

“Video Scripts”

Written by

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CREATIVIDEO/INDUSTRIAL VIDEO STORYBOARD

2nd DRAFT/DATE 9/9/86

CLIENT: Universal Packaging Corp. TITLE:"

VIDEO:

AUDIO:

TIME:

"Universal Packaging is a team of over 700 people with a single commitment: to provide our customers with consistent, high quality packaging, that will maximize productivity on their packaging equipment.

Last year, our four plants produced over one and a half billion folding cartons, for a customer list that reads like a "Who's Who" of the frozen and dry packaged foods industry. We are unique, not only due to our high-speed, high-tech equipment, but because of our people - highly skilled, dedicated workers who are totally committed to unvaried quality.

If you're already a customer of ours, you're about to meet some of the people behind our packaging. If you're considering Universal as a large volume supplier, you'll see why we're able to produce the finest quality folding carton, and provide a unique level of service and production flexibility, that can adjust quickly to your varying marketing strategies.

Any marketing professional knows what sells a first time customer on what's in your package - it's what's on your package - sharply reproduced, appealing graphics. It all begins at Universal Packaging's sales and service group, in Bow, N.H. This group coordinates all order activity within our four plant system. Account reps are assigned to specific accounts, so that any time you call Universal, you speak to your rep. This continuity, and ongoing collaboration results in a familiarity with your various projects, and an awareness of the particular needs of your process.

TELEVISION SCRIPT

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Client: MadgeTech

Job Number:

Title: RFOT Script

Date: 12/16/10

Product: RFOT

Length: TBD

VIDEO:

AUDIO:

OPEN ANIMATION - MADGETECH LOGO AND EARTH [SHORT VERSION]

V/O: MadgeTech...measuring and recording real data around the world [PAUSE] and beyond.

Show a graphic with “Part 1: MadgeTech’s Real Time, Wireless Cooking and Cooling Data Logging System”, and a picture of the RFOT (RFOT cutout on gradient bkg.).

PART 1: MadgeTech’s Real Time, Wireless Cooking and Cooling Data Logging System.

Show three pictures of the RFOT inserted into different size meat products. Then overlay some wireless signals that lead to a computer with the MadgeTech software on the screen.

MadgeTech's RFOT is a wireless temperature data logger, designed and engineered specifically for monitoring and recording the internal temperature of meat during cooking, cooling and storage. The device measures, records and wirelessly transmits data back to a central computer for real-time monitoring.

Show two pictures, one of the RFOT in a smoke house, and one with the RFOT in a freezer. Animate a thermometer next to the pictures, have it go from 212°F to -4°F.

The RFOT can be used in smokers and other cooking processes up to 212°F (100°C) as well as refrigerators and freezers down to -4°F (-20°C). It is completely splash proof and can withstand wash down cycles.

Show a picture of the RFOT on one side of

The RFOT is equipped with wireless two way

VIDEO:

AUDIO:

the screen and a computer on the other side. Zoom into the computer screen and show the logger being started. Animate wireless signals with the word Start from the computer to the RFOT. Then animate signals going from the RFOT to the computer with 160°F written above them. Show a graph onscreen with the data point 160°F blinking in green.

communication, which enables the logger to be started, stopped and downloaded from a remote computer. This time saving feature streamlines processes, providing maximum efficiency.

Show the RFOT communications diagram from the meat brochure. Highlight each area as it is talked about.

Here's how it works. RFOTs are placed on the holding racks and the precision RTD probe is inserted into the product. Data from each RFOT is wirelessly transmitted to an RFC1000 receiver. RFC1000 receivers are placed outside the smoke house and refrigerator doors. They transmit the data to an RFC1000 that is connected to a central computer. Additional RFC1000's can be installed and will act as repeaters to transmit the signal over a longer distance. The MadgeTech software captures each reading, and displays it in real-time.

Show a picture of the RFOT maybe overlaid on top of a software screenshot (Joe: like you did for the Prtrans1000 trigger settings video)

MadgeTech's RFOT provides a cost effective way to provide the highest level of quality and efficiency for product turn over and aids in complying with USDA appendix A and USDA Appendix B.

Show a graphic with the RFOT and a title that says "Part 2: Installing the MadgeTech Wireless Cooking and Cooling

PART 2: Installing the MadgeTech Wireless Cooking and Cooling System

VIDEO:

AUDIO:

System.

MadgeTech's RFOT can be setup and ready to use with just a few easy steps:

Show a picture of the RFOT

Step 1: Install the MadgeTech Software, USB Drivers and MadgeNet Software”

Graphic “Step 1: Install the MadgeTech Software, USB Drivers and MadgeNet Software” flys in and then fades after you finish saying “Step 1: Install the MadgeTech Software, USB Drivers and MadgeNet Software”

Show a screen capture of the software installation process.

Insert the MadgeTech data logger software CD into the designated monitoring computer's CD drive. If the Autorun does not appear, click the start button, and then choose run. In the field that appears, enter D:\autorun.exe, if “D” is the letter of your CDROM drive. On the Autorun, click on MadgeTech Software. Select Install MadgeTech software and follow the onscreen prompts to complete installation. When prompted, uncheck the “Run MadgeTech 2.03.12” box, then click Finish. Once the installation is complete, click Back to MadgeTech CD Contents and select Drivers and Third Party Tools. Select Install USB Interface Drivers. Click Install to install the USB drivers. Once installation is complete, click Back to MadgeTech CD Contents and select MadgeTech MadgeNet and follow the onscreen prompts to complete installation. Once completed, close the Autorun prompt.

Graphic “Step 2: Setup the Wireless

VIDEO:

AUDIO:

Network” flies in and then fades after you finish saying “Step1: Setup the wireless network.

Step 2: Setup the wireless network.

Show a graphic similar to the one that is used in step 1 of the setup guide. Highlight the 150' and 400' annotations in the dotted transmission distance line.

An RFC1000 will be connected to the designated monitoring computer that will display and store the real time wireless data. The RFOT and RFC1000 can send data up to 150 feet in an indoor environment and 400 feet in an outdoor environment. The RFC1000 is a dual purpose device, and can act as a receiver and a repeater, transmitting the data over longer distances to other RFC1000's.

Show a graphic with an RFC1000 plugged into a computer. (Joe can we animate this being plugged in instead of having just a graphic?)

Connect an RFC1000 using the USB cable into an empty USB port on the computer. The RFC1000 and computer setup will be referred to as the base station.

Show a graphic of 2 RFC1000s, one plugged into a computer on one side of the screen, and one on the other side of the screen plugged into an outlet, within a smokehouse diagram. Zoom in to the one in the smokehouse and show the LED turning red when you say “The red LED will illuminate...”.

Setup an RFC1000 outside of each smoke house and refrigerator door by connecting the power supply to an outlet. The base module will be charged through the USB cable. The red LED will illuminate to signify that it is correctly connected.

Zoom out to show both RFC1000s, and add a dashed lined between the two RFC1000s, and a note that says “150’

Determine the distance from the remote RFC1000's to the base module. If the distance is greater than 150 feet indoors, or 400 feet outdoors, or there are walls/obstacles/corners that need to be

VIDEO:

AUDIO:

indoors/400' outdoors"

maneuvered around, setup additional RFC1000's as needed.

Graphic "Step 3: Deploying the RFOT Data Loggers" flies in then fades after you finish saying "Step 5: Deploying the RFOT data loggers"

Step 3: Deploying the RFOT data loggers.

Show a graphic of the RFOT unscrewed and expanded so the on/off switch is showing. Zoom in on the on/off switch and highlight the zero and then one positions.

Unscrew the enclosure of the RFOT, and flip the black switch to the 'on' position. Note that zero represents off and one is on. Screw the enclosure back together until the o-rings cannot be seen. This ensures a water tight seal.

Graphic "Step 4: Recognizing the RFOTs" flies in, and then fades after you finish saying "Step 4: Recognizing the RFOTs"

Step 4: Recognizing the RFOTs

Show the MadgeNet software being opened and then the RFOT icon appearing in the software using a screen capture. Draw a box around the icon to highlight it.

Open the MadgeNet software. An RFOT icon will appear for each deployed unit found on the network created by the RFC1000's. This indicates the device is being recognized on the network.

VIDEO:

AUDIO:

Do a software screen capture to show the Claiming process.

Select the RFOT icon, then click Logger Menu, then Claim. This “claims” the logger, and once claimed, the RFOT will send data back to the PC it was “claimed” on.

Note: The “claiming” feature is useful in the case when multiple RFOT’s are setup in one facility.

Graphic “Step 5: Starting the RFOT Data Loggers” flies in and then fades after you finish saying “Step 5: Starting the RFOT Data Loggers.

Step 5: Starting the RFOT Data Loggers.

Show screen capture of the the mouse highlighting an RFOT icon and then show the mouse clicking on the Logger Menu and then Start opening. Show reading rate drop down.

To activate an RFOT, highlight the logger and click the Logger Menu, then start. A prompt will appear with reading rate and update rate information. Click Start to start the RFOT.

Graphic “Step 6: View Wireless, Real Time Data On-Screen” flies in, and then fades after you finish saying “Step 6: View Wireless, Real Time Data On-Screen”

Step 6: View Wireless, Real Time Data On-Screen

Do a screen capture to show the mouse clicking on the Tools Menu and then selecting Launch MadgeTech Software,

To view data on-screen in real-time, click the Tools Menu, then Launch MadgeTech Software, then select the Tools Menu again, and choose Stream Real Time Data to Software Live. Data will

VIDEO:

then select the Tools Menu again, and choose Stream Real-time Data to Software Live. And then data appearing on screen within the MadgeTech Software.

Show an RFOT on one side of the screen and then the base station RFC1000 on the other side of the screen with the computer monitor off. Show a reading of 160°F being sent from the RFOT, with green wireless signals, and the 160°F in green. Animate the signals to the computer, and when they reach the computer, make the 160°F and the Wireless signals turn red. Then show the reading trying to be sent again, with the computer monitor on, and the signals green, 160°F green, all the way over to the computer.

Show more than one RFOT icon within the [MadgeNet](#) software, with a note to repeat steps 4 through 8 for multiple RFOTs.

Graphic “Step 7: Multigraph View” flies in, and then fades after you finish saying “Step 7: Multigraph View”

AUDIO:

immediately be shown in real-time within the MadgeTech software.

Please note that the MadgeTech network ensures all readings are received to the monitoring computer. If a reading is not received, the RFOT will resend the reading until it is verified it has been received by the computer. If the power goes out, or the network goes down, the RFOT’s will hold up to 250 readings and transmit the data back to the designated computer once the network is up and running again.

To view data from more than one RFOT in real-time, simply repeat steps 4 through 8.

Step 7: Multigraph view

Data from RFOT’s can be viewed over multiple graphs to differentiate between smoke houses or

VIDEO:

Show a screenshot of the Multigraph view. Mouse over each graph title (which will contain the location names), to emphasize the data is coming from different locations. (Joe I will provide this graphic)

Show data appearing within the MadgeTech software. Then show the mouse going to the File menu, and clicking on New.

Show the mouse going to the Windows menu, and selecting Tile, and choosing horizontal. Then show the mouse closing the empty graph. Hover over one graph and then the other, as you say “The data from all the loggers is in both graphs now.”

Uncheck a dataset in the dataset selector drop down, and then recheck it, to show the data being removed and then added back in.

Show the mouse clicking on the composite graph name, and renaming it to Smoke Houses.

Zoom in to show that the data sets are now corresponding to the correct graph

AUDIO:

other monitoring locations.

Once data from the RFOTs begins to appear in the MadgeTech graphing software, click File, then select New, to open a new graph.

Next, go the Window menu and select tile, horizontal or vertical to adjust the window layout. Three graphs will be displayed, two containing data from the RFOT data loggers and one without data. Close the graph screen that does not contain any data.

To select which data sets to display in each graph window simply check, or uncheck the data set in the data set selector drop down.

Once all the data sets are assigned correctly the graphs can be titled to better distinguish the data from each other.

The data from each RFOT will now update the composite graph to which it is assigned.

MadgeTech's Real Time, Wireless Cooking and

TELEVISION SCRIPT

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VIDEO:

for which it was assigned.

Show RFOT Application photos like you did in the engineering units video.

GRAPHIC: website, email, phone, fax, logo

AUDIO:

Cooling Data Logging System is the ideal solution for meat and food processing companies

For additional support visit www.madgetech.com or call (603) 456-2011.

VIDEO:

AUDIO:

Group with full auto weapons
w/milk jug insert
[Tp2 - 7:35 - 7:40]
News set w/on-camera talent

Attendees at the Texas Shot Show witnessed the introduction of a revolutionary product that will increase shooting effectiveness like

OTS box w/tight muzzle shot
slomo - audio under
[supered over o/c shot]

nothing else! Members of the armed forces can now have one small, easy to install device that will give any hand-held weapon increased accuracy unheard of before now!

OTS box w/Remvams logo
supered over smoking M-16
[Tp1 - 50:19 - 50:26]
[supered over o/c shot]

The RemVams Muzzle Stabilizing System, distributed by the Interlaken Group, is a fully patented device that stabilizes a gun barrel regardless of shooting position.

O/C talent holding Remvams
Z/1 to ECU Remvams

It also reduces recoil and builds the benefits of all current muzzle accessories into one small unit.

JOHN CURRAN - standup
[Tp2 - 14:49 - 15:06]
O/C talent w/OTS box w/slomo
shot of J. Curran on range
[Tp2 - 2:34 - 2:44]

[JOHN CURRAN - SOT] "Most weapons ... left-handed shooter."
Ballistics control sounds like a great idea, but the only way to prove the effectiveness of RemVams is to have you put it through its' paces on the range.

O/C talent
dissolve to
group shot - J. Curran orientation
[T2 - g13:35]

Lets take a look at several demonstrations of RemVams' unique capabilities. We'll start with an M-16 A2 on full-auto: in all demonstrations you'll see the weapon fired first WITHOUT RemVams, then WITH RemVams.

Tight shot of shooter, z/o to
group shot w/J. Curran
[T2 - 12:17-@12:45]
bad audio on tape

[JOHN CURRAN - SOT] "OK, first of all ... stop the range..."

VIDEO:

AUDIO:

[M-16 without Remvams]

[T2 -

[M-16 with Remvams]

[T2 -

The M-16 rises high and right on full automatic... the shooter with the RemVams was in complete control of the weapon!

[AK-47 without Remvams]

[T2

[AK-47 with Remvams]

[T2 -

Once again the weapon without Remvams rises high and right... with Remvams, the AK-47 puts the follow up rounds in the bullseye!

[HK without Remvams]

[T2 -

[HK with Remvams]

[T2 -

Remvams will make any hand-hand weapon more accurate - and more accurate means fewer friendly fire incidents.

Dave DeSousa, standup

[T2 - 24:46 - 24:55]

[DAVE DESOUSA - SOT] "With the RemVams... friendly fire incidents."

O/C talent

What you've just seen is amazing, but true; and RemVams is currently being field tested by men whose lives depend on their weapons'

CU - hand on M-16, tilt up

[T1 - 27:53 - 28:00]

effectiveness: the United States Navy; the United States Special Operations Command, and several metropolitan Special Weapons and Tactics Teams.

John Curran, standup

[T2 - 18:14 - 18:25] Shooter

full auto w/tracers

[T2-3:46-3:52]

[JOHN CURRAN - SOT] "I saw someone ... into a bullseye."

To a professional, muzzle stability can mean the difference between life or death. The Remvams Muzzle Stabilization System will easily improve kill ratios!

Randy Willette, standup

[T2 - 26:19 - 26:36]

[RANDY WILLETTE - SOT] "There's no such thing ... wild ones off."

VIDEO:

AUDIO:

GFX page: (bullets build) -Complete muzzle stabilization	RemVams completely stabilizes the muzzle, regardless of shooting position.
-Free recoil reduction	It reduces free recoil by as much as 61.5 percent
-Felt recoil reduction	It reduces felt recoil by up to 51 percent
-Adjustable barrel-flip damper	It has an adjustable barrel-flip damper to tighten grouping
- Adjustable lower balance port	It has an adjustable lower balance port to accommodate different barrel lengths, bullet weights, loads, or your preferences as a shooter.
James DeSousa, standup [T2-31:12-31:30] GFX page 2: -available overpressure collar	[JAMES DESOUSA - SOT] "not everybody... more effective" RemVams also has an available overpressure collar that deflects sound pressure, and can reduce the effect on the shooter by up to 10 decibels. It
-left or right-hand models	is available in left or right-handed models, and in a flash hider
-flash hider configuration	configuration.
O/C talent	You've just seen what RemVams can do for any shooter. If you want to have a distinct advantage in life-threatening situations, RemVams is the
cut to I.G.I. spelled out, full auto [T1 - 4:00 - 4:20] dissolve logo super dissolve phone	one, patented product that will do the job again, and again! Try it ... you'll like it! For more information about live fire demonstrations, call I.G.I. at 1-800-549-5549.
Paul Eldridge, standup [T2 - 36:12 - 36:20]	[PAUL ELDRIDGE - SOT] "We killed ... 23 targets."
Rock Moon, standup [T2 - 21:39 - 22:00]	[ROCK MOON - SOT] "In a life ... point and shoot."

VIDEO:

AUDIO:

Intro:

“In telling you about Warner, which is in the Dartmouth-Lake Sunapee Region of New Hampshire, we are going to keep our foot on the soft pedal. We haven’t the biggest, best or most of anything. Honest, we sometimes wonder why anyone should come up our way. But they do. And they come back again, and they keep coming, and some of them come to stay, and you couldn’t pry them loose with a crowbar.”

It’s a mystery. – *Freeman Tilden*

ANNCR:

Freeman Tilden wrote these words less than one hundred years ago, and they still have a certain true ring to them. The area, which includes the towns of Warner, Webster, Newbury, Sutton, and Bradford, isn’t the metropolis some might wish it were, yet it has given birth, and rise, to a number of respected, and admired leaders: teachers, politicians, artists, writers, business people, and just plain old citizens since it was founded in 1774.

Part of that elusive “quality of life” that gives a place its’ attractiveness is its citizens commitment to community; to education. This is the story of the people who attended Simonds Free High School, a Warner institution that gave citizens of the region a

VIDEO:

AUDIO:

higher education at a time when “readin’, writin’, and cipherin’” was all you needed to get along. Through ninety-nine years, the best of the past and the best of the future were embodied in this place of education. From helping future farmers become more productive, to teaching basic mechanics, from home economics to secretarial classes, Simonds Free High School adjusted its curriculum to meet the needs of the times. The tuition pupils from nearby towns of Warner, Webster, Newbury, Sutton, and Bradford extended the community spirit and influence as these graduates took on positions of responsibility in their own towns. A high percentage of graduates stayed in the area, or returned to teach and direct the family business. Simonds provided a good education, as well as social and sports interests to several generations of area youngsters.

MUSIC UP: montage of Warner scenes

ANNCR:

The early Warner settlers were a tenacious lot. They settled the area before many of the neighboring towns, and worked hard to keep their homesteads. The Indians burned an early sawmill, but the settlers came back, and earned their livelihood through farming, small businesses, and the many mills that dotted the Warner River.

VIDEO:

AUDIO:

Prior to 1820, there was no highway leading west out of Warner; the town was in a pocket, bypassed by the state built turnpikes, tucked into a valley between several hills. The tides of commerce seemed destined to flow around Warner's shores. But several prominent citizens of Warner, Bradford, and Newbury (then Fishersfield) knew that with travel comes commerce, and determined that their towns would not be bypassed.

A plan was devised to construct a road from the head of Sunapee Lake to Bradford, thus opening a convenient route from Windsor, Vt., through the Sugar and Warner River valleys to Concord. The road was completed before the autumn of 1821.

A stagecoach route was soon established, since this new road was now the shortest distance from north and northwest New Hampshire and Vermont to the growing mill towns of southern New Hampshire and Massachusetts. Stores and hotels sprang up, bringing business and early prosperity to Warner.

In 1849, the Concord and Claremont Railroad passed right up the Warner River valley, ensuring a further stream of commerce to and from Warner, and laying the groundwork for the well-known "ski trains" a century later.

Around 1836, Franklin Simonds and his wife Abigail, settled in Warner, New Hampshire. He established a cotton factory, and ran a business in

VIDEO:

AUDIO:

Waterloo, also taking the time to serve as sheriff for many years, and as president of Warner Bank.

Simonds died in 1869, but a clause in his will was to create the institution that was to preserve his name for all times.

“My wish is to leave some token of my regard for the town of Warner, which has so long been the place of my residence. An appropriation toward the support of a High School in said town occurs to me as the best form of such a token.” Simonds “token” was \$20,000.

In January of 1870, the seed of Simonds Free High School was planted in the minds of the citizenry at a Warner town meeting. A committee was appointed to solicit subscriptions toward building the high school and by March of the same year, almost 2000 dollars had been raised. Upkeep and expenses would be furnished from the trust fund, and via tuition from students of surrounding towns who wished to attend Simonds. A High School District was formed, and, by the summer of 1871, the high school building was erected and finished.

Simonds’ bequest had been fulfilled, and his wife, Abigail, who passed away in 1870 and had been a teacher, added \$5000 to her husbands bequest, and an additional \$5000 toward the building fund. The entire Simonds Free High School project was completed through the generosity of individuals, among them the Simonds’ family, Gilman Bean,

VIDEO:

AUDIO:

Samuel Dow, George Jones, C.G. McAlpine, and John Robertson, among others.

Now it was time to set up the curriculum, hire teachers, and get the ball rolling.

The new school was dedicated December 1st, 1871.

Edmund C. Cole was principal, and Miss Helen Gilbert was preceptress. Sixty students were to begin their higher education at Simonds, taking courses ranging from general topics to the classics.

The day of the one room schoolhouse was not yet over, but Simonds Free High School showed that there was something more, and by 1902 Simonds was accredited and placed on the list of approved high schools in New Hampshire.

The curriculum in the first Simonds catalog of 1871 and '72 offered a general course and a classical course, with 12 subjects and 14, respectively. By 1873, the possibility of a higher education was taken into consideration, and the courses went from four years to five, with a College Preparatory course added. A smattering of courses from the catalog of that year showed such diverse topics as Algebra, Physiology, Bookkeeping, Botany, Moral Philosophy, and Surveying. Simonds was beginning to mix the practical with the classical.

In 1873, Simonds turned out its first graduate, Mary Frances Redington, who finished the necessary work in a short time due to prior study.

VIDEO:

AUDIO:

By the early nineteen hundreds, Simonds Free High School had seen well over a hundred graduates go on to various roles in the surrounding communities, many taking up the teaching profession.

Transportation in the early years was fairly simple: you walked if you lived close enough. School closings had not yet occurred to anyone as being necessary, so, if there was school, you got there. If your parents had the luxury of owning a horse and buggy, you might get a ride to school. If your parents didn't have a buggy, you might get to ride the horse. In winter there was the sleigh, and, early on, a crude form of school bus, pulled by horse or oxen.

Then there was the train. The railroad through Warner was another project of the mid 1800's, which involved the area's entrepreneurs: six of the seventeen incorporators of the Concord and Claremont Railroad were from Warner; the rest were from neighboring towns.

By 1916, Warner had three passenger trains a day every weekday in winter, and one train each way on Sunday. In the summer, service expanded, and Pullman cars were attached to the trains. Simonds students from out of town saw the train ride as a social event, and the short trip from Bradford to Warner was a great way to make friends.

VIDEO:

AUDIO:

Lena Peasley Currier - 1913:

“Dad used to take me over to Bradford to get the train down to Warner. That’s when I went to high school and I’d stay during the week with my cousin.”

ANNCR:

WWI:

The First World War took its toll of our nations young in a cruel and swift way. Gone was the “gentility” of earlier wars. Killing machines had replaced the sword and horse, and Warner’s youth paid for their courage and patriotism.

In 1920, a Roll of Honor of Simonds graduates was presented to the school by the class of 1919. Of its eighteen stars, three were gold, commemorating the supreme sacrifices of these young men. Twenty-nine other Simonds students served in the “war to end all wars”, bringing the total to forty-seven.

Also in 1920, two Simonds students were to write a song, which would bind generations of students down the years. “Simonds, Dear Alma Mater”, was written by Helenette Sargent Silver and Dorcas Burdett, and is still being sung by Simonds graduates, wherever their lives lead them

The summer of 1921 marked the 50th Anniversary of Simonds Free High School, and the event was celebrated in conjunction with Warner’s Old Home Day. The day was full of reminiscence, celebration, a concert by Rainie’s Band of Concord, and a number of sporting events, including a baseball

VIDEO:

AUDIO:

game, in which half the Warner team members were former Simonds students. The day's celebration was closed with a well-attended concert and dance in the town hall.

That same year saw the appointment of Simonds first woman Principal, Mrs. Florence T. Davis. Although the appointment was made due to the shortage of male candidates brought on by the First World War, Davis' tenure at Simonds maintained the fine educational standards that Simonds was known for. As life got back to normal following the war, the train schedules got back to normal as well.

Dorothy Gove Sawyer – 1922:

“I don't remember very many times being much of any late for school because of the train being late. It was an interesting walk up the hill from the train to the school when the snow was a foot or more deep and blowing like a blizzard! There was one time on a Friday afternoon in the middle of the winter, when I got off the train in Bradford to meet my older sister who was teaching there. On the way through Newbury Cut, the train got stuck in huge snowdrifts. They came with teams of oxen to take passengers to people's houses to be fed and kept warm, and they prevailed upon local men to shovel out the drifts to enable the train to get through the cut. My neighbor, Dan Fortune, and my dad both worked for hours shoveling. Someone asked Dan if

VIDEO:

AUDIO:

he was tired, and he said, “I was so tired, the seat of my pants hit every railroad tie as I walked down the track.” A lady living near the station had made four pumpkin pies and when Dan came back through Newbury, she told him to help himself. He ate all four pies!”

I was a little upset that I missed all the excitement by staying in Bradford that night.”

ANNCR:

The Class of 1925 saw Simonds students from Warner, Bradford, Sutton, South Newbury, and Newbury, as might be expected. But Simonds Free High School was also drawing students from farther away; a list of Simonds graduates for 1925 included the towns of Concord and Rochester, New Hampshire, and also Arlington, Massachusetts, and Springfield, Vermont. Resident students were admitted free to Simonds, in accordance with its founder’s bequest, and non-residents paid a fee of around seventy-five dollars a year. In some cases, the student’s town paid this fee, especially if the town the student was from had no high school. Textbooks and all materials were free.

Isabelle Huntoon Eaton – 1925:

VIDEO:

AUDIO:

“There was no high school in Salisbury. Therefore I decided to attend Simonds, and lived with Sadie Fisher during the week, coming over on Monday morning, and going home Friday after school for the weekend. Travel was with horse and wagon or sleigh in the winter (a long cold trip) up over Pumpkin Hill – 8 miles!”

The best thing about attending Simonds was that I took the right subjects, made the friendship of teachers and classmates...and graduated from UNH in 1929.

ANNCR:

Children who came from out of town to attend Simonds were called “outsiders”, yet they contributed a great deal to both the economy of Warner, and the broader educational view that prevailed at Simonds. The many local inns in Warner would have had a tough time staying open were it not for the help they received from students who attended Simonds, and worked at the inns for their board.

Eleanor McAlister Kalloch – 1931

“Because of my age I either had to repeat the 8th grade in Salisbury or go to high school. My father wanted me to repeat the 8th grade, as girls did not need an education. They only got married and had children. My mother wanted me to try it for one

VIDEO:

AUDIO:

year and made arrangements with the Tucker family. My father finally let me try it...

I boarded with the Arthur Tucker family on Pumpkin Hill Road...

My folks paid the Tucker family three dollars a week and I also did the dishes and made the beds for my room and board...

Going to Simonds was a big step for me. I went from the one-room school in Salisbury with 16 children or less to a big school with many more children. I made many friends that I still have today.”

ANNCR:

In 1931, the first “snow train”, operated by the Boston and Maine Railroad, brought 200 passengers from Boston’s North Station to Warner. Once the word got back to Boston that a great time could be had in the snows of Warner, a bustling era began, which saw as many as 3,500 visitors a year arriving in Warner. By the height of the era, there were fourteen inns operating in Warner, and managing and feeding the huge crowds took the work of nearly every citizen, including the students of Simonds.

Paul N. Gove – 1928:

VIDEO:

AUDIO:

“ When the train was late getting in to Warner in the afternoon (and it was in the winter), we used to think that the stationmaster was an “old grouch”! As I grew older I realized that 30-40 teenagers cooped up in the depot for an hour or more was no picnic.”

ANNCR:

Because of Simonds Free High School’s size, students were not in the position of being in competition for the various programs. Sports, dramatics, debating, music, and the Simonds Log kept students busy, and everyone was involved.

Ruth Brown Martsolf – 1939

"As there were no really obvious rich or poor, socially superior or inferior restrictions, everyone had a chance to be good at *something*. That gave me the confidence to try everything, go on to college, and find my way uninhibited.”

ANNCR:

But Simonds wasn’t all work. With all the extra-curricular activities that were offered, and the fact that Simonds *was* a high school, there were plenty of pranks.

Norma Ebbs – 1938

I remember once when the boys all ate garlic, and the whole building smelled like it very strong – so

VIDEO:

AUDIO:

we girls went down to the store and bought cheap perfume, “Blue Waltz” was one of the kinds, then we poured it all over us the next day and drove them nuts! Fair play!

The principal agreed that the boys deserved it, and we all agreed that we wouldn’t try any more tricks on each other.

ANNCR:

Many of the Simonds students came back to teach, and the line between teacher and student was sometimes a narrow one. This fostered a close relationship between teacher and student, and resulted in a great respect on the students’ part for the job.

Evelyn Harris Berg – 1939:

“The biggest impact for me was the impression teachers made on me. Ruth Bresnahan and Mary Gentzel Cogswell made me realize how much I wanted to be a teacher. I also truly respected Bill Glavin and Principal Hounsell. When I graduated as Valedictorian, I was determined to go to teachers’ college. Superintendent Sinclair promised me a job if I went to teacher’s college. I did and in 1943 he gave me a job in Newbury, salary \$1050.”

ANNCR:

VIDEO:

AUDIO:

Although World War II began in 1939, nothing could have prepared us for the shock when we woke up on the morning of December 7th, 1941, to discover that the Japanese had bombed Pearl Harbor. That one horrific attack galvanized the United States into action, and life would never be the same for the citizens of Warner and their children.

Beryl (Moshier) Cloues – 1944

“(When we entered World War II) My dad went into the Naval Service in Boston, and my mother became Postmistress in Melvin (Mills). Those were difficult years, and at times, lonely.”

ANNCR:

The war effort was a lonely time for many of those who kept the home fires burning, but there was much work to do. From 1941 to 1945, the Simonds building saw new kinds of usage: First aid courses were offered, and various civil defense organizations held meetings there. There were Nutrition classes to combat the hardship of food rationing. By 1944, the students of Simonds made an astonishing contribution of labor to the agricultural effort. Twenty-two thousand bushels of apples were harvested, 30 acres of corn were cut and bundled, and five silos filled, making a total of 8,362 man-hours of work. And this was at a time

VIDEO:

AUDIO:

when enrollment at Simonds was down due to the vagaries of war. Everyone pitched in, the teachers included.

Ruth Whitoneah(?) Webster – 1942 –1945 Teacher
“We became apple pickers in the fall – sleep was scarce during wartime, as all pupils and teachers went to apple orchards to pick or help harvest the crops. We met at the school, and traveled by school bus.”

ANNCR:

Even with the war raging in Europe and the Pacific, the students of Simonds were able maintain a certain level of normalcy in their lives. On August 23, 1946, Simonds celebrated its 75th Anniversary on Old Home Day Sunday.

The day began with a service at the Federated Church of Warner. The speaker at the service was T. Lawrence Davis, President of the Department of Business Administration of Boston University, and a Simonds graduate. The celebration included musical presentations, debates, a short history of Simonds, and a lively singing of “Simonds, Dear Alma Mater”.

Simonds must have indeed been dear to many, since about 400 people attended the celebration. It was a needed break during the war.

VIDEO:

AUDIO:

Lois (Clark) Dakin – 1946

“Even during wartime with rationing and curtailment of non-essential travel, the school provided opportunities for sports and games between Simonds and other high schools in other towns. There was an annual winter carnival, and school-sponsored dances. We were encouraged to raise money for a senior class trip to Boston. Cultural activities were available to interested participants, such as annual class play productions, and participation in music organizations. I was in the high school chorus, and participated in a district orchestra consisting of members from Contoocook and Henniker. There was lots of school spirit. The school was small enough that we knew everyone.”

ANNCR:

Simonds Free High School’s inextricable link to Warner and the surrounding towns was a large part of its success. The towns supported the school, and the school supported the town. Many a Simonds student met his or her spouse during their years at the school. Many students went on to attend college, many came back to teach at Simonds, and some were content to simply utilize the life skills they had learned during their stay at Simonds.

Pauline E.P. Scruton – 1941:

VIDEO:

AUDIO:

“Over the years it has made me proud to say I graduated from Simonds. I have been very busy raising my family and helping my husband on the farm. My family in most cases has obtained a better education than I had, but I feel I had sufficient for the life I led. I can’t say I think education today is better than in my time. The world sure has changed and we had to change with it. When Ida Parsons wrote the prophecy for our yearbook she saw me in a farmhouse with black and white cows outside. I was working on the books, and I sure have done my share of that.”

ANNCR:

Even though its’ student body was small, Simonds Free High School was able to carry on a number of social functions that would be the envy of any size school today. The Winter Carnival was one example. It began before the arrival of the Ski Tow at the Warner Ski Area, which would later put Warner on the map as a prime New England winter destination.

The Winter Carnival was the beginning of a tradition which, by 1951, included ski contests, a basketball game in the Simonds gymnasium, a baked bean dinner at the Town Hall, run by Simonds students, and numerous ski and snowshoeing events. The high point of the carnival

VIDEO:

AUDIO:

was the Saturday evening Carnival Ball, at which a Queen was picked from the Simonds Senior Class.

Dorothy Colins Rogers Heald – 1946:

“I loved high school and felt very fortunate to be able to take part in the minstrel shows, chorus, variety shows, Ballard’s dance classes. I also was able to play in softball and basketball games because it was a small school. My own children attended such large schools that they had too much competition to be chosen to play on the teams.”

ANNCR:

The war ended as abruptly as it had begun, and the Atomic Age was upon us. But victory, once again, was not without its costs, and Warner paid the toll. The day Japan bombed Pearl Harbor, a Warner resident, Ensign Edward B. Cloues, went down with the battleship Arizona and all hands. Sergeant John E. Bigelow, John W. Mills, Donald E. Palmer, Roy F. Sanborn, and Willis I. Witcher, all of Warner, and Kenneth L. Brown of Bradford, gave their lives in the actions of World War II.

Phyllis Bean Parsons – 1948

“On V-E Day, classes were dismissed and we went to the Town Hall where WMUR did a *live* radio broadcast of people in Warner.”

VIDEO:

AUDIO:

ANNCR:

That broadcast, from the stage of Warner's Town Hall, was transmitted over the Blue Network. It included an interview with Mrs. Joseph Carew, who had five sons in the service. Also interviewed were John Chandler, Junior, editor of *The Kearsarge Independent and Times*, Mrs. Susan Tulley, editor of *Home Fires*, a newsletter which went to all Warner boys in the service, and a number of other Warner citizens, including Simonds students, and Norman Hartfiel, headmaster of Simonds.

Roxanne Smith – 1954:

“ My first year at Simonds in 1949, a neighbor drove me with his daughter to the Newbury station where the Newbury students rode the Boston and Maine train to Warner. Students in Bradford and Melvin Mills joined us. We all got off at the Warner station and walked up “steep deep” to Simonds. In the afternoon we traveled by the Boston and Maine bus? Home. In September of 1950 or '51, a school bus took over the era of the train.

I met my husband, Robert Dean Smith at Simonds High School, and we were married in October of 1955. I might not have met him had I attended another high school.”

ANNCR:

jwb 6/22/99

VIDEO:

AUDIO:

A high point in Warner's lively calendar of events is the Fall Foliage Festival, which always requires a great deal of volunteerism on the part of Warner residents. Over the years, Simonds students have always pitched in to do their part. The Festival, begun in 1947, is a non-profit organization, which is devoted to civic improvement. If you look around Warner, you'll find that much of Warner's infrastructure, from the Fire Station, to the Pillsbury Free Library, has benefited from the Festival.

Carol Brown Howard – 1961

“We always did a float for the Fall Foliage Festival Parade. What great fun! Class day involved everyone working on a school project. We all had a good time and worked well as a team because we were a small class.”

ANNCR:

The first hint that the time of Simonds Free High School might be coming to an end was in the Warner Town Report of 1958, which made passing reference to the trend toward consolidation of small high schools.

By 1963, the writing was on the wall: A School Warrant was passed at town meeting which resulted in the towns of Warner, Bradford, Newbury, Wilmot, Sutton, Springfield, and New London

VIDEO:

AUDIO:

becoming the Kearsarge Regional School District. The merger became effective in 1967, and Simonds was obliged to carry on until the regional school building was completed in 1969.

On June 20th, 1970, Simonds was once again celebrated, but this time, the feeling was bittersweet. This celebration marked the passing of Simonds Free High School into history.

Miriam E. Savory, Simonds class of 1909 put it all into perspective when she said:

“The passing years bring many changes, whether for better or for worse only the future can tell, but the record of Simonds Free High School over its ninety-nine years of continuous service shows the major part it has played in the history and development of Warner, as well as Bradford, Sutton, Hopkinton, Newbury, Webster, and other towns. The young people from these communities shared the incalculable influence for good it has been in the lives of the hundreds of students and their teachers who had the privileges of its advantages.

We can only give our final salute to “Dear Old Simonds!! Hail and Farewell!!”

ANNCR:

Simonds Free High School is gone, but alive in the hearts of her graduates. And the mystery that Freeman Tilden spoke about almost a hundred years

VIDEO:

AUDIO:

ago is solved: what drew those early settlers here was the beauty and bounty of the region. What kept them here was their tenacity. What made the region grow was its citizens commitment to their towns, and their schools. From the days of the one-room schoolhouse to the 99 years of Simonds Free High School, there has always been that commitment, and it has helped preserve a way of life that will live on into the next century.

Betsy Bartlett – 1970

“It was an idyllic time of life for me that was filled with going from one activity to the next as quickly as possible, and not enough hours in the day. It was an atmosphere that the private schools and organized community activities of today are trying to capture, and some of them do a pretty good job, but the Warner/Simonds era, for me, was a little piece of heaven.”

Closing Montage with music.

Credits

VIDEO:

Montage of video w/corp. logo

AUDIO:

[Music Up]

VOICE OVER:

Welcome to the Grappone Companies. As a new employee you have joined a tradition of excellence that has catered to the transportation needs of New Hampshire and New England for over seventy-five years. Our dealerships are each proud to be a part of the Grappone Corporate Family, and, whether you work in sales, service, parts, or one of the many important support jobs that are critical to our success, you are now part of a large team. The purpose of that team is to ensure excellence in customer service and the present and future success of one of the largest privately owned enterprises in the State of New Hampshire, the Grappone Family of Companies.

F.W. ON CAMERA:

Success isn't something that gets handed to you. It takes a lot of hard work to make something *look* easy. The Grappone Companies have been built by the hard work of a lot of people over the years, and it all started when Rocco Grappone and his wife, Emanuella, arrived in Concord, New Hampshire to carve out their future.

F.W. VOICE OVER:

As a stonemason, Rocco was employed at one of the granite quarries in the hills above Concord. The work was hard, the pay was poor, and the working environment was dangerous. Emanuella saw the writing on the wall, and decided that the road to success would be driven on a new contraption – the horseless carriage! By 1924 the first Grappone car business, a Gulf Service Station, was born, and by 1925 they were selling Oldsmobiles to a public that was hungry for this new mode of transportation. In the 1930's the Depression hit the U.S., and the car industry was not spared. By the time the U.S. entered the war in 1941, much of the automotive industry was devoted to

VIDEO:

AUDIO:

the war effort. Metal and rubber were in short supply, and, if you could afford new tires, you often couldn't find them. Always the innovator, Rocco established a tire retread business, *and* started selling used cars.

In 1948, the Grappones obtained a franchise for John Deere farm and industrial equipment. Then they turned their eyes to the transportation needs of the *state* of New Hampshire, and in 1955 opened a Pontiac dealership in Nashua.

By 1958, the Grappone family dealerships were flourishing, but Rocco was tired after thirty-four years of operating multiple businesses. It was time for the passing of the torch. John Grappone Ford was established, and a new Grappone took the reins.

The Grappone family dealerships, under John's direction, survived the gas crunch of the seventies. As a matter of fact, they were once again in the right place at the right time, for in 1968, John Grappone purchased Toyota and Subaru franchises. They entered the market place just as smaller, more fuel-efficient cars became the rage

By the 1980's, the idea of centralizing the Grappone dealerships in one location took hold. Soon after, the dealerships began their move to the junction of routes 89 and 93. The Grappone Auto Junction had become a reality.

1990 saw the third generation of Grappones take over; John's sons Bob and Allen now ran the business. Thirty-two years had passed since Rocco had turned over the family businesses to his son, John. The 90's saw a change in the way Americans bought cars; they were tired of dickering over price. The time was right for a new kind of dealership, and a Saturn franchise was purchased in 1991, followed by Saturn of Nashua, in 1993. A period of growth was beginning; that same year, New England

VIDEO:

AUDIO:

Equipment of Vermont was purchased, adding John Deere equipment franchises in three Vermont locations. Volkswagen and Hyundai dealerships followed soon after, along with the creation of AutoSure, a used car superstore. In 1997 Bob Grappone assumed full ownership of the family business. In 1999, the assets of a Daimler/Chrysler dealership were purchased, establishing Grappone Chrysler, Grappone Dodge, Grappone Dodge Truck, Grappone Plymouth, and Grappone Jeep. 1999 also marked the 75th anniversary of the Grappone Companies. It was a year for reflection upon past achievements, and a time to prepare for new times, and new opportunities. In addition to this period of growth, Grappone Toyota was honored with the President's Award for the 12th consecutive year. That same year, Ford won its second consecutive Presidents' Award. To earn these prestigious awards, you have to be the highest quality dealer, excelling in all areas of operations.

F.W. ON CAMERA:

As the Grappone Family Companies enter the new millenium, there is more growth planned. Technologies like the Internet are being embraced and added to the success formula. And it is all due to Grappone's original commitment to customers and employees. A commitment that has been carried down over the years, and has enabled the Grappone dealerships to grow, and thrive.

F.W. VOICE OVER:

This commitment has been distilled into a set of six guiding rules that all Grappone employees take to heart. The Grappone Principles.

1. Do your best – do the task at hand right.
2. Take every task seriously.
3. Treat your co-workers with the respect you expect from them.
4. Do something good, and it will benefit everyone.

VIDEO:

AUDIO:

5. Never give up.
6. Love your job, and the world will smile upon you.

These principles have enabled the Grappone Companies to grow. Use them, and believe them, and they will serve you the same way. Respect for the customer, and the ability to listen is vitally important to becoming a successful member of the Grappone team. It wasn't long ago that women customers were not considered to be serious customers; sure, they could check the car out, but the man was the final decision-maker. They realized that they were ignoring the most powerful block of buyers around. Women most certainly *do* buy cars, and they know what they're buying, as well as being a powerful influence on the men's decisions. So be as attentive to the woman customer as you are to the man. Listening is the key to success, no matter what department you work in. No one walks away happy if they feel that they haven't been listened to. Because if they *haven't* been listened to, their needs are not likely to have been met.

F.W. ON CAMERA:

By treating our customers the way we'd like to be treated, we create pride in the work we do. This makes for a customer who is loyal to the Grappone Companies. Let's see what some Grappone customers have to say.

CUSTOMER TESTIMONIALS

Topic: Sales

Topic: Follow-up

Topic: Value

Topic: Satisfaction

Topic: What makes a repeat customer

Topic: Why customer came to Grappone

VIDEO:

AUDIO:

EMPLOYEE SOUND BITES

Topic: Why the Grappone Principles are sound

Management sound bites

Topic: Women as car/truck buyers

Bob Grappone on Pride in the workplace and teamwork [ON CAMERA]

CLOSE:

The Grappone Family of Dealerships is also a good corporate citizen. Their commitment to the community has had a large impact on the quality of life in Concord and the surrounding areas.

The Grappone philosophy has always been to support the greater community, and over the years they have. Contributions include all levels of baseball leagues, the Currier Gallery of Art, the Capitol Center for the Arts, Grappone Stadium at Saint Anselm's, and numerous area and community projects.

F.W. ON CAMERA:

By now you've got a pretty good idea of what it will take for you to become a successful part of the Grappone team. Through dedication, hard work, a commitment to core values, and a willingness to listen, we will all succeed!

MUSIC UP. CLOSING MONTAGE.

It was 1901. The Spanish-American War was winding down halfway across the world, the first great Texas oil well hit paydirt, and, in Potter Place, New Hampshire things were bustling. According to the local newspaper for Friday, March 22, folks had had “150 days of good sleighing, with good prospects for more”, “A deer was seen in Mrs. Weed’s pasture...”, and “A. R. Johnson has taken charge of the grist mill”.

Amos Ralph Johnson rented the grist and saw mills located on the banks of the Blackwater River to fill a local need. He began his business by custom grinding grain for local farmers at five cents per hundred weight. By 1904 he was able to purchase the property and mills, and took on a business partner for a short period of time.

By 1907 The Johnson Mill had become known for their "Cob Meal", which was ground from locally grown corn by the water power of the Blackwater River. The Cob Meal was a staple in the early years, and remained very popular through the early twenties, until more refined grain mixtures came into use.

In 1910, Ralph P. Johnson joined his father and helped run the gristmill. Later that year, on November 13, Amos R. Johnson died at the age of 62, and Ralph took the reins. He was able to keep the company running until disaster struck. On November 18, 1913, the sawmill caught fire, destroying both the saw and grist mill. Undaunted, Ralph decided to rebuild, and early the following year he had a new gristmill built on the same location. A. R. Johnson was once again in the grain business by the spring of 1914.

By 1920, the Johnson business was growing, and Ralph needed more storage space. He purchased the general store across from the railroad station in Potter Place, using it to store grain waiting to be transported by the train the local folks dubbed “the peanut”. By storing the grain right by the tracks, Ralph could ship it fast and fresh to local farms along the Boston & Maine Railroad route.

Ralph was also committed to the community. In 1934 he served on a committee establishing the original Andover High School. Later that same year, his son, Amos E. Johnson, graduated from Proctor Academy and joined his father in the family business. By 1937, Amos had taken over the grinding, and the company name was changed to R. P. Johnson & Son. During Amos' first few years in the business, he recognized the need for a local source of building materials. Together, by seeing and filling a local need, father and son began creating the company we know of today as R. P. Johnson & Son.

On June 6, 1944, as war ravaged the world, and the Normandy invasion began, a fire destroyed the general store and post office buildings in Potter Place, as well as all the inventory of grain and building materials stored there. Not to be deterred, Ralph and his son built new storage buildings on the old mill property.

In 1947, Amos married Lorna (Tibbetts) Johnson. She soon joined the business to help out with bookkeeping. Two years later, Ralph's daughter Leah Johnson Sleeper became the full time bookkeeper, helping build on the R. P. Johnson family tradition.

On December 24, 1950, Ralph Johnson passed away at the age of 72. This left Amos to run the business alone. Custom grinding had now increased to twenty-five cents per hundred weight, and building material sales were picking up. By 1960, company sales were fifty percent grain and fifty percent lumber and building supplies. In 1967 the gristmill was converted from hydropower to electric.

By 1969, building material sales had eclipsed the gristmill part of the business, accounting for ninety-three percent of the sales. The future looked bright, but change was in the wind for R. P. Johnson & Son. Amos realized the gristmill was becoming obsolete. The number of farms around Potter Place, and across New Hampshire was declining, and in 1971, the R. P. Johnson Gristmill ground its last grain. From then on, R. P. Johnson would get its feed and grain from Wirthmore Feed, Granite State Feed, and Blue Seal Feeds.

In January of 1971, after twenty-two years of dedicated service to R. P. Johnson, Leah Johnson Sleeper retired as office manager. In 1974, at the age of seventy-eight, she passed away.

In 1975 and 1976 respectively, Steve and Bryan Johnson graduated from college, and joined their father Amos in the family business. Steve worked with lumber and building supplies, while Bryan's focus was on the hardware store. R. P. Johnson & Son incorporated in 1977.

From 1977 on, the company grew at a tremendous rate. The Home Center in Potter Place opened on November 15, 1981 offering an expanded line of home renovation supplies, and new building ideas for the contractor and the growing segment of "do it yourselves". The old Boston & Maine railroad line that had helped Amos Johnson serve his customers was giving way to delivery by truck, and the last freight shipment by rail was received in April of 1981.

In 1985, Amos E. Johnson gained recognition for his years of community service, receiving the Andover Citizen of the Year award. Community service was a natural for Amos. He had owned and operated R. P. Johnson & Son since 1934; he was a trustee of Proctor Academy, and a director of the New London Trust Company. Amos was also a past president and longtime secretary-treasurer of the Andover Lions Club; a member of the Lake Sunapee Country Club, and Hoo Hoo the Fraternal Order of Lumbermen.

On November 1, 1989, R. P. Johnson & Son purchased Eastman Building Supply, on Sargent Road in Sunapee. In the spring of 1990, R. P. Johnson opened this second facility. The company's goal was to offer the same quality products, competitive prices, and high level of service that had become the trademark of R. P. Johnson & Son. On July 9, 1990, an era ended: Amos E. Johnson passed away, leaving his sons to carry on the tradition.

In 1991, R. P. Johnson was one of 200 companies nationwide included in *Strengthening America's Competitiveness*, a book intended to offer insights into good business management. The book was sponsored by Massachusetts Mutual Life Insurance Company, the U.S. Chamber of Commerce, and Nation's Business Magazine. Companies were asked to submit reports on problems they encountered and their strategies for solving them.

During the last recession, Steve Johnson, along with his brother Bryan, implemented an aggressive plan to keep the company profitable. The company laid off approximately one third of its workers, and cut back on employee benefits. In order to stretch their buying power they joined ENAP, a building material coop, and started a rental equipment department. These steps allowed the company to survive the recession ready to take on the next building boom. R. P. Johnson was one of four New Hampshire businesses chosen from the 200 mentioned to receive the Blue Chip Enterprise Initiative Award.

By 1995, the Sunapee location had grown and was faced with a new challenge: the need to add lumber storage. A new storage system was built that allowed customers and yard personnel to pick lumber in a clean and dry facility, while at the same time keeping shrinkage due to weather damage to a minimum. That same year, Master Craftsman Norm Abrams of *This Old House*, honored the Home Center in Andover with an appearance. Mr. Abrams spent a Saturday speaking with customers and fellow craftsmen. Many people came to thank him for showing them how to build his do it yourself projects.

On July 1, 1997, after much thought, Steve and Bryan declared R. P. Johnson & Son to be an Open Book Management Company. Open Book Management allows employees, from yardmen, office workers, and counter people up to management staff to know exactly what they contribute, what they cost the company, and how they depend on one another to be successful. They have access to scorecards, income statements, cash flow statements, and balance sheets. This encourages employees to think as owners, not as traditional employees who are just "doing the job". This kind of thinking isn't just good for the bottom line; it has improved the already high quality of service customers have come to expect from R. P. Johnson & Son.

In 1998, the Home Center in Andover was renovated. A special contractor area was created to better serve contractors, who often have larger and more complicated orders. This left the front counter free for the general public and homeowner trade. The store itself was re-arranged to be more open and customer friendly, with lots of signs and displays making it easier to find the wide array of products.

Even with years of renovations under their belt, R. P. Johnson looks to the future, with plans to consolidate both the lumberyard and home center on the 16-acre site directly across the street from the current home center.

In 1999, Bryan Johnson left the company to start his own business. This left his brother Steve as the sole Johnson to run the company. With people beginning to go to the giant "home center" type of business for building supplies, it became obvious that there was a need to shift gears, and provide the highest quality building materials with a twist: drive-through service!

On June 1, 2000, R. P. Johnson employees gathered at the new Drive-Thru site for an official ground breaking ceremony. On October 9, 2000, R. P. Johnson opened its 30,000 sq. foot state-of-the-art Drive-Through Lumberyard. The concept is smart: the large interior provides clean, dry, well-lit and organized storage, and quick, convenient pickup and loading for the customer.

In the same way that the early Johnson business changed with the times, R. P. Johnson is growing and changing to better serve their customers. As the R. P. Johnson organization turns 100 years old, it seems evident that the business will continue to grow with New Hampshire, one generation at a time.