

# Company History

## A Brief History of Nickerson Lumber Co.

In 1895, at the age of 29 our seafaring founder, Captain Oscar C. Nickerson, gave up command of the schooner Abel W. Parker, carried his sea chest onshore, and purchased the Kelley and Eldredge Lumber Co. in Chatham... the beginning of what was later to become Nickerson Lumber Company.

With schooners delivering lumber to Stage Harbor and the Chatham Railroad, he and three employees operated the business, shipping out lumber salvaged from shipwrecks on Cape Cod and although they kept no record of business, they had fairly good trade. The first full year of sales totaled \$9,200.

In 1916, the Eldredge Lumber, Feed and Coal business in Orleans was acquired and operated as Nickerson Lumber and Supply Company. The business was incorporated as Nickerson Lumber Co. in 1920, the same year west coast lumber shipped via the new Panama Canal began to appear on the east coast.

In 1922, Oscar's son, Joshua A. Nickerson, joined the Company and in 1924 the Company expanded operations through the purchase of the Oliver Lumberyard in Wellfleet.

The Company survived a depression in 1921, a nationwide economic collapse in the 1930's and severe business problems with World War II. In 1935, Joshua A. Nickerson assumed the chief executive's position and was the force behind major renovations at the Orleans location, making the Company a recognized leader in the retail lumber and building materials industry.

J. A. Nickerson, Jr. (Jan) joined the Company in 1958 and the single most important growth measure in the Company's history came in 1962, with the establishment of the first Mid-Cape Center in South Dennis as a "cash and carry" operation. In 1967, the Hyannis Mid-Cape Center opened as the first drive-through, self-service yard in New England. In 1970, Jan Nickerson became President and oversaw a number of new store openings through the mid 1970's, expanding service territory into Pocasset, Martha's Vineyard and the South Shore. In 1985, the word "Home" was added to the Company name as Mid-Cape Home Centers further defined our goals in the consumer and help contractor markets.

In the 1990's we strengthened support for contractors through development of our Contractors Services Department. We increased emphasis on Kitchen & Bath sales by enlarging and remodeling in-store showrooms. In 2001, we established two stand alone Kitchen & Bath Design Centers in Plymouth and Wellfleet and in 2002 we continued this emphasis through the purchase of The Countertop Shop in South Yarmouth.

We extended our family of companies with the establishment of two high end complete home design showrooms. Complete Home Concepts in Hyannis opened in 2003 and Complete Home Concepts in Plymouth opened in 2006.

Never one to rest on our laurels, in 2005, we purchased two building supply locations in Kingston and Middleboro to complement our Complete Home Concepts Plymouth, and strengthen our position in Southeastern Massachusetts, including the Cape & Islands.

Due to the recessing economy, in 2009 the Company closed the Kingston location and in 2010 closed the Hyannis retail location. Towards the end of that 2009, the two Complete Home Concepts, located in Plymouth and Hyannis, added Contractor Sales Departments and underwent a name change to "Mid-Cape Home Centers Design Showroom."

Throughout our history, we have continued to strive for innovation and progress. The Nickerson Companies has taken a leadership role in the industry by offering our customers many new services e-commerce, e-showrooms, online calendars, and email newsletters. We've partnered with organizations to promote "Smart Building" and environmentally friendly building practices. Our events range from product knowledge seminars, business assistance workshops, in-store demos and customer relations outings.

The Nickerson Lumber Company and its divisions remain dedicated to meeting the needs of its contractor and retail customers... *then, now and in the future.*



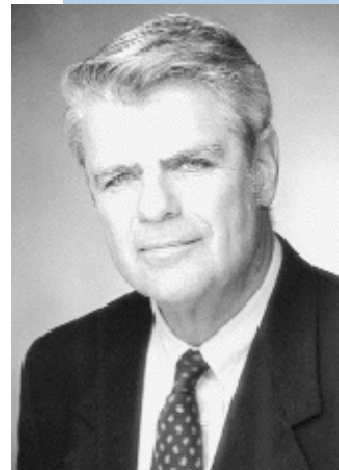
Abel W. Parker



Oscar C. Nickerson



Joshua A. Nickerson



J. A. Nickerson, Jr. (Jan)

