



EDWARD STRATTON — The Daily Astorian

Englund Marine & Industrial Supply moved into its new 44,000-square-foot store in 2006, incorporating the industrial supply inventory it bought with Fisher Brothers in 2001.

Englund: 'Over the past five years, we've grown 50 percent as a company'

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the company's slow season from the Pacific Northwest Coast and west from Montana, south from Westport, Wash., and north from Phoenix, Ariz. The company now employs 126 at its 11 locations across the Western U.S.

That's up from 98 in 2004 and 112 in 2009, said Chief Financial Officer Jeremy Davis. Employees are split, 80 on the retail side and 46 working in the company's quickly growing wholesale operations. On average, said Davis, employees of Englund stay there for 9.3 years, far above the 4.6-year national average, according to the U.S. Bureau of Labor and Statistics.

"Over the past five years, we've grown 50 percent as a company," said Davis of the company's revenues, pointing out a 36 percent growth over five years in retail, and 80 percent in wholesale.

Retail sales still make up about 65 percent of the company's revenues, said Kurt Englund, adding that the commercial fishing fleet is still "the backbone of our business."

While retail makes up the bulk of the company's revenues, the wholesale business allows the company to buy supplies at better prices and ultimately make more money, Davis said.

Still family owned

Company President Kurt Englund did most of the talking for his family at the gathering Saturday at Englund Marine, as father Jon Englund, who's served as CEO for the past 35 years, listened.

His father is 77, said Kurt Englund, but plans on staying involved in Englund Marine as long as he can, after being thrust to the head of the company in 1980 when Axel, who started the company when Jon was 7, died.

Jon Englund's sons have been involved with the com-



Daily Astorian file

Members of Englund Marine & Industrial Supply founder Axel Englund's family gathered for the grand opening of the company's new Astoria location in May 2006. From left are his daughter-in-law Mary Jean Englund; Theresa Turner, manager of Englund Marine & Industrial Supply; his daughter Suzanne Fleck; his wife, Freda Englund; and his son and successor as CEO, Jon Englund.

pany since the late '80s and early '90s, managing its various locations. Jay Englund, 48, joined in 1986 full time and manages the company's raft shop in Warrenton. Kurt Englund joined in 1991 and manages the Astoria location.

They also have two cousins, with the company for about 30 years, who manage locations in Newport and Coos Bay. And there are plenty of locations to manage. It's too early to tell whether the fourth-generation of Englunds, who are still in school, will be interested in the family business, Kurt Englund said.

Growing

Between 1966 and 1993, Englund Marine added locations in Ilwaco and Westport, Wash.; Newport, Charleston and Warrenton in Oregon; and Eureka and Crescent City, Calif.

In 1983, Jon Englund, by then the head of the company, entered the wholesale market by buying U.S. Distributing in Portland, starting the En-

glund Marine Group, which includes several subsidiaries. In 1994, it purchased marine distributor Seacoast Supply to accentuate its wholesale business.

Englund Marine entered Phoenix in 1995 with Marine Wholesale, serving the Southwestern U.S.

In 2001, Englund Marine bought out Fisher Brothers, a 100-year-old industrial supply house in Astoria. It incorporated the company's offerings into its new, larger store on Hamburg Avenue, opened in early 2006.

Its subsidiary, U.S. Distributing, opened a satellite store in Missoula, Mont., in 2007, focusing on after-market parts and accessories similar to those wanted in the Phoenix warehouse.

The Englund Marine Group now includes 11 locations through subsidiaries of Englund Marine & Industrial Supply Co. in Oregon, Washington and California; Marine Wholesale in Arizona; and U.S. Distributing in Oregon and Montana.

Refuges: 'You need to keep human interaction to zero'

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"Rehab's a tricky business," says Colin Gillin, state wildlife veterinarian for the Oregon Department of Fish and Wildlife, which oversees animal rehab in Oregon. "Even a little bear that goes in (a rehab center) at 13 pounds comes out at over 100 pounds. If they're habituated, there's a problem.

"The really good rehabbers who do bears don't want to give you a bear back that has to be euthanized in a month," Gillin says.

The issue was raised twice recently when orphaned black bear cubs captured in Jackson County — one after running through an Ashland pharmacy on Oct. 19 and another, a 13-pound cub, after it fell out of a homeowner's tree on Jan. 6 — had to be shipped out of state for care.

The Ashland cub was sent to a Washington facility, but it

was later euthanized because it was showing kidney failure. The 13-pound cub was shipped Wednesday to an Idaho center, where it will live in a large enclosure with natural denning sites and food sources until it is returned to Jackson County in the spring for release.

The process must be literally as hands-off as possible to give the bear a chance at being wild again.

"They can't see people, period," says Mark Vargas, the ODFW's Rogue District wildlife biologist. "It's best if they can't hear people, even smell them. Ideally, you need to keep human interaction to zero."

That wasn't the case in the 1970s through the '90s, when the elder Siddon took in all sorts of bears that had regular interaction and exposure to people at his Merlin center.

"Dad had a pretty casual attitude about it," Siddon says. "He had an, 'Ah, we'll get this figured out' attitude.

That wasn't uncommon then. In the early days of rehab, a lot less attention went into keeping the bears as wild as they can be."

As biologists here and throughout the West began to document nuisance and human-safety conflicts with released bears, they, veterinarians and rehabbers alike began to rethink their practices.

Now, Wildlife Images applies nonhabitation tactics to all their rehabbed wildlife, especially with raptors, Siddon says.

"We've changed how things are done," he says. "You adapt as new information becomes available."

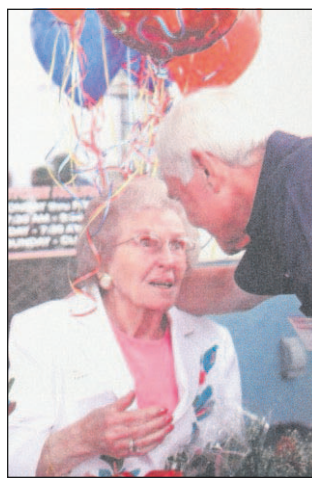
As that new information about black bear habituation led the ODFW to ratchet up its requirements, places such as Wildlife Images couldn't adapt.

"It's a pretty sizable investment," Siddon says. "It also was when the economy



Submitted

Axel Englund



Daily Astorian File

Longtime Englund Marine & Industrial Supply employee Ron Fox talks to Freda Englund at the store's grand opening event in May 2006.

Some of the company's major accomplishments over the past five years, said Kurt Englund, focus on its efforts to become more digitized, switching to electronic invoicing and launching a new website for its wholesale business, www.englund-marinegroup.com, in 2012.

The company's most recent acquisition was in Astoria, where last month it assumed the lease of Columbia Pacific Marine Works next to its main Astoria retail center. It plans to use the 10,000 square foot building, formerly for mechanical work on boats, for warehousing.



ALEX PAJUNAS — The Daily Astorian

Victor Diego, left, and Miguel Rivera, both of Warrenton, cut up whiting at Pacific Seafood's subleased space at North Tongue Point. When the company's fish processing plant in Warrenton burned down in June 2013, it moved to Astoria and helped boost revenue at the city's Public Works Department.

Seafood: 'We are committed to rebuilding in Warrenton'

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"frivolous retreat" of the previous suit. "We expect the complaint will be dismissed in short order," he said.

Occhipinti rejected the suggestion that Pacific Seafood might not rebuild in Warrenton. "We are as committed to rebuilding in Warrenton today as we were the day after the tragic fire," he said. "It's a complicated process and it's taking much longer than we would like. But we are committed."

Pacific Seafood, based in Clackamas, is a dominant fish processor and distributor and also owns a fleet of 13 fishing boats. Along with the exclusive marketing agreement with Ocean Gold, Frank Dulcich, Pacific Seafood's president and chief executive officer, already holds significant stock in the Westport, Wash., company.

The fishermen claim that Pacific Seafood's dominance has caused a lack of competition that has led to price suppression.



ALEX PAJUNAS — The Daily Astorian

Astoria firefighter Avery Petersen climbs to the top of a ladder to direct water onto the flames rising from the roof of Pacific Seafood's processing plant in Warrenton in 2013.

Council: Renovations, repairs to buildings will be discussed at work sessions

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and commissions to ensure they're staying on task;

Identifying how much available land exists in Cannon Beach and determine what could be used to build affordable housing.

Work sessions

At its 2015 work sessions, the council plans to discuss:

- Repairs and renovations at City Hall and Tolovana Hall;
- Placing the city's utilities underground;
- Setting up integrated wire-

less Internet access throughout town, beginning in the business corridors;

Whether the city should make public beach accesses more uniform and more visible from the coastline;

Whether an events center should be built in Cannon Beach, and if it should go on the 58-acre South Wind site;

Upgrading electric, water and sewer services at the city-owned RV park;

Whether the city should allow the proposed Cannon Beach Academy charter school to use a portion of the RV park as a temporary location.

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