



Since 1905

*Connected To Our  
Past,  
Focused On Our  
Future.*





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John Humphreys—President & General Manager

Dear Readers,

The Company is over 103 years old as I write this letter. Hopefully, the report of our more timely 100 year celebration will excuse some of the procrastination. The time lapse has certainly proven just how fast change happens- even with a mature, well established company. It has presented us with some interesting decisions on where to draw the line for a centennial booklet. We know at the outset that there will be unintended oversights and ask your forgiveness there, too. Now, with that said we hope you enjoy this current snapshot of the Home Lumber & Supply Co. and our sincere acknowledgement of those who laid the foundation and framework for the strong traditions that serve us all today.



John, Fred and Mike Humphreys, 1968

My father had ulterior motives when he arranged a summer job for me in Dighton over 40 years ago. The store manager, Dick Sculley, was a successful, devoted disciple to “the Home Lumber way”- his instruction was crystal clear without need of review from a 16 year old kid. I was mentored through several more summers of relief work with the likes of Don Sparks, Leroy Bowen, Hoot Baird, Jim Sims, Clayton Jones, Dale McFarland and several other strong managers with their own variation of the “way”. When Dad suggested that I drive down from Sterling- my first full-time store manager’s job- to visit with Mr.

Shrewder about a job in the General Office, I agreed with some reluctance. My wife, Diane, was comfortable raising our family in her hometown and my prior experience there with retired, septuagenarian co-workers, Sam Brothers and Ray Neaville, was most rewarding. I was developing my own mixed flavor of the Home Lumber way to manage a store with some success. Tex was persuasive though, so with the “Boss’s” blessing my mentoring continued with several cherished years in Ashland before my father, Bus Couch, Mary Urban and Paul Baker all retired from the daily activity.

When I came back home 26 years ago there were twice as many independent building material retailers in Kansas. Fifty years ago there were over 750 dealers- three times as many as today! The current era has been defined by rampant consolidation among

dealers, suppliers, and builders. While the old, trusted rules of working hard and offering the best possible products and services are still relevant, they serve more as basic prerequisites for survival today. Our continued success in the face of fewer, but stronger competitors today has evolved with a HOME team that has willed change in response to the needs of our markets. The company has operated 45 different locations over the last 100 years. Although there are a variety of reasons for buying or selling or closing a store, our greatest opportunities are, obviously, in rural markets with the most healthy, diversified economy(s), and we strongly support those regional development efforts with our corporate and local resources.

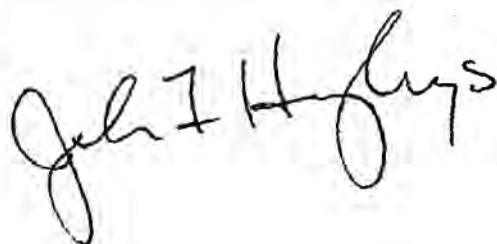
The advantage that we continue to leverage is the opportunity to know our customers and their needs better than our competitors do. Today, we have 16 different variations on doing that right with the network to learn from one another. Our store managers are held accountable for serving these markets, and along with their staff are, undoubtedly, the most aggressive team in the company's history. We continue to build on the mutual respect of suppliers and service providers that recognize our growing role in this market by helping us provide the best products and service possible.

I would be remiss to not acknowledge the exceptional support received from Phil Mitchell and Gary Petz with Discovery-Based Retail. We've been privileged recently to broaden our educational opportunities for all personnel with their professional services. Furthermore, without their work and encouragement this book would still be "in process" indefinitely and for that support I'm sincerely grateful.

The sales growth from \$7,000,000 to \$23,000,000 in the last 25 years has required a substantial increase in working capital. We have been blessed since Mr. Berryman's original capital seed of \$10,000 over 100 years ago with 4 generations of family ownership that respect and support our longevity by allowing our operating capital to fund the growth. This has been a significant advantage for management over the years that continues today with our current Board of Directors and stockholders.

The motto for our centennial celebration is sincere- "Connected to our Past, and Focused on our Future". I am most fortunate for the opportunity to manage this company and participate in the ownership and operational issues that have made the company as strong as it is today. With the excellent support from an experienced staff here- Roy Hoffman, Yard Supervisor, Kim Hazen, Office Manager, Karen Leterle, Yard Bookkeeper, and Matt Harmon, Systems Manager- I'm confident we can address the challenges ahead to provide the writer of this company's 125 year anniversary with sound business decisions that continue the company's prosperity.

Very respectfully,

A handwritten signature in black ink that reads "John I. Higgins". The signature is written in a cursive, flowing style.



# Connected to our past.

## *Greetings to You . . .*

### **THE MEMBERS OF THE HOME LUMBER AND SUPPLY COMPANY**

#### ***Congratulations on your fiftieth birthday.***

Half a century ago, your company was organized with an invested capital of \$10,000. Today you are members of a million dollar corporation . . . These are facts of record.

Financial growth while easily tabulated and sometimes impressive statistically, if isolated by itself, tells only a small, meager portion of the story of any organization. What the records do not and cannot show is how much was originally invested in such intangibles as faith, integrity and good business judgment. Nor can the records show how much of these ingredients, so essential to the success of any business enterprise, have been built into it in the intervening years.

Your company has been BUILT - much like the homes and other structures that have played a vital part in the expansion of your organization and the communities where you are located. The architect, figuratively speaking, was Jerome Woods Berryman who, with his judiciously chosen associates, laid the cornerstone in 1905.

Mr. Berryman supervised "pouring of the foundation" and had started erecting the "framework" of the business structure of the company when he was joined by your friend and my friend, the late Tom Cauthers. Mr. Cauthers became the "foreman" and took over the supervision of the building. It is an eloquent tribute to these two pioneers that the ravages of time have not impaired or damaged the basic foundation and framework that was so carefully planned and constructed.

These two men, if they were with you today, would not want or would they claim a transcendent share of credit for the building of the company to its present size. They realized through the years that the real workman who did the building of the business were those with whom they associated themselves - the yard managers, the yard men, the truck drivers, the bookkeepers and the general office force. It is these latter groups who are responsible for the "additions," the "maintenance" and the "finish work."

You are standing at the threshold of a great, new and promising era of change and development through the use of atomic energy, electronics, chemistry and physics. Who of you would dare to predict what is ahead of us? Who of you would venture to say that the changes in the years ahead will not be equally as great and revolutionary as those of the past.

Now as you look to the next half-century, you will, I am sure, with the help of everyone in the organization, meet this intriguing challenge and keep building for a bigger and better company-with the same vision and versatility as those who have gone before you and on the same sound foundation of time - proven, successful business principles established by them.

My sincere wishes for your growth and continuing success for the NEXT fifty years.

*Cordially,*

C.W. Hestwood, *Publisher,*  
THE RETAIL LUMBERMAN

#### *Lumber Lou Sez:*

I'm sitting on an old nail keg,  
Nostalgic thoughts in mind,  
Of friends in Ashland, Kansas, and  
The lumber ties that bind.

Across the miles I now salute  
"Home Lumber and Supply."  
A worthy tribute to them is  
Beyond me but I'll try.

I send congratulations  
On your Golden Jubilee,  
For fifty years of service fine  
In your community.

Not only in your home town,  
But scattered far and wide,  
The self-same policies in all  
Your yards have been applied.

To Berryman, the pioneer, and  
Tom Cauthers, loyal man,  
My highest praise, with greetings to  
Each member of the "Lan."

If only I possessed the words,  
I'd like to eulogize  
Each one who truly helped to build  
This thriving enterprise.

For all the splendid goals attained,  
I sing a song of praise,  
And wish the company success  
Through all the coming days.

To R.V. Shrewder, present "Chief,"  
Best wishes from my heart.  
As General Manager, Friend "Tex"  
Will always do his part.

Congratulations, I repeat,  
And as the years go by,  
May "Lady Luck" be ever with  
"Home Lumber and Supply."

Lumberingly yours,

Jessie Gilstrap

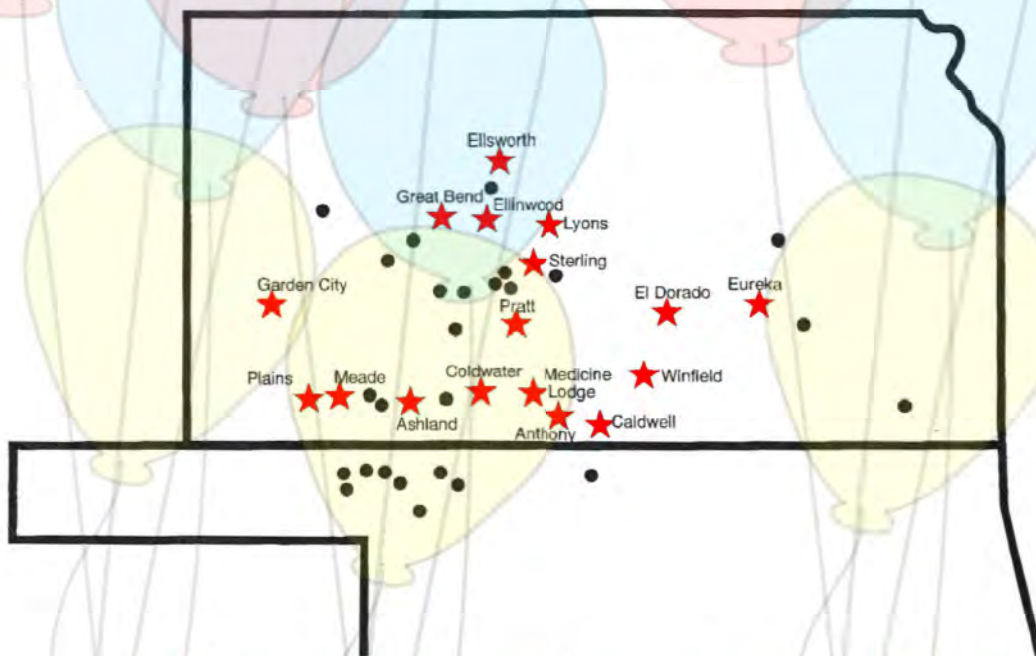


**Performance by Tradition Since 1905!**

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# *The Celebration*

*No place like Home!*



*Connected to our Past...  
Focused on our Future!*



# Home Lumber and Supply Company



On June 12, 2005 over 120 past and current employees, family members, suppliers, owners, and friends of the Home Lumber and Supply Company celebrated its 100 years of continuous operation. The celebration was held at Eberly Farm in Wichita during a tremendous rainstorm. The meeting area was festively decorated with posters, banners, and company memorabilia. The celebration was the first all-inclusive gathering of the extended HOME family since the last Annual Banquet in Ashland which was discontinued after 1981.

Following an invocation by the Rev. Jerome W. Berryman II, a delicious buffet was enjoyed by all. President John Humphreys began the program by introducing the general office hosts for the afternoon- Roy Hoffman, Yard Supervisor, Kim Hazen, Office Manager, Karen Leterle, Yard Bookkeeper, and Matt Harmon, Systems Manager and thanking them for the many hours spent preparing for the historic event.



*"Bus Couch is the best boss I ever had, but he's also the only boss I ever had"* Leroy Bowen



John and Roy emceed the program using historical script highlighted with photographs projected on a large screen. As the history was chronicled, the current managers of the stores, each in his or her turn, took the podium. They introduced their crews and family members, and gave short speeches about the current status of their stores and communities. Humor was in no short supply as each manager conveyed appreciation for the opportunity provided by Home Lumber's acquisition of their stores. They expressed pride in continuing to serve their communities. The 16 managers and supervisors present represented 300 years of service to the company, and of these, the 4 managers who had not worked their way up through the company, had extensive building material experience.



The managers' spoken words made the celebration more special and amidst this "variety store" of



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group as the company's greatest asset.

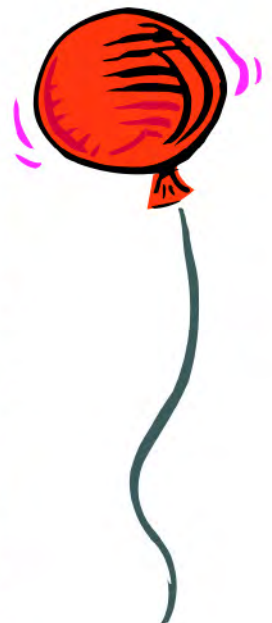
Following an intermission and cutting of the centennial cake, former employees and industry friends were given the opportunity to address the group. Floyd (Bus) Couch, "I want to thank the Berryman family for the only job

*"They didn't want to see me coming when I installed the computer system, but now they wouldn't work without them!"*  
Carolyn Moore

personalities and management styles, it was apparent that these store managers were focused on their local market needs. One could conclude that the flexibility inherent in the local operational strategies of this line yard company was a definite benefit. Humphreys concluded the first half of the program recognizing

*"I thought it would be a good job for a few months and here I am 20 years later. Thanks!"*

Ron Rapp





# Home Lumber and Supply Company



I ever had", Mary Urban, Asa Hooper, Carolyn Moore and Lee Snell all spoke of their experiences at Ashland. Don Sparks, Jim Sims, Bill Penka, Clayton Jones, Don Holland and Larry Bornholdt represented former managers from other locations. Several in the group spoke of their appreciation for letting their families feel like they were part of the HOME family, too. Art Brown offered a nice tribute and memorial clock from the Mid-American Lumbermen's Association. He noted that T.R.Cauthers, F.M. (Mike) Humphreys, and John Humphreys had all served as Presidents of the Association and the company's participation had been an important contributor to the success of the

*"Mike had a soft voice, but when he was done you sure knew that you wouldn't make that mistake, again." Paul Falkenberg*



association for over 75 years. He saluted the present group of store managers as the top group of line yard managers across the association.

Merilyn Berryman Johnston concluded the program by addressing the group graciously on behalf of the Berryman family. She introduced each of the 8 family members present and outlined their relationship to the first 4 presidents of the

The address by the group of suppliers and service providers was led by Tom Fellers (Chairman, Stockgrowers Banc Corporation) and Jonathan Mize (President, Blish Mize) who both noted the mutually beneficial 100 year relationship. Phil Mitchell (VP Sales, Blish Mize) graced the audience with an original guitar/ vocal composition commemorating the occasion. Gary Jacobs (Mid Am Building Supply), Tim Neff (Timber Products), and Janie Golding and Joe Thomlinson (Valspar Paint) all paid respects to their valued relationship with Home Lumber. Concluding that group were Ethelmae and David Humphreys (Tamko Building Products) who spoke fondly of the family relationship and challenged the group to plan more hailstorms in the future.





# Performance by Tradition Since 1905!



## Celebration



company. Merilyn shared fond memories of growing up around the Ashland store and general office. In later years her immediate family had enjoyed traveling through the company territory and visiting the stores and managers that they had become acquainted with during Fred Johnston's tenure with the company. Merilyn paid tribute to the Humphreys family for the devoted years of company management and friendship that had kept the company strong. In closing, on behalf of the Berryman family she thanked the celebration organizers for a lovely event, and the current Home Lumber employees for their continued devotion to an institution that the family is very proud of.

The formal celebration ended with a random drawing for hand thrown ceramic pots that Diane Humphreys had contributed for door prizes. Waiting for a break in the torrential rain to begin their respective trips back home after a memorable time together, the group enjoyed the rest of their day by sharing more stories of their time with Home Lumber.





# Home Lumber and Supply Company



## Annual meetings:

In the somber minutes of a directors meeting in 1929, Mr. Cauthers offered two reasons for company wide meetings: "the reassurance of the company's continued health through these dire times, and to focus on improving profitability during the bleak economic times." The first annual meeting was held in Ashland in 1930. The early meetings were primarily social events with the keynote presentation by management a reassurance of the company's capital structure. Under the leadership of R.V. Shrewder and F.M. Humphreys in the 1960's, the meetings began to focus more on Mr. Cauther's second goal of providing educational segments to the social gathering for improving profitability, and annual recognition of the top performing individuals and stores.

The annual meetings continued through 1980 as family social events for the entire company. They were discontinued as it became more difficult to get everyone from across Kansas and northwestern Oklahoma to Ashland for Saturday meetings. Regularly scheduled managers' meetings had been introduced by then, and the semiannual meetings continue today. The opportunity to collaborate with peers and openly discuss mutual business goals is a very important part of our company's success today.



1st-Mrs (s) Eloise Berryman, Violet Morgan and Flossie Bolan; 2nd-Mr. and Mrs. John Koch; 3rd-Louise Cauthers Berryman and Tom Berryman; Bottom row-(Circa 1950's) Annual Meeting; 1960-Dorothy B. and R.V. Tex Shrewder, Coy and Violet Morgan, Carrie and FM Mike Humphreys.



## ***Performance by Tradition Since 1905!***



Home Lumber Stockholders: (2005): Standing (L-R) Carrie Humphreys, Scott Glen, Fred Johnston, Tom Berryman, Marilyn B. Johnston, Jerome W. Berryman II, Paul Tracy, Jerry Orebaugh, Jacob Berryman, John Humphreys, Tom Fellers. Seated (L-R) Sarah Shrewder Tracy, Richard Tracy, Floyd Couch, Jerome C. Berryman (Not Pictured: Cessna Glen Kaye, and Timothy Tracy)



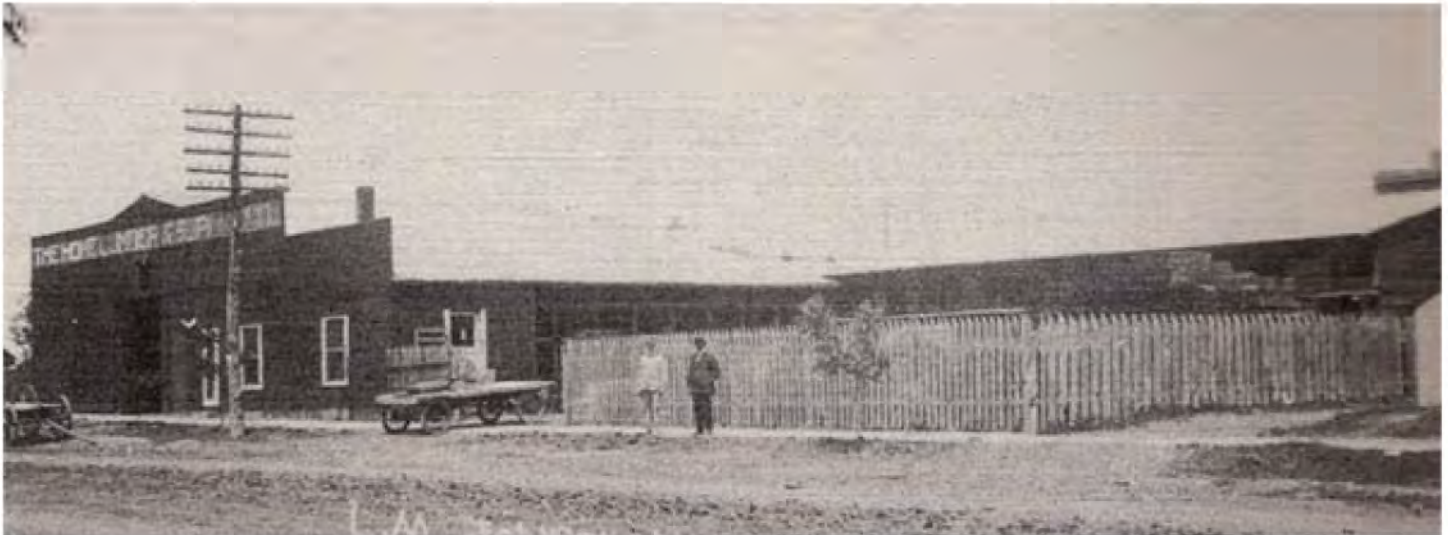
Current Board of Directors (L-R): Scott Glen, Tom Berryman, Floyd Couch, Tom Fellers, John Humphreys, Fred Johnston



Store managers and supervisors (2006): Standing (L-R)- Paul Falkenberg, Myron Bartel, Roy Hoffman, Jeff Smith, John Humphreys, Brent Adams, Vince Friess, Laura Fisher, Jeff Landon, Roger Downing, Mike Jellison, Ron Rapp, Rick Alexander, Sid Spooner, Gary Willis Seated: James Silman



## We Started in Ashland.



Ashland Yard 1905

### Home Lumber History

#### 1905 to the Present

Over one hundred years have elapsed since the founding of the **Home Lumber & Supply Co.**, in May of 1905. The goal of the original Board of Directors was to consolidate “yards” owned prior to the formation of the company by our founder, Mr. J.W. Berryman, and expand the company into the new state of Oklahoma. As the 100<sup>th</sup> Anniversary of this historic date passes, it is important to remember some of the events which have occurred during the years of its existence. The growth has been solid and substantial.

### The Original Organization in 1905

“A number of citizens in Ashland and the surrounding country met Saturday and organized the **Home Lumber & Supply Co.** The capital stock was \$10,000 to be divided into 1000 shares valued at \$10 each. Mr. J. W. Berryman was chosen President. “This is a good Company and prospects for success are splendid” wrote the editor of the **Clark County Clipper** (the newly elected company secretary.) One of the purposes of the company was to consolidate under one management two of the three yards then in Ashland. A manager was hired at a salary of \$50/month, and a lease on the building was signed for \$10/month. The Board controlled the local price of lumber. Perhaps the zeal and activity of the Board was a cause of distress to Mr. Addison Baker, their first manager, who resigned in January of 1906. His successor stayed 10 months!

**1905**

*Home Lumber & Supply Co was organized in Ashland, Kansas.*

**1906**

*Great San Francisco Earthquake.*

**1907**

*Oklahoma joins the Union.*

**1908**

*First passenger flight in an airplane.*



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Jerome W. Berryman  
1870-1940



T.R. Cauthers, Villa Ihde,  
and LM (Ted) Johnston

## The Early Years

In 1909, T. R. Cauthers of Haviland was hired by Mr. Berryman to serve as Auditor. When he came riding into town on his motorcycle, an old (unverified) story is that Mr. Charles Gilchrist, who was serving as manager, asked Mr. Berryman to clarify who was in charge. Mr. Berryman's alleged response was "Settle it yourselves." Mr. Gilchrist left soon thereafter (1910) to manage Coldwater. In 1911, Mr. Cauthers became General Manager for a company which was on the threshold of impressive growth. By 1912, Home Lumber included locations in Englewood, Protection, Sitka, Larned, Coldwater, Ellinwood and Meade. Mr. Berryman had owned each of these locations prior to incorporation of the company. The Annual Report showed capital stock increased to \$50,000 in just 7 years. History reports that Englewood (KS) was the center of booming activity for the Oklahoma panhandle where the next expansions occurred.

Oklahoma had become a state in 1907 and the Missouri, Kansas and Texas (Katy) Railroad arrived in 1912. Oklahoma yards were opened in Gate (1912), Knowles (1912), and Forgan (1912) as transportation moved west. Rosston was opened in 1913, Beaver (1915), Buffalo (1918) and Selman (1920) followed shortly. From the Knowles weekly newspaper, the **Farmers News** (1915): *"Along the Katy's new built road, full many towns there are; but Knowles, of all this line entire, is easily the star."*

The capitalization of the company in 1910 stood at \$97,000; by 1920 it was \$402,000. Knowles sold 50 carloads of fence posts in one year and Gate bought glazed window sash by the carload. Acquisitions in Kansas included: Acres (1913), Plains (1924), Oswego (1926) and Greensburg (1936). Although it had been a heady, optimistic time of expansion for the company, the climatic and economic conditions of the late 1920's and 1930's ended hopes for continued prosperity in the near term.

**1909**  
Purchased  
Englewood,  
Ks.

**1910**  
Company capitalization  
\$97,000.

**1911**  
Purchased  
Protection,  
Sitka,  
Coldwater,  
Ellinwood,  
and Meade.

**1912**  
Gate, Ok.  
Knowles, Ok.  
Forgan, Ok.  
Larned, Ks.  
stores added.



# Home Lumber and Supply Company



Englewood, Kansas

## Dust Bowl Challenges

The company entered into a series of financial losses which seem to have lasted from the early 1920's until the end of World War II. In 1936, the reports of continued losses for the company (\$6,118.67) which were reported at a Board meeting (not often recorded) seem to have continued through 1938, when Mr. Cauthers is quoted in the Board minutes (1/9/38) saying:

***"...improvement in crop and business conditions... if they do not come soon, will mean the eventual assumption of all the company's capital structure and its ultimate bankruptcy."***

The year end 1938 Annual Financial Report showed a continued operating loss (\$8,389.32). Management decided to geographically diversify locations and spread its risk. In 1939, yards were purchased in Macksville, Stafford, and Zenith in an effort to counteract the disastrous "Dust Bowl" climate in the southwestern areas. Production of agricultural commodities (and profits) had virtually stopped. Emporia was purchased in 1939 by Mr. Berryman, but the store did not become a part of the company until 1948.

There was little or no economic growth from 1920 to 1940, which reflected the financial panic of the early 20's and the Great Depression of the 1930's and early 1940's. No dividends were paid from



1920-1946. The problems of unavailability of materials to sell during and following the end of World War II contributed to a lack of profits in the post-war years. But by 1950 and the building boom following World War II, the capitalization of the company doubled to \$1,100,000. 55 years later on the centennial anniversary of the company the capitalization stood at over \$7,000,000.



General Office  
T.R. Cauthers & Essie Haver,  
Ashland, Kansas 1919

**1913**  
**Purchased**  
**Rosston, Ok.**  
**Acres.**

**1914**  
**Ford Motor Company**  
**announces minimum**  
**wage of \$5 per day.**

**1915**  
**Purchased**  
**Beaver, Ok.**

**1916**  
**Tanks used in battle for**  
**the first time at The**  
**Battle of Somme.**



## ***Performance by Tradition Since 1905!***



F.M. Humphreys, General Manager

position of General Manager by naming F.M. "Mike" Humphreys as his successor. Mr. Humphreys began his employment in Greensburg in 1947 and moved to the Ashland office in 1949. He was named President in 1975 until his death in 1989. His son, John F. Humphreys, was appointed General Manager in 1988 and elected President in 1989 where he serves today. John Humphreys was first employed by the Home Lumber & Supply Co. in 1968 at Dighton and, subsequently, during the summers for several years. He began as a full time "relief manager" in 1975 before assuming the manager's role at Sterling in 1977. Mr. Cauthers (1933), F.M. "Mike" Humphreys (1967) and John Humphreys (1998) have all served as presidents of the 5-state Mid-America Lumbermen's Associations (formerly the Southwestern Lumbermens Association). The short service biographies in the back of the booklet show that our leaders have served more than just their company or industry. They have helped expose this company to a much wider audience and market well beyond our physical operations.

### **Administrative Leadership**

Mr. J.W. Berryman served as President of the company for 35 years from its inception in 1905 until his death in 1940. Mr. Cauthers, who came to Ashland in 1909 as Auditor, was named General Manager in 1911, and President following the death of Mr. Berryman. He served as both President and General Manager until 1950, when he retired from active management and was replaced by R. V. "Tex" Shrewder as general manager. Mr. Shrewder began working for the company in 1929 following his marriage to Dorothy Berryman. Jerome C. "Jay" Berryman succeeded to the office of President upon Mr. Cauthers' death (1953.) Jay was the oldest son of Mr. Berryman and a son-in-law of Mr. Cauthers. Upon Jay's death in 1960, Mr. Shrewder became President and General Manager until 1964, when he resigned the



Jerome C. Berryman



R.V. "Tex" Shrewder

**1917**  
*Closed Larned, Ks.*

**1918**  
*Purchased  
Buffalo, Ok.*

**1919**  
*First successful  
parachute jump.*

**1920**  
*Purchased  
Selman, Ok.*



# Home Lumber and Supply Company



Floyd (Bus) Couch, Buffalo, Oklahoma

## The Post World War II Years

In 1940, the Aiken Lumber yards in Kinsley, Macksville, Stafford, Zenith (closed 1941) and a stock interest in Emporia were purchased. Emporia paid a monthly service charge of \$50, and the intent was that it be sold. Business was limited because there was little merchandise and “no lumber available.” In 1943, T. R. Cauthers was granted a Leave of Absence to serve in the Kansas Legislature.

The three Berryman sons (James W., Jerome C. and George A.) were home from the service by then, and each was granted a monthly salary of \$200. Holyrood was purchased in 1946, Coldwater was re-purchased in 1947, and the Lindas yard in St. John was added in 1950. Lot 21 in Block 15 of the West Addition to Ashland was purchased in 1950 for \$3000 from F. N. Cossman where the General Office was always located. The Selman yard was closed; the T.M. Deal yard at Macksville was bought and merged with the existing company yard. Miss Essie Haver resigned as the long-time

bookkeeper in the General Office (1919-1953). Mary Urban served faithfully as the next yard bookkeeper (1961-2000), in the position for which Kim Hazen was groomed beginning in 1979, and she remains employed today as office manager. The Kinsley Co-op was purchased from Leidigh-Havens and merged with the company's Kinsley yard in 1954. Englewood and Gate were both closed (1957) as economic conditions continued to fluctuate, and the small towns in southern Kansas and northwestern Oklahoma were becoming “smaller.”

## Changing Times and Activity

Following the death of her husband, Jay, in 1960, Louise Cauthers Berryman became the first woman since Mrs. Nettie Berryman (wife of our founder) to be elected to the Board of Directors. Eloise O. Berryman continued the trend following the death of her husband, James W., in 1974 and Susan Shrewder Payne succeeded her father, Tex, in 1985.

As conditions changed in small communities and, indeed, throughout the world, following the cessation of WWII, there were many adjustments made in the stores and to the company's organizational structure. Where small towns could no longer support more than one yard, the period from 1965- 1970 brought an exciting flurry of activity in buying, selling, or merging locations. Floyd “Bus” Couch had moved from Buffalo where he had been yard manager to become Yard Supervisor at the General Office. Paul Baker was moved from managing the Ashland yard and named Sales Analyst and Advertising Manager. Eight yards were sold including; Kinsley (1966), St. John (1967), Gate (1968), Holyrood (1968), Stafford (1968), Forgan (1969), and Greensburg (1970). Two yards were purchased from Sharp Lumber; Buffalo (OK) was liquidated and merged with our existing location (1967), and Laverne (OK) remained open until 1986. In 1968 Ellinwood was purchased from

**1921**

*Race riot in Tulsa, Ok. kills at least 85 people.*

**1922**

*First use of insulin to treat diabetes.*

**1923**

*Time Magazine published for first time.*

**1924**

*Purchased Plains, Ks.*



# ***Performance by Tradition Since 1905!***

Hedrick Lumber Co. to re-establish our presence in that community. New stores were purchased in Dighton (1967) along with Sterling and Nickerson from the DJ Fair Lumber Company in 1968. Every store in the company showed a profit that year as the company continued to buy new locations and close some of the smaller existing stores. The stores at Lyons, El Dorado and Caldwell were purchased from Antrim Lumber Co. in 1970. An employees' profit sharing plan was instituted in 1969. From an initial contribution of \$11,000, it now has assets of over \$1,600,000 with several times that amount having been distributed in benefits over the years to participants upon their retirement. The company stockholders have been generous over the years by recognizing the importance of employment longevity and security to our continued success.

The repositioning continued at a brisk rate through the next three decades. The Emporia "Home Center" held it's grand opening in 1973, with 30,000 sq. ft. of floor space and became a showcase for a new direction in lumber and building materials locations in mid-sized markets. Later additions were in Meade from T.M. Deal (1977 merger); Eureka from the A. C. Houston Lbr. Co. (1979); Medicine Lodge from DeWeese Hardware (1981); Garden City from Lumber Land (1986); Great Bend (1988) and Winfield (1994) from Everitt Lumber Company. Yards closed included Nickerson (1991), Dighton (1992), and Medford, OK (1997), and more recently our two stores in

Garden City- the Express store (2003), and the Surplus store (2006). Several of the yards which were sold or closed in this era had been a part of the Home Lumber family for many years, and it was with sadness that the relationship was severed: Oswego (1926-1977), Macksville (1939-1981), Beaver, OK (1915-1983), Ashland (1905-1985), Buffalo (1918-1986), and Protection (1910-1990). The Emporia Home Center and the Ashland yard were, perhaps, the most profound examples of regret.

Only the 2<sup>nd</sup> major fire in the history of the company (the first at Protection in 1928) occurred on July 4<sup>th</sup>, 1995, when an arsonist (later convicted) caused the complete destruction of the Emporia Home Center. A difficult decision was made by the Board of Directors to not re-open following that catastrophe. Insurance proceeds helped purchase the W.R. Green Lumber Co. in Pratt in 1996. The last additions were the Ellsworth Lbr. Co. in 2002 and a branch store in Greensburg which opened in 2007 to service the community's needs after the EF5 tornado devastated 95% of the town on May 4 of the same year.



F.M. Humphreys, 1922-1989

**1925**

*Mussolini takes over as dictator of Italy.*

**1926**

*Purchased Oswego, Ks.*

**1927**

*Last Ford Model-T is built.*

**1928**

*First color television broadcast occurs in England.*



# Home Lumber and Supply Company



Matt Harmon and Ace Hoofer, back office systems.

## The New Century

The Home Lumber & Supply Company's store count today stands at 16- the number of operating yards has never exceeded 19. The company acknowledges the contributions of its many dedicated employees throughout the last century of operation. Today, the average vital statistics of our store managers is 48 years old with 18 years of company experience (not including years in the industry prior to Home Lumber). Our customers' perception of this company rests to a great degree with these local leaders and their respective crews; not only the service level exhibited in the store, but across the community and respective market area.

We have been blessed for over a century with people who believe in the Home Lumber & Supply Co.- who we are and what we continue to do.

The company's vision is pointed toward the future and continuing opportunities to serve customers in the communities where we live and work. This is one of the few surviving companies that has maintained local lumber and hardware stores from the early years of the 20<sup>th</sup> century, and anticipates with pleasure leveraging our rich traditions and the strong capital structure provided by our stockholders to continue to serve.



**1929**

*Closed Acres, Ks. Black Thursday on stock exchanges ushers in depression.*

**1930**

*Construction begins on Boulder Dam (Now known as Hoover Dam).*

**1931**

*Edison submits his last patent application.*

**1932**

*The first gas tax (1 cent per gal.) is created.*



# Performance by Tradition Since 1905!



**Our Logo Has Evolved Along With Our Stores!**



R. V. SHREWDER, PRESIDENT  
F. M. HUMPHREYS, GENERAL MANAGER

GENERAL OFFICE

ASHLAND, KANSAS 67831

THE HOME LUMBER AND SUPPLY COMPANY

QUALITY

GENERAL OFFICE OF

SERVICE

THE HOME LUMBER & SUPPLY CO.

GENERAL OFFICE OF

THE HOME LUMBER & SUPPLY CO.

QUALITY

GENERAL OFFICE OF

SERVICE

THE HOME LUMBER & SUPPLY CO.

THE HOME LUMBER & SUPPLY COMPANY

Lumber and All Kinds of Builders Material

RETAIL YARDS: Ashland, Englewood, Sitka, Buffalo L'h'r Co., Buffalo, Okla.

Ashland, Kansas.

**1933**

*Closed Knowles,  
Ok.*

**1934**

*2-day dust storm removes  
massive amounts of top  
soil in one of the worst  
storms of the dust bowl  
era.*

**1935**

*Closed Rosston,  
Ok.*

**1936**

*Purchased  
Greensburg,  
Ks.*



# Home Lumber and Supply Company



## Store Time Line

**2008** *Mike Jellison  
10 year service  
anniversary.*

**2005** *Roy Hoffman  
promoted to yard  
supervisor.*

**2004** *Roy Hoffman  
-20 year service  
anniversary.*

**1990** *USD 300  
consolidation with  
Protection.*

**1980** *Lake Coldwater  
opens.*

**1947** *Home Lumber  
repurchased  
Coldwater store  
from Platt-  
Glichrest.*

**1911** *Coldwater store  
consolidated into  
Home Lumber and  
Supply.*

**1904** *Mr. Berryman  
purchased the  
Coldwater store.*

## Coldwater

The Coldwater store was purchased by Mr. Berryman in 1904 and consolidated into the company in 1911. Interestingly, after a few years it was sold to Mr. Chas. Gilchrest after Mr. Cauthers replaced him in the Ashland office. Upon Mr. Gilchrest's retirement the store was repurchased from Platt-Gilchrest in 1947. His son, R.L. Gilchrest, managed the store until 1952, then Virgil Prophet from Buffalo replaced him. Roy Hoffman, Yard Supervisor, began his career there in 1984 and was succeeded by Mike Jellison in 2005. Mike is assisted by Caleb Monroe. This store, located in one of our smallest markets, has won the top ROI award in 4 of the last 7 years. It was remodeled inside and out in 2007 offering a refreshed addition to downtown Coldwater.



**1937**  
*The first blood bank  
established.*

**1938**  
*5th consecutive  
annual loss...talk  
of bankruptcy.*

**1939**  
*Kinsley, Ks.  
Macksville, Ks.  
Stafford, Ks.  
Zenith, Ks.  
Purchased.*

**1940**  
*J.W. Berryman dies end-  
ing his 35 year tenure as  
President.*



# Performance by Tradition Since 1905!

## Ellinwood

Another local independent, O.D. Hedrick Lumber Co., was acquired by the company in Ellinwood in 1968. Eugene Schneider continued to manage the yard until his retirement in 1980. Gene was always kind to say that his only wish was to have worked for this company for more of his career! He was followed by Vince Friess who had apprenticed with Larry Bornholdt in Lyons. Jeff Johnston followed upon Vince's transfer to Emporia in 1986 and assistant Ron Rapp accepted the duties in 1990. In 1994 a new store was built to replace the tiny, original showroom. The current crew includes: (L-R) Sandra Cline, Andy Caton, Russell Schadel and Ron Rapp.



### Store Time Line

**New store built.** 1994

**Ron Rapp becomes store manager.** 1990

**Vince Friess, Mgr. transferred to Emporia.** 1986

**Local Chamber of Commerce founded and annual After Harvest Festival established.** 1974

**Repurchased store from OD Hedrick Lumber Co. Gene Schneider, Manager.** 1968

**Acquired store.** 1911

**1941**  
**Levied first G.O. administrative charge.**

**1942**  
**Daylight Savings Time goes into effect in the United States.**

**1943**  
**Tex elected to Kansas House of Representatives.**

**1944**  
**Manpower shortage 2 weeks pay in lieu of vacations.**



# Home Lumber and Supply Company



## Store Time Line

**2005** *Exterior renovation with new signage.*

**2001** *Interior remodeled again.*

**1994** *Interior remodeled.*

**1976** *Present location purchased from T.M. Deal Lumber Company.*

**1911** *Meade Lumber consolidated into new Home Lumber and Supply Company.*

**1901** *Mr. Berryman formed Meade Lumber and Supply Co.*

## Meade

Our earliest minute books go back to 1901 before the company was founded with the formation of the Meade Lumber and Supply Co. The yard was Mr. Berryman's first venture into the lumber business and was consolidated into the new company in 1911. The present location was purchased from T.M. Deal Lumber Company in 1976. The store is managed by a veteran crew who have individually won our highest awards: Rick Alexander, Manager (25 years), Lin Reimer, Asst. Manager (22 years), and Debi Smith, bookkeeper.



**1945**  
*An atomic bomb is dropped on Nagasaki, Japan.*

**1946**  
*Purchased Holyrood, Ks. First life and health benefit for employees.*

**1947**  
*Repurchased Coldwater First year end bonus for managers and employees.*

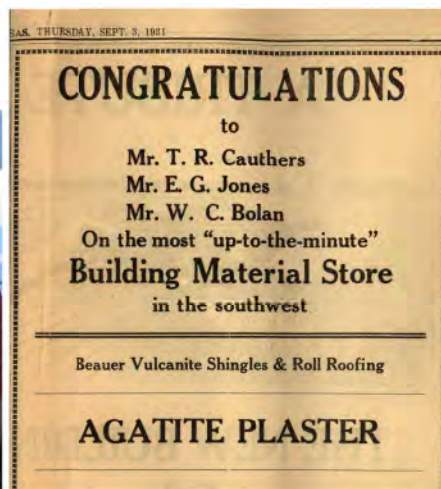
**1948**  
*Purchased St John, Ks. Emporia, Ks. joins company.*



# Performance by Tradition Since 1905!

## Plains

The Plains store was purchased from the Chatten-Kiddoo Lumber Co. in 1924. Cecil Bolan continued with the company as manager until 1958 after 44 years in the store. Clayton Jones was one of his successors prior to Leroy Bowen's illustrious career ending with his retirement in 2006. Leroy was Manager of the Year 5 times and honored as the Wildcard Manager in 2003. Jeff Smith assisted Bowen for 15 years and was named Employee of the Year in 1994. He assumed the manager's role in 2007. The store was extensively remodeled in 1978 and dominates the "widest Main Street in Kansas".



Store Time Line

**Downtown Streetscape begins.** 2008

**Jeff Smith named store manager - 15 year service anniversary and inside of store remodeled.** 2007

**Leroy Bowen dies after 40 years of service in Plains.** 2007

**Extensive remodeling.** 1978

**Leroy Bowen begins career in Buffalo, Oklahoma.** 1959

**Purchased store from Chatten-Kiddoo Lumber Co.** 1924

**1949**  
Bought Lot 21 in block 15, West Ashland for \$3,000 for corporate headquarters.  
\$2,000,000 in sales!

**1950**  
Mr. Cauthers, who became president after Mr. Berryman's death retires.

**1951**  
Closed Selman, Ok. location.

**1952**  
The Today Show premieres on NBC.



# Home Lumber and Supply Company



## Store Time Line

**2008** Real estate purchased July 11. Lumber storage shed built and store additional remodel begins.

**2008** President Bush delivers HS commencement address.

**2007** Branch store established on July 5th.

**1969** Store sold to Clay Hildinger.

**1947** FM "Mike" Humphreys is employed as store auditor.

**1936** Greensburg store purchased.

# Greensburg

The EF5 tornado that wiped 95% of Greensburg off the map on May 4, 2007 struck close to HOME. From personal involvement with the search and rescue phase to coordination with our suppliers to contributing thousands of dollars in relief supplies and support, it was evident that we needed to stay involved. We operated in Greensburg from 1936-1969, so when the existing lumberyard decided not to rebuild, the decision was made to reestablish our local presence in support of the huge challenge ahead for our neighbors and friends. We opened as a "branch" of the Pratt store on July 5 in one the few remaining commercial buildings in town. The collective crews from both branches were named "Employee(s) of the Year" for 2007 in recognition of their efforts to promote the rebuilding of the community. The current crew includes: (L-R) Joe Kilduff, Jeff Koehn, branch manager, Shaphan Staats and Doug Melton.



**1953**  
Jerome C. (Jay) Berryman became President upon Mr. Cauthers' death.

**1954**  
Bought Kinsley Co-op for merger.

**1955**  
Elvis Presley appears on TV for the first time.

**1956**  
The Dow goes above 500 for the first time.



# Performance by Tradition Since 1905!

## Sterling

The Sterling store was purchased from the D.J. Fair Lbr. Co. in 1969 along with their location in Nickerson. D.J. Fair Lumber was one of the largest concerns in the state at one time and included 4 generations of the family. Sam Brothers continued with his 50 year career in the business until his retirement and Manager of the Year title in 1976. He was followed by John Humphreys who managed until 1981 when he came to the offices in Ashland. A new store was built in 1980 replacing the original Fair building built in 1887. Past managers include Mike Pearson, Clayton Jones (who is serving his 48th year as the store's current bookkeeper) and Kenny Smith. The current crew includes: (L-R) Clayton Jones, Zach Boor, Jeremy Flickinger, John Kelley, and James Silman, manager.

### Store Time Line

**First \$1,000,000 sales year!** 2006

**New lumber shed built.** 1996

**New sheetrock shed built.** 1995

**New building built to replace original built in 1887.** 1980

**1st Manager, Sam Brothers and assistant, Ray Neaville retire.** 1976

**Purchased store from D.J. Fair Lumber.** 1969



**1957**  
*First Company credit policy established.*

**1958**  
*NCR Analysis machine purchased in Ashland.*

**1959**  
*Motown record label is founded in Detroit, Michigan.*

**1960**  
*Louise Cauthers Berryman becomes 2nd woman elected to HL&S Board.*



# Home Lumber and Supply Company



## Store Time Line

**2008** *Bookkeeper Twila Bumgardner 25th Anniversary.*

**2004** *Manager Paul Falkenberg 25th Anniversary.*

**1986** *Sixth grade class lobbies state for designation of ornate box turtle as official state reptile.*

**1986** *New store front and parking lot.*

**1981** *Interior of store remodeled.*

**1975** *1st Manager, Carroll Harris retires.*

**1970** *Caldwell store purchased from Antrim Lumber.*

## Caldwell

The "Border Queen" was the third store purchased from Antrim lumber in 1970. Carroll Harris continued to manage the store until his retirement in 1975. Buffalo OK legacy, Harold Sullivan followed Carroll until 1979, and Harlow Woods managed until 1985. Paul Falkenberg became the manager in 1985 after assisting Harlow for 6 years. Paul has won the Wildcard award twice, acknowledging the team's good efforts in a challenging market area. The current crew includes: (L-R) Paul Falkenberg, manager, Clifford Murdock, veteran bookkeeper Twila Bumgardner, Richard Strahley, and Jonathan Falkenberg.



**1961**  
*Ham the chimp travels into outer space.*

**1962**  
*Brian Epstein signs to manage the Beatles.*

**1963**  
*Timothy Leary takes LSD for the first time.*

**1964**  
*F.M. Humphreys takes over as President upon Mr. Shrewder's resignation.*



# Performance by Tradition Since 1905!

## El Dorado

This former Antrim Lumber Co. Store was purchased in 1970. In 1992 a new 8200 sq. ft. showroom was built on adjacent property purchased from the railroad. In 2002 new outside storage was added on property across the street from the store. Jim Sims managed the store from 1974-1992 and earned Manager of the Year award in 1991. Gary Willis became manager in 1995 and was named the Wildcard Manager in 1998. Eric McHatton earned the Co-Bookkeeper of the Year award in 2007 and 2008. El Dorado and Butler County border the Wichita market and the progressive growth area has initiated our change to a contractor oriented facility with the present crew.



From left to right standing: Ken Patterson, Colin Gillis, Eric McHatton, Dean Oliver, James Remmert, Gary Willis. Bottom row: Ivan Tipton, Zach Hartley, and Jeremiah Aitchison.

### Store Time Line

**First \$3,000,000 sales year.** 2004

**New line shed built on property.** 2003

**First \$2,000,000 sales year.** 2001

**Jim Sims retires after 33 years of service.** 1994

**Grand Opening of new retail store - Do It Best conversion.** 1992

**Purchased store from Antrim Lumber.** 1970

**1965**

**First and only ready-mix sold to Hildingers in Greensburg, Ks.**

**1966**

**Liquidated Kinsley, Ks. location.**

**1967**

**Purchased Dighton, Ks location, closed St. John, Ks.**

**1968**

**Purchased Laverne, Ok. closed Stafford, Ks. and Holyrood, Ks. locations.**



# Home Lumber and Supply Company



## Store Time Line

**2006** *Centennial Court Community Building dedicated.*

**2001** *Larry Bornholdt retires.*

**1995** *Showroom remodeled to Golden Rule Decor.*

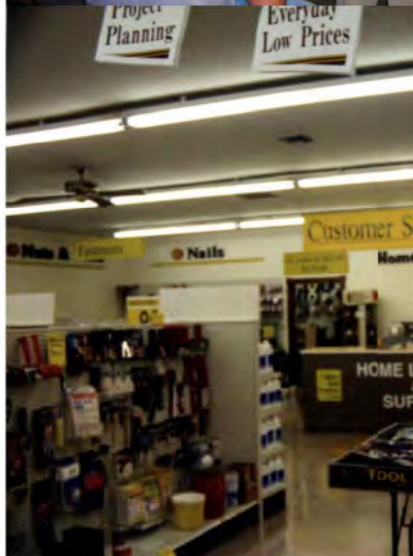
**1978** *Larry Bornholdt- Mgr. of the Year 2<sup>nd</sup> time.*

**1977** *Vince Friess begins career in Lyons.*

**1970** *Lyons store purchased from Antrim Lumber.*

## Lyons

In August of 1970 three stores were purchased from Antrim Lumber Co.-Lyons, El Dorado, and Caldwell. Lyons became our second store in Rice County. Dick Ritterhouse continued to manage the store until 1976 when Larry Bornholdt was promoted. "Barney" won the Manager of the Year award in each of his first two years and finished near the top of the pack every year until his retirement in 2001. He hired Vince Friess in 1977 who has maintained the legacy at the top in Great Bend for many years. Lyons was extensively remodeled in 1997 and 2008. The store is currently managed by Troy Kelley who is ably assisted by Tyson Schechter and Kathy Kelley.



**1969**  
*Purchased Nickerson, Sterling Closed Gate, Ok. Forgan, Ok. Profit Sharing established.*

**1970**  
*Caldwell, Ks. Eldorado, Ks. Lyons, Ks. purchased.*

**1971**  
*Cigarette advertisement banned from television.*

**1972**  
*The Goodyear blimp flies for the first time.*



# Performance by Tradition Since 1905!

## Eureka

The company purchased the last A.C. Houston store in the state in 1979. Our farthest eastern store is located in the heart of the Flint Hills. In 2000 Laura Fisher broke the "glass ceiling" for women in the company by being promoted to manager. She was Bookkeeper of the Year in 1995 and Wildcard Manager in 2006. Laura is assisted well by 20 year veteran, Jay Dunn, and Brandi Dimick, bookkeeper. The present crew is continually remerchandising the old lumberyard into a more attractive and modern hardware store. Those hardware and paint sales have been the driving force for the good customer traffic enjoyed by the company there.



### Store Time Line

|   |             |
|---|-------------|
| <b>Brandi Dimick 5 Year Anniversary.</b>                      | <b>2009</b> |
| <b>Jay Dunn, 20 Year Anniversary.</b>                         | <b>2008</b> |
| <b>Laura Fisher, 15 Year Anniversary.</b>                     | <b>2006</b> |
| <b>New Eureka Grade School built.</b>                         | <b>2006</b> |
| <b>Eureka Downs horse track 125<sup>th</sup> Anniversary.</b> | <b>1997</b> |
| <b>Store interior remodel.</b>                                | <b>1995</b> |
| <b>Eureka 125<sup>th</sup> Anniversary.</b>                   | <b>1987</b> |
| <b>Purchased store from AC Houston Lbr. Co.</b>               | <b>1979</b> |

**1973**  
*Emporia Home Center opened using new gadget-microfiche machine.*

**1974**  
*Employee stock offer at \$105 per share.*

**1975**  
*Teamsters Union President Jimmy Hoffa disappears.*

**1976**  
*First commercial service flight of the Concorde.*



## Store Time Line

- 2004** *Radio Shack discontinued.*
- 2002** *1st \$1,000,000 sales year after major hail storm.*
- 2000** *1st year manager, Brent Adams-Wildcat Manager of the year.*
- 1999** *Radio Shack franchise opens.*
- 1999** *Complete store remodel.*
- 1999** *Don Holland retires after 18 years.*
- 1981** *Purchased DeWeese Hardware store.*

# Medicine Lodge

The company purchased DeWeese Lumber in 1981. Don Holland remained with the company as manager until his retirement in 1999. Brent Adams, a former Employee of the Year, who started with the company in Coldwater in 1988 followed as manager and was named Wildcard manager his first year. The showroom occupies 3 storefronts and offers the widest selection of hardware of any of the rural stores. The store became a Radio Shack franchisee in 1999, but discontinued that relationship after several years. The current crew includes: Denise Socall, bookkeeper, Bob Conaway, Jennifer Miller, Travis McCauley, Brent Adams, Manager and Lane Miller.



**1977**  
*Closed Oswego, Kansas location. Merged with TM Deal in Meade: changed locations.*

**1978**  
*Hole in one(s) same Day (7/22)-Paul Baker at Ashland; Bus Couch at Protection.*

**1979**  
*Eureka purchased.*

**1980**  
*Medford, Ok. Anthony Purchased. Last of Annual Meetings in Ashland.*



## Performance by Tradition Since 1905!

# Anthony

The company purchased Valley Building and Supply in 1981. One of the former owners, Claude Whitehead, continued as manager until his death in 1986. "Whitey", as he was fondly known, was a native of Meade, and had worked for the company there years ago. In 1984 he hired Roger Downing who was promoted to manager when Myron Bartel transferred to Pratt in 1996. A new store was built in 1984 when the old tiny showroom was temporarily moved to the back of the property. The current crew includes: (L-R) Debra Hurst, Roger Downing, manager, Tim Gill, and Floyd Shelton.



### Store Time Line

**105th running of Anthony Downs.** 2009

**Groundbreaking for 9-11 memorial.** 2004

**Claude Whitehead's death ends 5-year reign as manager.** 1986

**New 2500 square feet store opens.** 1984

**Purchased from Valley Building and Supply.** 1981

**New 1200 square feet store opens.** 1953

**Rock Island Lumber Company opens.** 1886

**1981**  
**Sold Macksville location. Purchased Medicine Lodge.**

**1982**  
**"Cold Sunday" sees temperatures fall to their lowest levels in over 100 years in many Midwest Cities.**

**1983**  
**Sold Beaver, Oklahoma.**

**1984**  
**Company celebrates 70th profitable year and 44th consecutive. Vince Friess age 28 youngest to ever win Manager of the Year.**



# Home Lumber and Supply Company



## Store Time Line

**2008** *Chris Carlson and Ryan Bownes - 10 year Anniversary.*

**2007** *Vince Friess - 30 year Anniversary.*

**2005** *Demolished and sold original property.*

**2004** *Moved to former TM Deal location on West 10th Street.*

**2002** *TM Deal Lumber, Great Bend closes.*

**1998** *3D Lumber, Great Bend closes.*

**1989** *Grand Opening after extensive remodel.*

**1988** *Bought Everitt Lumber Company.*

## Great Bend

Great Bend was purchased from the Everitt Lumber Co in 1988. At that time there were 3 lumberyards in the community where there is now just one! The store was relocated in 2004 when the company acquired the T.M. Deal Lbr. Co. location. That line yard company originated in Kansas in 1910 and at one time had as many as 16 stores of which none remains today. Vince Friess transferred from Emporia to manage the store in 1988 and continues there today. His record of performance speaks for itself by winning the Manager of the Year award an unprecedented 10 times with a string of 6 consecutive years in Great Bend! We have benefited from a veteran crew including (L-R): Chris Carlson, Terry Turner, Vince Friess, Lance Rhodes, Ryan Bownes, Danny Effertz, Tim Henderson, and Brian Williams (not pictured).



**1985**  
*Garden City, First Do-It! Center Close Ashland yard after 80 years.*

**1986**  
*Sold Buffalo and Laverne, Oklahoma locations. Bus Couch 1st Employee of the Year.*

**1987**  
*The Dow closes above 2,000 for the first time.*

**1988**  
*Great Bend Purchased.*



# Performance by Tradition Since 1905!

## Winfield

The Winfield store was purchased in 1994 from the Everitt Lumber Co. The Everitt family had been in the lumber business in several states dating back to 1898. Winfield was the last lumberyard operated by the Everitt family. Sid Spooner was the assistant manager in Winfield prior to the acquisition and had worked for that company for 25 years. He replaced Jack Kidder as manager in 2001 and was named Wildcard manager that first year. Bookkeeper/salesperson, Janet Trobaugh, has been our Co-Bookkeeper of the Year 4 times, and Les Sexton was named Employee of the Year in 2006. The store was completely remodeled in 2006. The dated facade which was torn off exposed an attractive original structure that fit nicely into the community's Main Street Program and several local and state awards were won with the completed project.



(L-R) Peggy Pierce, Janet Trobaugh, Nate Jellings, David Wixon, Justin Andrews, Chris Lance, Victor Cartagena, Les Sexton, and Sid Spooner, Manager.

Store Time Line

**Chris Lance hired as official outside salesperson.** 2008

**Completed Home Solution Center remodel.** 2006

**Sid Spooner becomes store manager.** 2001

**Purchased from Everitt Lumber.** 1994

**Southwestern College celebrates 100 years.** 1985

**Walnut Valley Festival formed.** 1972

**1989**  
**John F. Humphreys elected President.**  
**F.M. Humphreys death after 42 years of service.**

**1990**  
**The first known World Wide Web page is written.**

**1991**  
**Closed Nickerson location.**

**1992**  
**Purchased Winfield, Liquidated Dighton**  
**First computer system in office.**



# Home Lumber and Supply Company



## Store Time Line

**2007** *Branch location at Greensburg established.*

**2006** *Extensive Décor Department remodel.*

**2004** *Myron Bartel 20 Year Anniversary.*

**1997** *Complete interior and exterior remodel.*

**1996** *Store purchased.*

**1988** *Pratt Community College celebrates 50 year anniversary.*

**1946** *Army airfield base closed.*

## Pratt

Prior to our purchase of W.R. Green Lbr. Co. in Pratt, Mr. Green stopped by the office to solicit advice for getting the store into a more marketable condition before his retirement. He called 2 years later in 1996 to say that everything discussed had been accomplished and that it would be in the community's best interest for HOME to follow his family's 80 year history in Pratt! We obliged the gentleman, and the nice sized regional market has been a good fit. Myron Bartel transferred from the Anthony store to become manager. He and his crew have transformed the 15,000 sq. ft. store into a much nicer shopping venue with an emphasis on flooring and cabinets. Myron has been Employee, Wildcard, and Manager of the Year through his 23 year career beginning in his home town of Meade. His assistant, Gary Roberts, has been an Employee of the Year, and for the first time, the entire crew shared the award in 2007 when a branch of the store opened in Greensburg. The crew includes (Standing L-R) D.J. Nelson, Gary Roberts, Tyler Zimmerman, John Green, Ryan Wittig, Myron Bartel, Pat Anderson, Bob Best; and (Kneeling L-R): Ken Hubbard, Steven Rice, Robyn Tritt, Jessica Greenlee, Andrew Bartel, and Tim Davis.



**1993**  
*World Trade Center bombing in New York City.*

**1994**  
*Nelson Mandela elected as President of South Africa.*

**1995**  
*Fire destroys Emporia Home Center. An arsonist convicted.*

**1996**  
*Purchased Pratt, Kansas location.*



# Performance by Tradition Since 1905!

## Ellsworth

The independently owned Ellsworth Lbr. Co. was purchased in 2002. The company was fortunate to retain key employees- two of whom are current store managers for HOME- Jeff Landon in Ellsworth and James Silman in Sterling. Both are Sterling College graduates with long-time ties to the tradesmen and customers in the area. The Ellsworth store adds to the company's dominance in the area - one of 5 stores within an hour's drive of one another. The central Kansas stores do an excellent job of transferring inventory and "pooling" their resources as needed. The current crew includes: (L-R) Butch Kepka, Jeff Weeks, Stacy Munson-Rohr, Jeff Landon, manager, Mark Shaw, and Ted Landon.



Store Time Line

**August 18 storm strikes and causes extensive damage.** 2006

**National Drivers Hall of Fame Established.** 2006

**First Great American Cattle Drive reenactment downtown.** 2004

**Store purchased.** 2002

**Welcome Home Program; free residential building lots offered countywide.** 2001

**Ellsworth Correctional Facility dedicated.** 1999

**1997**  
Garden City Express store established. Last OK store closed (Medford); in OK since 1912.

**1998**  
The Dow closes above 9,000 for the first time.

**1999**  
Established Radio Shack Franchise at Medicine Lodge location.

**2003**  
Opened Ellsworth, Ks Liquidated Garden City Express Store.



## General Office

Our mission is to provide the tools, resources, and support for good people to manage stores productively. Over the years we've been fortunate to utilize a capital structure that has allowed us to grow the company while providing a fair return to the stockholders for their investment. The list of our management predecessors contains a virtual "Who's who" across the community, state, and the lumber industry.

The company's first General Manager set the tone by using a motorcycle for faster transportation to the stores, and we've maintained and improved that service response to the stores for over 100 years now. Often we're asked to forward our phone calls to a person in charge of another "department", and many times the same person stays on the phone. The GO crew has never been a large group of people; it's been a short list of people who stay busy and productive. The current staff of 5 people has over 100 years of cumulative service to the company and is as proud as any previous group of our stores' and our company's continued success.

Standing (L-R): John Humphreys, Pres., Matt Harmon, Systems Manager, Roy Hoffman, Yard Supervisor. Sitting (L-R): Kim Hazen, Office Manager, and Karen Leterle, Yard Bookkeeper.



## Board of Directors Roster

J.W. Berryman 1905-1940

B.D. Messing- 1905-1911

H.C. Mayse 1905-1909

E.A. Shattuck 1905-1911

W.W. Trudy 1909-1916

C.E. Gilchrist 1909-1910

A.M. Van Landingham 1911-1916

Nettie A. Berryman 1918-1935

D.C. Rhodes 1918-1963

T.R. Cauthers 1918-1954

G.W. McNickle 1917-1919

J.C. Berryman 1931-1960

James W. Berryman 1935-1974

G.A. Berryman 1936-1964

Essie Haver, Asst. Sec. 1938-1953

R.V. Shrewder 1940-1984

I. Philip Glen 1941-1966

W.H. Stevenson 1945-1986

F.M. Humphreys 1957-1989

Louise C. Berryman 1960-1984

Eloise O. Berryman 1974-1990

Floyd F. Couch 1974-Current  
Sec./Treas.

Mary P. Urban, Asst. Sec. 1982-1994

Tom Brower 1975-1981

John T. Fellers 1982-Current

Tom Berryman 1984-Current V.  
President

Scott Glen 1984-Current

Susan Shrewder Payne 1985-1990

John F. Humphreys 1986-Current  
Pres./General Mgr.

Fred Johnston 1994- Current

Kim Hazen Asst. Sec. 1994-  
Current



# Performance by Tradition Since 1905!

## We honor our Presidents' records of service!

**Jerome Woods Berryman**  
1870-1940.  
Wife, Nancy Annette McNickle Berryman,  
1870-1957.



Founder & President Home Lumber & Supply Co., 1905-1940,

Stockgrowers State Bank and affiliated with many other banks. Directorships in Kansas Bankers Association, Kansas Historical Society, Ashland School Board, and College of Emporia. Memberships in the Kansas House of Representatives (2 terms), the Ashland Presbyterian Church (Elder), Masonic Lodge (past master), Wichita Consistory and Midian Shrine Temple, Wichita

**T.R. Cauthers**  
1880-1954.  
Wife, Ethel Cosand Cauthers  
1886-1957

**General Manager,**  
1909-1940  
and  
**President,**  
1940-1950.



President, Southwestern Lumber Association, 1933. Directorships in Ashland Hospital Association, City Council, Mayor, Clark Co. Fair Association, and Community Club (Chamber of Commerce). Memberships in Kansas House of Representatives (3 terms), Ashland Presbyterian Church (Elder), past worthy patron of Eastern Star, Masonic Lodge; Wichita Consistory and Midian Shrine Temple.

**Jerome C. Berryman,**  
1902-1960.  
Wife, Louise Cauthers Berryman  
1908-1998  
**President,**  
**Home Lumber**  
1953-1960.



President  
Clark Co. Abstract and Loan Co.. Directorships in College of Emporia (Chm.), Stockgrowers State Bank, Farm Loan Association, Kansas Bankers Surety Co., Channel 6 KTVC, Clark Co. and KS State Historical Society. Memberships in SAE fraternity, Clark Co. Historical Society; State Highway Commission, House of Representatives (4 terms), State Office Building Commission, American Legion; VFW, Ashland Chamber of Commerce; Mason Blue Lodge; Royal Arch Consistory and Shrine Temple, Wichita. Lieutenant Commander, US Navy WWII.

**R.V. (Tex) Shrewder**  
1899-1984.  
Wife, Dorothy Berryman Shrewder  
1899-1982  
**President,**  
**Home Lumber**  
1960-1975  
and **Board Chairman**  
1975- 1984.



Directorships in Stockgrowers State Bank, Clark Co. Abstract and Loan Co., Ashland District Hospital, City Council, and Presbyterian Church (Elder); Southwestern Lumbermens Association, Kansas (Univ.) School of Religion, College of Emporia Trustee (Pres. and Honorary Doctorate), KS House of Representatives (3 terms), KS Republican Party (Treas); KS Peace Officers Association; Eastern Star, Masonic Lodge (Shriner and Jester); Wichita Consistory and Midian Shrine Temple. Army Air Corps, WWI.

**F.M. (Mike) Humphreys**  
1922-1989.  
Wife, Carrie Arnold Humphreys  
**General Manager,**  
1964-1987,  
**President,**  
1975-1988,  
**Chairman**  
1989.



President, Southwestern Lumber Association, 1967. Directorships in Ashland School Board, City Council, Clark Co. Republican Comm., Library Endowment Association and Chamber of Commerce; Stockgrowers State Bank, Merchants National Bank, Topeka, First Interstate Bank, Des Moines, and KS State Chamber of Commerce. Memberships in Ashland Presbyterian Church (Elder & Commissioner), Kiwanis, American Legion, Masonic Lodge, and SAE fraternity. Lieutenant, US Navy, WWII

**John F. Humphreys**  
Wife, Diane Ludwick Humphreys  
**General Manager**  
1987 and  
**President**  
1989;



President,  
Mid-America Lumbermens Assn. 1998. Directorships in National Retail Hardware Association Top Gun Executive Committee, Ashland Centennial Committee, District Hospital Board, Chamber of Commerce, Community Foundation, Community Center Building Comm., and Iroquois Mental Health Foundation. Memberships in Ashland Presbyterian Church (Elder) and Beta Theta Pi fraternity.



## Manager of the Year

The Manager of the Year award is a coveted award with recognition "For Managerial Excellence". The criterion for the award is the highest percentage return on a store's controllable investment. Two managers have dominated the award since its inception in 1959- Wilbur "Red" Intelmann of Oswego and Vince Friess, Great Bend, who broke Red's longstanding record in 2007 with his 10<sup>th</sup> top award.

|      |  |      |   |      |                             |
|------|--|------|---|------|-----------------------------|
| 1959 | F.F. "Bus" Couch, Buffalo                    | 1976 | Sam Brothers, Sterling                        | 1993 | Jerry Orebaugh, Garden City |
| 1960 | Coy Morgan, Gate                             | 1977 | Larry Bornholdt, Lyons                        | 1994 | Gene Spence, Garden City    |
| 1961 | Roy Walker, Protection                       | 1978 | Larry Bornholdt, Lyons                        | 1995 | Gene Spence, Garden City    |
| 1962 | Paul Baker, Ashland & W.H. Intelmann, Oswego | 1979 | Cecil Mull, Laverne                           | 1996 | Vince Friess, Great Bend    |
| 1963 | W.H. Intelmann, Oswego                       | 1980 | Cecil Mull, Laverne                           | 1997 | Vince Friess, Great Bend    |
| 1964 | W.H. Intelmann, Oswego                       | 1981 | Leroy Bowen, Plains                           | 1998 | Vince Friess, Great Bend    |
| 1965 | W.H. Intelmann, Oswego                       | 1982 | Richard Sculley, Emporia                      | 1999 | Vince Friess, Great Bend    |
| 1966 | W.H. Intelmann, Oswego                       | 1983 | Richard Sculley, Emporia                      | 2000 | Vince Friess, Great Bend    |
| 1967 | W.H. Intelmann, Oswego                       | 1984 | Vince Friess, Ellinwood                       | 2001 | Vince Friess, Great Bend    |
| 1968 | W.H. Intelmann, Oswego                       | 1985 | Richard Alexander, Meade                      | 2002 | Roy Hoffman, Coldwater      |
| 1969 | W.H. Intelmann, Oswego                       | 1986 | Michael Pearson, Sterling                     | 2003 | Roy Hoffman, Coldwater      |
| 1970 | George Baird, Buffalo                        | 1987 | Richard Sculley & Jerry Orebaugh, Garden City | 2004 | Ron Rapp, Ellinwood         |
| 1971 | Bryon Sjoberg, Nickerson                     | 1988 | Leroy Bowen, Plains                           | 2005 | Vince Friess, Great Bend    |
| 1972 | Richard Sculley, Dighton                     | 1989 | Myron Bartel, Pratt                           | 2006 | Mike Jellison, Coldwater    |
| 1973 | Leroy Bowen, Plains                          | 1990 | Vince Friess, Great Bend                      | 2007 | Vince Friess, Great Bend    |
| 1974 | Leroy Bowen, Plains                          | 1991 | James Sims, El Dorado                         | 2008 | Mike Jellison, Coldwater    |
| 1975 | Leroy Bowen, Plains                          | 1992 | Jerry Orebaugh, Garden City                   |      |                             |



Roy Hoffman, Mike Jellison, Coldwater, Larry Bornholdt (R) and Lyons Prodigy, Vince Friess (L), RJ "Dick" Sculley - Dighton, Emporia, and Garden City, W.H. (Red) Intelmann, Oswego



## ***Performance by Tradition Since 1905!***

# Employee of the Year

The Employee of the Year award is based on nominations from store managers for any non-manager, non-supervisory person who has worked for the company at least one year, and made an extraordinary contribution to a store's performance during the year. Since 1985, 10 of the award winners have been promoted to store managers.

|      |                               |      |  |
|------|-------------------------------|------|--|
| 1985 | Floyd Couch, Ashland          | 1998 | Bill Ehlers, Caldwell                                |
| 1986 | Myron Bartel, Pratt           | 1999 | Dorinda Ellis, Medicine Lodge                        |
| 1987 | Leslie Hamman, Protection     | 2000 | Joey Orebaugh, Garden City                           |
| 1988 | Eugene Spence, Garden City    | 2001 | Janet Trobaugh, Winfield                             |
| 1989 | Don Britton, Sterling         | 2002 | Gary Roberts, Pratt                                  |
| 1990 | Janet Farnham, Dighton        | 2003 | Mike Jellison, Coldwater & Kim Hazen, General Office |
| 1991 | Grady Kuhlman, Garden City    | 2004 | Ryan Bownes, Great Bend                              |
| 1992 | Roger Downing, Anthony        | 2005 | Drew Thompson, Sterling                              |
| 1993 | Lin Reimer, Meade             | 2006 | Les Sexton, Winfield                                 |
| 1994 | Jeff Smith, Plains            | 2007 | The Pratt-Greensburg Team                            |
| 1995 | Linda Bunselmeyer, Great Bend | 2008 | Andy Caton, Ellinwood                                |
| 1996 | Sam Startzman, Pratt          |      |  |
| 1997 | Brent Adams, Coldwater        |      |  |



Andy Caton, Ellinwood; Roger Downing and Joey Orebaugh, Anthony; Leroy Bowen, Plains, Paul Falkenberg, Caldwell, John Humphreys and Floyd "Bus" Couch.

Leroy Bowen and Floyd "Bus" Couch are the only two recipients of Lifetime Achievement Awards and deserve further recognition in this booklet. This recently inaugurated award is given by "management associates" in appreciation to individuals who have made extraordinary lifetime contributions to the company. Leroy was hired by Bus as his assistant in Buffalo in 1959. He began his management career in Gate, OK until transferring to Plains, KS where he won the Manager of the Year award 5 times. Bus moved to Ashland in 1966 to serve as Yard Supervisor for the rest of his active career and continues to serve the company as a current Director. These men have had an extraordinary impact on the company for a record number of years.



## Bookkeepers of the Year

The Bookkeeper of the Year award is an important distinction by the company for that person who makes the fewest mistakes throughout the year on the daily reports that flow to the General Office. The winners have set the bar high with usually fewer than 5 mistakes out of the thousands of bookkeeping entries forwarded each year from each store.

|      |   |      |   |
|------|---|------|---|
| 1984 | JoAnn Penka, Dighton                                    | 1999 | Kathy Wahlmeier, Ellinwood & Janet Trobaugh, Winfield |
| 1985 | Kym Winter, Meade                                       | 2000 | Clayton Jones, Sterling & Janet Trobaugh, Winfield    |
| 1986 | JoAnn Penka, Dighton & Kym Winter, Meade                | 2001 | Kathy Smith, Anthony & Phebe Reid, Garden City        |
| 1987 | Kym Winter, Meade                                       | 2002 | Kathy Smith, Anthony & Karen Hoffman, Great Bend      |
| 1988 | Kym Winter, Meade                                       | 2003 | Judy Reed, Meade & Janet Trobaugh, Winfield           |
| 1989 | Nancy Schultz, Coldwater                                | 2004 | Judy Reed, Meade & Kristina Wilson, El Dorado         |
| 1990 | Nancy Schultz, Coldwater                                | 2005 | Judy Reed, Meade & Janet Trobaugh, Winfield           |
| 1991 | Dorinda, Ellis, Medicine Lodge                          | 2006 | Judy Reed, Meade & Vince Friess, Great Bend           |
| 1992 | Phebe Reid, Garden City                                 | 2007 | Judy Reed, Meade & Eric McHatton, El Dorado           |
| 1993 | Phebe Reid, Garden City                                 | 2008 | Kathy Kelley, Lyons & Eric McHatton, El Dorado        |
| 1994 | Phebe Reid, Garden City                                 |      |   |
| 1995 | Laura Bumgardner, Eureka                                |      |   |
| 1996 | Twila Bumgardner, Caldwell                              |      |   |
| 1997 | Dorinda Ellis, Medicine Lodge & Phebe Reid, Garden City |      |   |
| 1998 | Dorinda Ellis, Medicine Lodge & Phebe Reid, Garden City |      |   |



Twila Bumgardner, Caldwell; Clayton Jones, Sterling; Eric McHatton, El Dorado (L); Janet Trobaugh, Winfield; Judy Reed, Meade



## ***Performance by Tradition Since 1905!***

# Wild Card Manager of the Year

The Wildcard Manager of the Year began in 1985 to acknowledge managers who have shown continued and/or extraordinary competitive progress in their market during the year. The award excludes the Manager of the Year and is selected by the General Office supervisors.

|      |                            |      |                             |
|------|----------------------------|------|-----------------------------|
| 1985 | William Penka, Dighton     | 1998 | Gary Willis, El Dorado      |
| 1986 | Clayton Jones, Sterling    | 1999 | Brent Adams, Medicine Lodge |
| 1987 | Roy Hoffman, Coldwater     | 2000 | Larry Bornholdt, Lyons      |
| 1988 | James Sims, El Dorado      | 2001 | Sid Spooner, Winfield       |
| 1989 | Jeff Johnston, Laverne     | 2002 | Myron Bartel, Pratt         |
| 1990 | Ron Rapp, Ellinwood        | 2003 | Leroy Bowen, Plains         |
| 1991 | Kenneth Smith, Sterling    | 2004 | Paul Falkenberg, Caldwell   |
| 1992 | Grady Kuhlman, Garden City | 2005 | James Silman, Sterling      |
| 1993 | Clayton Jones, Sterling    | 2006 | Laura Fisher, Eureka        |
| 1994 | Dell Gier, Medford         | 2007 | Myron Bartel, Pratt         |
| 1995 | Paul Falkenberg, Caldwell  | 2008 | Jeff Landon, Ellsworth      |
| 1996 | Jack Kidder, Winfield      |      |                             |
| 1997 | Roger Downing, Anthony     |      |                             |



Clayton Jones, James Silman, and Drew Thompson, Sterling; Sid Spooner, Winfield; Brent Adams, Medicine Lodge; Jeff Landon, Ellsworth.



## Home Team Roster

| Name                 | Hired | Location                   | Spouse    | Children | G-Child | Great G Child |
|----------------------|-------|----------------------------|-----------|----------|---------|---------------|
| Jones, Clayton       | 1959  | Sterling, ex-Manager, bkpr | Donna     | 3        | 5       | 2             |
| Humphreys, John F.   | 1975  | Ashland President          | Diane     | 3        | 2       |               |
| Friess, Vince        | 1977  | Great Bend Manager         | Brenda    | 2        | 1       |               |
| Falkenberg, Paul     | 1979  | Caldwell Manager           | Beth      | 2        |         |               |
| Hazen, Kim           | 1979  | Ashland Office Manager     | Stan      | 2        |         |               |
| Alexander, Richard   | 1984  | Meade Manager              | Pam       | 3        |         |               |
| Downing, Roger       | 1984  | Anthony Manager            | Carla     | 2        |         |               |
| Bartel, Myron        | 1984  | Pratt Manager              | Kelly     | 3        |         |               |
| Hoffman, Roy         | 1984  | Ashland Yard Supervisor    | Gina      | 2        |         |               |
| Rapp, Ronald         | 1985  | Ellinwood Manager          |           | 2        | 1       |               |
| Reimer, Linford      | 1987  | Meade Asst. Manager        | Laurie    | 2        |         |               |
| Adams, Brent         | 1988  | Medicine Lodge Manager     | Sandi     | 2        | 4       |               |
| Dunn, John           | 1988  | Eureka Asst. Manager       |           | 1        |         |               |
| Fisher, Laura        | 1991  | Eureka Manager             | Troy      | 5        | 1       |               |
| Smith, Jeff          | 1992  | Plains Manager             |           |          |         |               |
| Murdock, Clifford    | 1994  | Caldwell Sales             | Merry     | 11       | 21      | 17            |
| Spooner, Sidney      | 1994  | Winfield Manager           | Kaye      | 3        | 6       |               |
| Willis, Gary         | 1995  | El Dorado Manager          | Melanie   | 2        |         |               |
| Trobaugh, Janet      | 1997  | Winfield Bookkeeper        | Leslie    | 1        |         |               |
| Bumgardner, Twila    | 1998  | Caldwell Bookkeeper        |           | 2        | 4       | 3             |
| Bownes, Ryan         | 1998  | Great Bend Asst. Manager   | Staci     | 2        |         |               |
| Carlson, Christopher | 1998  | Great Bend Sales           |           |          |         |               |
| Tipton, Ivan         | 1998  | El Dorado Warehouse        |           |          |         |               |
| Jellison, Mike       | 1998  | Coldwater Manager          | Nicci     | 2        |         |               |
| Roberts, Gary        | 1999  | Pratt Asst. Manager        |           | 2        |         |               |
| Sexton, Leslie       | 1999  | Winfield Sales             | Debbie    | 3        |         |               |
| Conaway, Robert      | 1999  | Medicine Lodge Warehouse   | Kathleen  | 2        | 8       | 4             |
| Turner, Terry        | 2001  | Great Bend Sales           |           | 2        |         |               |
| Effertz, Dannel      | 2001  | Great Bend Sales           | Robin     |          |         |               |
| Socall, Denise       | 2001  | Medicine Lodge Bookkeeper  |           | 2        |         |               |
| Henderson, Tim       | 2001  | Great Bend Yard Foreman    |           | 2        |         |               |
| Best, Robert         | 2002  | Pratt Sales                | Jackie    | 3        | 1       | 2             |
| Kelley, John         | 2002  | Sterling Asst. Manager     | Kathy     | 5        | 10      |               |
| Landon, Ted          | 2002  | Ellsworth Warehouse        | Rosa      | 2        |         |               |
| Oliver, Dean         | 2003  | El Dorado Sales            |           | 2        | 5       |               |
| Rhodes, Lance        | 2003  | Great Bend Warehouse       | Jennifer  |          |         |               |
| Flickinger, Jeremy   | 2003  | Sterling Warehouse         | McKenzi   |          |         |               |
| Leterle, Karen       | 2003  | Ashland Yard Bookkeeper    | Elliot    | 2        |         |               |
| Munson-Rohr, Stacy   | 2003  | Ellsworth Bookkeeper       |           | 2        |         |               |
| McHatton, Eric       | 2003  | El Dorado Asst. Manager    | Leslie    | 2        |         |               |
| Dimick, Brandi       | 2004  | Eureka Bookkeeper          |           |          |         |               |
| Kelley, Kathleen     | 2004  | Lyons Bookkeeper           | John      | 5        | 10      |               |
| Silman, James        | 2004  | Sterling Manager           |           |          |         |               |
| Caton, Andy          | 2004  | Ellinwood Asst. Manager    |           | 2        | 1       |               |
| Anderson, Patrick    | 2004  | Pratt Yard Foreman         | Elizabeth | 4        | 3       |               |



# Performance by Tradition Since 1905!

| Name                | Hired | Location                  | Spouse    | Children | G-Child |
|---------------------|-------|---------------------------|-----------|----------|---------|
| Wittig, Ryan        | 2004  | Pratt Sales               |           |          |         |
| Miller, Jennifer    | 2004  | Medicine Lodge Asst. Mgr. | Cody      | 2        |         |
| Remmert, James      | 2005  | El Dorado Warehouse       | Betty     | 4        | 3       |
| Landon, Jeffrey     | 2005  | Ellsworth Manager         | Laura     | 6        |         |
| Harmon, Matthew     | 2005  | Ashland IT                |           |          |         |
| Weeks, Jeff         | 2005  | Ellsworth Asst. Manager   |           |          |         |
| Green, John         | 2005  | Pratt Sales               | Leslie    | 2        | 1       |
| Patterson, Kenneth  | 2005  | El Dorado Sales           |           |          |         |
| Greenlee, Jessica   | 2005  | Pratt Bookkeeper          |           | 2        |         |
| Cable, Bennett      | 2006  | Winfield Warehouse        |           | 1        |         |
| Boor, Zach          | 2006  | Sterling Warehouse        | Jessica   |          |         |
| Schechter, Tyson    | 2006  | Lyons Asst. Manager       | Lacey     | 2        |         |
| Rice, Steven        | 2006  | Pratt Sales               | Heather   | 1        |         |
| Hartley, Zachary    | 2007  | El Dorado Yard Foreman    | Kristi    | 3        |         |
| Gill, Timothy       | 2007  | Anthony Yard Foreman      |           |          |         |
| Koehn, Jeffrey      | 2007  | Greensburg Manager        | Karen     | 1        |         |
| Aitchison, Jeremiah | 2207  | El Dorado Warehouse       | Heather   | 2        |         |
| Miller, Lane        | 2007  | Medicine Lodge Sales      |           |          |         |
| Lance, Chris        | 2008  | Winfield Outside Salesman | Amy       | 5        | 7       |
| Lane Lambert, Cindy | 2008  | Pratt Bookkeeper          | Tim       | 1        |         |
| Kelley, Troy        | 2008  | Lyons Manager             | Sharon    | 6        |         |
| Melton, Douglas     | 2008  | Greensburg Yard Foreman   | Mary      | 3        |         |
| Davis, Timothy      | 2008  | Pratt Sales               | Tish      | 4        |         |
| Wixon, David        | 2008  | Winfield Warehouse        | Odessa    | 2        |         |
| Schadel, Russell    | 2008  | Ellinwood Yard Foreman    |           |          |         |
| Tritt, Robyn        | 2008  | Pratt Bookkeeper          |           | 2        | 1       |
| Smith, Debra        | 2008  | Meade Bookkeeper          |           | 3        |         |
| Cartagena, Victor   | 2008  | Winfield Yard Foreman     | Julia     | 2        |         |
| Bartel, Andrew      | 2008  | Pratt Sales               |           |          |         |
| Nelson, Daren       | 2008  | Pratt Warehouse           |           | 1        |         |
| Andrews, Justin     | 2008  | Winfield Warehouse        | Genevieve | 2        |         |
| Hurst, Debra        | 2008  | Anthony Asst. Manager     | Troy      | 1        |         |
| McCauley, Travis    | 2008  | Medicine Lodge Warehouse  |           |          |         |
| Strahley, Richard   | 2008  | Caldwell Asst. Manager    |           | 6        | 4       |
| Hubbard, Kenneth    | 2008  | Pratt Warehouse           | Marsha    | 1        |         |
| Pierce, Peggy       | 2008  | Winfield Bookkeeper       | Leonard   | 3        |         |
| Shaw, Mark          | 2008  | Ellsworth Warehouse       | Doris     | 2        |         |
| Shelton, Floyd      | 2008  | Anthony Warehouse         | Kari      | 2        |         |
| Jellings, Nathan    | 2008  | Winfield Sales            | Tiffany   | 3        |         |
| Kepka, Richard      | 2008  | Ellsworth Warehouse       | Jaunita   | 2        |         |
| Williams, Brian     | 2008  | Great Bend Warehouse      |           | 2        |         |
| Zimmerman, Tyler    | 2009  | Pratt Sales               |           |          |         |
| Kilduff, Joseph     | 2009  | Greensburg Sales          | Rebecca   |          |         |
| Burt, Eric          | 2009  | Coldwater Sales           | Kim       |          |         |
| Cline, Sandra       | 2009  | Ellinwood Bookkeeper      | Shawn     | 4        | 1       |
| Tritt, Tyler        | 2009  | Greensburg Warehouse      |           |          |         |
| Helen Koehn         | 2009  | Greensburg Sales          |           | 2        | 2       |
| Gillis, Colin       | 2009  | El Dorado Warehouse       |           |          |         |



# ***Home Lumber and Supply Company***



## **In Memory of ...**

those who passed before us who invested a major portion of their working life with Home Lumber & Supply Co. Their investment is an important part of our heritage and current success.

| <b>Name</b>         | <b>Service Years</b> | <b>Last Position Held</b>              | <b>Year of Death</b> |
|---------------------|----------------------|--|----------------------|
| W.G. Archibald      | 1941-1974            | Manager, Emporia                       | 1985                 |
| Herman Bahm         | 1972-1983            | Manager, Dighton                       | 2006                 |
| George Baird (Hoot) | 1966-1983            | Manager, Buffalo                       | 1983                 |
| Paul M. Baker       | 1959-1994            | Sales Analyst/Advertising, Ashland     | 2008                 |
| Cecil Bolan         | 1916-1958            | Manager, Plains                        | 1971                 |
| Leroy Bowen         | 1959-2006            | Manager, Plains                        | 2007                 |
| Sam Brothers        | 1926-1976            | Manager, Sterling                      | 1989                 |
| T.R. Cauthers       | 1909-1950            | President & General Manager            | 1954                 |
| Bert Green          | 1948-1967            | Manager, Meade                         | 1977                 |
| Essie Haver         | 1919-1953            | General Office Bookkeeper              | 1968                 |
| Carroll Harris      | 1944-1976            | Manager, Caldwell                      | 1976                 |
| F.M. Humphreys      | 1947-1989            | President & General Manager            | 1989                 |
| W.H. Intelmann      | 1926-1974            | Manager, Oswego                        | 1986                 |
| L.M. (Jack) Johnson | 1907-1946            | Manager, Ashland                       | 1946                 |
| B.A. (Bert) Jones   | 1907-1947            | Manager, Emporia                       | 1948                 |
| Glen Jones          | 1912-1969            | Manager, Greensburg                    | 1970                 |
| Richard Kater       | 1964-1985            | Assistant Manager, Emporia             | 1997                 |
| John Koch           | 1914-1956            | Manager, Buffalo                       | 1978                 |
| Dale McFarland      | 1953-1982            | Manager, Beaver                        | 1995                 |
| Ernest Monroe       | 1949-1977            | Assistant Mgr., Oswego                 | 2005                 |
| Coy Morgan          | 1915-1965            | Manager, Gate                          | 1972                 |
| Cecil Mull          | 1967-1981            | Manager, Laverne                       | 1981                 |
| Rodney Pringle      | 1924-1957            | Assistant Manager, Plains              | 1962                 |
| John Ramirez        | 1957-1993            | Yard Foreman, Emporia                  | 2009                 |
| Gene Schneider      | 1946-1980            | Manager, Ellinwood                     | 1998                 |
| Roy Sheets          | 1937-1954            | Manager, Forgan                        | 1954                 |
| R.V. Shrewder       | 1929-1984            | President & General Manager            | 1984                 |
| Kenny Smith         | 1996-2004            | Manager, Sterling                      | 2004                 |
| Ted Stramel         | 1939-1961            | Manager, Kinsley                       | 1993                 |
| Claude Sparks       | 1939-1957            | Manager, Macksville                    | 1968                 |
| Donald Sparks       | 1945-1980            | Manager, Macksville                    | 2009                 |
| Mary P. Urban       | 1957-1993            | Gen Office Bookkeeper, Asst. Corp Sec. | 2009                 |
| Roy Walker          | 1929-1972            | Manager, Protection                    | 1979                 |
| Claude Whitehead    | 1981-1986            | Manager, Anthony                       | 1986                 |
| Harrison Woodrow    | 1955-1983            | Salesman, Meade                        | 1990                 |



## Performance by Tradition Since 1905!

# Gone But Not Forgotten

|                     |           |                    |           |
|---------------------|-----------|--------------------|-----------|
| Acres, Kansas       | 1913-1929 | Knowles, Oklahoma  | 1912-1933 |
| Ashland, Kansas     | 1905-1985 | Larned, Kansas     | 1912-1917 |
| Beaver, Oklahoma    | 1918-1986 | Laverne, Oklahoma  | 1968-1986 |
| Buffalo, Oklahoma   | 1918-1986 | Macksville, Kansas | 1939-1981 |
| Dighton, Kansas     | 1967-1992 | Medford, Oklahoma  | 1980-1997 |
| Emporia, Kansas     | 1939-1994 | Nickerson, Kansas  | 1969-1991 |
| Englewood, Kansas   | 1912-1957 | Oswego, Kansas     | 1926-1977 |
| Forgan, Oklahoma    | 1912-1969 | Protection, Kansas | 1909-1990 |
| Fredonia, Kansas    | 1944-1946 | Rosston, Oklahoma  | 1913-1935 |
| Garden City, Kansas | 1985-2006 | Selman, Oklahoma   | 1920-1951 |
| Garden City Express | 1997-2003 | Sitka, Kansas      | 1909-1932 |
| Gate, Oklahoma      | 1912-1969 | Stafford, Kansas   | 1939-1968 |
| Holyrood, Kansas    | 1946-1968 | St. John, Kansas   | 1950-1967 |
| Kinsley, Kansas     | 1939-1966 | Zenith, Kansas     | 1939-1941 |



1. Acres, Kansas
2. Beaver, Oklahoma
3. Sitka, Kansas
4. Englewood, Kansas
5. Gate, Oklahoma
6. Stafford, Kansas
7. Laverne, Oklahoma
8. Oswego, Kansas

Can you guess the location of these former operations?



## Supplier of the Year

The Supplier of the Year is chosen by a consensus of the store managers for an exceptional job of furnishing goods as needed; who has been helpful with product knowledge, marketing, and shown genuine interest in the well-being of one's own particular store.

|      |                              |      |  |
|------|------------------------------|------|--|
| 1985 | Colony Paints                | 1997 | Timber Products                                |
| 1986 | Jet Lumber Co.               | 1998 | Mid-Am Building Supply, Inc.                   |
| 1987 | Jet Lumber Co.               | 1999 | Mid-Am Building Supply, Inc. & Blish-Mize Co.  |
| 1988 | Rounds & Porter Co.          | 2000 | Mid-Am Building Supply, Inc.                   |
| 1989 | Mid-Am Building Supply, Inc. | 2001 | Timber Products                                |
| 1990 | Mid-Am Building Supply, Inc. | 2002 | Mid-Am Building Supply, Inc.                   |
| 1991 | Blish-Mize Co.               | 2003 | Mid-Am Building Supply, Inc. & Timber Products |
| 1992 | Blish-Mize Co.               | 2004 | Blish-Mize Co.                                 |
| 1993 | Timber Products              | 2005 | Blish-Mize Co.                                 |
| 1994 | Timber Products              | 2006 | Blish-Mize Co.                                 |
| 1995 | Blish-Mize Co.               | 2007 | Blish-Mize Co.                                 |
| 1996 | Timber Products              | 2008 | Blish-Mize Co.                                 |



Blish Mize, Doug Weathers, Jonathan Mize and Clay Uhrmacher; Valspar Paint, Floyd Couch and Joe Thomlinson; Timber Products, Carl Devereaux (L) and Tim Neff (R)





and Blish-Mize

## True Partnerships Endure Through The Years!

NO GOODS TO BE RETURNED WITHOUT FIRST NOTIFYING AND HEARING FROM US. ALL GOODS IN TRANSIT AT RISK OF PURCHASER. ALL BILLS PAYABLE AT OUR OFFICE IN FUNDS AT PAR IN ATCHISON. INTEREST AT 8 PER CENT PER ANNUM WILL BE CHARGED FROM MATURITY.

**Blish-Mize & Silliman Hardware Co.**  
Atchison, Kansas 12/2/16 No. 2568

SOLD TO HOME LUMBER & SUPPLY COMPANY  
COLDWATER, KANSAS

SALESMAN \_\_\_\_\_ TERMS \_\_\_\_\_

IF NECESSARY TO REFER TO THIS INVOICE PLEASE GIVE NUMBER AND DATE \_\_\_\_\_

|   |   |  |    |
|---|---|--|----|
| 1 | - | DAMPER & HANDLE FOR PANAMA RANGE # 263 N | 35 |
|   |   | WITH POL. TOP                            |    |
|   |   | INS. POST                                | 20 |
|   |   |  | 55 |

**WARRANTED**  
**BLISH-MIZE & SILLIMAN**  
**BEST MADE STEEL**  
**HARDWARE CO.**

HARDWARE, CUTLERY, SILVERWARE, GUNS, SPORTING GOODS, AUTOMOBILE SUPPLIES  
HARNESS, STOVES, PAINTS AND OILS.

Congratulations  
on Your  
100<sup>th</sup> Anniversary!

**Blish-Mize**  
DELIVERING MORE





Congratulations  
to HomeLumber  
on your  
100th  
Anniversary!







Owens Corning  
Congratulates



on  
100 Years  
of Service!



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100 Years and going strong!  
 Congratulations to a pillar of our community  
 whose service remains  
 year after year.

**STOCKGROWERS**  
 STATE BANK

We wish you continued  
 success for years to  
 come.

From Your Friends at  
 Stockgrowers State Bank







Congratulations  
on Your  
**100<sup>th</sup> Anniversary**



**ROOFING PRODUCTS**

[www.tamko.com](http://www.tamko.com)





**Congratulations to  
Home Lumber**  
on Its 100th Anniversary  
May the Second 100  
Years Be As Rewarding



**Timber Products, Inc.**  
2286 South Custer  
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# Valspar Congratulates



on

100<sup>th</sup>  
Anniversary

Over the years the two companies have grown together. As Valspar acquired new paint companies, the brands that were stocked at the store locations have changed....



1960's

Ellinwood Kansas – first location to stock Seidlitz Paint in the 1960's



2002

In early 2002, the locations started selling Valspar Paint.



1970's

The locations were transitioned into Colony Paint.





Discovery-Based Retail 2009