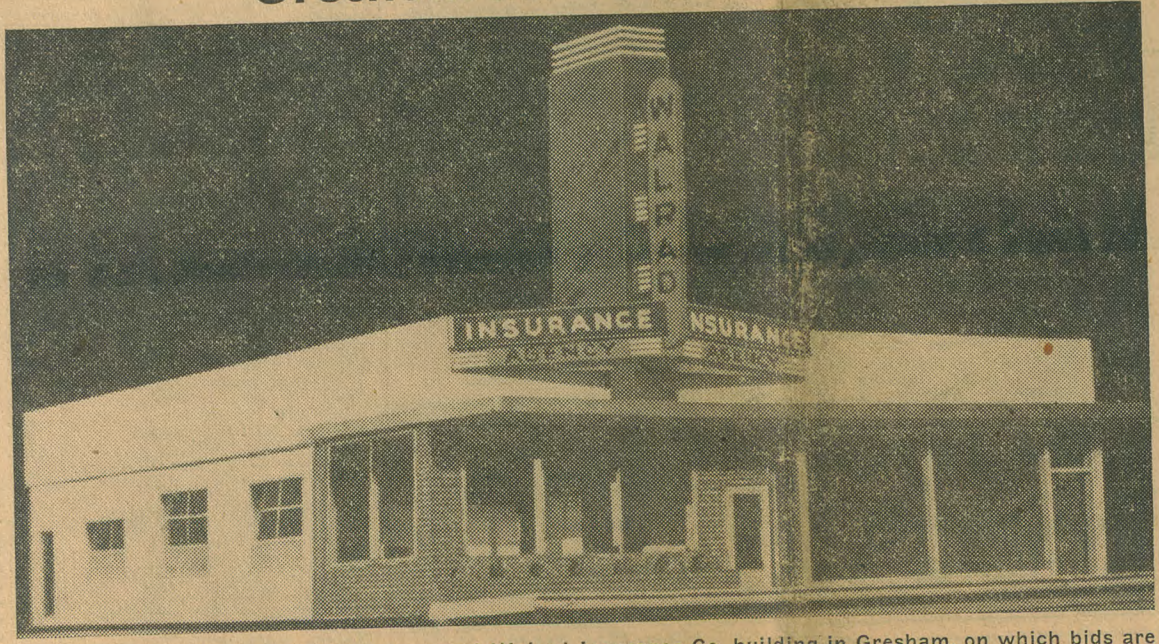
A national holiday. A family reunion. A day to reflect. A time for thanks. Winter's frost is forming. Leaves have turned from green to brown to gold. The land has been abundant. There is peace. Sentimentality is not mocked. People, humble and high, give thanks for bountiful blessings, for the privilege of living and working in a free country.

Rejoice together this Thanksgiving, the fruits of our labors big and small have blossomed forth. Our spiritual heritage stands tall. Thanksgiving for all that is ours to love.

BURTON WALRAD

BUSINESS CONSULTANT — ADVERTISING & PUBLIC RELATIONS
P.O. BOX 662, GRESHAM, OR 97030

Gresham Insurance Office



Pictured above is a model of the proposed Walrad Insurance Co. building in Gresham, on which bids are expected to be invited in about ten days. The building will be a concrete structure measuring 50 x 68 feet. Plans and specifications for the structure are being completed by Architects Stokes & Allyn, Portland.

CLUB NOTES



GRESHAM, OR: "Three get sentenced to life" would be an appropriate caption of the above picture. Life Member Status was bestowed upon these three members, namely Jack Murton, Myron Hodges and Burton Walrad whose total years of membership add up to 119.

A Good Man Is Hard To Find

It's difficult to think of Burton Walrad ever retiring, but that's what the man says.

Effective July 1, Burton is selling his interest in Walrad Insurance to three longtime business associates, Dave Hansen, Jack Holmes and George Morgan. Burton thus will close out 55 years as a Gresham businessman, 49 of them in the insurance field.

Only it's pretty doubtful that Burton really means "retire." Over the years, he has been involved in more projects, done more things for his city

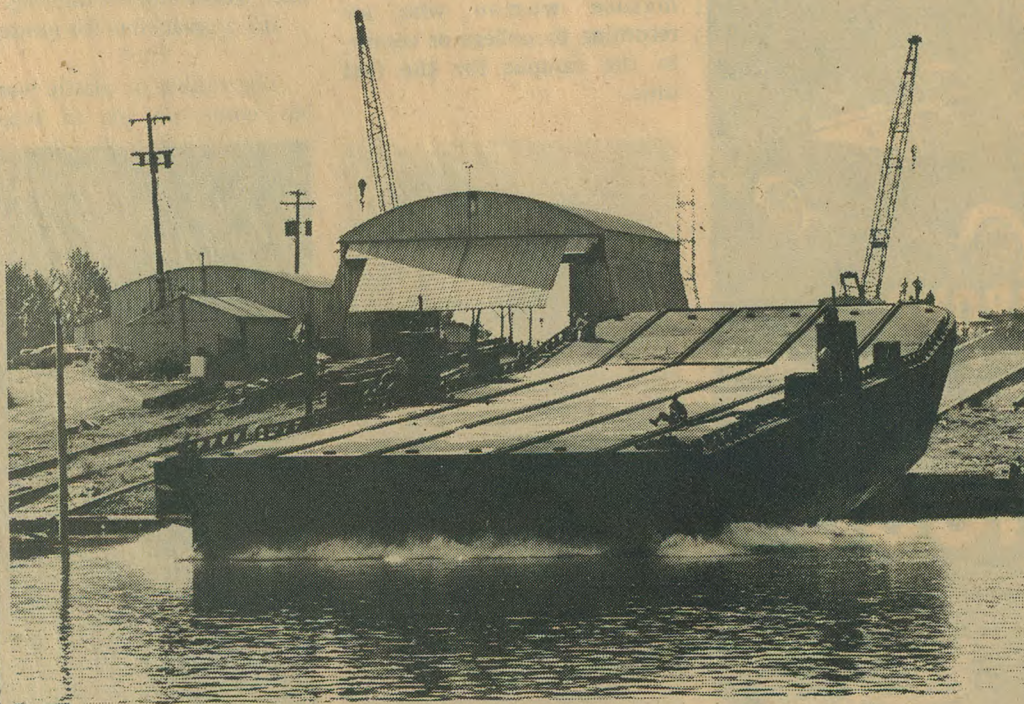
than any dozen other people combined.

He has an absolutely encyclopedic knowledge of Gresham and the whole of Eastern Multnomah and Northern Clackamas counties. Very early in our Gresham experience, we learned that Burton was the man to call if you wanted to know what was going on.

We just don't think he'll retire. He'll be just as busy in a dozen different ways.

For which our community should be grateful. People like Burton are hard to find.

**Walrad Insurance Agency insures unique
tanker barge launched by Jansen Marine
Corp. of Troutdale.**



This big barge, one of the first combination barges built in the Pacific Northwest, was launched last week at Jansen Marine Corp. ways at Sun Dial Beach. It will run between Puget Sound and Alaskan ports with diesel oil and gasoline. Walrad Insurance Agency, Gresham, specialists in just about any kind of insurance you might need, is handling the insurance for the barge named the "Callapooya."

Walrad Insurance Agency

105 N. Roberts

Gresham

665-4171

Germs of success nurtured in youth

By ADRIANNE PAGE
Correspondent, The Oregonian

GRESHAM — "You don't have a chance of being successful in the store business," friends told Burton Walrad Sr. when he moved to Gresham in 1912 and bought a mercantile store.

"Back then there were Metzgers all over town and Bert and Will Metzger, brothers, owned the other grocery store," said Burton Walrad, Jr., 81.

Having subsisted for seven years on a northeastern Washington wheat ranch where there were only two seasons — "July and August, and winter as cold as Greenland" — Walrad said his father sought the softer climate of Gresham and determined he would succeed as a storekeeper.

Despite warnings that his fledgling mercantile business would fail, Walrad recalled his father saying privately, "Well, we have always gotten along with everybody, so we will have to take our chances."

From his father, the son learned that getting along on the road to prosperity is reached sometimes by accommodating others.

Walrad Mercantile Co.'s survival on Main Street meant helping the Metzgers by supplying them with butter and cheese when they ran short.

It meant hiring a Metzger relative as a store clerk.

It also meant allowing families who had little money to buy dry and bolt goods on credit.

Walrad Mercantile Co. survived, and the Walrads and the Metzgers became friends.

Also by accommodating, the son later prospered for six years, trucking strawberries and raspberries, pickles, ice cream cartons and tin cans to and from the docks in Portland and Vancouver, and canneries in Hillsboro, Woodburn and The Dalles.

He sold that business in 1928 and for 50 years helped other Gresham residents with his prosperous Walrad Insurance business on Roberts Avenue. He sold that business in 1978 and at the age of 77, joined the Mount Hood Security Bank, where he works three days a week.

In 1912, "storekeeping" to Walrad, then 10, meant sweeping the wooden floor in the mercantile daily at 7 a.m. with a sawdust and kerosene compound to "keep down the dust tracked in from the muddy streets."

Sweeping didn't square with the boy's dreams of becoming a businessman. He saved \$30 from the money he earned in the store and purchased half interest in a milk cow. His father owned the other half.

For the boy, half was not as good as a whole cow, but better than no cow, and he had plans.

Every day, he washed the milk pails, bottles and strainer cloths, milked the cow, filled the quart and pint bottles and set off on his delivery route around



READY TO ROLL — Burton Walrad with strawberries are lined up on

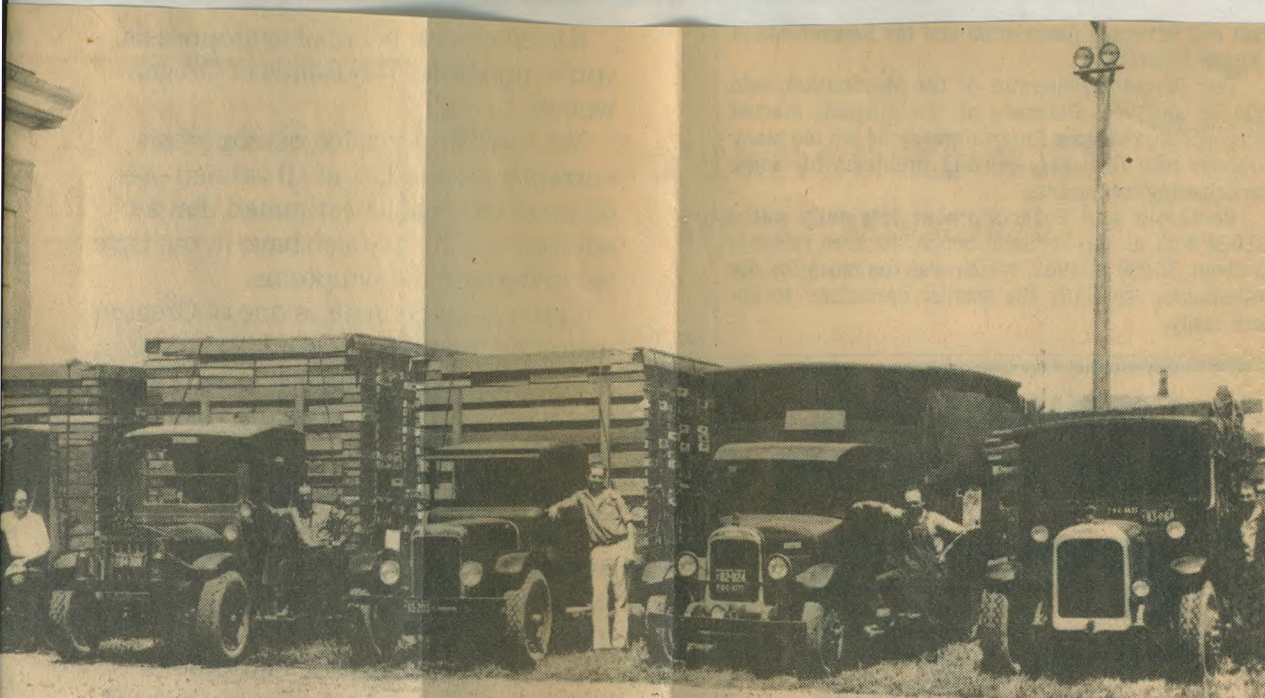
the town which was then built on on two streets — Main Street and Powell Road.

Some of the families bought a quart every day for a monthly charge of \$2.25.

"I remember some of the school arms bought only a pint a day. I wish they had bought a quart. It was as much trouble to fill a pint bottle as a quart. But times were lean, and they didn't need much milk," said Walrad. He charged them \$1.15 per month.

His monthly profit after paying for feed was \$8, a "fortune" that he was

ORE. 23 OCT. 1983



Courtesy of BURTON WALRAD

fleet of early model Ford trucks loaded with crates of produce on Gresham's Main Street in 1928 before trip

to canneries in The Dalles, Woodburn, Hillsboro and Portland. Gate (far left) was main entry to former Multnomah County Fairgrounds.

obligated to split with his father. He decided the time had come to buy out his father's half of the cow.

However, when the boy repeatedly brought up the subject, usually at dinner, the father repeatedly balked.

"Dad liked the partnership just fine. He was receiving \$4 a month and doing nothing for it," said Walrad.

He smiled and added, "Don't ever underestimate the power of the American mother. One evening, after being silent on the subject for weeks, she spoke up and said, 'If the boy wants to buy your half of the cow, Dad, I think

you had better sell.'"

And the father did.

It took the boy nearly 8 months to pay for the other half of the cow. He rented a wagon and horse from the livery stable for \$1 per hour and delivered boxed groceries for his father along with the milk. If he worked fast, and the horse cooperated, he could have everything delivered in just under two hours, he recalled.

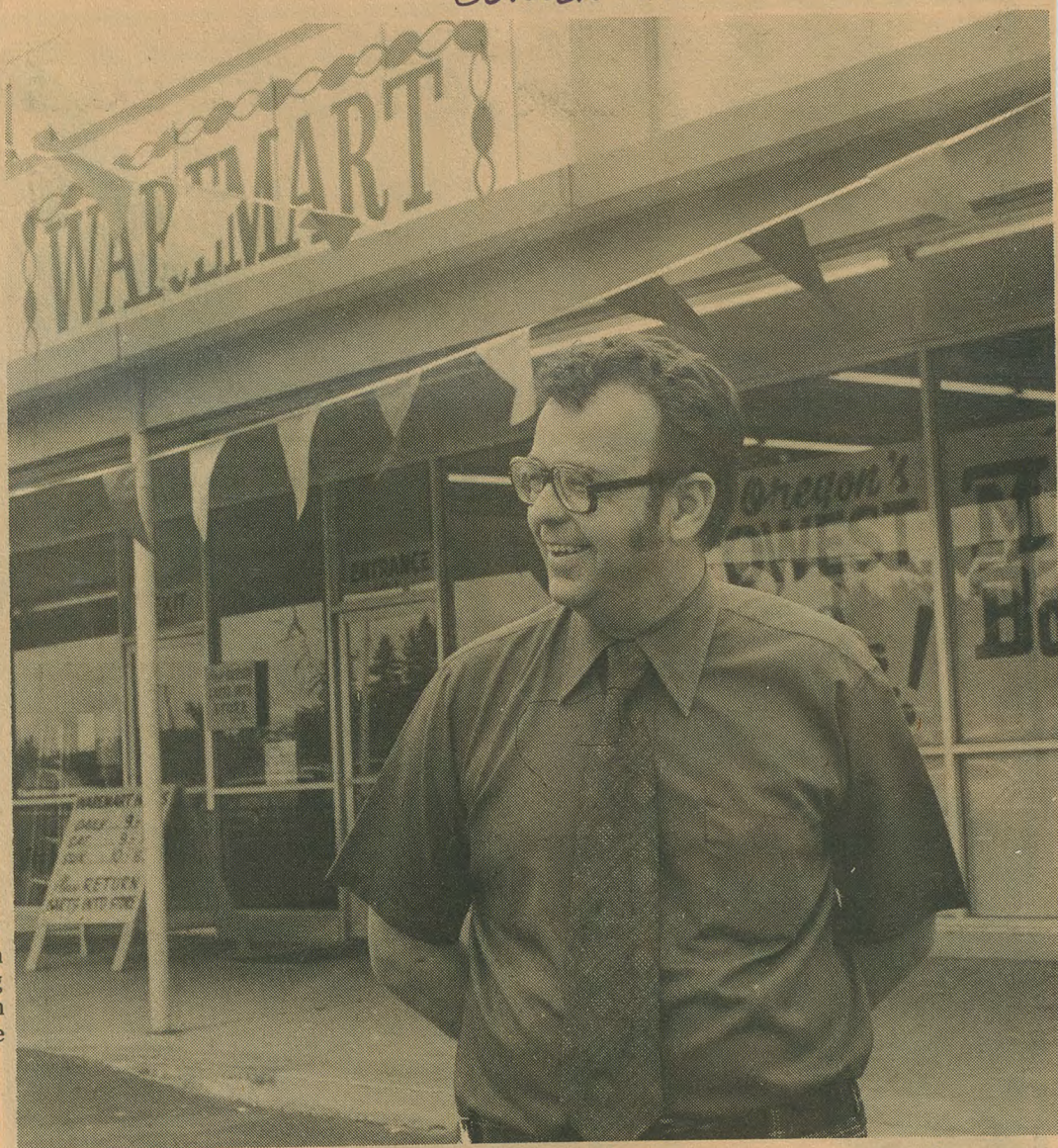
By the time he was 20, Walrad had saved enough to buy his first truck — a Model T Ford with an open cab, and started Gresham Transfer Co., hauling

barrels of strawberries and raspberries for the Gresham Berry Growers, formed in 1914. During the winter, he hauled 500 pound barrels of cucumbers to the Portland docks, and "froze" in the open truck."

As he prospered, he bought more trucks and furnished them with "side curtains" to keep out the rain. Eventually, taking care of people led him to the insurance business.

Recalling the lean, shaky, early days of the Walrad Mercantile Co., he said, "We were poor. But that was no sin. We survived by working hard."

OCTOBER JULY 1-1976



AWAITING THE Grand Opening of the new Gresham Waremart Food Store at 550

W. Burnside is store manager Jim McGerty.

War mart opens food stor

Waremart Food Stores have joined the Gresham business community by opening a branch store at 550 W. Burnside St., next to K Mart.

Waremart opened for business June 25 but its Grand Opening will be held Wednesday, June 30. Hot dogs and Pepsi will be sold in the store along with hundreds of green tag specials, according to Jim McGerty, store manager.

McGerty said the store will average over 400 specials a week and claimed Waremart offered the lowest prices in Oregon.

"We can do this," McGerty said, "because our customers bag their own goods, mark them and carry them out themselves. This, along with large institutional merchandise (volume buying), allows us to pass on our savings to our

customers."

With low rent, fewer personnel, minimal advertising and extended specials, McGerty said Waremart could afford to offer the best prices in the state.

Waremart store hours are 9 a.m. to 10 p.m. Monday through Friday, 9 a.m. to 7 p.m. on Saturday and 10 a.m. to 6 p.m. on Sundays. The store is located next to K Mart just off the Gresham Mall.

OCT-26 SEPT. 1968



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RELATIONSHIPS DRIVE WESTON FAMILY'S LONGEVITY

STARK STREET AUTO DEALER CELEBRATES 50 YEARS OF SUCCESS

In June 1975, when Jan Weston first dipped a toe in his dad's fledgling car business, customers relied on the lot and sales staff to learn about their potential four-wheeled investment.

These days customers, by the time they arrive on the lot, are already awash in information — online sale prices included.

"You used to wait for somebody to show up on the lot," recalls Weston, who now serves as chairman and chief financial officer of Weston Kia/Buick/GMC at 22309 S.E. Stark Street. "Now they're coming on your lot through the Internet, finding out all they can about you, then they're pretty ready to make a selection. Digitally, they find out so much. It's mind boggling — a huge change."

After four decades of selling cars and trucks in East Multnomah County, change — in car styles, fashions, demographics, economics, even automobile brands — is something the Weston family has weathered with aplomb. This year, the Westons, their employees and customers celebrate 40 years of business in the Gresham area.

Aside from faith in the road-bound prod-

BY SHANNON O. WELLS

"We're still in the people business. That's never changed. It's about relationships and earning somebody's trust."

— Jan Weston, chairman and chief financial officer

Outlook - 7/28/15

Jan's dad, Jim, found his way to the car world through the unlikely career portal of the newspaper business. While working as paper route coordinator for The Oregonian, he took a friend's advice regarding his salesman proclivities and took on a role at Vic Bowman Pontiac GMC in Oregon City.

In 1974, a couple promotions later, he decided to take on the business strictly on his own terms. Purchasing a struggling Pontiac/GMC/Jeep dealership on

East Burnside Road in Gresham, Weston turned sales at the location from last to first place in the region.

Operating there for 12 years, Jim built a state-of-the-art showroom and service department on Southeast Stark Street.

When a Kia franchise expanded the family business in 2000 across the street at 223rd Avenue and Stark, Jan's sons Josh and Jacob — now 30 and 28, respectively — came on board, where they remain to this day as managers.

In 2006, the family moved the Kia dealership into a sparkling new building at the former Zim's 12-Mile Corner store site at 223rd and Stark.

Since then, the dealership has won the Kia President's Award for eight consecutive years — nine total — and so far is the only Oregon Kia dealership to receive the accolade.

When Jim Weston



PAMPLIN MEDIA GROUP: JOSH KULLA

Three generations of Westons have sold automobiles in east Multnomah County, including (L-R) Jacob Weston, Josh Weston, Jan Weston and Jay Weston.

losophies.

For Jacob, 40 years of success is no surprise.

"It means we're doing something right," he said. "My grandfather always said, 'Take care of the customer and they'll take care of you.' You don't want to sell them just one car. You want to cultivate relationships with customers. We don't just look at them as a dollar sign."

The business has demonstrated its community loyalty in a variety of ways, including providing vol-



The Weston Kia dealership at 223rd and Stark is the latest iteration of the Weston family's decades-old

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"The primary reason we're successful is because our customers are loyal," he said. "We're still in the people business. That's never changed. It's about relationships and earning somebody's trust. That's carried us through a couple big, big challenges."

of Weston Kia/Buick/GMC

retired in 2001, he handed over the dealership's reins to sons Jan and Jay. With Jan's sons Josh and Jacob now on board, the founder's progeny have run the evolving dealership ever since.

While the Great Recession was no easier on the Westons than other area dealerships, the family weathered that and other economic storms by sticking by their friendly, customer-comes-first phi-

or ways, including providing vehicles to the Portland Rose Festival, pace cars for the former Portland 200 Indy CART Race at Portland International Raceway, ongoing sponsorships of East County athletic teams and supporting several nonprofit organizations.

These days, Jan marvels over the safety improvements and technological innovations of cars since he started at Weston.

"As much as I like some older



automobiles sales business.

cars, as far as quality of cars, we're light years ahead of where we were then — particularly regarding safety systems," he said. "Cars have anti-lock brakes, air-bag systems, lane-departure warning systems, cruise control ... The business has come a long way."

What Jan, his family and staff do

day to day, however, has changed little since 1975.

"We do our best to take care of our customers, no matter what," he said, adding the family is more than content to remain an East County-based operation. "We're not looking to be mega dealer. We're happy to be who we are."

Relationships drive Weston family's longevity



Jan Weston (left) shares a laugh with Jacob and Josh Weston at the Weston Kia dealership.

OUTLOOK PHOTOS: JOSH KULLA

Stark Street auto dealer celebrates 40 years of success

By SHANNON O. WELLS
The Outlook 2/102/15

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From newspapers to new cars — it's all about the customer

Second and third generations carry on legacy of Jim Weston's 'people business'

Story by Anne Endicott

July - Spotlight, 2013

When Jim Weston opened his car dealership in 1975, he believed that no amount of television or radio advertising could compete with the words of praise spread by satisfied customers.

The reality at the time was that Weston lacked the financial resources to toot his own horn in Gresham.

But from that humble beginning, a business model was established that has made his namesake dealership a community landmark and successful venture for three generations.

"Our customers are our best advertisers," said Jan Weston, chairman and CFO for the dealership. "In the beginning we couldn't afford TV or radio, but we could afford to take care of our customers."

Taking care of customers was all Jim Weston had ever done. In 1959, he was working for The Oregonian newspaper as a route coordinator for a crew of paper carriers. A friend commented on his sales acumen and suggested he look into the car business as a profession. Weston heeded the advice and took a sales position with the former Vic Bowman Pontiac GMC in Oregon City. Within eight years, he was promoted to sales manager and soon after to general manager. In 1974, despite limited resources, Weston decided to strike out on his own.

"Dad started his business on a shoestring," Jan said. "He was way undercapitalized, but GMC knew his reputation and agreed to work with him."



Jan Weston (left) and his brother, Jay (right), took over management of Jim Weston Buick GMC when their father retired in the mid-1980s. Jan's son, Jacob (middle), manages the dealership's Kia franchise with his brother, Josh.

cord sales for the location and moved from last to first place in the region.

After 12 years at the Burnside location, Weston Pontiac GMC opened a state-of-the-art showroom and service department on Southeast Stark Street. The dealership added a Kia franchise in 2000, across the street at the intersection of Southeast 223rd Avenue and Stark Street. Jan's sons, Jacob, 26, and Josh, 29, then became the third generation of Westons to enter the family business by taking on management of the Kia operation. In 2006, the compa-

Jan, now 53, and Jay, 56. The younger Westons cut their teeth at the dealership, learning the trade from the ground up, but were never pressured into joining their father's business. Both earned

degrees at Portland State University — Jay was even accepted into dental school — but the industry was just part of their DNA.

The elder Weston purchased a failing Pontiac GMC Jeep dealership on East Burnside Road in Gresham, re-naming it Jim Weston Pontiac. Within its first month, the business posted re-

ny built a new building and moved the Kia dealership to the site formerly home to Zim's 12-Mile Corner.

Weston retired in the mid-1980s, passing the company onto his sons,



continued from 8

"We both just grew up in the car business," Jan said. "We learned the sales stuff and worked in the parts department. I rode to work with Dad when I was in high school and washed cars or pressure washed the lot. Our dad didn't compel us to stay, but he did a lot to help us get along."

Jim Weston also imparted to his sons his belief in supporting the community. For more than 25 years, the dealership provided vehicles to the Portland Rose Festival for the transportation needs of the court and visiting naval dignitaries. They also supplied pace cars for the annual Portland 200, Indy CART Race at Portland International Raceway. Weston's remains a notable name as sponsor for area

athletic teams and assistance to organizations and nonprofit groups that serve the community.

But the core of Weston Buick GMC, Jan said, really can be summed up in one word — relationships. Establishing that rapport with customers, employees and the community inspires loyalty and longevity.

"My dad always said, 'We sell cars, but we're in the people business,'" Jan explained. "We try to help our sales people understand that they have to find common ground with the customer. Our job is not to slam them into a car and move on. Our job is to help the customer find the truck or car that fits their need. We're all about relationships."

Auto dealer provides final funding for youth center

The Outlook - 13 Sept 2013

■ Donation of \$116,165 completes fundraising for second phase of Salvation Army expansion

By MARA STINE
The Outlook

You could say the call made Maj. James Sullivan's day, if not his entire year.

On Monday, Sept. 9, a longtime Salvation Army benefactor told Sullivan his family was giving the final \$116,165 needed to start work on the Salvation Army's new social services center and youth recreation area in Gresham's Rockwood

neighborhood.

The Weston family, which owns Weston Kia and Weston Buick GMC in Gresham, is donating the rest of the money needed to complete Phase II of the Salvation Army Gresham Corps & Community Center's Capital Campaign project.

With funding now secure, construction will begin in November. The project should be complete in June 2014.

A statement provided by Jan

Weston, who operates the dealership with his brother Jay, humbly said the family "decided to help" after reading an article about the project in the Sept. 6 issue of *The Outlook*.

The article outlined how the Murdock Foundation had provided a \$250,000 award to the Salvation Army Gresham Corps & Community Center's Capital Campaign project and that the gift would go toward starting Phase II of the cen-

ter's capital campaign. Funding will pay to expand the center at 473 S.E. 194th Ave. to include a 6,500-square-foot social services center and an outdoor gymnasium that can be used for youth recreation. The next phase calls for turning the outdoor gym into an indoor gymnasium.

With \$1.54 million needed to start Phase II, the foundation's award put the Salvation Army \$116,165 shy of its goal, said Teresa

Engel, Salvation Army spokeswoman.

Campaign 13 years in the making

The plan for a capital campaign for a new corps and community center began in March 2002. The Gresham Corps had outgrown its site in downtown Gresham and, facing a long list of repairs, began to raise money to build a new facil-

See DONATION / Page A10

A10 NEWS

The Outlook Friday, September 13, 2013

Donation: Weston a major sponsor of program

■ From page A1

ity. Phase I was completed in October 2008 when the corps dedicated the new building in Rockwood, which is one of the neediest neighborhoods in the Portland area. Immediately after moving into the new building, demand for services increased.

Before leaving its downtown Gresham facility, the Gresham Corps provided basic food and clothing assistance to an average of 40 families. Last September, that figure had grown nearly 500 percent to an average of 200 families served every week.

By autumn 2010, the Gresham

Corps began fundraising for Phase II to raise \$1.5 million for a new social service center and covered gymnasium for expanded youth, sports and community recreational activities.

Last year, the Gresham Corps family services helped 38,000 individuals with services — a number that is expected to grow to more than 50,000 in the new facility.

But construction, although scheduled to begin in November, could not begin until the remaining \$116,165 was raised.

That's where the Weston family comes in.

Major donor steps up

Jim Weston, who started the

company in 1975, is a longtime donor, or as Sullivan puts it, "one of our favorite people."

Weston is a former member of the Salvation Army's advisory council whose support of the Salvation Army spans decades, Sullivan said. For the past 20 years, the Westons have loaned cars to the Salvation Army in order to pick up and transport donation kettles during the holiday season, as well as to get gifts to children on Santa's good list.

Although Jim has retired, his sons Jan and Jay now run the family business, Weston Buick GMC and Weston Kia. A third generation has even joined in as Jan's sons Jacob and Josh are learning the trade.

In recent years, the family has become a major sponsor of the corps' after-school program, which allows low-income children to take part in events and activities after school for just \$10 a year. This fall, the family's dealership also hosted back-to-school drives, which supplied more than 200 children with pens, papers and everything else needed to start the school year right.

"Not only are they (the Weston family) helping the community, they're passing it

on to their kids," Sullivan said. "What a great family. What a great gift. It's going to make a huge difference for all the kids who come here."

Phase II will include a commercial kitchen and dining room, providing resources needed to offer weekly senior meals. More storage and distribution space, including a walk-in freezer and refrigerator, will expand food variety and nutrition for clients, allowing them to make their own selections for their food boxes.

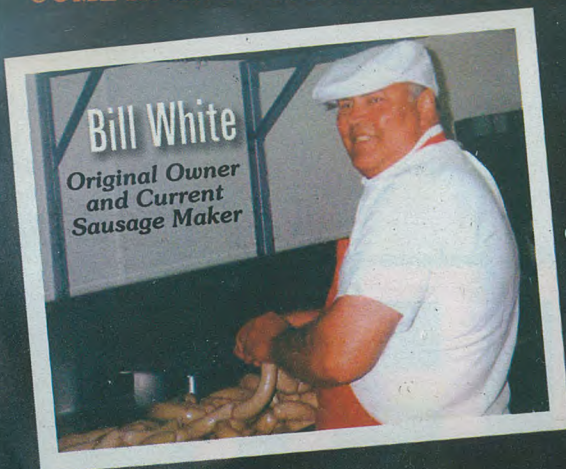
These improvements will give the Gresham Corps the capacity to serve up to 250 families or 1,000 people a week, as well as provide a wide variety of services.

While 86 children attend the after-school youth center every day, after the expansion, the corps expects to serve upward of 150 children a day, Sullivan said.

As for members of the Weston family, they just feel blessed to be able to provide the final funding needed to get the project going, Jan Weston said.

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White's Country Meats has been the topic of conversation around Gresham and Sandy dinner tables for over 30 years. When asked where the fresh, tender pepper steak or tasty ribs were purchased, the answer is often "White's Meats".

Bill White and his wife, Connie, opened their business in 1984, based on Bill's dream of providing a superior product and excellent customer service. The meat market's adherence to Bill's founding principles has never wavered and made White's Country Meats a community icon.

In 1996, Bill decided to take a step back from the business side of the market, to focus on cutting meat, training others in the trade and his

customers. He sought out Russ and Robin Feigner to take over the day-to-day operations. That was not only the start of a new business for Russ and Robin, but a friendship as strong as a family bond.

The trio grew White's Country Meats into a staple. Bill quickly became an adopted grandpa to the Feigner's son, Randy, who considers it a "privilege" to have learned the meat cutting trade from two knowledgeable men. Randy and his wife, Wendy, are currently being prepared to take the well-lit torch Russ and Robin have been carrying for over 19 years.

Our customer's love affair with an old-fashioned meat market, and growing game processing business,

has led us to an important expansion of White's, which will make it easier for us to serve you better. In the future, you will see larger display areas and more floor space for both customers and employees.

"It is an experience standing in line to order your meat," said Robin. "We want our customers and employees to have room to move around and enjoy the moment."

In January the entire White's Meat family lost an icon when Bill passed away. Bill was a grandpa, uncle, mentor and friend to so many. He left an impression on each and every heart. Even though he may not be here in the physical sense, Bill's legacy is felt the moment you step into White's Country Meats.

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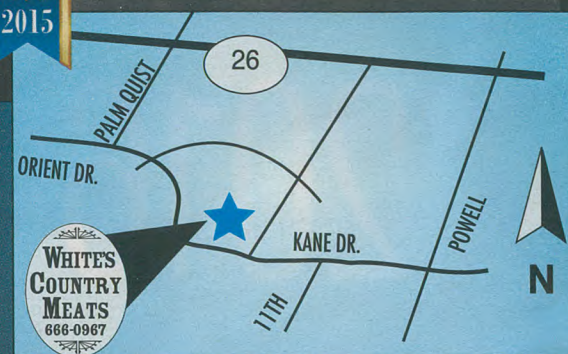
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Couple 'honored to serve' customers for 23 year

Outlook - Dec 17, 2014

William and Son Jewelers' owners, Bill and Nila, to retire

By ANNE ENDICOTT
The Outlook

The owners of one of Gresham's last longtime bastions of mom and pop businesses will greet the New Year in the next phase in life — retirement.

After more than two decades as a landmark on Main Avenue, Bill and Nila, owners of William and Son Jewelers, are calling it quits.

"We want to thank the community, and we are grateful to people from all over who have supported us over the years," Nila said. "We had customers from Hood River, The Dalles, Bend, Boring — we have been honored to serve them."

Among nearby merchants and their customers, the pair are known simply as Bill and Nila. Their gleaming shop, with its stunning imported gift items and unique jewelry, has long been a destination for generations of residents, who return not only for a new bauble or trinket but also for the old-fashioned customer service.

Bill learned his trade as a teenage

More info

WHO: William and Son Jewelers
105 N. Main Ave.
Gresham

WHAT: total stock liquidation of fine jewelry and unique gift items through Wednesday, Dec. 31.

HOURS: 10 a.m. to 7 p.m. seven days a week, except Christmas Eve and New Year's Eve, when the store will close at 4 p.m.; closed Christmas Day.

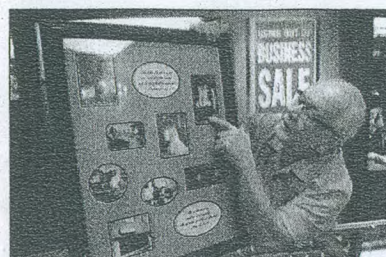
CALL: 503-665-2715.

apprentice. After a few years in the construction industry, Bill opened a jewelry store in San Francisco with his brother in 1951. The pair earned a reputation as purveyors of fine jewelry not found in big box stores, along with their skill in repairing family heirlooms.

Bill closed the shop after the death of his brother, and in 1991, he and Nila moved to Portland. Together, they opened a store in downtown Portland, near Nordstrom, but quickly discovered they missed getting to know their customers on a personal level.

"We always like the smaller communities," Bill said. "We weren't happy down there, so we looked around and when this space became available, we moved here."

For three years, Nila ran the down-



Bill, owner of William and Son Jewelers, reminisces while looking at photographs of himself as a young man. Along with his wife, Nila, the couple built a 23-year-old business based on customer service.

town Portland location until their lease ran out. Bill manned the fort in Gresham, originally in the string of shops near Jazzy Bagel, but business was booming and they rapidly outgrew the space. In 1994, the couple moved to their current location on Main Avenue and felt like they'd come home.

"This is a family-oriented community," Nila said. "My first week in Gresham, I sold an engagement ring, an anniversary ring and another piece of jewelry to a husband as a gift for no reason. I love the hometown feel here."

As a young apprentice, Bill learned the art of jewelry and watch repair, skills that served him well over his 50-plus-year career. He rarely charged for small fixes, he said, because building relationships with customers was what mattered.



Nila place jewelry in in prepar for anoth of busine Thursday 18, in Gre Nila and I husband been ope William a Jewelers 1991 and decided t the store retireme OUTLOOK P TROY WAYR

"I did a quick repair for a customer one day and didn't charge her," he recalled, laughing. "The next day, this big farmer comes in with a box of things he grew and he told me, 'Nobody does anything for me for free.'"

Bill is an admitted tinkerer, who enjoys working with his hands and a good challenge. Nila tells of customers who, over the years, brought in everything from handbags to teapots seeking Bill's repair expertise.

But he also developed an eye for value in jewelry. Bill and Nila never purchased items from the public, but both were always willing to help folks determine if they had stumbled across a pricey heirloom.

"When people came in here with a box of jewelry after grandma died, I

would help them go through tell them, 'This is gold or this is Bill said. "Then they could sell what they want with it. I charged for that because to n tomer service is what's most tant."

That practice hasn't been the generations of families wI graced the door of William a Jewelers over the past 23 yea stack of cards Bill and Nila h ceived from customers wishir well in their retirement illu that one of Gresham's jewels missed.

"This community has been us," Nila said. "We've always best customers — they' friends."

"We want to thank the community and we are grateful to the people from all over who have supported us."

— Nila, co-owner of William and Son Jewelers

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METRO MAY 23, 2001

East county gets two new grocers

By CATHERINE TREVISON
THE OREGONIAN

GRESHAM — Two new stores have splashed into opposite ends of east Multnomah County's growing pool of grocers.

At one end, in the new Troutdale Thriftway, shoppers can sip espresso, nibble barbecue or Chinese cuisine, sort through fresh berries or organic produce, and go eyeball to eyeball with the inhabitants of the new lobster and crab tanks.

At the other end, in the new WinCo Foods in Gresham, shoppers know they'll have to bag and carry their own groceries, can't use debit or credit cards, and won't see or hear many advertisements for the store, although they'll find a host of national brands on the shelves.

This year brought a bevy of new choices to east county, including two new QFCs, a new Nature's, Safeway, Albertson's and Fred Meyer stores, and staple-stocking discounters such as Wal-Mart. Grocers need a strategy to keep old customers and lure new ones.

For Thriftway, at 26942 S.E. Stark St., it is a store that is 60 percent bigger than its previous home in the same shopping strip, manager Ron Woodin said.

The new space went mostly to service departments, rather than traditional grocery aisles of cans and bottles, Woodin said. Service means time savers such as prepared meals, sandwiches and salads, a Chinese kitchen for takeout or dining in the store, and the return of Uncle Wally and his locally known barbecue.

"His first shop was in our old store seven years ago. . . . At the time, his stand was outside, and the east wind got cold in winter," Woodin said.

WinCo, at 2511 S.E. First St., claims distinction by paring down.

"Our entire reason for being is to offer our customers the lowest possible prices on their grocery items. . . . We don't have a high level of service," spokesman Mike Read said.

"I spent 16 years at Albertson's, building very exciting stores. You walk in, and it's like Disneyland. That's not what our stores are about.

"We do a little bit of prepared food. We do have pizza kitchen in stores, and a service deli, and health and beauty aids. But even there the focus is on the lowest possible pricing."

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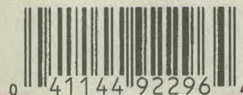
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OUTLOOK 6 OCT. 2001

out Look Oct. 25, 2000

World Market opens at Gresham Station on Nov. 2

BY ANNE ENDICOTT
of The Outlook staff

Christmas shopping and year-round gift giving will be a little easier when Cost Plus World Market joins the early-to-open lineup at Gresham Station.

The first 100 early shoppers for the store's grand opening at 9 a.m. Thursday, Nov. 2, will be presented with a \$10 gift certificate, good for any purchase in the store.

Gresham's Cost Plus World Market will feature 16,000 square feet of retail space, stocked with a selection of unique treasures imported from more than 50 countries around the world. The store specializes in decorative gifts, home decor, tabletop accessories and gourmet food and beverages at competitive prices.

"Cost Plus World Market's buyers have a heightened sense of adventure and curiosity," said Kathi Lentzsch, executive vice president of merchandising and marketing. "They travel the world visiting remote villages, centuries-old factories and covered bazaars searching for unusual and unique products to bring home to our customers."

Shoppers will find recycled wood furniture and baskets from Indonesia, Italian pottery and hand-painted ceramics, hand-carved masks from Africa, as well as 500 different wines and 18 varieties of olive oil.

Cost Plus World Market had its beginnings in 1958 when a San Francisco businessman combined his loves for travel and retail by selling a shipload of hand-woven wick-

er from crates on the wharf. The company's store on Fisherman's Wharf has long been a destination for tourists and local residents alike.

The Gresham Station Cost Plus World Market marks the company's 125th store opening, the fourth in the Portland area.

Anne Endicott can be reached at aendicott@theoutlookonline.com or by calling 503-492-5116.



Cost Plus World Market wine and beer department stewards Richard Hough and Jeanna Segrin stock the story on Tuesday, Oct. 24. The store will feature myriad varieties of wine and beer.

FLINT CARLTON - THE OUTLOOK