



**Auburn ♦ Bangor ♦ Belgrade ♦ Boothbay Harbor ♦ Brunswick ♦ Damariscotta
Fairfield ♦ Farmington ♦ Greenville ♦ Portland ♦ Pemaquid ♦ Skowhegan**

FROM ZERO TO SIXTY

Sixty years ago, Clifton "Skip" Hammond borrowed \$50 from his wife, Verna, bought a saw mill and started a lumber business in Belgrade, Maine.

Total number of employees, including himself: three.

In the years since, Hammond Lumber Company has grown into one of Maine's largest independent building suppliers. In addition to the ever expanding sawmill, there are now twelve retail stores around the state and also Hammond's Maine Pine Log Homes division, which manufactures and markets log-home building packages.

Total number of employees today: 400.

Skip Hammond's philosophy from the start was to saw straight, talk straight, and do more for his customer than the guy down the road would do. Son Donald, who started the retail stores in the late '60s, and grandson Michael, who has added highly successful product lines such as ShoreMaster Docks and spearheaded the company's recent expansion, have followed suit.

Skip, who always preferred riding a bucket loader to riding a desk, stepped aside as company president a few years ago, handing the title over to Donald, who in turn handed the vice-presidency over to Michael. Skip still routinely visits the Belgrade store to share stories with the staff while his wife, Verna, is also a regular presence.

The start of retail...

Donald Hammond opened the first retail store, next to the sawmill in Belgrade, in 1967, when he was just out of high school. Skowhegan was added in 1975 followed by Farmington in 1983, Auburn in '89, Greenville in '91 and Fairfield in '97.

Michael spearheaded the purchase of the Bangor Store from Wickes Lumber in '02, the construction of Portland in '08, the purchase of Brunswick from Downeast Energy in 2010, and the purchase of Boothbay, Damariscotta and Pemaquid from New England Building Materials in 2011. Maine Pine Log Homes was launched in 1987.

"We've been really lucky to have so many good people work with us along the way," says Donald Hammond, "and so many who have stayed with us for a long time. That solid core of stability and experience has allowed us to keep expanding our products, services and stores."

*Since 1953, a great ride for
Hammond Lumber Company*



Companywide, there are 120 people who have worked for Hammond Lumber for more than ten years. More than 40 have been with the company 20 years, and almost 20 have been with Hammond for more than 30 years. Others now working for the company, especially in the newer Hammond stores, have many years of prior experience in the industry.

"That's the story right there," says the man who started the retail stores. "It's about people. The more people you have with experience in this business --and especially experience with us-- the more you can accomplish. You can't do this by yourself."

Enter Bangor...

Hammond Lumber's Bangor store came into being 11 years ago with the purchase of the Wickes store, which just happened to be located on Hammond Street. Wickes Lumber had been looking to divest some of its branches, and Hammond had been slowly building toward its next move since opening Fairfield five years earlier.

Les Witham, who had been running the Farmington store, became the first manager in Bangor before eventually turning the reigns over to Steve Hardy in 2008. (Witham now manages the Portland store and is in his 38th year with Hammond.)

Hardy, who has now been with the company for 16 years, oversees a staff that includes seven with more than ten years of Hammond experience. Bob Veilleux previously worked with Hammond in Belgrade and now is in his 14th year with the company. Paul Mahan, Carol Russell, John Parsons and Rick Getchell made the transition from Wickes. Ron Abbott has been with the company for 10 years.

Hammond-Bangor continues to be successful, and Hardy says the secret is continuing to follow Skip Hammond's philosophy.

"As long as we keep doing that," Hardy says, "our customers will keep coming back."

Hammond Lumber Company

www.hammondlumber.com

Toll Free: 1-866-HAMMOND

The Bangor store is located on Hammond Street and can be reached by phone toll free at 1-866-439-2264 or 945-9416. Directions for driving to the store are available by phone and e-mail, and by visiting www.hammondlumber.com. Customers may also call 1-866-HAMMOND toll free, and they will be connected with the store nearest to their calling area.